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Langwell's Babbit, Montreal.

CANADIAN

HARDWARE AND METAL MERCHANT

The Weekly Organ of the Hardware, Metal, Heating, Plumbing and Contracting Trades in Canada.

VOL. XV. MONTREAL AND TORONTO, JANUARY 3, 1903, NO. 1.

HENRY BOKER

BEST FINISH

ARROW WINGED SHOE I&S. WORKS

TRADE MARKS REG'D

LARGEST VARIETY

SKATES

LATEST DESIGNS

For Sale by Leading Wholesale Hardware Houses.

POULTRY NETTING.

LYSAGHT'S make is always reliable—well made, well galvanized, true to length, width, and weight. Galvanized after woven, the safest and most durable.

JOHN LYSAGHT, Limited, Makers, BRISTOL, ENG.

A. C. LESLIE & CO., MONTREAL Managers Canadian Branch.

"Safford" Radiators

Manufactured for Heating all classes of Buildings by Hot Water or Steam. Made in different heights, beautiful designs. Plain or Ornamental.

THE DOMINION RADIATOR CO., Limited

Head Office and Works: DUFFERIN ST. TORONTO, CAN.

SKATES

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Hockey Supplies

PADS, HEEL SUPPORTS,

STICKS, PUCKS, ETC.

SKATES

SEND FOR CATALOGUE.

RICE LEWIS & SON,

LIMITED

Cor. King and Victoria Streets, TORONTO.

METALS

ANTIMONY LEAD

COPPER TIN

PIG IRON ZINC

M. & L. SAMUEL, BENJAMIN & CO.

27 Wellington St. West, TORONTO, ONT.

English House: SAMUEL, SONS & BENJAMIN, 164 Fenchurch St., LONDON, E.C.

THEY'RE ALL ALIKE

THAT'S THE BEAUTY OF THE

CARBO MAGNETIC

No Saw Edges
No Soft Spots
No Temper Streaks
No Returned Blades to the Dealer
Will Shave for Years Without Requiring Honing

Sold by all Leading Jobbers.

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A. L. SILBERSTEIN

Mfrs. of "Griffon" CUTLERY

453-461 Broadway, NEW YORK CITY.

BOOKLET COMING— if you'll ask for a copy with trade discount.

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We solicit your enquiries for samples and prices for next season.

Our line is complete, embracing the old lines with some new ones.

All brands made with our **Patent Seamless Tube** to stand city pressures.

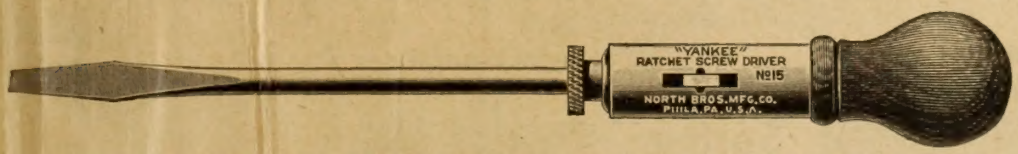
The Canadian Rubber Co.

Manufacturers of Rubber Goods,

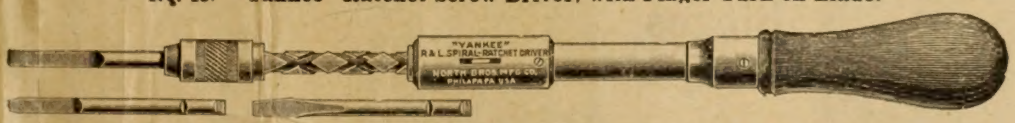
MONTREAL TORONTO WINNIPEG VANCOUVER

Other Tools are very good Tools, but

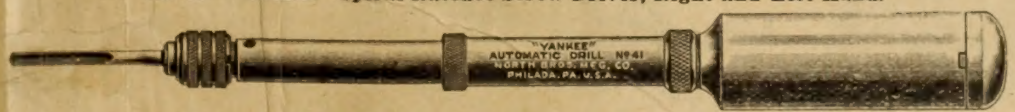
"YANKEE TOOLS" ARE BETTER



No. 15. "Yankee" Ratchet Screw Driver, with Finger Turn on Blade.

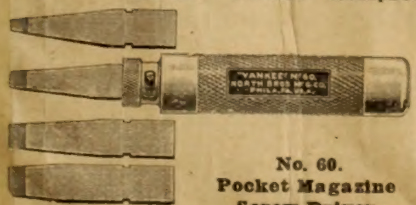


No. 30 "Yankee" Spiral-Ratchet Screw Driver, Right and Left Hand.



No. 41. Yankee" Automatic Drill, Eight Drill Points in Handle.

No. 50. "Yankee" Reciprocating Drill, for Iron, Steel, Brass, Wood, etc.



No. 60.
Pocket Magazine
Screw Driver.

Our "YANKEE" Tool Book tells all about them. Mailed free on application. . . . . .

Manufacturers also of

LIGHTNING, GEM and BLIZZARD Ice Cream Freezers.

Toy Freezers, Ice Shaves and Ice Chippers.

Fluting Machines, Hand Fluters.

Sold by Leading Jobbers in Canada.

NORTH BROS. MFG. CO.,

Philadelphia, Pa., U.S.A.

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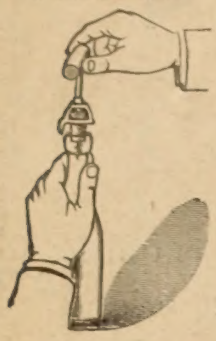

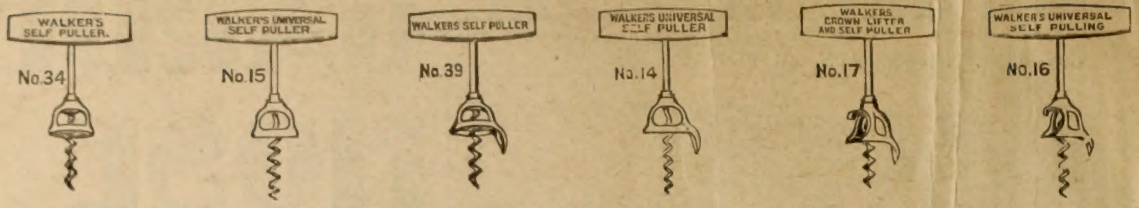

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Made of Crucible Steel, Nickel Plated, Polished Wood Handles.

EVERY ONE TESTED AND GUARANTEED. Several imitations on the market, but none as good.

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P. S.--Prices on Application.

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Wire Rope. OF

All Kinds and Sizes AND FOR **All Purposes.**

PRICES RIGHT. PROMPT SHIPMENTS.

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STAR COIL DOOR SPRING, Also the GEM.

Made of High-Grade Steel Spring Wire and in Various Finishes.

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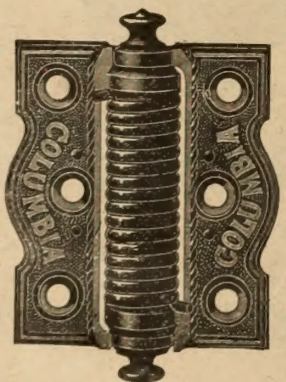

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Single and Double Acting.

Spring Hinges Strong and Handsomely Finished.

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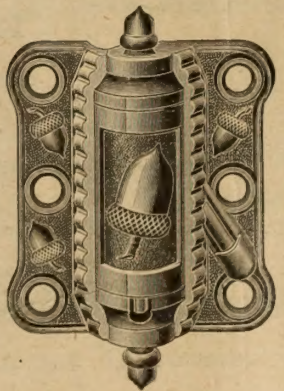

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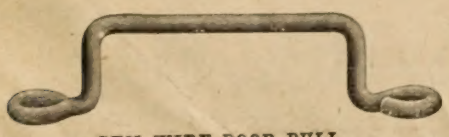

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Lamplough & McNaughton

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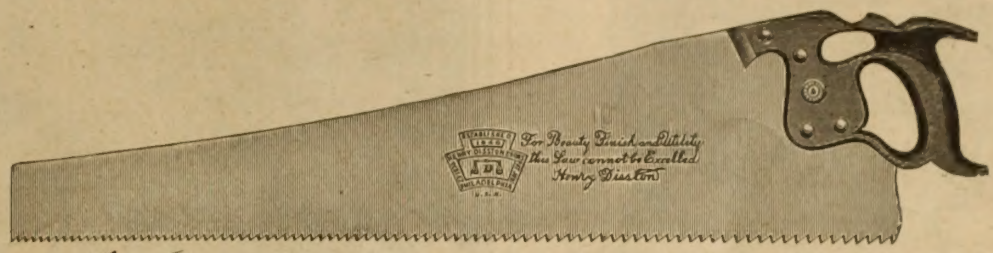
DISSTON'S SAWS

KNOWN THE WORLD OVER AS THE BEST.

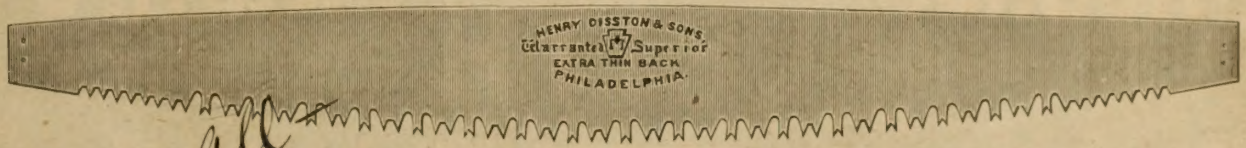


NO. D8, HAND, RIP AND PANEL SAWS.

all RETURNED JAN 31 1903

NO. 12, HAND, RIP AND PANEL SAWS.

DISSTON NARROW TREE SAW.



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ST. LAWRENCE CROSS CUT SAW.

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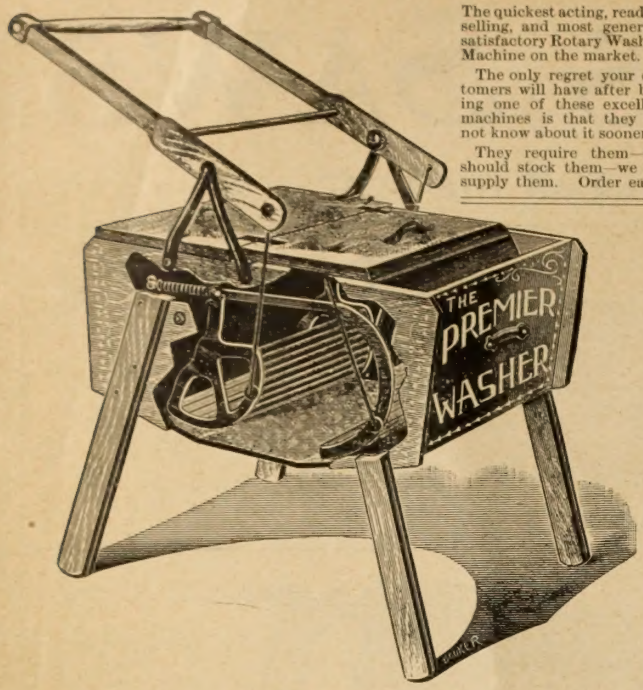
RE-ACTING WASHER



The quickest acting, readiest selling, and most generally satisfactory Rotary Washing Machine on the market.

The only regret your customers will have after buying one of these excellent machines is that they did not know about it sooner.

They require them—you should stock them—we can supply them. Order early.

The Dowswell Manufacturing Co., Limited

HAMILTON.

W. L. HALDIMAND & SON, Montreal, Eastern Agents.

A Silent Salesman that Talks Goods

YOURS FREE

The "NEW GEM" Safety Razor.

Send your order for our following "sure sellers" and this silent salesman is yours.

We have made these selections from our knowledge of the goods most demanded by your trade. You have the privilege at any time of sending back for exchange any *"New Gem"* sets that are not found ready sellers

The accompanying illustration conveys but a poor idea of the beauty of this show-case—attractive in size, unique in construction—all in all a fixture that any merchant may well be proud to place where the customer's eye can best be caught.

	Wholesale.	Retail.
6 "New Gem" Razors	$6.00	$12.00
1 Strop Machine	.92	1.50
2 Cases No. 1	3.00	5.00
1 Case No. 2	2.25	3.50
1 Case No. 3	2.96	4.50
1 Case No. 4	3.67	5.50
1 Case No. 18	1.25	2.25
	$20.05	$34.25

For sale by Cutlery Jobbers all over the world.

GEM CUTLERY CO., 31 Reade St., New York.

ESTABLISHED 1750

THE EDINBURGH ROPERIE & SAILCLOTH Co Ld

TELEGRAPHIC ADDRESS ROPERIE

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MANUFACTURERS OF EVERY DESCRIPTION OF

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MANILA ROPE
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FISHING LINES
NETTING TWINES
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SPUNYARNS & PACKINGS
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SAILCLOTH
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AWNINGS
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THE EDINBURGH ROPERIE & SAILCLOTH CO'Y, Limited, - - 9 St. Peter Street, MONTREAL.

A. G. SPALDING & BROS'.

TRADE-MARKED

Line of Athletic Goods

THE DEALER that is clever enough to look out for his own interests will be the one that will order Spalding's trade-marked line of implements and nothing else. For over a quarter of a century the Spalding trade mark has been the standard in the athletic goods industry, and the trade mark on the implement is a guarantee that the article is official and correct and in use by the champions throughout the world where athletic sports are indulged in.

BOXING GLOVES.

The largest and most complete line of Boxing Gloves in the world to select from. The Spalding Championship Gloves, endorsed by all the champions and used by them. Three styles at $6 each. The Spalding Special, at $4 each. The Spalding Gloves with the new patent palm lacing and patent palm grip is an improvement that has made the Spalding Gloves the sellers this season. Fourteen different styles and no dealer can be up to date with this line unless he has a catalogue before him. Prices are fixed and final.

STRIKING BAG.

The Spalding Championship Bag, originally designed by "Kid" McCoy, is the one that is used by the experts and the professional men. Price, $7. Nine other Swinging Bags for the dealer to select from. Spalding's Double-end Bag, the Fitzsimmons' Special, is the best in this line at $5. Seven others as low as $1.

ICE SKATES.

Complete line of Peck & Snyder's American Club Skates, for over thirty years the leading Skate in America. It is copied by many, but never equalled.

Spalding's line of Hockey goods is admitted by the players to be the most perfect line on the market. This not only applies to the stick and puck, but also to sundries that are required by hockey players. The Spalding "Shamrock" Hockey Stick requires no introduction to Canadians. Endorsed and used by the Shamrocks of Montreal, and the champions of the world, the Victoria team.

The Spalding official trade-marked Puck is the official Puck of the Canadian Amateur Hockey League.

Now is the time for the dealer to think of next season's business. The wise dealer will be the one that carries the Spalding complete line of baseball goods. Spalding in baseball is synonym for perfection, and wherever baseball is played, in order to have the game officially played, Spalding's goods must be used. For a quarter of a century Spalding has held the field in the baseball line.

Lawn Tennis last year was the best in many years in the tennis line; 1903 promises to be better. Spalding's line of Lawn Tennis goods is unequalled.

Then there is Spalding's official Basketball, the one that must be used in all games, as well as the official goal posts and goals.

The Spalding Intercollegiate Football, No. J55. This is the ball that is used by Yale, Princeton, Harvard, Pennsylvania, Cornell, Chicago, University of California. Every team that plays football in America uses this ball.

GOLF GOODS.

The largest and most complete line in the world, and made by the most expert golfers in the world. Everything in the golf line is up-to-date.

The dealer that wants to have his store up to date will be the one that carries a complete line of Spalding's Athletic Library—the American authority on all matters athletic. Each book complete in itself, and wherever displayed find ready buyers. If you have not a copy of Spalding's Athletic Catalogue before you, send us a postal card and we will send you one.

A. G. SPALDING & BROTHERS,

The Largest Makers of Athletic Supplies in the World.

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HENRY ROGERS, SONS & CO., SHEFFIELD, ENGLAND.

H R S & C°

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"Rogers" Cokes.
"H. R. S. & Co." Charcoals.
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Canadian Office:
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STANDARD TIN WORKS
MANUFACTURERS OF
TINWARE AND TIN CANS
Fruit Cans, Meat Cans,
Jacketed Oil Cans
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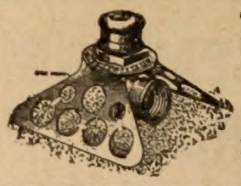
JAS. A. McGOLDRIN
156-162 Duke Street, TORONTO.



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IS YOUR ORDER IN?
Send for Folder No. 14.
Pullman Sash Bal. Co.
Rochester, N.Y., U.S.A.

WILLIAM ABBOTT
Representing Jonas & Colver's Celebrated "Novo" Air Hardening Steel. Especially adapted for high speed and for all classes of fools and work. Easily annealed, for shaping into Milling Cutters, Dies and other tools. Stock on hand for immediate orders.
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1,000 PRINTED ENVELOPES
For $1.00.
We do good printing cheap—500 Noteheads, 500 Envelopes and 500 Statements for $2.50.
Snaps in Stationery of all kinds.
WEESE & CO., Jobbers,
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THE MOST COMPLETE STOCK
Brass and Copper
in Sheets, Tubes, Wire and Rod.
Service Right,
Quality Right, Prices Right
WATERBURY BRASS CO.
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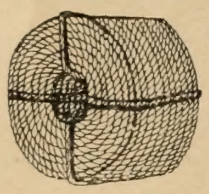
Always have our classified Stock List before you.
YOURS FOR THE ASKING.

THE INDEPENDENT CORDAGE CO., Limited,
TORONTO.



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ALL KINDS AND FOR ALL PURPOSES.

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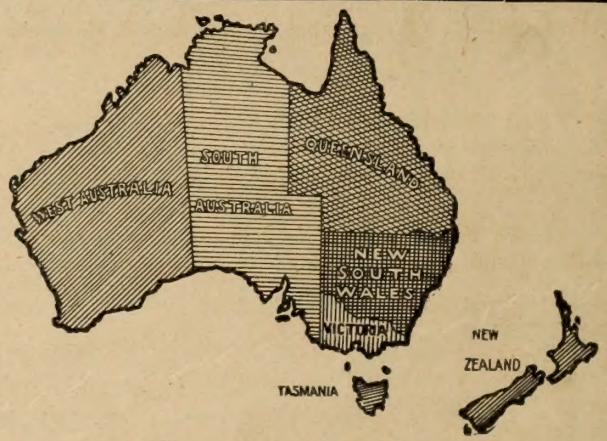

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Head Office: TORONTO, ONT.

Square and Hexagon. Finished and Semi-Finished.

DISTRICT OFFICES :

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The Fairbanks Company

Recognizing a demand for a cheaper grade of Scales than **"The Standard"** for domestic and farm use we offer

THE "CROWN" EVEN BALANCE.
"THE RICHELIEU" UNION SCALE.
"THE DOMINION" PLATFORM SCALE.

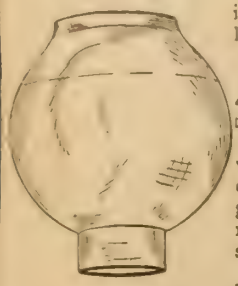
These styles are well finished and are excellent Scales.

Write for Catalogues and Prices.

THE FAIRBANKS COMPANY, MONTREAL, VANCOUVER.

OUR TRADE MARK
AUER LIGHT MANTLES
LONGEST LIFE & BRIGHTEST
OUR TRADE MARK

Our Chief Business



is making mantles that last the longest and give the most light. A is indelibly branded on the best mantles made.

Our factory is equipped with up-to-date appliances; our output is the largest; our goods the most reliable—We use nickel steel wire supports.

We handle other goods, in such quantities that we can quote you lower prices than you can import them for. No charge for cases or packing.

Write for our quotations on:

HIGH GALLERIES	}	Best
LOW "	}	Quality
HIGH GALLERIES	}	2nd
LOW "	}	Quality
STRAIGHT CHIMNEYS		
BARREL "		
MICA "		
MICA CANOPIES		
OPAL SHADES	PEAR GLOBES	
APPLE GLOBES	SUNDRIES	

AUER LIGHT CO., - MONTREAL.

"GLOBE" METAL POLISH

INSIST ON HAVING IT

Write for a supply of show cards and advertising novelties.

RAIMES & CO., 164 Duane St., NEW YORK.

Toronto, January 1st, 1903.

We thank our Customers for the very large share of business with which we have been favored during the past year.

We are making preparations to do a larger trade than ever this year, and prompt shipment of orders may be relied upon.

We wish one and all a Happy and Prosperous New Year.

KEMP MANUFACTURING CO.

TORONTO, CANADA.

HARDWARE AND METAL

VOL. XV. MONTREAL AND TORONTO, JANUARY 3, 1903 NO. 1

President:
JOHN BAYNE MacLEAN,
Montreal.

The MacLean Publishing Co.
Limited

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A BUSINESS MAN FOR MAYOR.

IT is to be hoped the business men of Toronto will do all in their power to secure the election of Ald. Daniel Lamb as Mayor.

Out of the four men in the field who can be seriously taken as candidates, Mr. Lamb is the only business man. The others are lawyers.

As a business man Mr. Lamb was a success. The fact that he amassed a substantial fortune and years ago retired from active commercial life is proof of this.

But Ald. Lamb's business experience is not his only qualification. He has also had many years of municipal experience; and there is probably no one in the "Queen City" to-day who is better informed on municipal affairs than he is. His honesty and integrity no one has ever called in question, while the office for which he is now a candidate is seeking him, and not he the office.

One of the crying needs of Toronto is the quality of business in the administration of its civic affairs. It naturally follows that if a man with large experience in both commercial and municipal life is placed in the civic chair an important step has been taken toward strengthening the city in that in which it is now so lamentably weak.

All experiments are not successful; but had there been no experiments there would have been no great commercial enterprises.

ADVANCE IN GLASSWARE.

The prices of hollow table glassware were advanced, on January 1, 15 per cent., and of lamp chimneys, 10 per cent. at the same date.

The manufacturers of glassware in the United States have been putting up prices and the Canadian manufacturers are following in their steps.

It is claimed that the cost of production is greater now than six months ago. The scarcity and high price of soft coal has increased the cost of manufacturing the article, and also, in some instances, higher wages have to be paid the workmen.

As long as the coal market continues high, these advances will be sustained, and it should decline, the price of glassware will likely follow.

WHO SHOULD SELL BICYCLE ACCESSORIES?

MANUFACTURERS of bicycle sundries in the United States are reporting the great and steady improvement in the bicycle and sundry business, and the outlook for the season of 1903 is very encouraging.

Judging from the number of inquiries for catalogues and price lists they are daily receiving from hardwaremen, it really looks as if the business was now on a good staple basis and the merchant is beginning to realize the fact.

The day is past when wheeling as a fad placed the handling of bicycles in the hands of irresponsible men; and, further, the few changes that have been made in the construction of the bicycle the past few years render it easy for the merchant to carry an assorted line of sundries and parts that will prove not only good sellers, but return good profits, and this fact the hardwaremen should not lose sight of.

In an interview with the largest bicycle manufacturing firm of Canada, the above facts were fully substantiated, and they are more than pleased with the number of inquiries they are receiving from hardwaremen both in Ontario and the Eastern Provinces.

In England their business is now almost exclusively handled by hardwaremen, or ironmongers, as they are called there. This all goes to prove that in looking for a staple article like bicycle accessories, people will look in a staple place for them and that place is the hardware stores.

DECLINE IN SPADES AND SHOVELS.

THERE has been made a reduction in the prices of spades and shovels in Canada, to meet competition from the United States and Great Britain. The new discount is 45 per cent. instead of 40 and 5 per cent. as before, and the list has been reduced $3 per doz. on Old's goods, $2 on Gray's, and $1 on Burns'. With the above big reduction in the list, as well as the increased discount, a large reduction is made in the net prices. For example, Old's, which netted the trade last year about $8.30 per dozen, under the present prices will net $6.35, a difference of nearly $2 per dozen. This change being made only to meet competition from small makers in the United States and England the home manufacturers of course claim they have to satisfy the retail merchants as well as the consumers. Should conditions change in England and the United States, where cut-throat competition at present exists, the Canadian manufacturers claim they will have sufficient reason in fair play to take advantage of it.

The cost of handles and of steel is to-day higher than it was last year and labor is better paid. It therefore looks as if the manufacturers' lot in spades and shovels is not a happy one at the present prices. We quote below the new list:

JONES'.

PATENT PLAIN BACK, SOLID CAST STEEL SHOVELS AND SPADES.

Polished.

No. 20,	L or D Handle, Square Point Shovels	No. 2,	$18.50
21,	L or D Handle, Square Point Shovels	No. 4	19.50
22,	L or D Handle, Square Point Shovels	No. 6	20.50
23,	L or D Handle, Square Point Shovels	No. 8	21.50
24,	L or D Handle, Spades	No. 2	18.50
25,	D Handle, Round Point Shovels, No. 3		19.00
26,	L Handle, Round Point Shovels, No 2		18 50
27,	L Handle, Round Point Shovels (narrow)	No. 2	18.50
28,	D Handle, Toy Spades		14.50

Black, 25c. net per doz. less.

29,	D Handle, Square Point Railway Shovel, black	No. 2	18.50

SOLID CAST STEEL SOCKET SHOVELS

Half-Polished.

30	L or D Handle, Square Point, 13¼ x 11 x 10½	No 4	15.80
32,	L or D Handle, Square Point, 13½ x 11½ x 11	No. 5	16 30
33,	L or D Handle, Square Point, 13¾ x 12 x 11½	No 6	16.80

Black, 15c. net per doz. less.

BURNS'.

PATENT PLAIN BACK, SOLID CAST STEEL SHOVELS AND SPADES.

Polished.

No. 40,	L or D Handle, Square Point Shovels	No. 2	$16.00
41,	L or D Handle Square Point Shovels	No. 4	17.00
42,	L or D Handle, Square Point Shovels	No. 6	18.00
43,	L or D Handle, Spades	No. 2	16.00
44,	D Handle, Round Point Shovels, No. 3		16.50
45,	L Handle, Round Point Shovels, No. 2		16.00
46,	L Handle, Round Point Shovels, (narrow)	No. 2	16.00
47,	D Handle, Toy Spades		13.00

Black, 25c. net per doz. less.

GRAY'S.

PATENT PLAIN BACK, SOLID STEEL SHOVELS AND SPADES.

Polished.

No. 50,	L or D Handle, Square Point Shovels	No. 2,	$13.50
51,	L or D Handle, Square Point Shovels	No. 4,	14.50
52,	L or D Handle, Square Point Shovels	No. 6,	15.50
53,	L or D Handle, Spades	No. 2,	12.50
54,	D Handle Round Point Shovels, No. 3		14.00
55,	L Handle Round Point Shovels, No. 2		13.50
56,	L Handle Round Point Shovels (narrow)	No. 2,	13 50

Black, 25c. net per doz. less.

OLD'S

PATENT PLAIN BACK, SOLID STEEL SHOVELS AND SPADES.

Polished.

No. 60,	L or D Handle, Square Point Shovels	No. 2,	$11.50
61,	L or D Handle, Square Point Shovels	No, 4,	12.50
62,	L or D Handle, Square Point Shovels	No. 6,	13.50
63,	L or D Handle, Spades	No. 2,	11.50
64,	L or D Handle, Round Point Shovels	No. 2,	11.50
65,	L Handle, Round Point Shovels (narrow)	No. 2	11.50

Black 25c. net per doz. less.

RIGOLLE DITCHING SHOVELS.

PATENT PLAIN BLACK, SOLID CAST STEEL.

Polished.

No. 85,	Jones' L or D Handle, Square or Round Point	$18.50
86,	Burns' L or D Handle, Square or Round Point	16.00
87,	Old's L or D Handle, Square or Round Point	11.50

MOULDERS' SHOVELS.

PATENT PLAIN BACK, SOLID CAST STEEL.

Polished.

No. 90,	Jones' D Handle	$18 50
91,	Burns' "	16.00
92,	Jones' Split D Handle	18.50
93,	Burns' " "	16.00

AMERICAN PATENT SOCKET.

SNOW SHOVELS.

Black.

No. 100,	Best Cast Steel, L Handle		$5.50
101,	" " T Handle		5.80

ELY'S.

CAST STEEL RIVETED BACK STRAP SHOVELS AND SPADES.

Polished.

No. 110,	L or D Handle, Square Point Shovel	No. 2	$14.50
111,	L or D Handle, Square Point Spade	No. 2	14.50
112,	D Handle Round Point Shovel, No 3		15.00
113,	L Handle Round Point Shovel, No. 2		14.50

Black, 25c. net per doz. less.

MINERS' SHOVELS—JONES'.

CRUCIBLE CAST STEEL BACK STRAP SHOVELS.

Polished.

No. 120,	L Handle, Round Full Spring Point	No 2	$16.50
121,	L Handle, Round Half Spring Point	No. 2	16.50

ELY'S

CRUCIBLE CAST STEEL BACK STRAP SHOVELS.

Polished.

No. 122,	L Handle, Round Full Spring Point	No. 2	$14.50
No 123,	L Handle, Round Half Spring Point	No. 2	14 50

JONES'.

SOLID CAST STEEL SOCKET SHOVEL, BLACK.

No. 124,	D Handle, Square Point Coal Miner's Shovel		$17.00

Sizes 13 in. by 15 in.

		Per Doz.
HANDLES.		
No. 127,	Long Shovel, Spade or Scoop, Bent, extra quality	$3.25
128,	D. Shovel, Spade or Scoop, Bent and Riveted, extra quality	4.00
129,	Long Handle, for drain cleaners.	3.25

SCOOPS—JONES'.

PATENT SOLID CAST STEEL SOCKET.

Half-Polished.

No. 130,	D Handle Scoops	No. 2,	$16.00
131,	" "	4,	17.00
131½,	" " Narrow Mouth	4,	17.00
132,	D Handle Scoops	5,	17.50
133,	" "	6,	18.00
134,	D Handle Scoops, Locomotive, bla k	No. 6	17.50
134½,	D Handle House Furnace Scoops, black	No. 0	12.00

Black, 10c.. net per doz. less.

JONES'

BACK STRAP CAST STEEL, RIVETED.

Polished.

No. 135,	D Handle Scoops	No. 2,	$17.00
136,	" "	4,	18.00
137,	" "	6,	19.00
138,	" " Round Point, Black	6,	18.50

Black, 25c. net per doz, less.

Half-Polished.

No. 139,	D Handle Scoops	No. 8,	$19.70
140,	" "	10,	20.70

Black, 10c. net per doz. less.

WARD'S.

BACK STRAP CAST STEEL, RIVETED.

Polished.

No. 143,	D Handle Scoops	No. 2,	$16.00
144,	" "	4,	17.00
145,	" "	6,	18.00

Black, 25c. net per doz, less,

LEEDS'.

BACK STRAP STEEL, RIVETED.

Half-Polished.

No. 146,	D Handle	No. 2,	$14.70
147,	"	4,	15 70

Black, 10c. net per doz. less.

Mrs. P. M. Cauchon, general merchant, St. Romuald, Que., is offering to compromise at 40c. on the dollar.

INDUSTRIAL GOSSIP

WATSON & TODD, Liverpool, Eng., have contracted for all lumber cut by McLachlin Bros., of Arnprior, Ont., during 1903, an aggregate of fully 40,000,000 feet.

Skilled mechanics and laborers are in great demand in the Sault Ste. Marie, Ont., district.

Wilber Gordon, hardware merchant, of Tweed, Ont., has purchased the foundry owned and operated by A. H. Leal & Son, and will in future manage it under the name of Leal Manufacturing Company.

MOVING TO ORILLIA, ONT.

The Dominion Wrought Iron Wheel Co., Brock avenue, Toronto, have been offered inducements to remove to Orillia, Ont., and will do so about March 1. Orillia people have taken interest in the company, the capital stock of which has been increased to $50,000. Mr. J. B. Tudhope, M.P., Mayor of Orillia, has been made president of the company, and Mr. Jas. E. Knox, of Toronto, is vice-president. Mr. T. H. Knox, who has been connected with R. G. Dun & Co. for the past 23 years, has been appointed general manager, and the other directors are Mr. Wm. Tudhope, Orillia, and Mr. W. Alex. McKay, of Montreal. The company manufacture wagons with a new patent wide tire.

WILL HE COME TO CANADA?

Mr. W. Sandford, of Lithgow, has been practically invited to transfer his iron working schemes to Canada, where he is assured of a better opportunity than the Commonwealth seems able to give him. From the secretary of the Voters' League at Victoria, British Columbia, he has received a letter sympathizing with him for the "damper which has been put upon his great enterprise in Australia," and assuring him that British Columbia is a finer field for carrying it to practical effect. Raw materials of the finest quality are abundant and accessible. The opportunities for Oriental trade are as good there as in Australia, and, in addition, there is the Dominion bonus, which the writer feels sure would be augumented by the Province if this was warranted. Accompanying the letter is a report on the iron and steel resources of the Province.—Australasian Hardware and Machinery.

THEIR PLANS HAVE CHANGED.

An echo of Mr. Clergue's statements regarding the condition of the steel rail manufacturing business in Canada comes from the decision of The Dominion Iron and Steel Company not to continue the erection of their steel-rail mills at Sydney, C.B., for the present, but to use them for manufacturing structural steel, for which the demand is very good in Canada.

Had this been done some time ago the company would likely have done a very good business, as the demand for structural materials has been very good for some months. Not being in such unfair competition with German manufacturers as would be the case if rails were manufactured, there would also be much more profit to the company in structutal steel.

It is curious that the machinery to be employed in the manufacture of structural steel will be brought by The Dominion Iron and Steel Company from Germany. It is thought that manufacturing operations will commence about May 1.

CAR-WHEEL WORKS FOR MONTREAL.

Montreal is certainly going ahead with great rapidity in regard to manufacturing industries, the latest being the rebuilding of the car wheel works at Lachine, which, it will be remembered, were burned out some years ago.

The fire put a stop to the manufacture of wheels by The Montreal Car-Wheel Company, but by next spring the factory will once more be in operation.

The company will operate on the old premises, near The Dominion Bridge Company's works. They will employ about 100 men, and their capacity will be in the neighborhood of 30 tons per day.

All indications point to a most prosperous period during the next five years for the iron and steel manufacturers of Canada. It is expected that, aside from the Grand Trunk's trans-continental line, the railway building in Canada will exceed anything in the past.

The fact that there is not a railway operating in Canada to-day that has sufficient rolling stock to meet the increasing traffic, is another point in favor of the rebuilding of these works.

ORDERS FOR FREIGHT CARS.

Hon. A. G. Blair has given an order for box and freight cars, aggregating $400,000 in amount, to be divided between Rhodes, Currie & Co., of Amherst, N.S., and The Rathbun Co., of Deseronto, Ont. Nearly 500 of these cars are required for the Intercolonial, and they must be completed early in the spring. The Minister of Railways will consult his colleagues with respect to the purchase of additional Pullmans and dining cars for the Government line. So heavy was the tourist traffic last year that the company could have put into use many more of these classes of cars than it possesses. The earning power of the Intercolonial has greatly increased since Mr. Blair commenced to improve and equip it on a modern basis. Taking the period from July, 1898, to November, 1902, each successive month has shown an increase over the corresponding period of the previous year ranging from $40,000 to $70,000. Taking the section of railway from Halifax, N.S., to Moncton, N.B., over which both the C.P.R. and Intercolonial run, there was a time when 85 per cent. of the business originating between these points went to the C.P.R. via St. John, and only 15 per cent. to the Intercolonial. Now the condition of things is reversed, and the people's line gets the lion's share.

ANNUAL BALL OF WESTERN TRAVELLERS.

From our own Correspondent.

THE commercial travellers' ball at the Alhambra Hall, Winnipeg, on Monday night was the best yet given by that Association. Everyone went in for a good time, and had it. The room looked most inviting, with decorations, flags and bunting and a profusion of colored electric globes. The stage was fitted up as a cosy sitting-room, and with a screen of palms made a delightful spot from which to view the dancers. The scene was an exceedingly pretty one.

Men were in the majority, and although there were no doubt a sufficient number of chaperones, there were no wall flowers in sight.

The floor was in splendid condition, and the music all that could be desired.

There were any number of pretty gowns and pretty faces to go with them. Among so many frocks it was pretty hard to individualize. Those noted were: Mrs. Fred Cox, cream satin with chiffon frills and berthe of rare lace; Mrs. J. Lamb, black silk with point lace revers; Mrs. E. L. Thomas, black grenadine with scarlet rosettes; Mrs C. C. Macdonald, black chiffon with spray poppies on corsage; Miss Callahan, gown of blue China silk and yolk and sleeves of chiffon embroidered with silver sequins; Mrs. Arthur Congdon, silk organdie in Persian effect with sash and corsage knots and cerise satin ribbon; Miss Young, gown of cream louisine with yolk of embroidered chiffon and pearl ornaments; Miss Winearis, pink chiffon over pink taffeta; Miss Landers, cream China silk with trimmings, silk applique; Mrs. A. Dyke, handsome gown of black taffeta with sequin trimmings; Miss McSweeney, sea green crepoline over green taffeta; Miss Martin, point desprit over bluette slip; Mrs. Harry Cox, sage green silk with panels of cream applique and berthe of green chiffon; Mrs. J. W. Lord, black silk relieved by a berthe of Brussels lace and touches of burnt orange.

There was a preponderence of light-colored gowns, and, as the majority of them were long, the effect of them when dancing was that of floating drapery, and was certainly very pretty.

Supper was served after the ninth dance. Numerous small gaily decorated tables were set in the dining-hall on the second floor, the repast being served in Mrs. Hamill's best style. As only half the dancers went down at one time there was ample room.

The committee, to whose untiring labors the splendid success of the ball was due, was composed of R. M. McGowan (the newly elected President of the N.W.C.T.A.), H. S. Rolston (Hon Sec'y.), E. W. Lowe, J. M. Lamb, F. M. Morgan, J. Heasley, W. C. McLean, E. L. Thomas, N. Musgrave, W. L. Lawler, J. A. McTaggert, C. C. Macdonald, F. W. Drewry, and J. Haffner.

BANQUET OF THE THOS. DAVIDSON MFG. CO., LIMITED.

THE sixth annual banquet and reunion of the travellers and heads of departments of the above firm was held Tuesday evening, December 23, at La Corona Hotel, Montreal. The president, Jas. Davidson, acted as chairman, and in a few well-chosen words proposed the health of "The King," which was received with musical honors. The health of "The Queen and Royal Family" was also duly honored.

The toast of "The Heads of Departments" was proposed by T. C. Davidson, vice-president, in a humorous speech, and was replied to by Owen Gee, whose remarks were of a reminiscent character he having been with the firm since 1869.

Edward Goodwill, manager of the sales department, proposed the toast of "Our Travellers," and, as he had toured Canada from the Atlantic to the Pacific, he spoke with a full knowledge of his subject, and his interesting remarks received the closest attention, which they so well merited.

H. B. Chadburn was the first to reply to this toast, and dwelt upon the loyalty of the travelling staff to the interests of the firm.

W. H. Morgan followed, and his remarks had the ring of true patriotism. He hoped that the label "Made in Canada" would always be insisted upon by buyers in Canada, and prophesied that 1903 would be the greatest year in the history of his firm.

R. B. Gray, J. A. Crevier, L. B. Latour and J. N. Young also spoke along similar lines.

The toast of "Canada" was eloquently p oposed by Mr. Lachapelle, dwelling on the prosperity of Canada in general and the Thos. Davidson Manufacturing Co. in particular.

James Chalmers, the artist who so successfully designed the invitation cards and menus (which were lithographed on tin in many colors), referred to the Maple Leaf as the emblem of Canada, and recited the following original poem in connection therewith :

"THE MAPLE LEAF."

While sitting at this festive board
And scanning all your faces,
A pleasant thought occured to me
Regarding different races.
Just fancy that we are the crew
Of the good ship "Maple Leaf"
That each one of us to-night's a jolly tar,
One more year we've been afloat
On our staunch and sturdy boat
And to-night she safely crossed the harbor bar.

And John Bull is Captain,
Batisse she is de mate—
Pat, from Erin's Isle, is engineer,
Sandy frae the land o' cakes,
Chief Purser is the cash he takes,
While Davy Jones, from Wales, the ship does steer,
Though of different creeds and races,
Born in various climes and places,
England, Ireland, Scotland, France and Wales,
While Johnny Bull is chief
Of the good ship "Maple Leaf"
The world will find that harmony prevails.

But, while to-night in harbor
Of the "Maple Leaf" we sing,
There are other noble emblems
Which to our hearts do cling,—
Let us ne'er forget them
When sailing o'er the foam.
I mean the little emblem
Of "Home Sweet Home."

So here's to the Shamrock, the Thistle, the Rose,
The Leek and the Fleur de Lis—
Dear little emblems of our native lands
Far away over the sea.
We're sailing together
In all kinds of weather,
Still, our voyage through life is but brief
So we'll pray—God bless them—
To our hearts we will press them
Along with the Maple Leaf.

JAY. SEE.

At the conclusion of the recitation all joined heartily in singing "The Maple Leaf for Ever."

Frank J. Barratt, in a neat speech, proposed the health of "The Ladies," which was replied to by E. Huot.

P. Dechene moved a hearty vote of thanks to Jas. Williams, the superintendent of the factory, to whose indefatigable energy the success of the banquet was due. This vote was carried with great applause.

J. N. Warminton then made a few remarks relative to the wonderful growth of the lithographing department, and proposed the health of Mr. Bodfish and his staff.

Mr. Bodfish, who has charge of this department, made a brief reply, stating that his old quarters having become too small for the volume of trade done in that line, he had been provided with new and improved facilities, being now located on the top floor of a building recently erected. The artists will now have the advantage of a well-lighted studio—the light being admitted through a sky-light as well as by an abundance of windows. The lithographing department have the use of the whole flat, which will double their former floor space, and will enable them to materially increase their output during the coming year.

J. N. Young, R. W. Leith, R. B. Gray, Wm. Jones and others, also spoke on matters of interest to those present.

During the evening songs and recitations were contributed by Dr. A. W. Haldimand, W. Falconbridge, W. E. Barrat, C. P. Clarke, C. Cartledge, J. A. Crevier, A. Owen Gee, J. Stump and Mr. Lachapelle. Dr. Haldimand's rich tenor voice was heard to good advantage, and he was repeatedly encored. C. P. Clarke's recitations were masterpieces of elocution, his rendering of Drummond's poems leaving nothing to be desired. The enjoyment of the evening was also enhanced by the presence of an efficient orchestra.

DUTIES ON IRON AND STEEL.

A meeting of the sub-committee of the Canadian Manufacturers' Association, appointed to report on the proposed revision of iron and steel duties, was held in the Board of Trade Building, Toronto, a few days ago. Frederic Nichols occupied the chair. There was an attendance of about 30 manufacturers from Ontario and Quebec. It is understood that this will be the final meeting of the sub-committee to deal with the question of raw material, that subject having been disposed of, and the various views of the manufacturers reconciled.

The sub-committee will now take up the question of the manufactured product, and when an agreement is reached on that a report will be made to the general committee. It is not expected that the latter body will be in a position to report upon the general question of the tariff till some time in February.

NEW MANUFACTURERS' AGENCY.

Archie MacFarlane, who for the past 15 years has occupied a position of trust with Caverhill, Learmont & Co., commenced in business for himself at the first of the year as a manufacturers' agent. He has secured several first-class agencies, particulars of which will be published later.

In common with a great many others, who had met him in a business way in his former place, we bespeak for Mr. MacFarlane the good will of all connected with the trade, and with him a prosperous career. He is a young man of energy and ability, and he hopes, by confining his business entirely to the wholesale trade, to build up a large and valuable connection.

His long association with Caverhill, Learmont & Co. will prove of the greatest value to him in his new venture, and he is thoroughly posted in all the details of the hardware business.

WIRE NAILS
TACKS
WIRE

Prompt Shipment

The ONTARIO TACK CO.
Limited
HAMILTON, ONT.

SPECIALTIES IN BRASS GOODS

THE Waterbury Brass Co., Waterbury, Conn., and New York City, have made a specialty for years of drawing and spinning brass and also wide brass, but with their new equipment are able to carry in stock in New York brass up to 24 in. wide, and they purpose installing a stock of drawing brass in standard widths and gauges for the convenience of the trade and also spinning brass from 4 to 24 in. wide. Their stock will run as follows: From 4 to 14 in. wide, they will carry 16 B & S gauge to and including 36 B & S; 16 in. wide, from 18 B & S to 32 B & S; 18 in. wide, from 18 B & S to 28 B & S; 20, 22 and 24 in. wide, from 18 B & S to 26 B & S. This is a large and complete assortment of drawing and spinning brass and will be there for shipment and delivery immediately on receipt of order, and will give the users of this class of material a stock to draw against. They will also instal a stock of spinning copper in rolls from 12 to 20 in. wide in various thicknesses in B & S gauge.

There has been such a demand among the hardware trade and manufacturers of special hardware that they will instal a stock of sheet brass and sheet bronze in flat sheets in widths from 6 to 14 in. wide in random lengths about 6 ft. long to meet the demand for finger and kicke plates, and will carry this in quite a large variety of thicknesses in B. & S. gauge. They have increased their stock of brass rods materially and are now carrying free turning brass rods from ⅛ to 1 in. by 32nds and up to 2½ in. in diameter by 16ths from 1 in. Their stock in hexagon rods is quite complete for free turning or drilling rod; they are all straight and true to size. They are having a large trade in their Pope's Island white metal which is non-corrosive and there is a permanency of color that meets the demand for purposes in covering sink boards, for pantries and bar fixtures and for passenger coaches and lavatories. The metal is very ductile. Their stock of sheet copper, both cold rolled and soft will be somewhat increased as to other sizes that the demand calls for, and also what they have said in regard to other material may apply to their soldering coppers. They carry seamless brass chisel handle ferrules, sheet brass grommets, screwdriver handle ferrules and eyelets and also brass checks in stock here.

FEAST THEIR STAFF.

H. S. Howland, Sons & Co., Toronto, entertain to-day (Saturday, January 3), their travelling staff and their heads of departments, to dinner at the National Club, Toronto. The best of good feeling exists between this firm and its members and has much increased during the past year. Harmony prevails amongst all its members.

A Varnish Announcement.

We have organized a regular varnish department to push more rapidly than ever our varnish sales.

We purpose to co-operate more fully with our dealers in going after varnish business. We are in a position to give them any and every special help to increase their varnish sales.

We are putting the same progressive advertising spirit into the sale of our varnish that has proved so successful in our paint.

Our plans for the year are the most complete and effective we can devise.

Our varnishes are right—always.

If you are not handling our varnishes, write for the "B-13" Booklet. It gives our varnish proposition.

THE SHERWIN-WILLIAMS CO.

PAINT AND VARNISH MAKERS.

CLEVELAND.

CHICAGO, NEW YORK, NEWARK, MONTREAL, BOSTON, TORONTO, SAN FRANCISCO. KANSAS CITY.

TRAVELLERS' GRIEVANCES.

(Special from our own Correspondent.)

WINNIPEG, December 29.—A mass meeting of travellers and business men was held on Saturday evening when the following was passed unanimously after an animated discussion:

Whereas, disorganization of passenger train service has caused not only great personal discomfort and pecuniary loss to the travelling public, and especially to commercial men, but has also brought its attendant loss to business classes;

Whereas, no attention is given by railway corporations to complaints of inefficiency of train service;

Therefore, be it resolved that this meeting is of the opinion that a committee should immediately be appointed to interview proper authorities of our transportation companies with a view of obtaining better accommodation for the travelling public;

Whereas, travellers cannot secure in many towns proper hotel accommodation, be it resolved that a committee be appointed to approach the proper officials of the Government of Manitoba, and Territorial Legislative Assembly regarding hotel accommodation throughout the country, be it further resolved that if no satisfaction be given to committees appointed that they be instructed to call another meeting for the purpose of taking stronger measures to procure needed reforms in train service and hotel accommodation.

MR M'DOUGALL A BENEDICT.

Mr. A. W. McDougall, of The Rice Lewis Co., Limited, of Toronto, was married on January 1, 1903. On the day preceding his marriage the travellers and employes generally presented him with a handsome cabinet of cutlery. Mr. A. E. Gilverson made the presentation on behalf of the staff. Mr. McDougall replied briefly, expressing the hope that the pleasant relations which had existed between himself and the firm for the last 12 years would increase in the future.

HOCKEY STICKS AND SKATES.

H. S. Howland, Sons & Co. are pleased to inform the trade that they have just received a fresh shipment of "Mic-Mac" hockey sticks. There will, of course, be still big sales of sticks and the trade will be glad to know that they will be able to receive a fresh supply. This firm also state that their stock of skates is well assorted and they are still able to supply the trade in this line. They prepared for a large business in these this year and have not been disappointed.

INQUIRIES AND ANSWERS.

A subscriber wants to know the name of the manufacturer of the Elgin S. wrench. Can any of our readers supply the desired information?

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

PHILIAS BORDUAS, wood and lumber merchant, Longueuil, Que., is offering to compromise.

Raoul Laparre, contractor, Montreal, has assigned.

A. Desmarteau is curator of Celestin Beaulieu, general merchant, St. Agathe des Monts, Que.

Joseph Forciere, general merchant, of Ste. Anne des Plaines, Que., has, as curator, Notary Villeneuve.

Thomas Dulac, general merchant, of St. Victor de Tring, Que., is offering to compromise at 25c. on the dollar.

PARTNERSHIPS FORMED AND DISSOLVED.

John B. Foster retires, and S. G. Morton continues under the old style.

Vezina & Goneau, general merchants, of Three Rivers, Que., have dissolved.

Cummings & Black, lumber merchants, Grand View, Man., have dissolved; Cummings continues.

Colby, Scott & Co., manufacturers of hay and stock racks, Chatham, Ont., have dissolved; Jacob Colby retires.

SALES MADE AND PENDING.

The assets of Laveau & Cie., hardware merchants, Quebec, are to be sold.

Owen Bros., sawmillers, Richard's Landing, Ont., are advertising their business for sale.

The assets of J. D. Lacerte, general merchant and wholesale leather dealer, of Plessisville, Que., are to be sold.

CHANGES.

Phil. Morin & Cie, general merchants, of St. Tite, Que., have registered.

J. W. Low, general merchant, Russell, Ont., has opened up a branch at Medcalfe.

T. R. Constantine, general merchant, of Elgin, Man., is succeeded by Constantine & Steeves.

Robert Frederick Campbell and Alexander Allan, of Calgary, N.W.T., have registered as proprietors under the style of R. F. Campbell & Co., manufacturers of mattresses, Vancouver, B.C.

FIRES.

N. Comeault, general merchant, Letellier, Man., has been burned out.

Leiser & Hamburger, general merchants, Ladysmith, B.C., have been burned out.

Caleb Morris, general merchant, Advocate Harbor, N.S., has been burned out.

Blackney Bros. & Co., general merchants, of Petitcodiac, N.B., have been burned out.

William Warcup, general merchant, Kinnear's Falls, Que., has been burned out; partially insured.

The stock of L. Galibert, wholesale leather dealer, Montreal, was damaged by fire and water; insured.

DEATHS.

V. Breton, carriagemaker, St. Francois, N.E., Que., is dead.

Clarence Primrose, of Primrose Bros., Pictou, N.S., is dead.

George Beaucage, contractor, of St. Alban, Que., is dead.

Chas. W. De Wolfe, of De Wolfe & Densmore, hardware merchants, St. Stephen, N.B., is dead.

NINETEEN HUNDRED AND THREE

finds us better prepared than ever before to give our patrons prompt service, and products of superior merit and quality. Enlarged facilities, additional automatic machinery, perfected systems and methods have become a necessity during the past year, through the ever-increasing demand for . . .

IVER JOHNSON

Revolvers, Guns and Bicycles.

Availing ourselves of a seasonable privilege, we desire not only to thank our friends in the trade for past favors, but to extend to them greetings for a most

Prosperous New Year.

IVER JOHNSON'S ARMS & CYCLE WORKS,

New York Salesroom: 99 Chambers St. FITCHBURG, MASS.

THE CELEBRATED

NATIONAL CUTLERY CO. SHEARS

Acknowledged the best and fully warranted.
Not connected with any Shear Combination.

Tailors' Shears,
Trimmers,
Ladies' Scissors,
Barbers' Shears,
Tinners' Snips.

DECATUR, BULL & CO., Sales Agents, MONTREAL.

Who Comes Here?

This, our friends, is the genial salesman for The Alabastine Company. The story he has to tell may seem somewhat familiar—nevertheless, he has new features that will interest you. Listen attentively to what he may have to say.

If in need of goods, and cannot wait for him, send in your order by mail.

The trade supplied by Wholesale Hardware and Paint Dealers.

The Alabastine Co., Limited,

PARIS, ONT.

H. S. HOWLAND, SONS & CO., LIMITED.

WHOLESALE ONLY

37-39 West Front Street, **Toronto.**

ONLY WHOLESALE

BOKER'S SKATES.

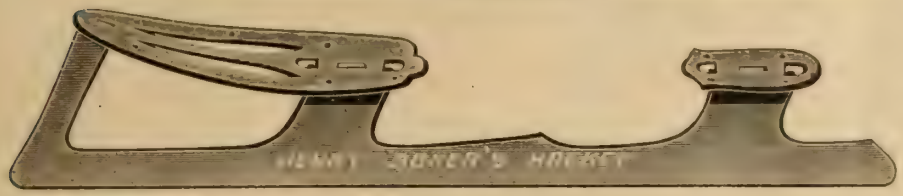
MAIL OR TELEGRAM ORDERS FILLED PROMPTLY

BOKER'S SPRING SKATES

No.
- Ordinary Finish, sizes, 7½ to 12½ in.

BOKER'S LADIES' SKATES

Nos.
- 415. **"Crescent,"** Plated, sizes, 8½ to 10½ in.
- 1422. **"Charm,"** " " 8½ to 10½ "
- 1421 **"Daisy,"** " " 8 to 11½ "

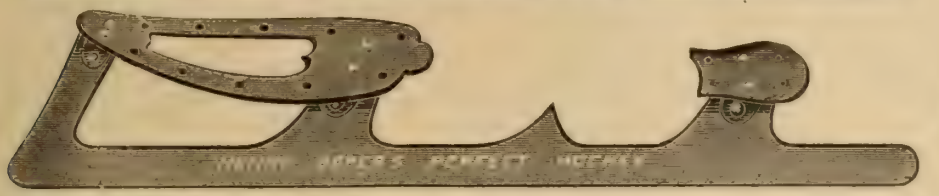


BOKER'S HOCKEY SKATES

Nos.
- 530½. **"Hockey,"** Ordinary Quality, sizes, 7 to 12 in
- 515. " Full Plated, " 8 to 12 "

BOKER'S HOCKEY SKATES

Nos.
- 531. **"Royal Hockey,"** Blued Tops, sizes, 9 to 10½ in
- 532. " Full Plated, " 9 to 11 "



BOKER'S HOCKEY SKATES

Nos.
- 631. **"Perfect,"** Blued Tops, sizes, 10 to 12 in
- 632. " Full Plated, " 10, 11, 11½ "

BOKER'S HOCKEY SKATES

No.
- 634 **"Model,"** Full Plated sizes, 9 to 11½ in.

BOKER'S HOCKEY SKATES

No. Mic-Mac Pattern.
- 692. **"Dominion,"** Full Plated, sizes 10½, 11, 11½ in.

BOKER'S HOCKEY SKATES

No.
- 9537. **"Lightning,"** Full Plated, sizes 9½ to 12 in

FOR FULLER PARTICULARS OF BOKER'S SKATES, SEE OUR HARDWARE CATALOGUE.

H. S. HOWLAND, SONS & CO. LIMITED, **Toronto.**

WE SHIP PROMPTLY.

Graham Nails are the Best.

OUR PRICES ARE RIGHT.

Factory: Dufferin Street, Toronto

MACHINERY AND ELECTRICAL SUPPLY DEPARTMENT

MACHINERY AND ELECTRICAL NOTES.

THE Owen Sound Iron Works Company, Limited, are putting new plates on the bow of the steam-barge Algonquin, and have the contract for general repairs to that vessel and her sister ship Rosedale.

It is estimated that more steel is used in the manufacture of pens than in all the sword and gun factories in the world.

A large drilling machine was shipped to The Gray and Bruce Portland Cement Co., of Owen Sound, by H. W. Petrie, Toronto.

The Hamilton Brass Manufacturing Co. are suing The Colonial Construction Co., of Toronto, for $2,000 damgaes for alleged breach of contract.

John Clark, superintendent of The Hamburg Manufacturing Company, Brandon, Man., is on a visit to Ontario to buy machinery for a new planing mill.

The Montrose Paper Co., of Thorold, Ont., have installed a 110 H.-P. boiler to furnish power for their plant, which was purchased from H. W. Petrie, of Toronto.

A suspension drill and two 23-in. Barnes drills have been added to the plant of The Taylor Safe Works, Toronto. These machines were installed by H. W. Petrie, Toronto.

The Buffalo Tool and Machine Company, Bay street, Toronto, have sold a Brown gasoline engine, a buzz planer, a variety saw table and a swing-saw to G. S. Rogers, of Thedford, Ont.

Thomas Kennedy is installing twenty wood working machines in his factory at Fort William, Ont. H. H. Dale, of the same place, also intends to add machinery to his sash and door factory.

Kerr & Coombs, iron founders, of Hamilton, Ont., have bought the premises formerly owned by Copp Bros., in Hamilton. They expect to move into these works next week, when they will increase their staff until it is double the number now employed.

The International Harvester Company, who are erecting immense works near Hamilton, Ont., to manufacture Deering agricultural implements, purchased 35 more acres of land last week, paying about $38,500, and have announced that they will make their works even larger than at first proposed.

J. F. Tilley, Victoria, B.C., and Harvey Mitchell, New Brunswick, have signed contracts to go to South Africa to instruct farmers in dairying methods and to supervise the establishment of butter and cheese factories. These gentlemen should be able to place agencies for Canadian dairying and agricultural machinery.

While working at a bench on which a can of gasoline oil stood, a workman, named A. Poirier, in Montreal, allowed a lamp too near the gasoline. An explosion followed, causing severe burns about the face and arms of the workman.

A despatch from Toronto Junction, Ont., says that a newly-organized company, which intends to go into the manufacture of cement bricks, will in all probability locate at or near Toronto Junction. It is proposed to erect a building 80 x 300 ft., which will be equipped with the most up-to-date machinery, and 30 to 40 hands will be employed when the works are in running order.

It is a common practice to make the steering axles for automobiles of solid forgings with forks or sockets at the ends for receiving the steering knuckles, says Scientific American. This renders a heavy and expensive axle for the strength required. L. G. Nilson, of New York, has invented an axle to overcome these difficulties by providing an axle that shall be comparatively light, with sufficient strength, and so constructed that the knuckles and springs may be easily fastened in place.

In reply to an inquiry as to how to obtain red cherry color on pure copper, done by immersion in hot acid, not by battery or dynamo, The Scientific American says: "A color of this kind in copper can be obtained by slowly heating in an air bath, with gradually rising temperature. Long heating at a comparatively low temperature will give the same effect. As soon as the desired color is obtained, cool rapidly by plunging into cold water. If lacquered after finishing, it will keep better."

The legal difficulty in the way of Toronto granting exemptions, making streets, etc., and giving free land to The Toronto Steel Company, for the establishing of rolling mills, has been overcome by the decision on the part of the Toronto City Council to make the streets, etc., as a public benefit, not as for the particular benefit of the proposed mills. As this comprises the bulk of the intended inducements offered to The Toronto Steel Company it is now thought there will be no difficulty about the establishment of their works in Toronto.

BICYCLES AND ACCESSORIES.

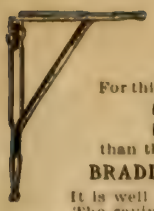
During the present season The Yarmouth, N.S., Cycle Company will be represented on the road by E. R. Fenwick, of St. John, N.B., and P. E. Armour, of Charlottetown, P.E.I. This firm do a wholesale business in bicycles and accessories, and are Canadian agents for The Columbia Phonograph Company., of New York; and Maritime agents for The Durham Rubber Company, makers of the "Darlington" tires. They are fully equipped for all kinds of repair work and carry a well-assorted stock, so should readily increase their connection in the eastern Provinces. Hardware dealers wanting good lines to handle should get into touch with this house.

CEMENT WORKS NEAR BELLEVILLE.

The Belleville Portland Cement Company have decided to erect their plant at Port Ann, near Belleville, Ont. This company has just been incorporated with a capital stock of $2,500,000. It will be one of the largest mills in the world and will turn out as much cement as all the mills in Canada together. Prof. Carpenter, the expert, who examined the company's property, expresses the opinion that there is enough material quarried to manufacture from 600,000 to 1,000,000 barrels of cement. Much of this material is reduced to a fine condition and will save in the cost of manufacturing fully 5c. per barrel. He estimates the value of the material quarried will save the plant $50,000 during the construction of the buildings and the first year of operation. He says, also, that the works are very favorably situated for the shipment of coal by water, owing to the large quantity of coal needed for the manufacture of fuel.

WILL MAKE IRON AND STEEL GOODS.

The Centrifugal Windmill and Manufacturing Company, Limited, with a capital stock of $20,000, headquarters at Guelph, Ont., will manufacture windmills, towers, tanks, pumps, anvils, hammock chairs, and novelties in steel, iron and wood. The charter members are George Alvin Black, agent; Francois Xavier Franks, coal merchant; Louis Conrad Wiseman, architect; George Kickley, manufacturer, and George D. Pringle, jeweller, all of Guelph, Ont.



Will Hold Up a Shelf!

That's what a shelf bracket is for.
For this purpose there can be
NOTHING BETTER
NOTHING CHEAPER
than the . . . .
BRADLEY STEEL SHELF BRACKET

It is well **Japanned, Strong** and **Light.** The saving in freight is a good profit, aside from the **lower price** at which the goods are sold.

☞ Order direct or through your jobber.

ATLAS MFG. CO., New Haven, Conn., U.S.A.

ANNEXATION SALE

To avoid the expense of moving the following machinery to my annex, I am prepared to make very close figures.

DUPLEX STEAM PUMPS
3 in x 2 in x 3 in Northey Co., 1¼ in suc 1 in dis
4½ in x 2½ in x 4 in " " 2 in " 1½ in "
5½ in x 3½ in x 6 in Martin & Son 2½ in suc 2 in dis
6 in x 4 in x 7 in " " 3 in " 2½ in "
7½ in x 4½ in x 6 in Northey Co. 4 in " 3 in "

SINGLE ACTING PUMPS
4½ in x 2½ in x 6 in No. 2 Blake 1½ in suc 1 in dis
3½ in x 1 15-16 in x 5 in Vertical Fly Wheel 1 in suc ¾ in dis
4½ in x 2 in x 4 in Bucket Pump 1½ in suc 1 in dis
16 in x 10½ in x 30 in No. 7 Cameron 9 in suc 8 in dis
5 in x 3½ in x 6 in Cameron 1 in suc ¾ in. dis.

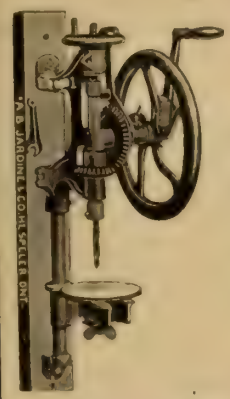
ELECTRIC MACHINERY
3 H P Motor 250 volts, Eddy make
5 H P " 250 " Johnson make
2 H P " 110 " Rehance make
40 H P " 250 " United El Co make
15 Light Dynamo 110 volts Beatty make
60 " " Canada B & E make
100 " " 110 " Gee El Co "

BROOM HANDLE MACHINES.
Broom Handle Rumbler size 24 in x 72 in
" " " 26 in x 48 in
" " and Rod machine
" " Boring and rounding machine
Handle and Spoke sawing machine

Monthly stock and prices sent on request

H. W. PETRIE

131-3-5-7-9-141-43-45 Front St. West and
8-10-12-14-16-18-20-22 Station St., TORONTO.

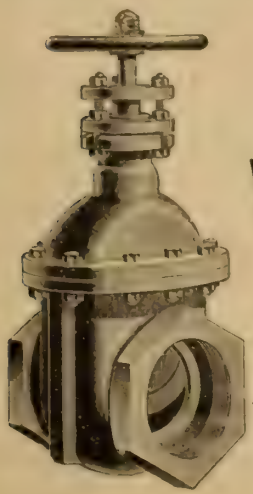


TRADE MARK J REGISTERED

Blacksmiths' Hand Drills.

The very best.

A. B. JARDINE & CO.
HESPELER, ONT.



BUY KERR VALVES.

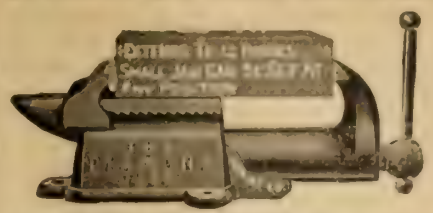
They give satisfaction every time.

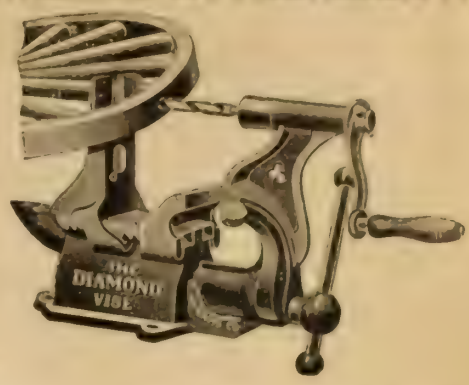
Catalogue on application.

The Kerr Engine Co.
LIMITED
Walkerville, Ont.

DIAMOND VISE AND DRILLING ATTACHMENT.

U. S. Patent Jan. 15, '95. Canadian Patent July 22, '95.





JAWS are faced with steel ⅞ inch wide, 4 inches long, firmly fastened to jaw, checked and hardened. VISE weighs 38 pounds. DRILL weighs 13 pounds.

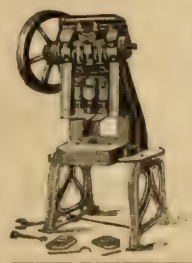
For Sale by Jobbers of Hardware.

Made by—
The Adams Company, Dubuque, Iowa, U.S.A.
Made by **Taylor-Forbes Co.,** Limited, Guelph, Ont.

"THE PEERLESS"

is the best Bolster Spring ever produced. A fine line for the hardware trade. **Write Us for Prices.**

JAMES WARNOCK & CO., - GALT, ONT.



G. A. Crosby & Co. of Ontario, LIMITED

SARNIA, ONT.

Manufacturers of

Patent Automatic Can Making Machinery, Presses, Dies and Special Machinery for Working Sheet Metal.

H. W. Petrie 141-145 Front Street West, TORONTO—Selling Agent.

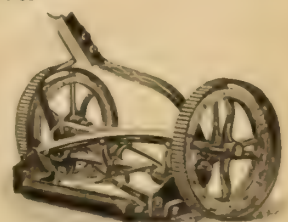
Steel Frame Churn.

DAVID MAXWELL & SONS,

ST. MARYS, ONT., CANADA.

"Maxwell Favorite Churn"

Patented Features: Improved Steel Stand, Roller Bearings, and Foot and Hand Lever Drive, and Detachable Driving Link. Improved for season of 1903. Steel or Wood Frame as desired.



LAWN MOWERS.

High and Low Wheels, from 12-in. to 20-in. widths. Cold Rolled Steel Shafting, Crucible Steel Knives and Cutting Plate.

If your Wholesale House does not offer you these articles

"THE MAXWELL" Lawn Mower.
High Wheel 16 inches.

SEND DIRECT TO US.

Wheelbarrows. In four different sizes.

MAXWELL MOWER.
Steel Low Wheel

BRAZING CAST IRON.

H. A. WARD, of The American Brazing Company, Philadelphia, states that by the discovery of the new process of brazing cast iron has changed the methods in European foundries with reference to complicated castings, especially in the case of large castings where a flaw or imperfection of any kind involved the relegation of the piece to the scrap pile. The patterns were now cut into two or more parts, so that each was a simple piece to mould, and the several parts that went to make up the whole were brazed together, so that in effect when the brazing operation was complete, the several pieces that went to make up the whole casting were as one entire casting, and the cost of production had been reduced, in that the cost of brazing was very much less than the cost of moulding one large casting. Mr. Ward explained that flaws in castings were eliminated by drilling them out if they were small, and brazing in a plug made to fit the hole. If they were large and in the nature of a crack, and if the crack was wide, a piece of any kind of iron was fitted into the space and brazed into place. If narrow, the crack was cleaned out thoroughly and brazed up. If it was so that it could not be cleaned in this way, the fracture was extended by hammering until the entire break could be reached to clean, even if this involved breaking the piece entirely in two. The cost of the Ferrofix involved was about half a cent per square inch of surface brazed.

In tests made for the Government in Berlin, at the Stevens' Institute at Hoboken, at the University of California, and by the Pennsylvania Railroad, it had been demonstrated, he said, that the brazed joint was not only stronger than any portion of the casting of equal section, but that the iron adjacent to the joint had its strength increased perceptibly, the tensile strength being raised from 50 to 200 lb., and the traverse strength as much as 2,000 lb. It was believed that this was not due to any action of the chemical on the iron, but was entirely owing to the fact that in cooling down from the brazing heat, this cooling down was much more rapid than when the casting was originally made, the effect on the iron being to increase its strength by reason of this more rapid cooling.

MAY CHEAPEN BLACK TINPLATE.

The officials and directors of The United States Steel Corporation, during their recent inspection of plants, visited the Monongahela works of The American Tin Plate Company, to inspect the new equipment being built, for the purpose of rolling black plate at what is expected to be a much lower cost. This new method is the invention of Charles W. Bray, chief engineer of The American Tin Plate Company, and if it proves successful, is expected to cut the present cost of rolling black plate more than half. The new equipment has not been completely installed, and it will not be known for some time whether the new method is a success.

MACHINERY AND SUPPLIES CATALOGUES.

ENGLISH MOTORS AND ALTERNATORS.

We have received from The Fuller-Wenstrom Electrical Manufacturing Company, 110 Cannon street, London, Eng., copies of their recent price lists on continuous current motors, poly-phase motors, and of alternators, for the manufacture of which this firm have obtained a wide-world reputation. Liberal discounts are offered to the trade. Copies of these price lists will be sent to any of the Canadian trade, and mentioning "Hardware and Metal."

PREPARATION MACHINERY.

A catalogue that will be of interest and value to millmen and houses selling mill machinery has been issued by Henry Livesey, Limited, Blackburn, Eng. The machines included in this work are cop, drum and firm winding machines, winding frames, twirling and drawing-in frame, cloth-plaiting machines, hydraulic cloth press, slasher, and cool-air sizing machines, bobbins, etc. As this firm is one of the most progressive makers of looms and textile machinery in the world, all millmen and supply-houses should see their catalogues which can be had by any "Hardware and Metal" reader.

FOR BRAZING BRASS TO COPPER

This formula for brazing brass to copper is very useful. The solder which unites the two metals must be soft brass, which will melt much easier than the brass which is to be joined to the copper, otherwise the work would melt at the same time as the solder. The edges of the work must be carefully cleaned, and then the parts brought together into their proper place and secured with iron wire. The flux to be used is borax, rubbed up in water until it is like a fine cream. The solder, which may be in the form of beads, strips, or wire, is next distributed along the joint. The amount of heat and the method of applying depend entirely upon the size of the work to be done. If the work is small, the blowpipe is by far the most convenient and safest, because if the heat is too great there is danger that the brass part of the work will be melted. The heat is to be applied until the solder melts. As soon as the solder melts or "flushes" the work should be struck, so as to jar it just enough to make the solder flow into the joint. To find out whether the solder is soft enough for the work a piece may be laid upon a bit of brass of the same kind as that of which the work is made, and put it into the fire. If the solder melts considerably sooner than the brass it will be safe to use it for the work. If, on the other hand, they both melt about the same time, a softer solder will be needed. Spelter solder may also be used for the purpose.

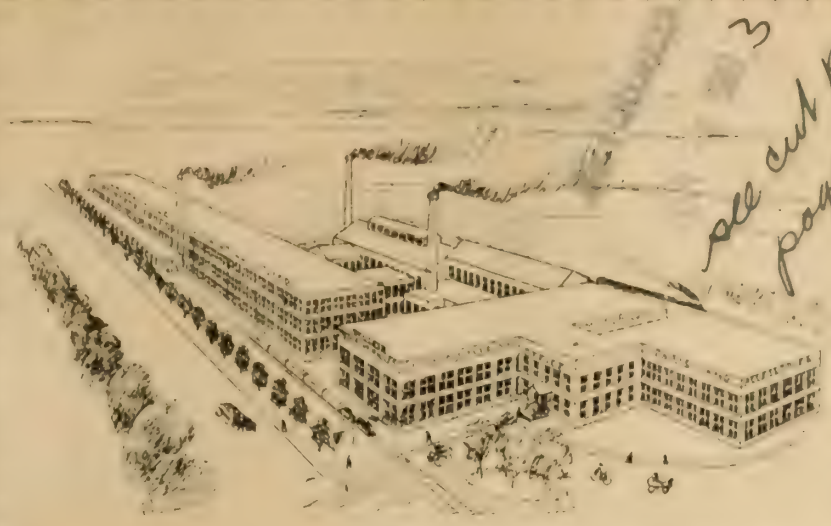
TO PREVENT SMOKE AND INCREASE HEAT.

A simple but successful remedy for smoke has been brought to notice by a British engineer. It is known as the Wilson smokeless process, and it consists in injecting a mixture of air and nitrate of soda solution on the fire. Though the first trial was crude, with dirty soft coal under a Babcock boiler, the dense smoke from the chimney was reduced to invisibility. Tested further, the smoke was not only cured, but there was an increase of more than 20 per cent. in the output of the boiler and its evaporative efficiency. The theory advanced is that the solution of nitrate of soda creates nuclei of intense heat which fire the gases and enable the injected air to combine with them.

ELECTRIC MOTORS IN ROLLING MILLS.

ELECTRIC motors are now used in many of the large rolling mills of Europe, where their operation has proved very successful. The Nordisk Mills at Stockholm have been using electric power for some time past. Another application of electric motors to operate steel-plate mills is at The Antwerp Steel Works, where a plant has been lately installed. The current is furnished from the new central station erected by The Antwerp Electric Company, to produce 25,000 horse-power each at 2,200 volts. At the steel works both high and low tension are used for the motors. A number of small motors drive different apparatus, such as travelling cranes, shears, small rolls, etc., and these all take current at 200 volts, which is fed from transformers. The large rolls, however, use the main current at 2,200 volts without transformation, employing non-synchronous motors which work at variable speed. One of the largest rolls, turning at 70 revolutions, and having a 30-ton flywheel, is operated by belt from 325 H.-P. motor, and a second roll, the heaviest in the plant, has a 450 H.-P. motor.—Machinery World.

Louis A. Schneider has established a plant for the manufacture of jewellery at Orillia, Ont. The machinery, including engine and boiler, a lathe, drill press and emery stand was furnished by H. W. Petrie, of Toronto.



Cleveland Bicycles.

"Better than ever, always the best."

Are made in the largest bicycle factory under the British flag

Fitted with our **Hygienic Cushion Frame** they make wheeling a real pleasure. Hosts of old riders are again taking to wheeling since the introduction of the

Hygienic Cushion Frame.

"The invention that regingered wheeling."

This is Cushion Frame Year.

AGENTS WANTED IN ALL UNOCCUPIED TERRITORY.

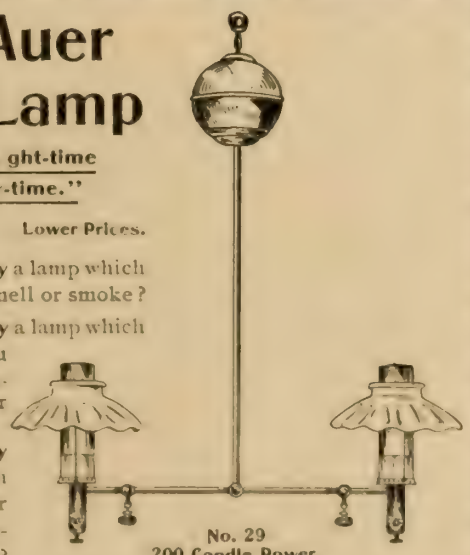
Canada Cycle and Motor Co., Limited

Toronto Junction, Canada.

The Auer Gas Lamp

"Turns night-time into day-time."

New Models. Lower Prices.



No. 29
200 Candle Power.

Would you buy a lamp which doesn't smell or smoke?

Would you buy a lamp which will save you half your expense for coal oil?

Would you buy a lamp which shows your goods in daylight colors?

Would you buy a lamp which you can return, for full price, if you don't like it?

That's the kind of a lamp we make.

EVERY LAMP GUARANTEED

Write for our Catalogue and Discounts.

AUER LIGHT CO., 1682 NOTRE DAME ST., MONTREAL.

Booth Copper Co., Limited

Cuts Copper and Brass

SHEETS—TUBES—RODS

to any size.

FULL STOCK ALWAYS ON HAND.

PROMPT SHIPMENTS.

The BOOTH COPPER CO., Limited

119-123 Queen St. East,

TORONTO.

INSOLVENCY LEGISLATION

An Address on the Subject by Duncan M. Stewart, General Manager of The Sovereign Bank.

MR. STEWART'S reply was as follows: Before coming directly to the subject, I wish to pay my tribute to the excellence of your annual report, and more especially your financial statement. Balance sheets are to a banker what a compass is to a mariner provided they are correct.

Its chief characteristics are clearness and conciseness and reflect credit alike on your treasurer and the excellence of your system of bookkeeping.

There are just two points I wish to dwell upon, but very briefly. The first of these, I am very glad to observe from the published report of your annual meeting, has been taken up by this Association, viz.: "Insolvency Legislation."

It is only within the past month or so that a prominent commercial body in England placed itself publicly on record as stating that trade between England and Canada was retarded by the absence of a proper bankruptcy law in this country. I do not know to what extent this may be the case, but I can easily understand that the existing conditions here might lead to a considerable restriction in trade between the two countries, because in England they have been accustomed to bankruptcy Acts for generations, and even the laws of the commercial world respecting bills and notes trace their origin mainly to bankruptcy Acts.

I think we are agreed that the present system, by which each Province operates under a different insolvency Act is not satisfactory to the commercial interests of Canada, any more than it is to the mercantile community of Great Britain. What is needed is uniformity of practice, and this, I think, can only be secured by having one insolvency Act operative throughout the entire country and passed by the Dominion Parliament.

Without going into the history of insolvency legislation in Canada, I may say that in my judgment, the Bill introduced by Dr. Fortin, member for the Dominion House, two years ago, is, on the whole, the most satisfactory which has been proposed for many years. When the Bill was first introduced, it created a great deal of discussion, and a most unfortunate, as well as unfair, impression became prevalent that the banks were opposed to it. One or two bankers may have opposed it, but bankers are only human, and differences of opinion exist between them, just the same as they do amongst other members of the commercial community.

I think, however, I am safe in saying in a broad sense, that the interests of the banks and the commercial community are so inextricably associated and dependent one upon the other, that any measure that is beneficial to the trade and commerce of the country cannot injuriously affect the chartered banks, and I am sure no good banker would oppose it. The two main points in previous insolvency Acts which the banks generally opposed were: (1) Deprivation of the right to claim against an insolvent for the full amount of paper discounted, whether in the form of direct loans or customers' paper, and (2) The granting of discharge to insolvents who have not paid a reasonable amount on the dollar to creditors.

After Dr. Fortin's Bill was introduced in the House of Commons, the bankers met the representatives of the leading boards of trade, who were acting in the interests of the merchants, and a satisfactory understanding arrived at on the points mentioned. After that nothing more was heard of the Insolvency Act. It has got to come, however, and the sooner the better. Insolvency legislation involves a great deal more than the mere private interests of corporations or individuals, and I consider a question of morals. We should all unite therefore in the interests of the commonwealth in securing an Act which will at least have these two features distinctly prominent, viz.: The discouragement of reckless trading; and the absolute impossibility of a fraudulent insolvent benefiting pecuniarly by his dishonesty.

I have spoken longer than I intended, but with your kind indulgence I will refer for only a moment to my one other point, and I do so because I am impelled to it by a sense of duty, which this opportunity perhaps renders more than ordinarily incumbent. I refer to the subject of stock speculation. Gentlemen, you have no idea of the wide extent of this pernicious evil. It exists in banks, wholesale houses, shipping offices, and even amongst the farming community, and I feel that a word of warning may not be out of place here. For the benefit of the young men of the commercial world, I would say that I have never known a man of ordinary ability who worked hard and attended strictly to his own business, who did not make a success, whereas it is within the experience of most of us to know men of more than average ability and brains who have been swamped in the vortex of the stock market, who might have been princes among merchants had they devoted all their energies and abilities to the business they understood.

GRATIFYING INCREASE.

In your annual report I find that the increase in the membership of the Dominion Travellers' Association is greater than any previous year since 1882; and reflects the great activity and growth of the wholesale trade, consequent upon the increased settlement and development of the resources of our country. I congratulate you upon the increase in your membership, but, as you know, the results of our magnificent harvests and the benefits derived from the general expansion of business have not been confined to any one class or section of the community. The prosperity has been widespread and pretty generally distributed, and what is more, I can see no good reason for believing that in the near future we are going to have a halt in this onward march of progress. Canada holds out inducements to the young man today that cannot be excelled, if, indeed, equalled, by any country in the world. But to be successful he must learn to earn his bread "by the sweat of his brow"; he must learn some one line of business, stick to that and master it, and he must carve his way upward and onward by hard work, which is the only royal road to success. He cannot do this and have his mind on the stock market, but in these days it requires a strong will to resist the temptation to make some of the money for himself which he hears of others making so easily. It is characteristic of men to speak about their profits, but you seldom hear of their losses on the Stock Exchange. During the past two years, however, there has been such an enormous rise in the prices of certain stocks that some men became rich beyond all their expectations, and many a merchant and trader who had worked hard all his life became dumfounded at the apparent ease with which his fellow-citizens accumulated fortunes, besides which the results of his own years of labor and diligence paled into insignificance.

Now, gentlemen, it is only fair to say that I think Montreal has suffered less in this respect than probably any other city in the Dominion, and I attribute this in a large measure to the conservative attitude of our local stock brokers. I know a case in a western city where a broker carried $25,000 worth of a non-dividend paying stock for a man whose salary was less than $2,000 a year on a margin of $1,000.

This is but one illustration of many similar cases which exist, which are bound to lead to the financial ruin of many young men, if the period of depression in stocks is further prolonged. If I do not wish to be misunderstood in this matter. Trading in stocks is just as legitimate as trading in dry goods or boots or shoes. The wholesale merchant buys goods in the expectation of selling them five or six months later and then takes promisory notes which he expects to be paid three or four months after that. He cannot tell whether he will get paid or not and buys his goods wholly on his judgment of the future and with the expectation of selling out at a profit. But he has the advantage of years of experience; he knows his clients, as well as his market, and makes due allowance for emergencies. All that is part of his experience; it is his business, and he is expected to know and understand it. But when he buys stocks and shares, what does he know about them? Does he know the cost of the company's raw material, its expenses, management? Very seldom. Good investments are to be had from time to time and it is not amiss for a merchant to put some of his surplus funds into them. But he should be sure he has the surplus. The young man who waits till his business is in that position will have sufficient experience to guide him in case he wishes to put some spare cash into the stock market. It is to the young traveller, the young clerk and the embryo merchant, particularly, I direct these remarks.

Much of the success of the banquet was due to the following gentlemen, who composed the banquet committee:

Messrs. James Robinson, chairman; S. A. Agnew, W. P. Beauchamp, Fred Birks, F. S. Cote, James Croil, L. O. Demers, J. S. N. Dougall, E. F. Doutre, J. F. L. Dubreuil, J. T. Dwyer, W. H. Evans, A. D. Gall, F. X. D. De Grandpre, D. M. Lefebvre, G. A. Mann, C. M. Mills, P. J. Paradis, John Paterson, Charles Roberts, Gus Tasse, R. C. Wilkins, and H. W. Wadsworth, secretary.

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 2c. a word each insertion; cash in advance. Letters, figures, and abbreviations each count as one word in estimating cost.

FOR SALE.

THE ONLY HARDWARE STORE INCLUDing plumbing and tin shop and tools in largest smelting town in B. C. Population about 2,000 Pay roll about $40,000.00 per month. M. A. Nigle, Trail, B.C. (51-2)

HARDWARE—GOOD PAYING BUSINESS, excellent location, sales mostly cash, stock $4,000, all first-class. Owner going into manufacturing. Will sell quick at price on dollar. Address care London Fence Machine Co., London, Canada. (tf)

AN OPENING. BEST AND MOST SUCCESSful hardware business in first-class Western Ontario town, 2,500 population. Agricultural district equal to any in Canada. Good live stock, value over $4,000. Proprietor going into manufacturing. Splendid opportunity, must sell quick. Address "Hardware," care London Fence Machine Company, London, Ontario. (tf)

THE LONDON SCALE WORKS

GEORGE M. FOX

(Successor to John Fox.)

Manufacturer of Railroad, Hay and Platform Scales.

91 York Street, LONDON, ONT.

Strathy Wire Fence

IS THE PERFECT WIRE FENCE.

Under pressure, its stays have a Hinge Movement and spring back to place when pressure is removed. Factory woven with coiled wire, or Hand made with plain or coiled wire.

WRITE FOR QUOTATIONS. Agents Wanted.

Strathy Wire Fence Co., - Owen Sound.

STEVENS-MAYNARD JR. RIFLE

The Young Gentleman's Rifle.

The Young Gentleman's Rifle.

If you want the best cheap rifle ever made we have it in the Stevens-Maynard Jr. It will be a great seller this year. Better place order now.

The leading Jobbers handle Stevens products.

J. Stevens Arms & Tool Co., P.O. Box 217 Chicopee Falls, Mass., U.S.A.

CELEBRATED HEINISCH SHEARS

Tailors' Shears,
Trimmers' Shears,
Tinners' Snips, etc.

ACKNOWLEDGED THE BEST.

R. HEINISCH'S SONS CO.

NEW YORK OFFICE, 90 Chambers St. NEWARK, N.J., U.S.A.

Not connected with any Shear Combination.

Ask and Receive.

Advertise and Acquire.

If you want to sell a business or a delivery wagon, if you want a partner or a clerk—**advertise.** If you have what you don't want, or haven't what you do want—**advertise.**

Our condensed advertisements cost little, but are worth a good deal. You can reach most of the hardware merchants in Canada at the expense of a few cents. Our rate is 2c. per word each insertion, and *remittance must accompany order in every case*

HARDWARE AND METAL

MONTREAL and TORONTO

We take this opportunity to extend to our many friends our sincere thanks for their kind patronage during the past year.

May this New Year bring you all Happiness and Prosperity.

THE DOMINION WIRE MANUFACTURING CO.,

LIMITED,

MONTREAL and TORONTO.

PAINT, OIL AND BRUSH TRADES

INDIA-RUBBER VARNISHES

INDIA RUBBER varnishes can be made from the following recipes, according to an exchange:

A. Soak the best raw rubber for several days in a weight of the fatty acids from linseed oil half as great again as its own. Then heat with boiled linseed oil until solution is complete. The weight of the boiled oil taken is double that of the fatty acids.

B. A combined solution of copal and raw rubber in the usual solvents is heated with sulphur. It is said that this varnish will stand a temperature of 400 degree F. without becoming sticky and without cracking.

C. A varnish which is recommended for woodwork to be exposed to damp is made by dissolving raw rubber in bi-sulphide of carbon previously saturated with sulphur.

D. Fuse together raw rubber and colophony at the lowest possible temperature, and then add a solution of colophony in benzole until the desired consistency is attained. All the ingredients must be perfectly free from water, and the process of drying them before compounding the varnish is rather difficult and troublesome. It is said that dry coats of this varnish resist acid extremely well.

E. A mixture is made by heating together petroleum residues, raw india-rubber, and coal-tar. Sulphur can also be added. The proportions vary largely with the consistency of the ingredients. The varnish can be thinned with any suitable ordinary vehicle.

EXPLOSION OF PETROLEUM.

"There are three factors necessary to cause an explosion of petroleum," says Professor O'Neill, of the University of California. "There must be a certain amount of oil gas or vapor, air and a temperature sufficient for ignition of the mixture. The proportion of air and vapors necessary to make an explosion vary according to the composition of the oil. Any departure from this mixture will diminish the liability and violence of the explosion. The temperature of ignition is usually high.

"It is a mistake to say that an explosion can be caused only by light oils; heavy oils when heated may, and frequently do, give off considerable vapor and it is possible that a heavy oil at a high temperature is as dangerous as a light oil at a moderate heat. Before making an arbitrary standard for fuel oils based only on the flash test, a careful survey of the whole question should be made. Many other factors besides gravity and the flash point determine the safety of an oil."

PILKINGTON'S VANCOUVER BRANCH

Pilkington Bros. have opened a warehouse at the corner of Powell street and Columbia avenue, Vancouver, and will carry a large stock there. It is believed that this firm intend to make Vancouver their distributing headquarters on the Pacific Coast, and such being the case, an exceedingly large and varied stock of plate-glass will be carried. A. G. Tyne is the Vancouver representative of the firm, and in the past has done principally an order business for the Pilkingtons. It is due to his increasing sales that a local stock is to be carried.

THE PRICE OF PETROLEUM.

While there is no advance this week in the price of petroleum the market continues to stiffen. The many new uses to which crude oil is being put are rapidly increasing the consumption, which is estimated by The Paint, Oil and Drug Reporter to be over a million barrels a month in excess of the production. This demand is being supplied from the reserves held by the large companies, the bulk of it being in the possession of The Standard Oil Company. As that company controls the market they are now in a position to push up prices, and are doing it as fast as the market will stand, while other companies are closely following their lead. The indications point to a continuance of present prices, with the possibility of futher advances.

PAINT AND OIL NOTES.

Lafontaine & Bastien, painters, Montreal, have dissolved.

The Winnipeg Oil Co., Limited, are applying for incorporation.

Sydney, Australia, City Council, are experimenting with residual oil for dust laying purposes on the city streets.

Ralph E. Thornloe, paint dealer, etc., of Montreal, has assigned and his creditors will hold a meeting next Monday.

McCaskill, Dougall & Co., manufacturers of varnishes, Montreal, have dissolved. D. A. McCaskill has retired, and the business will be continued by James S. N. Dougall and Gustaf Gylling under the old style.

THE ZANZIBAR PAINT CO.

The liquidation of The Zanzibar Paint Company and the sale of the plant and premises of the company for $2,110 to The Canada Paint Company has aroused considerable comment. In fact, it is likely that proceedings will be taken against some of the shareholders and directors in connection with certain stock held by them.

The Zanzibar Company was organized about a year ago with a capital stock of $100,000. At the time $80,000 stock was allotted to Mr. Richardson, the Cleveland promoter of the company, in return for formulae and manufacturing rights. Part of this he shared with other members of the company, who now claim that this stock is "paid-up," on account of formulae and rights given for it. This claim is disputed by some of the creditors. The liabilities of the company are nearly $15,000, the principal creditors being the Bank of Hamilton, $6,650; The United States Smelting and Refining Company, $1,292; The Walker Oil Company, $1,435. The bank's claims are covered by securities, but for the remainder of the creditors, whose claims are about $8,000, there seems to be nothing but the proceeds of the sale above noted. Now, the consideration is, will steps be taken against any of the stockholders of the company?

MONTREAL TRAVELLERS.

The travellers for nearly all the paint and oil houses in Montreal have been off the road since before Christmas and will not go out again till the first of next week. They are all looking forward to a large spring trade and expect to start right in next week with good orders.

PAINTS We manufacture these brands:— "LION," "PEERLESS," "OWL," "RAVEN," also Ready-mixed House and Floor Paints, Roof, Barn, Bridge and Brick Paints, Coach Colors, Varnishes, Japans, etc. Our prices will interest you. Write us.

The Ottawa Paint Works, Ottawa, Ont.

Standard Paint & Varnish Works Limited

Makers of High Grade Varnishes, Japans, Paints, Colors & Enamels

Windsor, Ont.

There is Money For You in "Ark Brand" Paints.

"Ark Brand" Paint will not only pay you a good profit but it pays your customer a profit as well.

It will wear better for him than any paint he can buy, for it is specially made to stand severe strains of weather.

It will not blister in the sun.

It is the satisfactory paint to sell, for there are no "come-backs" except for more.

You can recommend "Ark Brand" with no fear of its failing to meet your guarantee.

That's worth something, is'nt it?

Let us tell you more about this line.

The Francis-Frost Co., Limited,
TORONTO.

1903

For
Happiness, Prosperity,
Business
and good health
to all

1903

A RAMSAY & SON MONTREAL — EST'D 1842 — PAINT MAKERS

What is the Reason

that those dealers who bought a trial order of

Hollywood Paint

last year have placed large orders for 1903, and in many cases will carry Hollywood Paint exclusively?

BECAUSE

When quality counts, Hollywood ranks highest.

HOLLYWOOD PAINT CO., Limited

HAMILTON, CAN.

PAINT AND OIL MARKETS.

TORONTO.

PRICES are unchanged throughout. Trade is dull, all the travellers being off the road. We quote as follows:

WHITE LEAD.—Ex-Toronto, pure white lead, $5 to $5.25; No. 1, $4.62½ to $4.87½; No. 2, $4.25 to $4.50; No. 3, $3.87½ to $4.12½.; No. 4, $3.50 to $3.75 in packages of 25-lb. and upwards; ½c. per lb. extra will be charged for 12½-lb. pkgs.; genuine dry white lead in casks, $5.02½.

RED LEAD.—Genuine, in casks of 560 lb., $4.50 to $4.75; ditto, in kegs of 100 lb., $5. No. 1, in casks of 560 lb., $3.75 to $4; ditto, kegs of 100 lb., $4.25.

LITHARGE.—Genuine, 6 to 6½c.

WHITE ZINC.—Genuine, French V.M., in casks, $6.25; Lehigh, in casks, $6 to $6.25.

SHINGLE STAIN.—In 5-gallon lots, 60 to 75c. per gallon.

PARIS WHITE.—90c. to $1 per 100 lb.

WHITING.—65c. per 100 lb.; Gilders' whiting, 80c.

GUM SHELLAC.—In cases, 35c.; in less than cases, 40c. per lb.

LIQUID SHELLAC.—Pure orange, in bbls., $2.25 to $2.35; white, $2.35 to $2.45 per gal.; in less quantities, 10c. extra.

GLUES.—Broken sheet, in 200-lb. bbls., 8½c. per lb.; cabinet glue, in bbls., 12c.; emery glue, in bbls., 17½c.; bookbinders', ground, 10½c.; finest American, white, 19c.; No. 1 American white, 15c. per lb.

PUTTY.—Bladders, in barrels, $2.25; bladders, in 100-lb. kegs, $2.40; bulk in bbls., $1.90; bulk, less than bbls. and up to 100 lb., $2.05; bladders, bulk or tins, less than 100 lb., $2.90.

PARIS GREEN.—Petroleum bbls., 14c. per lb.; arsenic kegs, 14½c.; 50 and 100 lb. drums, 15c.; 25-lb. drums, 15½c.; 1-lb. packages, 16c.; ½-lb. packages, 18c.; 1-lb. tins, 16c.; ½-lb. 18c.

PLASTER PARIS.—New Brunswick, $2 per barrel.

PUMICE STONE.—Powdered, $2.50 per cwt. in bbls. and 4 to 5c per lb. in less quantity; lump, 10c. in small lots and 8c. in bbls.

LIQUID PAINTS.—Pure, $1.20 to $1.40 per gallon; No. 1, $1.10 per gallon.

BARN PAINTS.—65 to 70c. per gallon.

CASTOR OIL.—English, in cases, 9 to 9½c. per lb. and 10 to 10½c. for single tins.

LINSEED OIL.—Raw, 1 to 2 bbls., 65c.; boiled, 68c.; 3 to 5 barrels, raw, 64c.; boiled, 67c.; 6 to 9 barrels, raw, 62c.; boiled, 65c. delivered. To Toronto, Hamilton and London, 2c. less. All quantities of 10 bbls. and over of linseed oil sold only f.o.b. Toronto, Hamilton, London and Guelph.

TURPENTINE.—Single bbls., 77c.; 2 to 3 bbls., 76c. delivered. Toronto, Hamilton and London, 1c. less. For less quantities than barrels, 5c. per gallon extra will be added, and for 5-gallon packages, 50c. and 10-gallon packages, 80c. will be charged.

GASOLINE AND BENZINE.—We quote: Benzine, 19½c. and gasoline, ordinary, 21½c. and engine, 22½c. f.o.b. Toronto.

MONTREAL.

The holiday season keeps the markets very quiet as far as the general trade is concerned, but there is still quite a demand for lines used by manufacturers working indoors. Paris green continues in good demand with no change in prices. Linseed oil and turpentine is unchanged locally, but in the primary markets the former is still very inactive, and the latter strong with a rising tendency. Prices are as follows:

GROUND WHITE LEAD.—Best brands, Government etandard, $4.90 to $5.15; No. 1, $4.67½ to $4.77½; No. 2, $4.30 to $4.40; No. 3, $3.92½ to $4.02½; No. 4, $3.55 to $3.65 all f.o.b., Montreal. Terms, 4 months, or 3 per cent. off for cash in 30 days.

DRY WHITE LEAD.—$5.25 in casks; kegs, $5.50.

DRY WHITE ZINC.—Pure dry, in casks, 6¼c.; in 100-lb. kegs, 6¾c. No. 1 zinc, in casks, 5¼c.; in 100-lb. kegs, 5¾c.

WHITE ZINC (ground in oil)—Pure, 25-lb. irons, 8c.; No. 1, 7c.; No.2, 6c.

PUTTY.—We quote: Bulk, in bbls., $1.90 per 100 lb.; bulk, in less quantity, $2.05; bladders, in bbls., $2.25; bladders, in 100 or 200-lb. kegs or boxes, $2.40; in tins, $2.55 to $2.65; in less than 100-lb. lots, $3 f.o.b. Montreal, Ottawa, Toronto, Hamilton, London and Guelph. Maritime Provinces, 10c. higher, f.o.b. St. John and Halifax.

ORANGE MINERAL.—Casks, 7c.; 100-lb. kegs, 7¼c.; smaller quantities, 8¼c.

RED LEAD.—Genuine red lead, in casks, $4.50; in 100-lb. kegs, $4.75; in less quantities, $5.75 per 100 lb. No. 1 red lead, casks, $4.25; kegs, $4.50, and smaller quantities, $5.50.

LITHARGE.—Ground, casks, 5c.; less quantities, 5½c.; flake litharge, casks, $5.25; smalls, $5.75 per 100 lb.

LINSEED OIL.—Raw, 60 to 63c. in 1 to 4 bbls.; 59 to 62c. in 5 to 9 bbls. Terms, net cash in 30 days. Delivered in Ontario, between Montreal and Oshawa, at 2c. per gallon advance.

TURPENTINE.—Single barrels, 75c.; 2 to 4 barrels, 74c. Terms, net cash in 30 days.

SHELLAC VARNISH.—Pure white, $2.35 to $2.45; orange, $2.25 to $2.35.

MIXED PAINTS.—$1.20 to $1.45 per gallon.

CASTOR OIL.—8¾ to 9¼c. in wholesale lots, and ½c. additional for small lots.

SEAL OIL.—48 to 50c.

COD OIL.—35 to 37½c.

PARIS GREEN.—Petroleum barrels, 13¼c. per lb.; arsenic kegs, 13½c.; 50 and 100-lb. drums, 14c.; 25-lb. drums, 14½c.; 1-lb. packages, 15c.; ½-lb. packages, 17c.; 1-lb. tins, 16c.; ½-lb. tins, 18c.

WINDOW GLASS.

TORONTO.

Prices keep steady, but there is nothing doing, and our quotations are still as follows: Under 26 inch, $4.25; 26 to 40 in., $4.65; 41 to 50 in., $5.10; 51 to 60 in., $5.35; 61 to 70 in., $5.75; 71 to 80 in., $6.25; 81 to 85 in., $7; 86 to 90 in., $7.75. Toronto, Hamilton and London. Terms, 4 months, or 3 per cent. 30 days. Discount, 15 per cent.

MONTREAL.

Prices keep steady, but there is very little business doing. Prices are unchanged. We quote: First break, 50 ft., $2; second, $2.10 for 50 feet; first break, 100 feet, $3.80; second break, $4; third break, $4.50; fourth break, $4.75.

BEGIN THE NEW YEAR

by stocking the best liquid paint on the market.

"ANCHOR" LIQUID PAINT has no equal. The White Lead used in its manufacture is BRANDRAM'S B. B. GENUINE —the world's standard . . .

—It gives satisfaction.
—It's a seller.
—Its advertising is up to date.
—It's a money maker.

BRANDRAM BROS & CO. BRANDRAM'S B. B. WHITE LEAD REGISTERED TRADE MARK MANUFACTURERS LONDON ENGLAND

ANCHOR BRAND H&P REGISTERED TRADE MARK

Send us a post card and let us tell you all about it.

HENDERSON & POTTS

ESTABLISHED 1874.

HALIFAX AND MONTREAL.

McArthur, Corneille & Co.

MONTREAL

Glue and Gelatine

In extensive assortment, to suit all requirements.
WILL BE PLEASED TO SUBMIT SAMPLES AND PRICES.

MANUFACTURERS AND IMPORTERS OF . . .

White Lead, Oils and Colors, Prepared Paints, Window Glass, Varnishes, Etc.

SELLING AGENTS IN CANADA

For the GENUINE
Imperial French Green
of JOHN LUCAS & CO., PHILADELPHIA.

And CELEBRATED
English Varnishes
of CHAS. TURNER & SON, LONDON.

Please mention HARDWARE AND METAL when writing.

INDELIBLO.

Read about this and learn of the Famous Cold Water Paint.

Indeliblo is a dry powder. It comes in a number of beautiful colors and a pure snow white. It only requires to be mixed with cold water to produce a splendid paint. **Indeliblo** is washable, sanitary, fireproof, weather-proof and durable for interior and exterior on all kinds of buildings.

The white is splendid for lighting up dark corners, shafts, alleyways, elevators and everything requiring a pure white. There's money in **Indeliblo**. Send for color card and particulars.

Agents
A. RAMSAY & SON, - - - - MONTREAL
THE J. H. ASHDOWN HARDWARE CO., Limited, - WINNIPEG
McLENNAN, McFEELY & CO., - - - VANCOUVER

Makers
THE MURALO COMPANY, New Brighton, Borough of Richmond, New York.

TAKING ADVANTAGE OF THE BEST IS THE DEALER'S DUTY.

Duty to himself—duty to his customers. The "best" tells. This is doubly true of Brushes, and more especially of Paint Brushes. To do good work a painter must have a good Brush. There's nothing in which high-grade quality and careful workmanship tell more than in a Paint Brush.

BOECKH'S Flexible Bridled Brushes

are in greater demand than any other Paint Brushes, because they deserve to be.

BECAUSE

The bridle can easily be removed and replaced
The bridle is not affected by water, oil, or paint.
The bridle works on a pivot and thus keeps the bristles elastic.

—If you have not received our handsome Illustrated 1903
—Catalogue, send us your name and address on post card.

OPERATING:
Boeckh's Toronto Factories.
Bryan's London Factories.
Cane's Newmarket Factories.

UNITED FACTORIES, LIMITED.

Head Office: TORONTO.

MONTREAL BRANCH: 1 and 3 DeBresoles St. LONDON BRANCH: 71 Dundas St.

STOVES AND TINWARE

AND ALLIED TRADES

MARITIME HEATING CO., LIMITED.

AN Amherst, N.S., despatch says that the prospectus of a new concern has been issued in that town. The gentlemen nterested are J. Avard Black, William Knight, John A. Laws, J. Crossman, and C. A. Lusby, of the present Amherst Foundry and Heating Co., and D. W. Robb, head of the Robb Engineering Co.

The object of the new concern is to acquire from the Robb Engineering Co. the right to manufacture and sell the well-known Robb Hot Water Heater, and from the Amherst Foundry and Heating Co., the premises now occupied by them in Amherst, and such of the plant as they may require in their new business.

J. Avard Black will take the active management, while J. A. Laws will be the mechanical superintendent. Both these gentlemen are eminently qualified by practical experience for their respective positions. The authorized capital will be $100,000. Of this amount it is proposed to issue one half, the balance to be available later. $25,000 will be required for the purchase of the properties mentioned above and $10,000 worth of new machinery will be added, leaving $15,000 for material and working.

Mr. Black and his four associates in the Amherst Foundry and Heating Co. and D. W. Robb have taken $15,000 of the amount and the balance, $35,000, will be offered to the public.

FRED. G. BRENTON MARRIED.

Fred. G. Brenton, the local manager of the Gurney-Oxford Stove Co., was married in the Dundas Street Methodist Church on Saturday morning to Miss May Deeley, of Ontario street, daughter of Mr. and Mrs. Fred. Deeley. Rev. C. T. Scott performed the ceremony in the presence of a company comprising only the relatives of the parties. Mr. and Mrs. Brenton left on the 10.25 a.m. express for the Coast. London, Ont., Free Press.

ELECTRIC COOK STOVES.

Complete electric cook stoves are being placed in several new apartment houses. Each division of the stove has a separate heater, which may be used without the others simply by turning a small switch. At the present price of electric current the cost of cooking by electricity is a little more than by gas or coal, but when the new system comes into more general use the price is expected to be reduced. The time will come when farmers will light their house, yard and barns and do their cooking by electricity generated by windmills and stored in storage batteries. American Artisan.

AN ELECTRIC WATER HEATER.

In reply to an inquiry as to how to make a simple electric water heater suitable for heating a small glue pot, by using the current that supplies the ordinary incandescent light; some sort of arrangement that could be set in the water if possible, the Scientific American says: "For an electric heater to be used in place of an ordinary incandescent lamp you should not take more than one ampere of current. German silver wire may be used, No. 24 being a good size. If the current is of 110 volts pressure, 330 feet will be required. If it is 52 volts, about 150 feet will answer. This must be wound and insulated by asbestos, else the fire insurance is void. It should be inclosed in a metallic tube, in order to place it in the water to be heated. Twice the length of iron wire may be used."

AMONG THE TRADE.

THE Chicago Journal fears that, notwithstanding the great increase in the use of plate mica sheets for stoves, chimneys and electrical supplies, and of scrap mica for boiler coverings, etc., the importation of mica from Canada and India is likely to curtail the production in the United States.

Alex. Anderson, dealer in scrap iron, Montreal, is dead.

The Mystic, Que., Foundry Co., have registered to do business.

The Mount Royal Foundry Co., Montreal, has been incorporated.

Alex. Payette & Co., tinsmiths, St. Johns, Que., have registered as a business concern.

Thos. Griffin, foundryman, Guelph, Ont., is enlarging his founday, making it 40 x 20 ft.

Geo. E. Macdonald and C. M. Marpole have registered as coal dealers under the style of Macdonald, Marpole & Co., Vancouver.

The Canadian Tinplate Decorating Co. are looking for inducements from Berlin or London, Ont., on condition that they establish a factory in either of those municipalities. They offer to spend $13,000 on plant and to employ an average of 50 men at an average salary of $10 a week. J. W. Donovan and J. Thompson represent The Canadian Tinplate Decorating Co.

AN UNUSUAL TINSMITHING JOB.

Australian Hardware tells of an unusual tinsmithing job recently performed by Mr. Foxcroft, of Greymouth, New Zealand. A number of Chinese, employed under contract, visited different cemeteries throughout the colony and disinterred the bodies of Celestials for removal to the land of their birth. Where the remains consisted of bones only they were wrapped in a cloth, after being washed and dried, and placed in a wooden coffin. But where any portion of the flesh remained, an inner air-tight zinc coffin was used, and it was for the making and sealing up of these that Mr. Foxcroft was employed. He was the only European in the party. Altogether 460 bodies were removed, a steamer having been specially chartered to convey them to China.

MANTELS, GRATES and TILE.

Are any of your customers building a new house? If so, why not try and sell them a mantel as well as hardware? They will want one, and it will pay you. Write us for catalogue and price.

THE BATTY STOVE & HARDWARE CO.

76 York St., TORONTO.

The Selling Qualities

Or our splendid range

The Imperial Oxford

make them the most desirable stock you can handle.

THEIR DIFFUSIVE FLUE CONSTRUCTION
FRONT DRAW-OUT GRATE
OVEN THERMOMETER
DRAW-OUT OVEN RACK

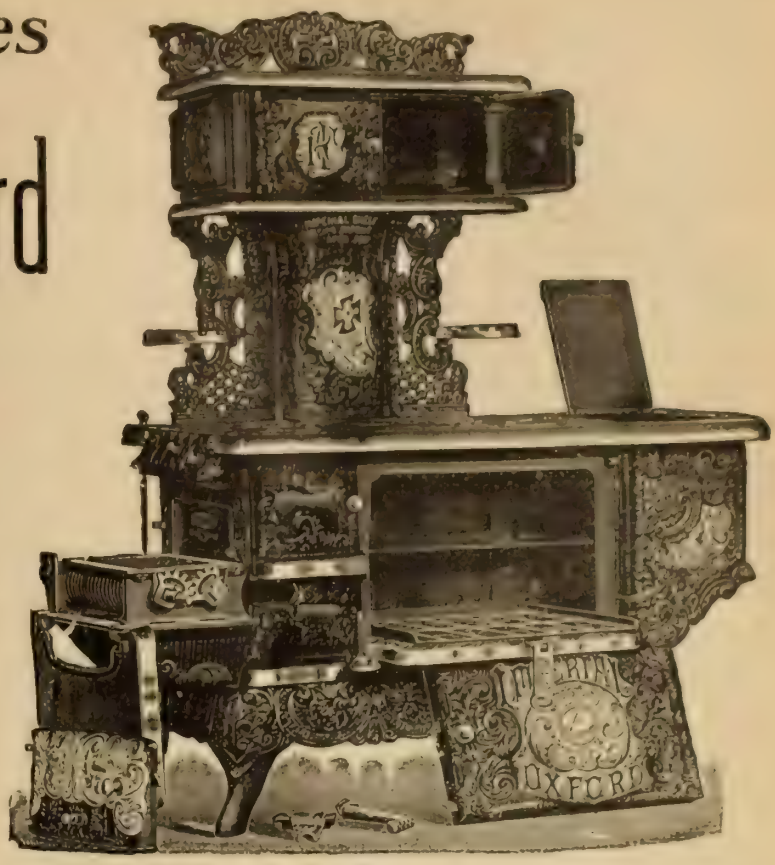
and other improved features, give them a quickly appreciated precedence over other ranges.

Housewives everywhere praise them enthusiastically.

Customers realize their superiority on sight—sales are easy.

They're the popular range of Canada.

Send us your address at once.



THE GURNEY FOUNDRY CO., Limited

TORONTO. WINNIPEG. VANCOUVER.

THE GURNEY-MASSEY CO., LIMITED, MONTREAL.

"NORTHERN"

DRY COLD AIR PRINCIPLE.

These are

JUST A FEW

Cold Facts

IN FAVOR OF

The "Northern" Refrigerator

Raised panels.
New style swing base
Antique flow finish.
Fancy brass locks and hinges.
Hardwood ice rack. Extra large ice-box.
Zinc-lined throughout. Galvanized Iron Shelves.
Air space insulated with paper and wood.

"It's a Seller"

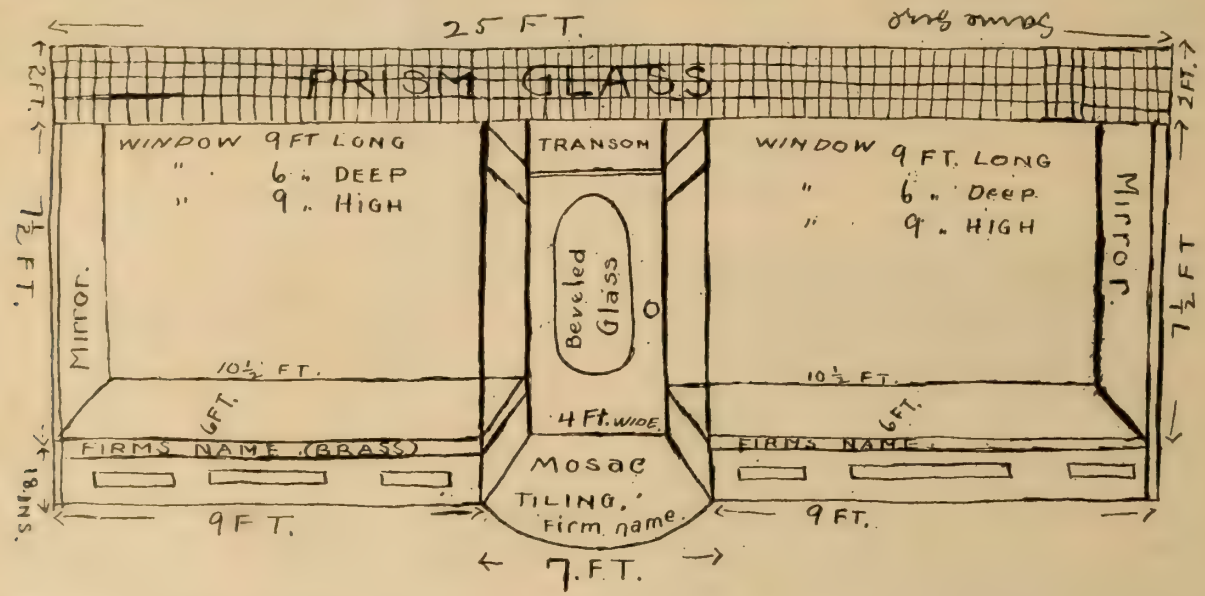
Look into it before placing orders—it will pay you.

For dimensions and prices write

The Thos. Davidson Mfg. Co., LIMITED, Montreal, P.Q.

Store and Store Front Arrangement.

"M AND S.", St. John, N.B., ask for information and suggestions on arranging a store front. Store is 80 ft. deep and 25 ft. wide. They state in their letter that back of store is well lighted, but that centre of store is not light enough. The rough drawing conveys my idea of the best means of laying out this front. According to this plan you could get two nice windows, 9 ft. high, 10½ ft. long at back and 6 ft. deep. The entrance could be made 7 ft. wide at street level, receding to 4 ft. at door, which would make a nice entrance. The front glasses could be 9 ft. long and background of window would be 1½ ft. longer. Along the top of the frontage, prism glasses could be laid in. These magnify the light and would flood the interior with plenty of light. These should be 2 ft. wide. For backgrounds for the windows I would prefer a mirror the full length of the back, divided into two separate mirrors, one of which should slide so as to admit of entrance to and from the window. These mirrors should be 6 ft. high, with an oak or walnut cornice at top. Above the mirror glass should run to the ceiling. The space above the mirror to ceiling, where the glass goes, would be 3 ft. 6 in. in height. The light is thrown from the prisms, through the glass above the mirror into the store. The prism glass could be in sections, and one section should swing either on pivots or hinges so as it can be opened for ventilation at any time. This could be run from a cord inside the store. At the wall end of windows a mirror should be placed—a continuation of mirror at back would be the proper thing. This end mirror heightens the effect of the trim and gives it immensity. The window floor should be 18 in. from street level. The firm's name in brass could run across the front of window, as indicated in drawing, and below this a panelling in oak. The door might have an oval-bevelled plate-glass instead of the everyday style. The flooring of vestibule should be in fancy tiling, with the name of the firm inlaid. In winter, storm-doors could be put on outside, flush with the front. These doors would be 3 ft. 6 in. wide (each), one to push in and the other to push out. Over the door should be a transom in prism glass, to work on a pivot so as it could be opened for ventilation. For lighting I would recommend the "Fink" method, which consists of a long trough-shaped reflector with incandescent lamps. The funnel-shaped reflector is all right provided there are enough of them. These reflectors should be attached to ceiling as near to the pane as possible. The light is thrown by means of these directly on the goods below and is evenly distributed provided the reflectors are turned straight down towards the floor. According to this plan, I don't see why (if you adopt this idea), how you can get a more up-to-date front out of the space you have. This plan will give you two good-sized windows and an ample-sized entrance, and you would have the interior excellently lighted. If any of our readers can see anything that would be an improvement over this description, "Hardware and Metal" would be pleased to hear from them so that we might suggest the improvement to our inquirer. We trust our correspondent may find something in this plan that will suit his requirements.



FIRE IN WHOLESALE HOUSE.

Fire broke out in the basement of The Canada Hardware Co.'s warehouse, 10 Debresoles street, Montreal, on Saturday evening, December 27, and did serious damage. By the efforts of the firemen the fire was confined to the basement, although the sample-room was damaged by smoke to some extent.

The business of the company was interrupted for only a short time, their Common street warehouse coming in very handily. At the time of writing arrangements with the insurance companies have not been completed.

The loss is between $6,000 and $7,000. The insurance was $80,000, divided among the various companies.

WITH THE SEASON'S COMPLIMENTS

On Christmas eve, as the employes of The James Robertson Co., Limited, Montreal, were leaving the works, each was presented with a Christmas present in the shape of a turkey. Everyone in the company's employ, from the highest to the lowest, was thus reminded of his employer's good will. This is an annual occurrence.

MAR 27 1903
RETURNED

1865-1903

WE

now enter upon our thirty-eighth year as manufacturers of horseshoe nails, our business being established in the year 1865. To our friends in the trade we

WISH

that their many favors in the past shall continue to be extended to us in 1903, and that we shall mutually enjoy a larger and more profitable business than last year.

YOU

may rely upon our best efforts to maintain the supremacy enjoyed by our "C" brand horse nails for the past 37 years, and to merit the confidence and good-will of the merchant trade by our business methods.

A

horse nail can be made at a low price or a high price. If you want low-priced nails we must use low-priced and, therefore, inferior material: if you want the best—or "C" quality—nails, we have to procure the best material in the world, and that always means the highest price. We would be

HAPPY

to know of any material for making horse nails which would combine the lowest price and the best quality. It doesn't exist. Any maker who offers horse nails at a lower price than ours either does so at a sacrifice of all profit, or by using lower-priced material. Our works and facility are unequalled in Canada.

NEW

processes for making horse nails have only the claim of being low-priced: none have proved equal for quality to the old reliable "hot-forged" process used by us. It thoroughly hammers the nail from a solid rod of Swedish charcoal steel. If you will, during the

YEAR

upon which we now enter, keep an assortment of "C" brand horse nails in your stock, and ask the farriers to note carefully the results in their work, you and they will be surprised at the result. Quality, like blood, tells. Ask for them.

Canada Horse Nail Co.
MONTREAL

TESTS OF NOVO STEEL.

NOVO steel, for lathe and planer tools, is a steel of wonderful durability for turning old tires, axles and packing rings, and not only do tools of this steel keep the cutting edge 15 to 20 times longer than the best self-hardening steel, but you can also increase the speed on the lathe and planers 3 and 4 times, and, in many instances, up to the full limit of your machine.

The following tests have been made in railway shops in the United States: At the L. & N. shops at Louisville, Ky., the Novo steel bored a Midvale tire at 91 ft. per minute, 1/8 in. cut, 1/8 in. feed, and finished a number of tires at that speed without requiring sharpening. At the Michigan Central shops, Jackson, it turned axles and finished them without grinding the tool, at 95 ft., 3/4 in. reduction, 1/8 in. feed. Old Krupp tires the Novo steel turns regularly 25 ft. per minute, 1/2 in. cut, 1/8 in. feed, and every Novo tool will finish the tire without grinding.

A test on packing rings, at the E. Milwaukee shops of the Chicago, Milwaukee & St. Paul Railway Co. is 66 ft. per minute, 3/4 in. cut, 1/8 in. feed, and the tool roughed the tire outside on the scale and finished the job without grinding.

A large number of the railway companies of this continent have adopted the Novo steel in their shops, amongst whom are the following: Pennsylvania Railway, Altoona shops and all divisions; Lehigh Valley Railway Co., all divisions; B. & O.; L. & N.; Chicago & Northwestern; Great Northern; Chicago, Omaha & St. Paul; Chicago, Milwaukee & St. Paul; Michigan Central; Atlantic Coast Line; Dunkirk works and Paterson works of the American Locomotive Co.

Novo steel can be annealed so that it machines as well as tool steel, and it can be made into twist drills, milling cutters, taps and reamers, which will do phenomenal work.

The following is a test of a twist drill made in one of the largest locomotive works in this country: A 1 1-32 in. Novo twist drill drilled at 188 revolutions per minute 506 holes into very hard steel castings of an average thickness of 5/8 in. For comparison, a twist drill of a well-known standard make was put on exactly the same castings, and the speed was reduced to 80 revolutions per minute, and this drill bored five holes, and the sixth hole it hopelessly burnt out.

William Abbott is the Canadian agent.

Joseph Shaw, general merchant and implement dealer, Beausejour, Man., is succeeded by Joseph Shaw & Co.

SEASON 1903

Start The New Year Right

and reserve your orders for

THE CANADA PAINT COMPANY

We increased our number of customers largely this year, and expect to add to their number for 1903.

Once you have

THE CANADA PAINT COMPANY'S

brands you will be content.

MARKETS AND MARKET NOTES

QUEBEC MARKETS

Montreal, December 31, 1902.

HARDWARE.

THE demand for general hardware this week has not been large, but during the month of December two or three houses report having done the largest business they had ever experienced this season. There have been but few changes in prices. New lists are out on shovels, scoops, spades and "Star" traps, and these will be found in our quotations. Most of the travellers are in their respective warehouses now getting ready for the new year's business, which gives indications of being excellent for spring. A number of changes are, as usual at this time of the year, taking place in many of the travelling staffs.

SHOVELS AND SPADES.—The new list on shovels and spades is here given. The grades are known by the following names: First grade, "Jones'," or "F. & W."; second, "Burns'," or "Dunn's"; third, "Gray's," or "Gold Medal"; fourth, "Olds'," or "Beaver." The discount on both shovels and spades is 45 per cent. off. In shovels, the first grade remains at $18.50 for square, and $19 for "D" handle round; No. 2, $16 for square, and $16.50 for "D" handle round; No. 3, square, $13.50, for "D" handle round, $14; No. 4, both square and round, $11.50; culls, $9. This is a reduction on all grades under No. 1 of from $1 to $3. In spades, No. 1 is also unchanged from $18.50; No. 2, $16; No. 3, $13.50; No. 4, $11.50; culls, $9. The same reduction in price as in shovels will be noticed in spades.

SCOOPS.—The new list on half-polished socket scoops is as follows, No. 0, $12; No. 2, $16; No. 4, $17; No. 5, $17.50; No. 6, $18, all less 45 per cent.

STAR TRAPS.—A new list is just out on Star traps, as follows: Without chain, No. 0, $2.25; No. 1, $2.50; No. 2, $3; No. 2½, $4.50; No. 3, $4.32; No. 4, $8. With chain, No. 0, $3.25; No. 1, $3.65; No. 2, $4.15; No. 2½, $5.75; No. 3, $8.50; No. 4, $9.50. The discount is 50 per cent. off.

BARB WIRE.—Not much business has transpired this week. The price remains at $2.90 per 100-lb. keg, f.o.b., Montreal, and $2.55 f.o.b., Cleveland.

GALVANIZED WIRE.—The movement is still slow and no quotable changes have been made. We quote: Nos. 6, 7 and 8 gauge, $3.20; No. 9, $2.55; No. 10, $3.30; No. 11, $3.40; No. 12, $2.70; No. 13, $2.80; No. 14, $3.80; No. 15, $4.30; No. 16, $4.55; No. 17, $4.95; No. 18, $5.20. In carlots, f. o. b. Cleveland, the prices are: No. 9, $2.15; No. 12, $2.30; No. 13, $2.40, not dutiable. No. 10, $2.20; No. 11, $2.25; No. 14, $2.50; No. 15, $2.95; No. 16, $3.05, dutiable. In less than carlots, 12½c. per 100 lb. extra is charged.

SMOOTH STEEL WIRE.—There has been but little done this week. Prices are unchanged, and our quotations are as follows: Bright and annealed, $2.50 per 100 lb. f. o. b. Montreal, Toronto, Halifax, London, Hamilton and St. John. Net extras per 100 lb. are now as follows: Coppered wire, 60c.; tinned wire, $2; oiling, 10c.; spring wire, $1.25; best steel wire, 75c.; bright soft drawn, 15c.; special hay-baling wire, 30c.

FINE WIRE.—No change has been made this week. The discount is 25 per cent., with net extras as follows: 1 and 2-lb. hanks, 25c. per 100 lb.; ½-lb. hanks, 37½c. and ¼-lb. hanks, 50c.

BRASS AND COPPER WIRE.—There is not much demand as yet in these lines. The discount is 62½ per cent.

FENCE STAPLES.—Trade is still quiet. We quote: Galvanized, $3 per 100-lb. keg; bright, $2.80. 25 and 50-lb. packages, 25c. extra.

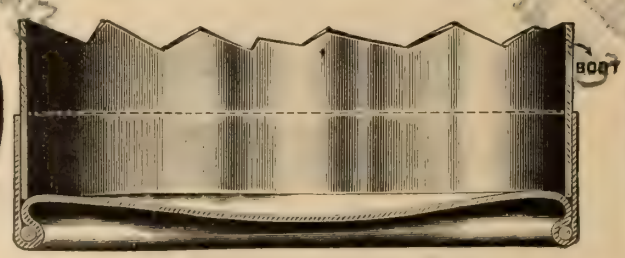
WIRE NAILS.—The movement in wire nails this week is light. In carlots, the price is $2.40 and in smaller quantities, $2.45 per keg f.o.b., Montreal, London, Hamilton, Toronto, Brantford, Windsor, Ont., and St. John.

"Samson" Milk Cans and Trimmings

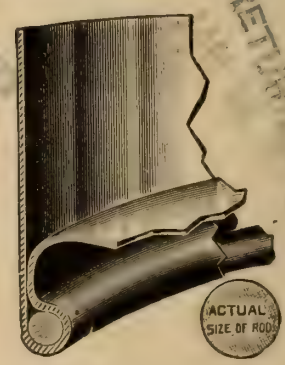
PATENTED, JULY 23, 1900

"Samson" Railroad or Delivery Cans and Trimmings.

"Samson" Dairy Pail Bottoms.



Section of "Samson" Milk Can Bottom



PATENTED, JULY 23, 1900

The "Samson" is the strongest and **ONLY ONE-PIECE** bottom made.

Has no place for dirt or sour milk to lodge—therefore the only sanitary bottom made.

Every bottom in each size is of an exact diameter. Being stamped with a die there can be **NO** variation, as in a bottom made in several pieces.

"Samson" Railroad or Delivery Cans and Trimmings are always furnished with Seamless Neck, and Seamless or Bell Cover, which, combined with the "Samson" Bottom, makes this unquestionably the best Railroad or Delivery Can ever placed on the Canadian market.

The "Samson" Dairy Pail Bottom is made the same as the "Samson" Milk Can Bottom, and therefore has all its good features.

A complete stock of Tinned Sheet Iron in all gauges and sizes always kept on hand.

The McClary Manufacturing Co.

LONDON, TORONTO, MONTREAL, WINNIPEG, VANCOUVER, AND ST. JOHN, N B.

"Everything for the Tinshop."

ENGLISH
GERMAN
BELGIAN
CANADIAN
AMERICAN
} PORTLAND CEMENTS.

FIRE
BUILDING
ENAMELLED
SILICA
MAGNESIA
} BRICKS.

DRAIN
CULVERT
} PIPES.

. F. HYDE & CO.

31 WELLINGTON ST., MONTREAL

. . FULL STOCK . .

Salt Glazed Vitrified

Double Strength Culvert Pipe a Specialty.

THE CANADIAN SEWER PIPE CO.

HAMILTON, ONT. TORONTO, ONT.
ST. JOHNS. QUE.

Deseronto Iron Co.

LIMITED

DESERONTO, ONT.

Manufacturers of

CHARCOAL PIG IRON

BRAND "DESERONTO."

Especially adapted for Car Wheels, Malleable Castings, Boiler Tubes, Engine Cylinders, Hydraulic and other Machinery where great strength is required; Strong, High Silicon Iron, for Foundry Purposes.

"MIDLAND"

BRAND

Foundry Pig Iron.

Made from carefully selected Lake Superior Ores, with Connellsville Coke as Fuel. "Midland" will rival in quality and grading the very best of the imported brands.

Write for Price to Sales Agents

Drummond McCall & Co.

MONTREAL, QUE.

or to

Canada Iron Furnace Co.

MIDLAND, ONT. Limited

CUT NAILS.—A few orders have been placed, but the market rules quiet and steady. We quote: In carlots, $2.40 per keg, and in small lots, $2.45 per keg.

HORSE NAILS.—A fair trade is being done. Discounts are quoted as follows: "C" brand, 40, 10 and 7½ per cent. off; on "M" brand, "Oval," 57½ per cent.; "New City," 57½ per cent; "New Countersunk," 65 per cent.; "Monarch," 65 per cent.; "Peerless," 50 and 7½ per cent.

HORSESHOES.—A moderate demand prevails for horseshoes. Prices are unchanged. Our quotations are now as follows: Iron shoes, light and medium, pattern, No. 2 and larger, $3.35; No. 1 and smaller, $3.60; snow pattern, No. 2 and larger, $3.60; No. 1 and smaller, $3.85; X L steel shoes, new light pattern, sizes 1 to 5, No. 2 and larger, $3.45; No. 1 and smaller, $3.70; featherweight, all sizes, 0 to 4, $5; toe weight, all sizes, 1 to 4, $6.25. Shoes, more than one size in a keg, 10c. per keg extra. F.o.b. Montreal only.

RIVETS AND BURRS.—Not much has been done in this line during the week. The discounts are quoted as follows: Best iron rivets, section carriage, and wagon box, black rivets, tinned do., coopers' rivets and tinned swedes rivets, 60 and 10 per cent.; swedes iron burrs are quoted at 55 per cent. off; copper rivets, with the usual proportion of burrs, 45 per cent. off and coppered iron rivets and burrs, in 5-lb. carton boxes are quoted at 60 and 10 per cent. off list.

BOLTS.—There is little business passing in bolts or nuts. Discounts are: Norway carriage bolts, 55 per cent.; common, 50 per cent; full square carriage bolts, 55 per cent.; machine bolts, 50 and 5 per cent.; coach screws, 66 2-3 per cent.; sleighshoe bolts, 65 and 5 per cent.; blank bolts, 50 and 5 per cent.; bolt ends, 50 and 5 per cent.; plough bolts, 50 and 5 per cent. To any retailer an extra discount of 10 per cent. is allowed. Tire bolts, 67½ per cent.; stove bolts, 67½ per cent. Nuts, square, 3¼c. per lb. off list; hexagon nuts, 3¾c. per lb. off list. To all retailers an extra discount of ½c. per lb. is allowed.

SCREWS.—The demand for screws has not improved and the market remains quiet. We quote the discounts as follows: Round head bright, 82½ and 10 per cent.; flat head bright, 87½ and 10 per cent.; brass, round heads, 75 and 10 per cent.; brass, flat heads, 80 and 10 per cent.

CORDAGE.—There is but little doing. We quote as follows: Manila, 14c.; British manila, 12c.; sisal, 11½c.; lathyarn, 11c.

BUILDING PAPER.—No further change has been made in the price of tarred felt. The demand is light, and our quotations are as follows: Tarred felt, $1.75 per 100 lb.; 2-ply, ready roofing, 85c. per roll; 3-ply, $1.10 per roll; carpet felt, $2.25 per 100 lb.; dry sheathing, 35c. per roll; tar sheathing, 45c. per roll; dry fibre, 50c. per roll; tarred fibre, 60c. per roll; O K and I X L, 65c. per roll; heavy straw and sheathing, $30 per ton; slaters' felt, 60c. per roll.

SCREEN WIRE CLOTH.—Trade is dull. The price is $1.40 per 100 square feet.

FIREBRICKS.—The market shows no improvement. We quote: English, $16 to $22 and Scotch, $17 to $22 per 1,000.

CEMENT.—Trade this week has been quiet. We quote: Canadian cement, $1.90 to $2.25; German, $2.20 to $2.30; English, $2.15 to $2.25; Belgian, $1.70 to $1.95 per bbl., ex-wharf, and American, $2.10 to $2.20 ex-cars.

A. C. LESLIE & CO.

HEADQUARTERS FOR

Tinplates—all grades
Canada Plates, Terne Plates
Black and Tin Taggers
Steel Sheets for all purposes
Imitation Russia Sheets

Import orders for wholesale buyers only.

509-512 Merchants Bank Building,
MONTREAL.

We wish all our friends A Happy and Prosperous New Year, and we are sure you will prosper if you sell the right kind of pump—The McDougall Standard.

The R. McDougall Co., Limited

GALT

Pig Tin.

"Boustead & Co's" Penang
"Straits"
"Lamb and Flag"

Copper —"Lake"
—"M A"
Galvanized Sheets.

ADAM HOPE & CO.

Hamilton, Ont.

NOVA SCOTIA STEEL & COAL CO., Limited

NEW GLASGOW, N.S.

Manufacturers of

Ferrona Pig Iron

And SIEMENS MARTIN

OPEN HEARTH STEEL

SKATES.—A good movement in skates still prevails. No changes in prices have been made. We quote as follows: Halifax pattern, 36c. per pair, nickel plated, 65c. per pair, ladies' nickel plated, 60c.; per pair, ladies' concave nickel plated, $1.35, piam hockey, 27c. to $1.35, nickel plated hockey, 60c. to $2.50; double-end hockey, $1.50 to $2. Skate straps, 35c. to $1.35.

HOCKEY STICKS.—A fair business has been done. Our quotations are still as follows: Best second growth, goal keepers', $4.20 per doz.; ash, $2.90; elm, $2.25; boys' elm, $1.10; common, 90c. Regulation pucks, $1.50 per doz.

SNOW SHOVELS.—A moderate demand prevails. We quote, "Habitant," $2.25 to $2.40; "Victor," 30 per cent. off; steel railroad shovels, 48 and 5 per cent. off.

FIRE SHOVELS.—There is an active movement. Quotations follow: No. 70, 38½ to 40c. per dozen; No. 55, 55 to 60c.; No. 57, $2½ to 90c.; No. 60, $2½ to 90c.; No. 65, $1.37½ to $1.45; No. 80, 50 to 55c.; "Duplex," No. 7, $1.21; No. 9, $1.52; No. 11, $1.82.

COAL HODS.—Only a moderate demand is experienced at present. We quote as follows: Japanned, 16-in., $4.50 per doz.; 17-in., $4.80; 18-in., $5.10; with gold band, 17-in., $5.10; 18-in., $5.40. Galvanized, 16-in., $6.20; 17-in., $6.50; 18-in., $6.80 per doz. The discount is 45 per cent.

LANTERNS.—There is still some movement in this line at unchanged prices. We quote: Tilt, lift or hinge, No. 0, $4 per dozen; Cold Blast, $7 per dozen; dashboard, No. 0, $5.75 per dozen; cold-blast dashboard, $9 per dozen. Extras are as follows: Japanning, 50c. per dozen; copper-plating cold blast, $2 per dozen. The prices quoted are f.o.b. London, Hamilton, Toronto, Belleville, Kingston and Montreal.

METALS.

Prices on the local market have remained steady during the week. The demand during the holiday week kept up fairly well and the tone of the market is firm in most lines. Foreign pig iron is reported to be offering at reduced prices, but although the market here is rather quiet and the position of pig iron is not too strong, there has been no decline in the prices. Structural material is in fairly good demand. Iron bars show something of a tendency upwards.

BAR IRON.—During the holiday week orders fell off a little, but there was still a good movement. We quote as follows: Merchants' bar, $2; horseshoe iron, $2.25; forged iron, $2.20.

BLACK SHEETS.—There is nothing new to report on this market. A fair movement is reported. We quote as follows: 28 gauge, $2.65; 26 gauge, $2.60; 20 to 24 gauge, $2.50, 8 to 20 gauge, $2.50.

GALVANIZED IRON.—There has been a little improvement on this market, and we quote: No. 28, Queen's Head, $4.40; Apollo, 10½ oz., $4.40; Fleur de Lis, $4.15; Comet, $4.10; "Bell" brand $4.05. For less than case lots 25c. extra is charged.

SOIL PIPE AND FITTINGS.—Trade is quiet. The discounts are as follows: Light soil pipe, 3 to 6 inch, 50 per cent., medium and extra heavy soil pipe, 2 to 6-inch, 60 per cent.; extra heavy soil pipe, 8 inch, 45 per cent.; light fittings, 2 to 6 inch, 50 and 10 per cent.; medium and extra heavy fittings, 2 to 6-inch, 60 per cent.; extra heavy fittings, 8-inch, 45 per cent.

We extend to our customers the Season's Greetings.

And take this opportunity of thanking them for their patronage during the past year.

OUR AIM FOR 1903:

Excellency of Quality,
Reasonable Prices,
Prompt Shipment.

Walter Grose,
Selling Agent,
MONTREAL.

Nicholson File Co.
Dominion Works,
Port Hope,
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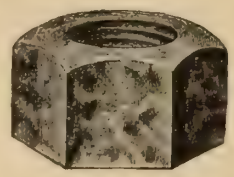

THE JOHN MORROW MACHINE SCREW COMPANY, Limited
Manufacturers of
Set and Cap Screws, Special Milled Work, Engine Studs, Etc. Cold Punched Nuts of every variety of finish.
INGERSOLL, ONT.

BABBIT with Canadian Metal

"IMPERIAL GENUINE," *"METALLIC,"*
"HERCULES," *"STAR."*

The best BABBITS on earth.

THE CANADA METAL CO., TORONTO

TRADE
NOBLES & HOARE · NH · LONDON ·
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Nobles & Hoare.
CORNWALL ROAD STAMFORD STREET.
LONDON, ENG.
Manufacturers of
HIGH-CLASS VARNISHES ONLY
Which can be obtained direct from the works or from the principal Color Dealers in Canada.

SILVER-PLATED WARE. We have everything in
Silver-Plated, Hollow, and Flat Ware, Soda and Bar Spoons, etc.

NEW DESIGNS AND LOW PRICES.

A very wide range in Flat Ware—many beautiful pieces.

IF YOU HAVEN'T OUR CATALOGUE, WRITE FOR IT.

E. W. Gilmore & Bro., Agents M. S. Benedict's Goods. BAY STREET, **Toronto**

PIG IRON.—The market is quiet, but prices are maintained as yet at $23.50 to $24.50, ex store, Montreal.

INGOT COPPER.—Copper is easy at $12.50 to $13.50 per 100 lb.

INGOT TIN.—There is no change. The price is steady at $27.50 to $28.50 per 100 lb.

PIG LEAD.—There has been little doing during the week. In carlots the price is $2.90 and in small lots, $3.25.

LEAD PIPE.—There is a fair movement. Composition and waste are quoted at 8c. and ordinary at 7c. The discount is 37½ per cent.

IRON PIPE.—There is an active market at unchanged prices. We quote as follows: Standard pipe, per 100 feet, in lengths under 19 feet: Black, ¼, $2.40; ⅜, $2.65; ½, $2.85; ¾, $3.65; 1 in., $5.20, 1¼, $7.35; 1½, $8.95; 2-in., $12.55. Galvanized, ¼, $3.20; ⅜, $3.45; ½, $3.85; ¾, $5; 1-in., $7.20; 1¼, $10.05; 1½, $12.20; 2 inch, $16.85. Extra heavy pipe, plain ends, are quoted per 100 feet as follows: Black, ½, $4.20; ¾, $5.25; 1-in., $7.55; 1¼, $10.55; 1½, $12.75; 2-in., $17.60. Galvanized, ½, $5.20; ¾, $6.65; 1-in., $9.55; 1¼, $13.25; 1½, $16; 2 in., $21.90. For threads and couplings 5 per cent. is added.

TINPLATES.—Both local and foreign markets have been fairly steady. Here, there has been no quotable change, and cokes sell at $4.25 and charcoals, $4.75 to $5.25.

STEEL.—Prices show no change. Some buying is reported during the week, but the market ruled quiet at the following prices. Sleighshoe, $2.10; tire, $2.20; bar, $2.05; spring, $2.85; reeled machinery, $2.75; toecalk, $2.60; machinery (iron finish), $2.10; mild steel, $2.05; square harrow, $2.15.

TOOL STEEL.—Business is very quiet. Quotations follows: Black Diamond, 8c.; Sanderson's, 8 to 12c., according to the grade; Jessop's, 13c.; Leonard's, 7½c.; Jonas & Colver's, 10 to 20c.; "Air Hardening," 65c. per lb.

CANADA PLATES.—There is no new feature to note this week. A good movement has kept up in galvanized plates. We quote: 52s, $2.70 to $2.80; 60s, $2.85 to $2.90; 75s, $2.80 to $2.85; full polished, $3.75 and galvanized, $4.25 to $4.35; galvanized, 60s, $4.45 to $4.55.

TERNE PLATES.—We quote $7.50.

COIL CHAIN.—There is not much doing this week. We quote as follows: No. 6, 12½c.; No. 5, 10½c.; No. 4, 10c.; No. 3, 9½c.; ¼ in., 7¼c. per lb.; 5-16, $5; 5-16 exact, $5.25; ⅜, $4.25; 7-16, $4.05; ½, $3.95; 9-16, $3.85; ⅝, $3.55; ¾, $3.50; ⅞, $3.45; 1 inch, $3.45. In carload lots an allowance of 10c. is made.

SHEET ZINC.—There is very little doing. We quote $5.85 to $6.15.

ANTIMONY.—Quiet at 10c.

ZINC SPELTER.—Orders for spelter have been very few during the week. We quote 5c.

SOLDER.—Bar solder sells at 20c. and wire solder at 18c., with a fairly good trade doing.

SCRAP METALS.

No further advance is reported in machinery scrap prices, but the market is still firm, though not particularly active. We quote as follows: Heavy copper and wire, 9c. per lb.; light copper, 8c.; heavy red brass, 10c.; heavy yellow, 8½c.; light brass, 5c.; lead, 2 to 2¼c.; zinc, 2½ to 2¾c.; iron, No. 1 wrought, $15 to $16; No. 2, $7 per ton; machinery scrap, $16.50 to $17; stove plate, $13; malleable and steel, $6; mixed country rags, 60 to 70c. per 100 lb.; old rubbers, 6½ to 6¾c. per pound.

HIDES.

Beef hides are reported 1c. lower this week. The market during the holiday season is naturally quiet. We quote as follows: No. 1 hides, 7½c.; No. 2, 6½c.; No. 3, 5½c.; calf skins, 8 to 10c., and lambskins, 65c.

RAW FURS.

Receipts of raw furs this week have been large, owing, in a measure, to the holiday season. Considering the character of the market this year, however, the business during the past week and this is fairly satisfactory. Fox skins are still wanted, and the prices are firm. We now quote:

BEAVER		Large	Medium	Small	Kitts				
	Labrador and choice Eastern	$6.00	$5.00	$2.75	$1-1.50	Fall Beaver [illegible] per pound		Spring Beaver [illegible] per pound	
"	Territory Rocky Mountains and Western								
	Strictly Prime, or, No 1	6.00	4.00	2.00	50-75				
	Partly Prime, or, No 2	4.00	3.00	2.00	50				
	Unprime, or, No 3	3.00	2.00	75	40				
	Flat, weak, or poor, or, No 4	2.50	50	25	25				
BEAR		Large	Medium	Small	2	3	4	Cubs	Yearlings
	Black Choice only	15.00	10.00	7.50	6.00	3.00	50	$2.00	to $8.00
"	Brown "	12.00	7.00	[illegible]				1.00	to [illegible]
BADGER		1	2	3	4				
	Of all sections	40	25	10	05				
FISHER		Dark	Brown	Pale	2	3	4		
	Eastern and far North Eastern	6.50	5.00	5.00	3.00	1.75	50		
	Territory and Western	6.50	5.00	3.50	2.00	1.00	50		
FOX		Large	Small	2	3	4			
	Red North Eastern and similar fine bright red kinds	4.00	2.75	1.25	75	20			
"	Territory and Western	4.00	2.75	1.40	50	20			
		Dark	Fair	Pale	2	3	4		
"	Cross Value principally as to beauty, also size & richness	10.00	7.00	4.00	2.50	1.50	50		
"	Silver Eastern and far Northern	75.00	50.00	25.00	20.00	9.00	4.50		
"	Pacific Coast, Territory and Western	50.00-60	35.00	20.00	15.00	5.00	2.50		
LYNX		Large	Medium	Small	2	3			
	Far North Eastern	4.00-5.00	2 to 3.50	2.25	2.00	75	25		
"	Territory and Western	4.00-5.00	2 to 3.50	2.25	2.00	60	20		
MARTEN		Dark	Brown	Pale	2	3	4		
	British Columbia, Northern Pacific and similar	7.00	5.00	2.50	1.75	1.00	25		
"	Territory and Western	3.50	2.25	1.50	1.00	60	20		
"	Quebec and Ontario	3.00-3.50	2.25-3.00	2 to 2.25	1.00	40	25		
MINK		Large	Medium	Small	2 Large	2 Small	3		
	Halifax, far North Eastern and choice	4.00	3.25	2.50	2.25	1.50	40	25	
"	Territory and Western	1.50-2.00	1.50	1.00	75		25	[illegible]	
MUSKRAT		Spring	Winter	Fall	Kitts				
	Eastern, best large		10 to 13	8 to 10	2 to 5				
"	Territory and Western		5 to 10	05	2 to 4				
OTTER		Large	Small	2	3	4		Cubs	
	Labrador and far North Eastern	$10-$14	7.00-10	5.00	2.50	2.00		[illegible]	
"	Territory and Western	6.00	4.50	3.50	2.25	50		[illegible]	
RACOON		Large	Small	2	3	4			
		75-1.25	60-75	35-50	25	15			
"	Black Value according to darkness, size and beauty	2.25	2.00	1.50	50	[illegible]			
SKUNK		Black	Short Stripe	Long Stripe	White				
		75-1.25	75	40-50	10-15				
WOLVERINE		Dark	Brown	Pale	2	3	4		
	Value according to darkness, size and beauty	5.00	4.00	2.50	1.50	75	25		
CASTOREUM		$5.00 to $8.00 per pound							

Eastlake Shingles
Stand Every Test.

They have been proved reliable.

Prevent fire—are lightning proof—can't rust or leak—and give perfect, durable satisfaction.

In popular use all over the Dominion, wherever particular people require a good roofing.

Don't be without them in stock.

Metallic Roofing Co., Limited

TORONTO. MONTREAL. WINNIPEG.

MONTREAL NOTES.

Beef hides are ½c. lower.

New lists have been issued on shovels, spades and scoops; also on "Star" traps.

ONTARIO MARKETS.

Toronto, January 2, 1903

HARDWARE.

ALL the jobbers reported that the hardware trade was quiet at the turn of the year. The travellers are off the road preparing their samples to start work next week, and in the meantime the wholesale trade are busy taking stock and finishing up the business of the old year. The prices of tarred felt have advanced 5c. per 100 lb. of 2-ply, and 3-ply ready-roofing, 5c. per roll

each, and carpet felt, $5 per ton. The discount on spades and shovels has been changed to 45 per cent., instead of 40 and 5 per cent., as heretofore. The list price of Olds' goods have been reduced $3 per dozen, Gray's, $2 per dozen, and Burns', $1 per dozen. This depreciation was made solely to meet foreign competition.

BARB WIRE.—The market for barb wire was dull this week and the prices were unchanged. We quote the base price as follows: $2.67½ from Cleveland, and 12½c. less in carlots. From stock, Toronto, $3.

GALVANIZED WIRE.—The holiday dullness pervaded the galvanized wire market this week, and our quotations are still as follows: Nos. 6, 7 and 8, $3.15 to $3.35 per 100 lb.; No. 9, $2.65 to $2.85; No. 10, $3.20 to $3.40; No. 11, $3.25 to $3.45; No. 12, $2.80 to $3; No. 13, $2.90 to $3.10; No. 14, $3.75 to $3.95; No. 15, $4.30; No. 16, $4.55. Nos. 6 to 9 base from Cleveland are quoted at $2.27½ in less than carlots.

SMOOTH STEEL WIRE.—Trade in this line is quiet. We quote the base price as follows: $2.50 per 100 lb. Oiling, 10c.; coppering, 60c. and tinning, $2 per 100 lb. extra. Shipping points, Toronto, Hamilton, London and Montreal, with freights equalized on those points.

FINE STEEL WIRE.—The jobbers report that there was no business transacted in this wire. The discount is 25 per cent.

WIRE NAILS.—These are dull and unchanged. We quote: $2.45 per keg and 5c. less for carlots. The shipping points are Toronto, Hamilton, London, Gananoque and Montreal.

CUT NAILS.—There is little doing in these. We quote $2.50 per keg.

HORSE NAILS.—The volume of business is light and prices are unchanged. Discounts are as follows: "C" brand, oval head, 40 and 10 and 7½ per cent.; on "M" brand, 50, 10 and 5 per cent.; on "Monarch," 65 per cent., and "Countersunk" head, 65 per cent.; "Peerless," 50 and 7½ per cent.

HORSESHOES.—Business in this line is slack, owing to the holiday season being on hand. Our quotations are as follows: Iron shoes, No. 2 and larger, light medium and heavy, $3.45; snow shoes, $3.70; light steel shoes, $3.55; feather weight (all sizes), $4.95; iron shoes, No. 1 and smaller, light, medium and heavy (all sizes), $3.70; snow shoes, $4; light steel shoes, $3.80; featherweight (all sizes), $4.95.

SCREWS.—The holiday dullness pervades in this market. The manufacturers are still busy with their orders and the jobbers are in some measure enabled, owing to the demand falling off, to replenish their stocks. Our quotations are as follows: Flat head bright, 87½ and 10 per cent. discount; round head bright, 82½ and 10 per cent.; flat head brass, 80 and 10 per cent.; round head brass, 75 and 10 per cent.; round head bronze, 65 per cent. and flat head bronze, 70 per cent.

RIVETS AND BURRS.—These are still quiet. The wholesale dealers are busy taking stock and the factories are trying to catch up in their deliveries. Prices are as follows: Iron rivets, 60 and 10 per cent. discount; iron burrs, 55 per cent. copper rivets, with usual proportion of burrs, 45 per cent.; copper burrs alone, 30 and 10 per cent.

BOLTS AND NUTS.—A quiet tone dominates the market for bolts and nuts this week. Quotations are as follows: Carriage bolts, common ($1 list), 50 per cent.; carriage bolts, full square ($2.40 list), 55 and 10 per cent.; carriage bolts, Norway iron ($3.00 list), 55 and 10 per cent.; machine bolts, all sizes, 50 and 10 per cent.; coach screws, cone points, 66 2/3 and 10 per cent.; elevator shaft and whiffletree bolts, 50 per cent.

SPADES AND SHOVELS.—These are quiet. There have been a good many goods of British and American manufacture entering into competition with the domestic article and a considerable reduction has been made in the price of the Canadian goods. The discount is now 45 per cent., and the list price has been reduced $3 per dozen for Olds' goods, $2 for Gray's, and $1 for Burns'.

ROPE.—Trade in rope has fallen off with the holidays. The prices are unchanged. Our quotations are as follows: Pure manila, 14c.; British manila, 12c.; sisal, 12c.; lathyarn, single, 11c. and double, 11½c.; sisal bed cord, 3-cord, 48 feet, 65c.; 60 feet, 80c.; 72 feet, 95c. per doz.

HARVEST TOOLS.—The holiday dullness continues in the market for harvest tools. The discount is quoted at 60 and 10 per cent.

LAWN MOWERS.—These are inactive and unchanged in price this week. Prices are as follows: Woodyatt, 12-in. wheels, $7.50; Star, 12-inch wheels, $5.50; Daisy, 12-inch wheels, $4.90; Philadelphia, 10-inch wheels, $6; Ontario, 10-inch wheels, $12.75. The other prices are in proportion.

GREEN WIRE CLOTH.—There has been little business transacted this week in green wire cloth. The prices continue unchanged. We quote $1.40 per 100 square feet.

EAVETROUGHING, ETC.—Trade in this line is now at a standstill. Prices follow: Eavetroughing, 10-in., per 100 ft., $3.10; conductor pipe, 2-inch, per 100 ft., $3; 3-inch, $4; 4-inch, $5.25; 5-inch, $6.75 and 6-inch, $9.

CUTLERY.—There have been very few orders received this week for cutlery. The market is dull and prices are steady and unchanged.

BUILDING PAPER.—The prices of tarred felt have been advanced 5c. per 100 lb. of ready-roofing, 2 and 3-ply, 5c. per roll, and carpet felt, $5 per ton. Trade is slack. Quotations are as follows: Dry sheathing, grey or straw, 35c. per roll; tar sheathing, grey or straw, 45c. per roll; dry fibre, 50c. per roll; tarred fibre, 60c. per roll.

TINWARE AND ENAMELLED WARE.—The market is dull and unchanged. The holidays have caused the demand to fall off greatly, and the manufacturers and jobbers are taking stock and preparing for another year's trade.

STOVES AND RANGES.—There is little business being transacted in the wholesale market in stoves and ranges. The season is well over and jobbers now are taking a rest after a busy year's work.

SCREEN DOORS.—As is to be expected trade in screen doors amounts to little or nothing. The turn of the year will likely bring in some new business. Our quotations follow: Screen doors, common, two or three panel, walnut stained, 3-in. style, $6.60; stained, yellow or green, $6.80; in natural colors, oil finish, $8.15; 4 in. style, 20c. per dozen extra.

CEMENT.—This market is now quiet. The manufacturers are now preparing for next season's campaign and are looking out to do a big business when the proper

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters.
'WELLINGTON' KNIFE POLISH
JOHN OAKEY & SONS, LIMITED
MANUFACTURERS OF
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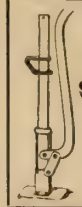
COVERT MFG. CO.
West Troy, N.Y
Steel Carriage and Wagon Jacks,
Harness Snaps, Chain, Rope and Web Goods, etc.
FOR SALE BY JOBBERS AT MFRS. PRICES.

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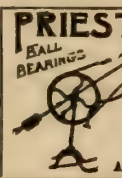

Largest Variety, Toilet, Hand, Electric Power
ARE THE BEST.
Highest Quality Grooming and Sheep-Shearing Machines.
WE MAKE THEM.
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NEWMAN'S PATENT
INVINCIBLE FLOOR SPRINGS
Combine all the qualities desirable in a Door Closer. They work silently and effectually, and never get out of order. In use in many of the public buildings throughout Great Britain and the Colonies.
MADE SOLELY BY
W. NEWMAN & SONS, Birmingham.

Oneida Community Goods
HALTERS, COW TIES, SNAPS, etc., etc.,
In all sizes and styles. May be had of all jobbers throughout Canada.
Factory—NIAGARA FALLS, ONT.

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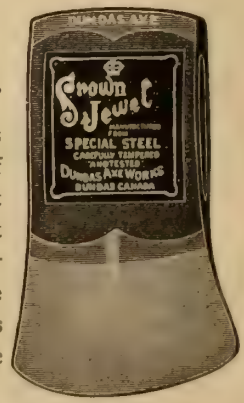
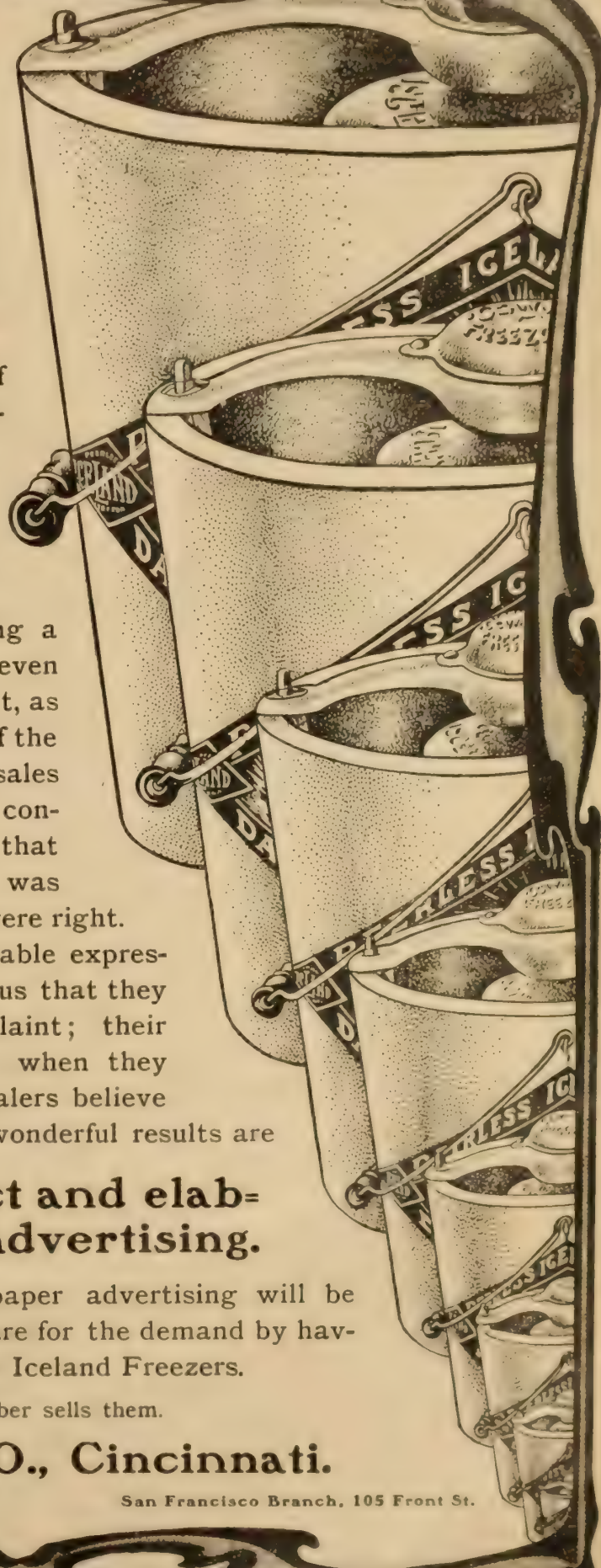


The cost of Axes per million feet of lumber taken out should be the best Standard. Under this Standard the CROWN JEWEL is the cheapest Axe in the market.
Dundas Axe Works, Dundas, Ont.
W.L. Haldimand, Jr., Eastern Agent, Montreal.

Peerless Iceland

Freezer Sales each year
Since the start 8 years ago

are represented by the size of these freezers. Dealers experienced a proportionate increase in their sales. This shows what eight years manufacturing of an article of excellent value accompanied by eight years of good advertising will do. Introducing a competitive article is slow work, even if it is better than the others. But, as soon as people realized the value of the Peerless Iceland Freezer, the sales were limited only by our power to convince women, dealer and jobber that the freezer was right, the price was right and our business methods were right.



We have thousands of favorable expressions from women. Dealers tell us that they have yet to hear the first complaint; their freezer sales invariably increase, when they handle "Peerless Icelands." Dealers believe in the freezer and say that their wonderful results are

due to our perfect and elaborate system of advertising.

Our magazine and ladies' paper advertising will be stronger than ever before. Prepare for the demand by having on hand a full line of Peerless Iceland Freezers.

Your jobber sells them.

DANA & CO., Cincinnati.

New York Branch, 10 Warren St. San Francisco Branch, 105 Front St.

time comes. Last year, during August and September, over $15,000 barrels of foreign cement were imported into Canada. The domestic production, in round figures, was estimated at 1,100,000 to 1,500,000 barrels, bringing the total consumption in Canada up to 1,200,000 to 1,300,000 barrels. There are, however, several new factories in Canada that will be in operation the coming season, the products of which will be on the market next summer, and it looks as if there would be a considerable surplus of cement on the Canadian market. Whether prices will immediately go lower or not it is difficult to foreshadow, as the manufacturers claim that they have got the cost of manufacture down to its lowest point. Our quotations are: Canadian Portland, $2.80 to $3.20; hydraulic, $1.35 per barrel. At the works the prices are $2.50 to $2.70 per barrel.

METALS.

It is not expected that there will be much business transacted in metals until the holidays are over, although trade is not by any means at a standstill. The local pig iron market is strong and the Canadian furnaces are all sold out for a considerable period ahead. Some English and Scotch iron is being sold in the country. Tin outside continues active and firm. Quiet conditions prevail in the United States iron and steel industry without any sign of weakness, thus suggesting a bright outlook for the new year.

PIG IRON.—The Canadian furnaces have practically sold their output for some time ahead and prices are nominally maintained as quoted below. Some of the English and Scotch product is being offered at figures varying from $21 to $23.50 per ton. Some No. 1 English is being sold at $21, when it can be had. Prices are as follows: $23 to $25 for No. 1 and $22.50 for No. 2 at the Canadian furnaces. No. 2 Summerlee is quoted at $25 on track, Toronto.

STEEL BOILER PLATES.—These have been scarce and none have been sold here for a considerable time. We quote $2 per 100 lb. at Pittsburg.

STEEL RAILS.—The quotations for steam railway rails are steady at $36 per ton at the mills, Sault Ste. Marie, Ont.

TOOL STEEL.—The prices are unchanged. Our quotations are as follows: "B C" and "Black Diamond," 10 to 11c.; Jessop's, 'Morton's and Firth's, 14c.; Jonas & Colver's, 10 to 20c.; ditto, "Air Hardening," 70c. per lb.; Chas. Leonard's, 8c. to 9c.; Park's "Silver," 12 to 14c.; Park's "Special," 15 to 20c.

MILD STEEL.—The demand at present is a little quiet, but the prices are firmly maintained. We quote $1.90 per 100 lb. at Pittsburg and $2.75 per 100 lb. on track, Toronto.

SPRING STEEL.—There was reported a falling off in trade at the end of the year, but the mills are so busy that this is not to them perceptible. We quote $3.50 per 100 lb. on track Toronto.

BOILER TUBES.—These are unchanged.

BAR IRON.—Trade in bar iron has fallen off with the holiday season. The tone of the market is firm. We quote base price: $2.05. Extras cut to length while rolling: 2 ft. and over, 10c. per 100 lb., 1 ft. and under 2 ft., 15c.; under 1 ft., 20c.; over 20 ft. by special agreement, according to length and size.

BLACK SHEETS.—These are quiet and unchanged. We quote: Common, $3.15 for 28 gauge and dead flat, $2.50 for 26 gauge.

CANADA PLATES.—There is a fair demand for these. We quote as follows: All dull, $2.90 to $3; half polished, $2.85 to $3.10 and all bright, $3.75 to $3.85.

GALVANIZED SHEETS.—The market continues unchanged, and quotations are: Queen's Head, $4.50 for 28 gauge; American, $4.40 for 24 gauge; Bell brand, $4.30 for 28 gauge; Gordon Crown, $4.50 for 28 gauge.

TIN.—This has been in good demand. We quote $29 to $30 per 100 lb.

TINPLATES.—The tone of this market is quiet. We quote as follows: Charcoals, $4.75 to $5, and cokes, $4.25 to $4.50 per box.

COPPER.—Ingot copper has been quiet at unchanged prices. We quote as follows: Ingot copper, $13; sheet copper, $22 to $23 per 100 lb.

BRASS.—The demand is light. The discount is 15 per cent.

LEAD.—A quiet tone dominates this market. Prices are unchanged at $3.50 per 100 lb. for pig lead, and $3.75 for bar lead.

IRON PIPE.—Business in iron pipe has quieted down after the holidays. The price per 100 feet is as follows: Black pipe, ⅛-in., $3; ¼-in., $2.30 to $2.40; ⅜-in., $2.65; ½-in., $2.85; ¾-in., $3.65; 1-in., $5.20; 1¼-in., $7.35; 1½-in., $8.95; 2-in., $12.55; 2½-in., $20 to $21; 3-in., $24 to $25; 3½-in., $30 to $32; 4-in., $37.50 to $38.

ZINC SPELTER.—This metal continues inactive. The price is 5 to 6c. per lb.

ZINC SHEETS.—A fair amount of business has been transacted in this line. We quote the base price: Cask lots, $6 to $6.25 and part casks, $6.25 to $6.50.

SOLDER.—There has been a moderate demand for solder this season.

ANTIMONY.—The demand has improved this week. The price is steady at $9 per ton.

PETROLEUM.

The Union Petroleum Company's prices are unchanged this week. Prices follow: Lily White, Canadian, 17½c. in bbls.; Silver Light, American, 19½c. in bbls.; Crystal Spray, water white, American, 20½c. in bbls.; Pennoline, best American imported, 22c. in bbls. In bulk, 2c. less. The Queen City Oil Company quote as follows: Sarnia Prime White, 17½c.; Sarnia Water White, 19c.; Family Safety, 20c. in bbls.; Pratt's Astral, 19½c. in bulk.

OLD MATERIAL.

Prices are steady and trade is good lor this time of the year. Prices are as follows: Heavy copper and wire, 10c. per lb.; light copper, 8 to 8½c.; heavy red brass, 9½c.; heavy yellow brass, 8 to 8½c.; light brass, 5 to 5½c.; lead, 2 to 2¼c.; scrap zinc, 3c.; iron, No. 1 wrought, $13 per net ton; No. 2 wrought, $4.50; machinery cast scrap, $15.50 to $16; stove plate, $10; malleable and steel, $6 to $6.50; old rubbers, 6½c. per lb. and country mixed rags, 50c. per 100 lb.

NOVA SCOTIA MARKETS.

Halifax, December 29, 1902.

THE trade in hardware for the last week, except in the line of cutlery, fancy kitchen furnishings and other kitchen goods, has not been extensive. In fact, since Christmas Day there has been practically nothing doing.

* * *

Stocks are now pretty well approximated and also ledger balances, and the consensus of opinion based on these places the business of 1902 ahead of any year for the last five—or even more. In some lines the volume has been remarkably excessive, while all lines have kept up well.

* * *

In Halifax, where every dealer has some special line—which has been held largely by that firm for innumerable years—it is hard to get a general estimate of business from any one firm. It is also hard to distinguish between the activity, wholesale and retail, since nearly every wholesaler is a retailer as well.

* * *

Nearly every firm, however, deals in general builders' hardware. The trade here was remarkably heavy and well sustained from month to month throughout the year. There were heavy building contracts in the city, and throughout the Maritime Provinces generally. The trade is still active and promises well for the coming year. Price conditions were good and fluctuations in no line so great as to materially affect trade. The only general complaint has been that it was, in some lines, difficult to get orders filled at first hands promptly.

* * *

In the line of milling and mining machinery there has also been great activity. Old mines have been refitting largely with new machinery, new mines, both in gold, iron and coal, have opened up, and lumber and pulp mills have contributed largely to the volume of trade. There is also a good indication that the trade in these lines will continue good during the coming year. There has also been an average trade in cordage and lines for the fishing fleet, and for some new vessels.

* * *

Money conditions throughout the year have been above the average. Operations undertaken have had money behind them, and bills have been settled with remarkable promptitude as they fell due. There have been some failures throughout the year, but the aggregate losses were not excessive. One firm in the city—Crowell Bros.—had a serious loss by fire, but they at once secured temporary premises, and with the aid of other firms were able to fill their orders without much interruption. A great part of their stock, ruined by the water, had to be sacrificed at auction, but their business is now running as if nothing had happened.

* * *

The export business for the week has not been large, only amounting to $99,881: To Great Britian, $48,316; United States, $45,070; Newfoundland, $5,495. A large part of the export to the United States was fish for export south.

R. C. H.

NAILS

Right Prices
Quick Shipments
Quality Guaranteed
Also

STAPLES

Write, Telegraph or Telephone
Page Wire Fence Co.
Limited
Walkerville, Ontario

Start the New Year **Bright and Light.**

Install **LUXFER PRISMS** and make Business Easy.

We manufacture and deal in all kinds of

GLASS FOR STORE FRONTS

and INTERIORS

Will make suggestions valuable to your customers. Discount to Trade.

Luxfer Prism Co., Limited

100 King Street West TORONTO.

Sausage Stuffer, Lard and Fruit Press

8 Sizes and Styles

Rapid Grinding and Pulverizing Mills

10 Sizes and Styles for Hand and Power

No. 3, $5.50.

Bone, Shell and Corn Mill

No. 750. $7.50

TRADE "ENTERPRISE" MARK

Meat and Food Choppers

TINNED

40 Sizes and Styles for Hand and Power

from $1.00 to $300.00

No 12, $2.75.

Sold by all the leading Jobbers of the Dominion

ILLUSTRATED CATALOGUE MAILED FREE

***The* Enterprise Mfg. Co. *of* Pa.**

Philadelphia, Pa., U. S. A.

Meat Juice Extractor

No. 21, $2.50

Raisin Seeder

No. 36, $1.00

Cold Handle Polishing IRON

No. 82, $7.50 per doz.

HEATING AND PLUMBING

HOW THE NORTHWEST IS GROWING

THE past year has been a busy one for the building trades in the Northwest. In Fort William, Ont., over $1,600,000 was spent in building operations, the bulk of it being in extensions to the C. P. R. premises. In Calgary, Alberta, it is estimated that over $500,000 was spent in building operations, principally in business blocks, churches and residences. In Brandon, Man., nearly $290,000 was spent in this channel, the principal item being Alexander & Law Bros.' mill and elevator. In Arcola, Assa., a town only two years old, nearly $90,000 worth of new houses, stores and other buildings have been erected. This town now has over 60 places of business and 700 inhabitants. In Portage la Prairie, Man., new business blocks, houses, a hospital, a skating rink and other improvements have entailed an expenditure of over $220,000. In and about Moosomin, Assa., nearly $100,000 was spent in extensions and new buildings, and about the same sum was spent in Lethbridge, Alberta. In Edmonton, Alberta, waterworks and sewerage systems have been pushed well forward, $140,000 having been voted for this purpose. Curling, hockey and skating rinks to cost $18,000 have been built; also a $30,000 school, a $25,000 hotel, and over 200 houses, stores, etc. About $200,000 is estimated to have been spent in building operations in Dauphin, Man. Many other smaller towns report the expenditure of from $40,000 to $60,000 for new buildings and for improvements during the year, and all of them are optimistic as to the prospects for 1903.

PLUMBING AND HEATING CONTRACTS

TORONTO.

Purdy, Mansell & Co. have the contract for remodelling the plumbing and gasfitting in the Reliance Loan Co.'s premises, King street east.

The Bennett & Wright Co., Limited, Toronto, have the contract for heating, ventilating and plumbing the Macdonald Institute, Ontario Agricultural College, Guelph, Ont., which is to have the latest improvements in these lines, and will be a large job.

The John Ritchie Co., Toronto, have the contract for plumbing and gasfitting in six houses on Shaw street for the Acme Loan Co.; for plumbing and heating a residence in Rosedale for M. C. Ellis; for heating a factory in Parkdale for Delany, Pettit & Co.; for plumbing and heating of Marlett & Armstrong's tannery at Oakville; for plumbing and gasfitting in residences for A. B. Orde, Rosedale, and J. B. Andrews, Parkdale.

BUILDING NOTES.

A large hotel is to be built in Selkirk, Man.

A $25,000 hotel is to be erected at Hamiota, N.W.T.

Hotel Dieu, Chicoutimi, Que., is to be repaired and improved.

A $25,000 company is being formed in Arcola, Man., for a 100-barrel flour mill.

A 500,000 bushel annex will be added to J. G. King & Co.'s elevator at Port Arthur, Ont.

Machinery and lumber is on the ground for the erection of a new sugar refinery in Lethbridge, Alberta, to cost $50,000.

Berlinquet & Lemay, architects, Quebec, have completed plans for a new residence for Mr. Dubuc, Chicoutimi.

A skating rink, to cost $10,000, is to be erected at Portage la Prairie, Man., and a Y.M.C.A. building may be built in the same town.

BUILDING PERMITS ISSUED.

HAMILTON.

Levy Bros., alterations to warehouse on King street; W. & W. Stewart, architects; Campbell Bros., builders.

TORONTO.

Francis Phillips, pair semi-detached houses near Bloor street, on Manning avenue, to cost $2,000.

John Bucksey, pair of dwellings on Waverley road, near Queen street, to cost $1,100.

Geo. Bell, a brick dwelling on Greenwood avenue, near Gerrard street, to cost $1,000.

MONTREAL.

The following building permits were issued during the month of December:

Simpson & Peel, 10 St. Philip street, two-storey carpenter shop, $3,000.

Montreal Light, Heat and Power Co., one-storey engine-room, Prince street, $2,500.

A. Champayne, Huntley street, two-storey dwelling, $1,500.

Alf. Mercure, Duluth avenue, three-storey dwelling, $3,000.

Henry Morgan & Co., three-storey factory, Union avenue, $5,000.

Wm. Hurtubise, Lalonde street, two-storey dwelling, $1,800.

The Montreal Light, Heat and Power Co. are erecting a generating store on Queen street, $1,000.

James Ross, McTavish street, two-storey dwelling, $1,500.

A. Beck & Co., three-storey factory, St. Charles Borrome street, $2,000.

PLUMBING AND HEATING NOTES.

THE Carman, Man., Electric Light and Power Co., Limited, are applying for incorporation.

A. Rochon, plumber, Ottawa, has suffered loss by fire.

La Campagnie Electrique de Lorette, Que., have been incorporated.

The Rapid City, Man., Power, Light and Woollen Manufacturing Co. have been incorporated.

R. H. Lear & Co., dealers in gas fixtures, etc., Toronto, have assigned, and the estate will be wound up.

The Amherst, N.S., Foundry and Heating Co. is preparing to remove in the spring to their new premises lately acquired by them, and will seek incorporation under the name of The Amherst Foundry Co., Limited. The personnel of this firm will remain the same as under the old name.

TORONTO PLUMBING BY-LAW.

W. N. Braybon, secretary of the Toronto branch of the Journeymen's Union, has written to the Master Plumbers' Association asking, on behalf of his union, for a conference between committees representing the Masters' Association and the Journeymen's Union, to consider the drafting of a new plumbing by-law, which matter was considered by a joint committee in 1900, but with no results. The Master Plumbers' committee, appointed to meet the journeymen, is composed as follows: James H. Wilson, Wm. Mansell, Frank Maxwell, Mr. Pickard, K. J. Allison, and Geo. Clapperton. The date for the meeting of the joint committee has not yet been set.

OFFICERS OF THE N.W.C.T.A. FOR 1903

At the annual meeting of the Commercial Travellers' Association, held in Winnipeg on December 20, the following officers were elected for the ensuing year :

President—R. M. McGowan (acclamation)
Vice-President—J. H. Agnew (acclamation).
Treasurer—L. C. Macintyre (acclamation)
Secretary—F. J. C. Cox
Directors—G. F. Bryan, F. W. Drewry, F. C. Fahey, H. W. Hutchinson, T. P. McIntyre, J. A. McTaggart, R. J. Campbell, J. McRobie

The report of the directors and the treasurer show a most satisfactory year.

The new publication to be known as The Commercial Traveller, which is about to be issued, received the endorsement of the Association. At this meeting it was decided to call a mass meeting of all interested in the providing of better transportation facilities and hotel accommodation for travellers, this meeting to be held in the Y.M.C.A. auditorium on Saturday, December 27.

At this meeting it was also decided to send out balloting papers for an expression of opinion on the advisability of at once going ahead with a building on the property recently acquired by the Association on the corner of McDermott avenue east and Rorie street.

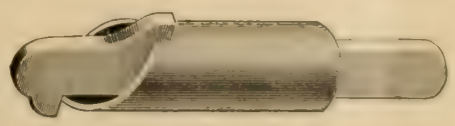
WITH ANOTHER FIRM.

Mr. John W. Richardson, who for some time has been acting as assistant to Mr. St. Arnaud, manager of the Canada Hardware Co., has left that company to take a position with Caverhill, Learmont & Co. In his new place Mr. Richardson will look after the catalogue work, as well as keeping the travellers posted while on the road and other duties. HARDWARE AND METAL wishes him every success in his new position.

A BIG CONTRACT.

Rhodes, Curry & Co., Limited, Amherst, N.S., have been very busy during the past year, and, if a good start goes for anything, they are going to have just as much or more to do in 1903. They are now completing an order for the Canadian Pacific Railway placed in the spring for 1,100 box cars, and have just received an additional contract for 100 refrigerator cars, 10 first-class coaches and 300 flats.

Sap Spouts and Sap Buckets.



We will have something to say to you next week about our lines of these goods. Think over your needs in the meantime . . .

KEMP MANUFACTURING CO., - TORONTO.

IRON, METALS, RUBBER.

WANTED—

We pay highest market price for scrap metals.
Write us when having anything for sale.

We are headquarters for all kinds of new and old metals, babbitt, solder, etc.

It will pay you to ask for our prices before buying.

FRANKEL BROS., 92 Wellington St., MONTREAL.
116-130 George St, TORONTO.

Successful Heating

Our efforts to warm Canadian buildings economically have been crowned with success. The introduction of our

"ECONOMY"

Hot Water Boiler and its ultimate perfecting have contributed largely to our fame as Heating Experts.

The **"ECONOMY"** Hot Water Boiler is made along sensible lines—constructed absolutely without bolts or packing—easy to put together—means satisfaction to the tenant, because it works steadily and burns little fuel.

Write for a new and attractive booklet on this system.

J. F. Pease Furnace Co., Limited,

Head Office, 189-193 Queen St. East, - TORONTO.

FOUNDED 25 YEARS AGO.

ON Saturday evening, December 27, the firm of Emerson & Fisher, wholesale hardware merchants, St. John, N.B., entertained their employes at a dinner in White's restaurant. The occasion was the 25th anniversary of the founding of the firm. The large dining-hall was prettily decorated, and between 50 and 60 persons sat down to dinner.

Something entirely new and original was the menu card. It was designed to represent a kitchen range, while the menu was most appropriately concealed "in the oven." A scarf pin in the form of a tiny silver wishbone fastened the oven door, and upon this being withdrawn the list of solids and delicacies came to view. The scarf pins were retained as favors by the guests.

When the menu had been properly discussed, T. A. Graham, on behalf of the whole staff, presented the members of the firm with handsome bronze statues, expressing at the same time the esteem in which they were held by the employes. Both Mr. Emerson and Mr. Fisher responded briefly, and spoke of the pleasant connections existing between themselves and the men. Other speeches were made by the men, and during the evening instrumental solos were rendered by F. W. McNichol and S. Sweeney.

The firm of Emerson & Fisher will, about the middle of January, entertain their Sackville employes of the Enterprise Foundry in a similar manner.

The growth of the business of this firm during the last quarter of a century has been continuous, and both members have been active in all movements for the advancement of the welfare of St. John.

SENATOR PRIMROSE DEAD.

Senator Primrose, of Primrose Bros., one of the most progressive shipping, milling and manufacturing firms of Nova Scotia, died at his home in Pictou, N.S., last week, after only a few days' illness. Besides being energetic in business the deceased gentleman took a great interest in educational matters, and was president for some time of the Pictou Academy Alumni Association. He was also for many years president of the Pictou Y.M.C.A. He was also active in Conservative political matters, and was raised to the Senate in 1892.

STOCK-TAKING SEASON.

As the season for stock-taking approaches the dealer naturally desires to turn as much of his stock into cash as possible. Care, however, must be exercised that stock is not run so low that trade will be sacrificed. Every dealer has the satisfaction of knowing that whatever stock he may carry of Boeckh's brushes and brooms and Cane's woodenware, it is always worth its face value at stock-taking time. No writing off 25 per cent. for depreciation of stock, because no better goods can be procured anywhere.

PRICES OF BABBITT METAL.

The Canada Metal Co., Toronto, are now making their quotations on babbitt metal as follows: "Imperial," genuine, 40c.; "Metallic," 30c.; "Hercules," 20c.; "Star," 15c.; No. 1, 12c.; No. 2, 10c.; No. 3, 6c.; No. 4, 5c.

A NEW LIST ON SCYTHES.

A new list has been published on scythes, which shows an advance of 50c. over last year's prices. The net prices are as follows: Cast steel, $5.50; "Clippers," $6.50; concave, $7; "Climax," $7; "Excelsior," $7.50; single head, $6.75; double head, $7.25; cast steel cradle, $8.50; silver steel cradle, $9.50; lawn scythes, $5.50; bush scythes, $6.50.

PERSONAL MENTION

Mr. Dingman, assistant buyer for Moore & Brown, Sault Ste. Marie, Ont., we are glad to hear, is on the way toward recovery from his severe illness.

Mr. Jos. R. Henderson, of Halifax, N.S., President of Henderson & Potts Co., Limited, Montreal, has returned from a trip to England. He was in Montreal on Monday last.

Mr. E. McDougall, formerly with the James Smart Manufacturing Co., Brockville, Ont., commenced the first of this month to represent the Canada Hardware Co. in Eastern Ontario.

Mr. A. D. Leblanc, who has been in the sample-room of the Canada Hardware Co. for some time, will start out at an early date to represent the company through the lower parts.

CATALOGUES, BOOKLETS, ETC.

GREENING WIRE CO'S. CALENDAR.

The B. Greening Wire Co., Limited, Hamilton, are sending out their 1903 calendar, which is worthy of a place in any office, where its large size will make it especially useful for reading from a distance, draw attention to their recent improvements as follows:

"You will notice from the cut of our works the very large additions we have made to our buildings. This has enabled us to greatly extend our plant and machinery, and the improved facilities we now enjoy will enable us to fill all orders promptly. We are now settled in our new and commodious offices, and hope with the additions we have made to our staff and the increased facilities afforded, to give satisfactory and prompt attention to all business we are favored with."

RULES FOR CONDUCTING BUSINESS.

We have published every now and then rules for conducting business. New ideas are coming forward every day, and some of the new rules are simply old ones dressed over. The Haberdasher recently published the following:

The man that runs his shop on modern lines never allows his assistants:

To insist that a customer take something he does not want.

To persist in trying to sell goods no one wants.

To rush a customer as soon as he enter the place.

To be familiar with patrons.

To stand in the doorway.

To assemble in groups and pass the "cup of scandal."

To "knock" one another.

To do more than their share or less than their share of the work.

To make it difficult for a customer to exchange goods.

To recommend anything to customers that is not just what it is represented to be.

To keep customers waiting one second longer than it is necessary for change.

To give all their attention to easy sellers.

To keep their showcases in bad condition.

To chew gum or tobacco.

To get tired with testy customers.

Or flirtations with female ones.

To imagine that their services are indispensable.

Or that they are the whole establishment.

To forget to do what they promised.

To be either shabby or dirty.

To be ignorant of the values of goods.

Or to talk about things they do not understand.

To accept gifts from wholesalers.

To take presents for pushing goods.

To attend to social affairs during business hours.

To "knock" other establishments.

To talk about events of the day with customers.

HARDWARE FOR KING EDWARD HOTEL.

HARDWARE AND METAL was in error last week in saying that The Belleville Hardware Co., Limited, had supplied the hardware for the King Edward Hotel, Toronto.

THOS. BIRKETT & SON CO., Limited, Wholesale Hardware Merchants, Ottawa, Ont.

Barb Wire,
Hay Wire,
Cut Nails,
Wire Nails,
Cordage,
Glass,
Etc.

The Only Exclusive Wholesale Hardware Firm Between Montreal and Toronto.

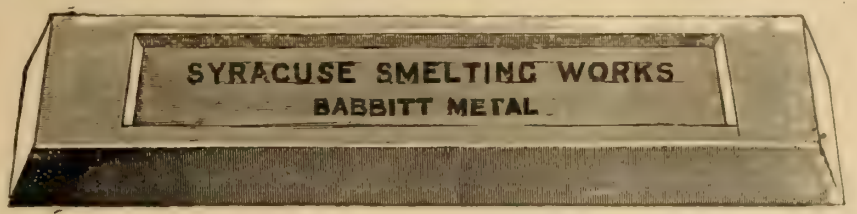
Tarred and Dry Sheathing,
Tarred Felt,
Rosin, Pitch,
Chopping Axes,
Broad Axes,
Cross Cut Saws,
Etc.

A complete stock of Lumbermen's and Builders' Hardware always on hand. **A Trial Solicited.**

PRICES RIGHT. ASK FOR PRICES.

Use Syracuse Babbitt Metal

IT IS THE BEST MADE.



For Paper and Pulp Mills, Saw and Wood Working Machinery, Cotton and Silk Mills, Dynamos, Marine Engines, and all kinds of Machinery Bearings.

Wire, Triangular and Bar Solder, Pig Tin, Lead, Ingot Copper, Ingot Brass, Antimony, Aluminum, Bismuth, Zinc Spelter, Phosphor Tin, Phosphor Bronze, Nickle, etc., always in stock.

Canadian Works, Montreal, P.Q.
American Works, Syracuse, N.Y.
Head Office American Works, 94 Gold Street, New York.

Syracuse Smelting Works

ATKINS HIGH-GRADE, CROSS-CUT SAWS

ARE SUPERIOR TO ALL OTHERS IN MATERIAL, TEMPER, WORKMANSHIP, FINISH AND CUTTING QUALITIES.

OUR VICTOR, TUTTLE TOOTH AND SEGMENT GROUND SAWS ARE THE FAVORITES IN THE CAMPS

E. C. ATKINS & Co.,

LEADING MANUFACTURERS OF HIGH-GRADE, CROSS-CUT, HAND, BAND, CIRCULAR, HACK, BACK, WOOD AND SMALL SAWS OF ALL KINDS.

Factories and Home Office: INDIANAPOLIS, IND., U.S.A.

Write for Catalogue and Prices.

American Steel & Wire Co.

New York: Empire Building.
Montreal: New York Life Building.
Chicago: The Rookery.

BARB WIRE. GALVANIZED PLAIN WIRE.
PLAIN TWIST CABLE FENCING.

Telegraph and Telephone Wire, Mattress, Broom, Weaving Wires of every description, Rail Bonds, Bale Ties, Special Wires for all purposes. Springs, Horse Shoes, Wire Rope, Cold Drawn Steel Shafting.

PARTNERSHIP IN BUSINESS.

A Paper Read to the Members of the Ottawa Retail Grocers' Association, by Mr. Chas. J. Provost, President.

PARTNERSHIP in business is in my opinion conducive to success, but while holding that opinion I am open to conviction, hence my reason for bringing this subject before you for discussion.

Most of you are aware that I have carried on business both as an associate member of a firm as well as an individual one, and with such experience I feel that I can speak on this matter with more or less practical knowledge. My intention is not to dwell on this important subject at any great length, but to point out in a condensed form what I believe to be

SOME ADVANTAGES OF PARTNERSHIP,

trusting it will bring forth a discussion which will be of benefit to the Association. I feel assured that you will debate intelligently and more clearly than I can.

After giving the subject particular attention and study, I came to the conclusion that partnership possesses, among other things, the following advantages :

It promotes a friendly rivalry ; it is an incentive to greater effort ; it prevents hasty conclusions ; it simplifies difficult problems ; it promotes good judgment ; it is the means of bringing new and useful ideas to the front at all times.

NEED FOR CONSULTATION.

Those who conduct a business individually will agree with me when I say that hardly a day passes but we have reason to consult some of our clerks on one or more of the many questions with which we have to deal. It may be in reference to the opening of a new account or the closing of others, or in regard to purchases we are about to make or the improvements of some part of our commercial system.

Upon this and many other matters we naturally seek the advice of our employes, whom we suppose to be interested in our welfare. Is it always consistent to do so? Is the clerk whose whole time is devoted to attending to the numerous details connected with a clerk's duties prepared to advise? I say, no.

One must think before he can advise, but to think requires time, and this the clerk is often denied ; or is it reasonable to expect an employe to spend his leisure hours in devising new schemes or doing part of the thinking for his employer? Will a man work with the same zeal and interest when not working for himself? Then, again, employes as a rule are

NOT DISPOSED

to bring forward new projects or tender advice unsolicited, although they might in many instances prove profitable, for fear that they will not meet with approval or that their advice will not be appreciated. It is different with a partner, who assumes the same amount of responsibility, whose interests are identical to yours. Self pride guides him in his words and actions. A great deal can be learned by exchanging ideas and by comparing notes with a partner. His advice is of great assistance in arriving at a decision.

PARTNERSHIP PROMOTES AMBITION.

Experience has taught me that partnership promotes ambition and tends to prolong the activity so essential to the success of any business ; it expels dullness, which often appears, because a man who is in business alone it satisfied with what he does himself ; it is also clearly proven to me that to be and remain partners in business the spirit of acquiescence should be cultivated, and must of necessity be the prevailing spirit between members of a firm.

HOW TO CHOOSE A PARTNER.

I might mention before closing, one idea I have as to how to choose a partner. I have referred to the clerk in the store as hardly the right person to expect advice from. I do not hesitate in saying that where it is at all possible merchants should hold out the offer of partnership in their business to clerks as inducements for faithful service. There are many clerks who possess the necessary qualifications to become successful merchants.

CLERKS EXPECT TO GO INTO BUSINESS.

The clerk who has ability naturally expects to go into business for himself. When the time arrives that he can realize his ambition he, as a rule, begins business where he is acquainted. And here is where an employer is likely to suffer most. I don't mean to say that every clerk can be considered for partnership, but if you are in business alone I claim partnership is better, and a good clerk who has proven a faithful servant is the first choice as an associate member.

I shall not dwell any further on this very important question, but hope when it comes up for discussion that, all things considered, the ideas brought out shall be of some benefit to the members of this Association.

THE "IDEAL" CUSHION PAD.

THE many accidents to horses, particularly in the cities, during the last few weeks, has done much to arouse interest in the cushion horseshoe pads manufactured by The Dunlop Tire Co., Limited, Toronto. The "Ideal" seems to meet with most general favor. This pad can be used with a toe calk and is particularly adapted for fall and winter use. It prevents slipping, concussion,

sore and strained tendons, etc. That part which comes in immediate contact with the hoof is made of 12 or more plys of frictioned-cotton duck, put together under 2,000 lb. hydraulic pressure. It is, therefore, not so heating as either leather or rubber and will hold the nails better than either. Having no stitching to cut into, it can be readily attached and trimmed to the varying shapes of horses' feet. Hardware dealers who handle blacksmithing goods should stock "Ideal" cushion pads.

R. C. Brumpton, general merchant, of Red Deer, N.W.T., has sold out to Ouimette & Wallace, who take possession on February 15.

FRANK MILLER'S

HARNESS PREPARATIONS.

FRANK MILLER'S

HARNESS DRESSING

Recognized as

"THE STANDARD."

Produces a brilliant jet black gloss which will not peel or smut and to which dirt will not stick.

Frank Miller's

Harness Soap

Unrivaled for cleaning and softening Harness. Put up in cakes, pans, boxes and tubs.

FRANK MILLER'S

Harness Oil.

Preserves and softens the leather, hus adding life.

The highest quality of oil on the market.

HORSE BLANKETS — Jutes and Dutch Kerseys
HORSE COVERS — Black and Brown Waterproofs
SWEAT PADS — Standard Widths and Sizes

Enquiries Solicited.

HENRY F. FALKINER
60 George Street - TORONTO

If you want the BEST

COLD BLAST LANTERN

in the world, get WRIGHT'S.

GET THE ORIGINAL.

We lead, others imitate.

E. T. WRIGHT & CO.,

Manufacturers. *HAMILTON, ONT.*

LAMB FENCE

Rigid because it has a hard wire upright.

The H. R. LAMB FENCE CO., Limited, London, Ont.

Your First Order

is sufficient to show the good qualities of our Brown and Manilla wrapping papers.

They are strong and durable.
—They are good weight.
– Full 480 sheets to the ream.

MADE IN CANADA

by the

CANADA PAPER CO., Limited

TORONTO and MONTREAL.

Steward & Romaine Mfg. Co

EXPANSION and TOGGLE BOLTS

For fastening all kinds of material to Brick Stone or Cement

124 North Sixth St., Philadelphia, Pa.

GALVANIZING

Our plant is modern, and capacity large. Prices O.K. Other branches

WINDMILLS, PUMPS, TANKS, FOUNDRY WORK ETC., ETC.

Ontario Wind Engine & Pump Co., Limited,
805 Atlantic Ave., Toronto.

STOVE BRICK

Fire Clay and Asbestos, Furnace Cement.

All kinds of Fire Clay products made to order from patterns. Write for Price List.

JONES BROS., BRACONDALE, P.O., ONT (NEAR TORONTO)

H. & R. SINGLE GUN AUTOMATIC AND NON-EJECTING.

12, 16 and 20 Guage.
Steel and Twist Barrels

Superior in Design, Workmanship and Finish, and the most popular Gun on the Market.

Simplest "Take Down" Gun Made.

HARRINGTON & RICHARDSON ARMS CO.
Also makers of H. & R. Revolvers.
Catalog on request. Worcester, Mass., U.S.A.

FILES. RASPS.

WE ARE NOT IN THE TRUST.

Quality of our goods guaranteed and our discounts very liberal. A trial order solicited. Write for discounts.

99 Niagara St., **TORONTO FILE CO.**

CANADIAN GOODS FOR CANADIANS.

GLASS. GLASS.

We have several large consignments of special sizes of 32-oz., 26-oz. and 21-oz. Glass just arrived, and can fill all orders for large and odd-sized windows for dwellings, etc. Heavy stock of all kinds of Window Glass, and can make prompt shipment. Prices are right. It will pay you to send us your specifications.

Hobbs Manufacturing Co., Limited, London, Canada.

Established 1832. Cable Address "BLISS."

MANUFACTURERS

Wood Turnings, Hand Bench and other Screws Mallets, Handles, Vises Clamps, Tool Chests Croquet, Lithographs Wood Toys, Novelties

and also the celebrated

Wood's Patent Car Gate

For Street and Steam Railroad Cars.

The R. BLISS MFG. CO

Pawtucket, R.I., U.S.A

Canadian Representative: ALEXANDER GIBB, 13 St. John St., MONTREAL.

75 YEARS. *ESTABLISHED 1825.* *75 YEARS.*

A CORNER FOR CLERKS.

MEN of great achievement are characterized by their ability to grasp situations quickly and to seize opportunities, says a writer in Success. Their vision is clear; they understand conditions thoroughly; they act without hesitancy or doubt of results; hence, in most instances, they carry their purposes to a successful issue.

Those who accomplish great things do not do so by unusual straining or an exhausting output of mental or physical energy. J. Pierpont Morgan, for example, in the execution of his colossal schemes, does not seem to exert any great effort. He achieves his ends with apparent ease because of the lucidity of his ideas and his strong grasp upon situations.

The steel tools driven by the great cams in our shipbuilding yards go through solid steel plates with as much ease, seemingly, as the fingers of a cook go through yielding dough, because of the huge balance wheels whose mighty momentum, without jarring or straining, overcomes all obstacles. So, great workers compass vast results by the momentum of their intellects, their clear comprehension of conditions, and their ready mastery of complicated situations.

Such minds as these are self-contained, self-reliant, confident. They do not buttonhole every friend or acquaintaince they chance to meet, and ask his advice or opinion in regard to their plans. They do not consult subordinates or equals; they simply look over the ground and study it carefully, as a skillful general studies his plan of the battleground before he leads his army to action, and then they act.

A noticeable example of this stamp of mind is General Kitchener, one of the most remarkable personalities of our time. Silent, stern, immovable, when a purpose is once formed, this hero of many hard-won battles is a sphinx-like type of concentrated power. He forms his plans unaided and executes them with the precision and force of a huge engine. His chief of staff was the only one who knew anything of his intended movements when he started one day on an important expedition during the recent war in South Africa. He simply ordered a locomotive, a guard van, and a carload of "Tommies." Orders were given to clear the track. Everything had to stand aside for him. No warning was allowed to be telegraphed ahead. He arrived on the spot without previous notice, and no general in the army knew when or where he might appear.

Another incident of his South-African campaign is strikingly characteristic of the man. About six o'clock one morning he paid an unheralded visit to the Mount Nelson Hotel, Cape Town, scanned the register, and found there the names of officers who should have been on duty. Without a word to anyone, he went personally to the rooms of the offenders and left the following notice: "A special train leaves for the front at 10 a.m.; the troopship leaves at 4 p.m. for England; you have your choice, sir." He would listen to no excuses, no parleying, no apologizing; that was his ultimatum, and every officer knew what he meant.

He wields an absolute power over those under him, because of his positiveness, his self-possession, his consciousness of being equal to any emergency, whatever it may be. Everything about him is indicative of strength, largeness, and breadth of make-up. Free from petty vanity or any desire for praise or flattery, he has a frank contempt for all social distinctions and frivolities. His personality has all the impressiveness of some great natural force, working out its purpose silently, effectively, and with the certainty of doom.

The conquering General is not an endearing character, it is true, his subordinates fearing rather than loving him; neither is he, any more than that other forceful character, J. Pierpont Morgan, a model type of man in every respect; but both men possess in an eminent degree those qualities of self-confidence, concentration, firmness, promptness, decision and ability to grasp sitkations which everyone who would be successful must cultivate, the measure of one's success and ability to grasp situations which he develops these indispensable qualities.

Men who have a wide grasp of intellect and firmness of decision are always positive. They know what they want and are never on the fence. They do not waste their time shilly-shallying, seeking advice, balancing opinions, or splitting hairs. They decide upon a course of action, and then pursue it without hesitation or wavering.

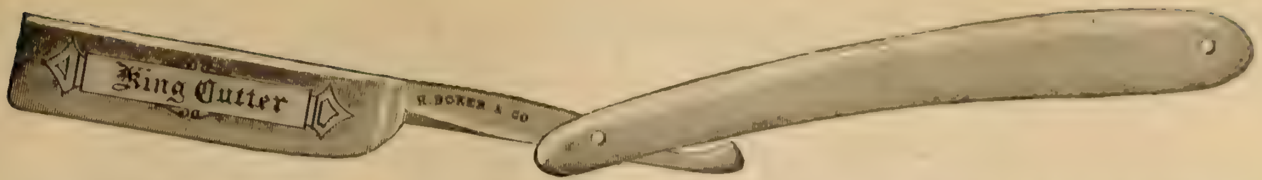
WRITING ADVERTISEMENTS.

While there is no particular virtue in writing an advertisement on a milk-and-water plan, neither is there anything gained by giving it so much enthusiasm that it will fairly consume itself. Folks rather like to supply some of the information themselves. It is human nature for the average reader to give a fact, plainly put, a coating of extra strength in his own mind. When a man reads an advertisement that strains and does its level best to convince him, that man generally takes it with a pinch of salt. He would not be human if he were otherwise. But, if the advertisement is laid along dispassionate lines, giving its arguments calmly and truthfully, without undue agitation, the reader does not feel called upon to argue against it, because the feeling does not lay hold of him that that advertisement is working to win him over in spite of himself.

Apollo galvanized iron is all alike; if not, send back to your jobber at our expense—we shall hear of it.

American Sheet Steel Company, New York

Representatives for Canada
B. & S. H. Thompson & Company
53 St. Sulpice Street
Montreal



H. Boker & Co.'s registered brand of "**King Cutter**" Razors is their finest production in quality. Equal to same are :

"KOH-I-NOOR," SOLD BY CAVERHILL, LEARMONT & CO., MONTREAL.
"TRUE BLUE," SOLD BY RICE LEWIS & SON, TORONTO.

"KING CUTTERS" Sold by all leading wholesale houses.

CURRENT MARKET QUOTATIONS.

January 2, 1903.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

TIN.

Lamb and Flag and Straits 56 and 28-lb. ingots, 100 lb.	$29 00	$30 00

TINPLATES

Charcoal Plates Bright.

	Per box.
M.L.S., equal to Bradley	
I C, usual sizes	$6 75
I X "	8 25
I X X "	9 75
Famous, equal to Bradley	
I C	6 75
I X	8 25
I X X	9 75
Raven and Vulture Grades	
I C, usual sizes	5 00
I X "	6 00
I X X "	7 00
I X X X "	8 00
D C, 12⅛x17	4 50
D X	5 25
D X X	6 00

Coke Plates Bright

Bessemer Steel	
I C, usual size, 14x20	4 00
I C, special sizes, base	4 50
20x28	9 00

Charcoal Plates Terne.

Dean or J. G. Grade	
I C, 20x28, 112 sheets	8 50
IX., Terne Tin	10 50

Charcoal Tin Boiler Plates.

Cookley Grade	
X X, 14x56, 50 sheet bxs. } " 14x60, " } " 14x65, " }	7 00

Tinned Sheets

72x30 up to 24 gauge	8 00
" " 26 "	8 50

IRON AND STEEL.

Common bar, per 100 lb		2 05
Refined " "		2 45
Horseshoe Iron "		2 40
Hoop steel, 1½ to 3-in. base		2 90
Sleigh shoe steel, "		2 10
Tire steel	2 30	2 50
Reeled machinery		3 00
Toe caik steel	2 85	3 00
T. Firth & Co.'s tool steel, per lb	0 12½	0 13
Jessop's tool steel		0 14
Morton's tool steel	0 12½	0 13
Black Diamond and "B C" tool steel	0 10	0 11
Chas. Leonard's tool steel	0 08	0 09
Park's "Silver" tool steel	0 12	0 14
" "Special"	0 15	0 20
Jonas & Colver's tool steel	0 10	0 20
" "Air Hardening"		0 70
Drill steel, per lb	0 08	0 10

BOILER TUBES

	Per foot
1½, 1¾ and 4 inch	0 09
2½ in	0 16
3 in	0 13
3½ in	0 16
4 in	0 31

STEEL BOILER PLATE.

¼ in	2 50	2 60
3/16 in	2 60	2 70
⅜ in. and thicker	2 50	2 60

BLACK SHEETS.

	Com.	D.Fl.
10 and 12 gauge	2 55	2 75
18 gauge	2 85	3 00
20 "	2 85	3 00
22 to 24 gauge	2 95	3 25
26 "	3 05	3 50
28 "	3 15	

COPPER WIRE

Discount, 50 per cent.

CANADA PLATES

All dull, 52 sheets	2 90	3 00
Half-polished	3 00	3 10
All bright	3 75	3 85

IRON PIPE

Black pipe	Per 100 feet	
⅛ inch	3 00	3 25
¼ "	2 30	2 40
⅜ "		2 65
½ "		2 85
¾ "		3 65
1 "		5 20
1¼ "		7 35
1½ "		8 95
2 "		12 55
2½ "		21 00
3 "		25 00
3½ "		32 00
4 "		38 50
4½ "		45 00
5 "		48 00
6 "		63 00

Galvanized pipe	
¼ inch	3 20
⅜ "	3 45
½ "	3 85
¾ "	5 00
1 "	7 20
1¼ "	10 05
1½ "	12 20
2 "	16 85

Malleable Fittings. Discount 30 p.c.
Cast Iron Fittings.
On all cast iron fittings, including plugs, bushings, unions and nipples, 50 & 10 p.c. dis. All others, discount 60 p.c.

GALVANIZED SHEETS

	G.C.	Comet	Bell	Queen's Head
16 gauge				
18 to 24 gauge	4 05	3 75	3 75	4 05
26 "	4 25	4 00	3 90	4 25
28 "	4 50	4 25	4 05	4 50

American brands, $4 40 for 28 gauge.
Less than case lots 10 to 15c. extra.

CHAIN

Proof coil, 3-16 in., per 100 lb				
"	¼	"	7 80	8 10
"	5-16	"	5 25	5 50
"	⅜	"	4 50	4 75
"	7-16	"	4 25	4 50
"	½	"	4 20	4 50
"	9-16	"	4 05	4 50
"	⅝	"	4 00	4 50
"	¾	"	4 00	4 50

Halter, kennel and post chains, 40 to 40 and 5 per cent.

Cow ties	40 p.c.
Tie out chains	65 p.c.
Stall fixtures	35 p.c.
Trace chain	45 p.c.

Jack chain, iron, single and double, discount 35 p.c.
Jack chain, brass, single and double, discount 40 p.c.

COPPER

Ingot		Per 100 lb.
English B.S., ton lots		15 00
Lake Superior		
Bars.		
Cut lengths, round, ½ to ⅞ in.	23 00	25 00
" round and square, 1 to 2 inches	23 00	25 00
Sheet		
Plain, 14 oz., and light, 16 oz., 14x48 and 14x60	22 00	22 50
Plain, 14 oz., and light, 16 oz., irregular sizes	22 50	23 00
Tinned copper sheet		24 00
Planished		32 00
Braziers (in sheets)		
4x6 ft., 25 to 30 lb. each, per lb		0 23
" 35 to 45 " "		0 22
" 50-lb. and above "		0 21

BOILER AND T.K. PITTS

Plain tinned, per lb	0 28
Spun, per lb	0 32

BRASS

Rod and Sheet, 14 to 30 gauge, 15 per cent.

Sheets, hard rolled, 2x4	0 23
Tubing, base, per lb.	0 23½

ZINC SPELTER.

Foreign, per 100 lb	5 50	6 00
Domestic " "		

ZINC SHEET

5-cwt. casks	6 00	6 25
Part casks	6 25	6 50

LEAD

Imported Pig, per 100 lb	3 50
Bar, per lb	0 05
Sheets, 2½ lb. sq. ft., by roll	0 06¼
Sheets, 3 to 6 lb. "	0 06

NOTE.—Cut sheets ½c. per lb., extra. Pipe, by the roll, usual weights per yard, lists at 7c. per lb. and 37½ p.c. dis. f.o.b. Toronto.

NOTE.—Cut lengths, net price, waste pipe 8-ft. lengths, lists at 8c.

SHOT.

Common, $6.50 per 100 lb., chilled, $7.00 per 100 lb.; buck, seal and ball, $7.50. Discount, 22½ p.c. Prices are f.o.b. Toronto, Hamilton, Montreal, St. John and Halifax. Terms, 3 p.c. cash, freights equalized.

SOIL PIPE AND FITTINGS

Light soil pipe, discount, 45 per cent.
" " fittings discount 50 per cent.
Med. and Extra heavy pipe fittings, dis. 5 and 10 per cent.
7 and 8 in. pipe, discount 45 per cent.

SOLDER

		Per lb.
Bar, half and half, guaranteed		0 20
Bar, half and half, commercial	0 19	0 19
Refined		0 19
Wiping	0 17	0 18½

ANTIMONY

Cookson's per lb.	0 10

WHITE LEAD

	Per 100 lb.	
Pure	5 00	5 25
No. 1	4 62½	4 87½
No. 2	4 25	4 50
No. 3	3 87½	4 12½
No. 4	3 50	3 75
Munro's Select Flake White		5 75
Elephant and Decorators' Pure		5 25
Brandram's B.B. Genuine		7 00
" " No. 1		6 00
"Monarch" brand		6 12½
Decorator's Pure		5 25
Essex Genuine		5 50

RED LEAD

Genuine, 560 lb. casks, per cwt	$4 75
Genuine, 100 lb. kegs	5 00
No. 1, 560 lb. casks, per cwt	4 25
No. 1, 100 lb. kegs, per cwt	4 50

WHITE ZINC

Extra Red Seal	0 06	0 08
No. 1	0 05½	0 07
No. 2	0 05	0 06

DRY WHITE LEAD

Pure, casks	5 25
Pure, kegs	5 50
No. 1, casks	5 00
No. 1, kegs	5 25

PREPARED PAINTS

In ¼, ½ and 1 gallon tins

Pure, per gallon		1 25
Second qualities, per gallon		1 00
Barn (in bbls.)	0 60	0 90
The Sherwin-Williams paints		1 40
Canada Paint Co.'s pure		1 25
Toronto Lead & Color Co.'s pure		1 25
Sanderson Pearcy's pure		1 20
Stewart & Wood's Champion pure		1 00
Standard Paint Co.'s "New Era"		1 30
The Francis Frost Co.'s "Ark" brand		1 20
The Francis Frost Co.'s British Navy deck		1 50

COLORS IN OIL.

25 lb. tins, Standard Quality

Venetian red, per lb	0 04½	0 06
Chrome yellow	0 12	0 14
Golden ochre	0 08	0 10
French "		0 06
Marine black		0 09
Chrome green		0 10
French Imperial green		0 1[illegible]
Signwriters' black		0 16
Burnt umber		0 11
" sienna		0 11
Raw umber		0 11
" sienna		0 11

COLORS, DRY

Common ochre, bbls	1 20	1 30
Yellow ochre (J.F.L.S.), bbls		2 00
Yellow ochre (La Belle)	1 15	1 25
Brussels ochre		2 00
Venetian red (best), bbl	1 75	2 00
English oxides, per cwt	3 00	3 25
American oxides, bbls	1 25	2 00
Canadian oxides, bbls	1 25	1 75
Super magnetic oxides, 93 p.c.	2 00	2 25
Burnt sienna, pure, per lb		0 10
" umber, "		0 10
Raw umber		0 09
Drop black, pure		[illegible]
Chrome yellow, pure		0 18
Chrome greens, pure, per lb	[illegible]	[illegible]
Golden ochre	[illegible]	[illegible]
Ultramarine blue in 28-lb. boxes, per lb	[illegible]	0 18
Fire proof mineral, per 100 lb		[illegible]
Genuine Eng. Litharge, per lb		0 07
Mortar color, per 100 lb	[illegible]	1 50
Pure Indian red, No. 45 [illegible]	[illegible]	0 10
Whiting [illegible]	[illegible]	0 [illegible]
English vermilion [illegible]		0 85

BLUESTONE

Casks, for spraying, per lb	0 07
100-lb. lots, do.	0 08

WADE & BUTCHER'S "SPECIAL" Razors

Are unequalled for quality and finish.

JAMES HUTTON & CO., - MONTREAL

Sole Agents for Canada.

PUTTY

Bulk in bbls.	1 90
Bulk in less quantity	2 05
Bladders in bbls.	2 25
Bladders in kegs, boxes or loose	2 40
Bladders in 25-lb. tins	2 35
Bladders in 12½-lb. tins	2 65
Bladders in bulk or tins less than 100 lb.	2 90

VARNISHES

In 5 gal. lots	Per gal	Net.
Carriage, No. 1	1 50	1 60
Pale durable body	4 10	4 25
" rubbing	2 85	3 20
Gold size, japan	2 85	3 00
No. 1 brown japan	0 85	0 90
Elastic oak		1 50
Furniture, extra		1 25
" No. 1	....	1 10
Hard oil finish	1 65	1 75
Light oil finish	1 40	1 60
Damar	1 70	1 85
Shellac, white	2 35	2 45
" orange	2 25	2 35
Turpentine, brown japan	1 25	1 30
" black japan	0 85	1 20
" " No. 1	0 50	0 75
Elastilite varnish, 1 gal. can, each		2 00
Granitine floor finish, per gal		2 75

Maple Leaf coach enamels: size 1, $1 20; size 2, 70c.; size 3, 40c. each.

Sherwin Williams' copal varnish, assorted case, from ½ pts. to 1 gal., $2 50

CASTOR OIL.

East India, in cases, per lb.	0 09½	0 10
" small lots	0 10	0 10½

COD OIL, ETC.

Cod oil, per gal	0 50	0 55
Pure olive		1 20
" neatsfoot		0 90

GLUE

Common	0 08	0 09
French medal	0 10	0 14
Cabinet sheet	0 12	0 13
White extra	0 18	0 20
Gelatine	0 25	0 30
Strip	0 18	0 20
Coopers	0 19	0 20
Huttner	0 15	0 16

HARDWARE.

AMMUNITION.

Cartridges

B. B. Caps Dominion, 50 and 5 per cent.
Rim Fire Pistol, discount 40 p.c., American.
Rim Fire Cartridges, Dominion, 50 and 5 p.c.
Central Fire Pistol and Rifle, 10 p.c., Amer.
Central Fire Cartridges, pistol sizes, Dominion, 30 per cent.
Central Fire Cartridges, Sporting and Military, Dominion, 15 per cent.
Central Fire, Military and Sporting, American, add 5 per cent. to list. B B Caps, discount 40 per cent., American.
Loaded and empty Shells, "Trap" and "Dominion" grades, 25 per cent. Rival and Nitro, 10 per cent. advance on list.
Brass Shot Shells, 55 per cent.
Primers, Dom., 30 per cent. American, $1 60.

Wads	per lb.
Best thick white felt wadding, in ½-lb. bags	$1 00
Best thick brown or grey felt wads, in ½-lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 99
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 each, 8 gauge	0 55
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10 gauge	0 25
Thin card wads, in boxes of 1,000 each, 8 gauge	

Chemically prepared black edge grey cloth wads, in boxes of 250 each	Per M.
11 and smaller gauge	0 60
9 and 10 gauges	0 70
7 and 8 "	0 90
5 and 6 "	1 10

Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 "	1 65
5 and 6 "	1 90

ADZES.

Discount 20 per cent.

ANVILS.

Wright's, 80-lb. and over	0 10¾
Hay Budden, 80-lb. and over	0 09¼
Brook's, 80-lb. and over	0 11¼

AUGERS.

Gilmour's, discount 65 and 5 per cent. off list.

AXES.

Chopping Axes		
Single bit, per doz	5 50	10 00
Double bit, "	11 00	18 00
Bench Axes, 40 per cent.		
Broad Axes, 25 per cent.		
Hunters' Axes	5 50	6 00
Boys' Axes	5 75	6 75
Splitting Axes	6 50	12 00
Handled Axes	7 00	10 00

AXLE GREASE.

Ordinary, per gross	5 75	6 00
Best quality	13 00	15 00

BATH TUBS.

Zinc 6 00
Copper, discount 15 per cent. off revised list.

BATHS.

Standard Enameled.

5½-inch rolled rim, 1st quality	24 00
5½ " " " 2nd "	20 00

BABBIT METAL.

"Tandem," A ....per lb.	0 27
" B "	0 21
" C "	0 11½
Frictionless Metal "	0 23
Hercules "	0 15

Syracuse Smelting Works:

Aluminum, genuine	0 45
Government, "	0 44
Tough, "	0 40
Hard, "	0 40
Dynamo	0 30
Special	0 25
Harmony	0 22
Car Box	0 20
Extra	0 15

The Canada Metal Co.:

No. "O" babbit	0 06
No. 1 babbit	0 08
Star "	0 10
Hercules "	0 15
Metallic "	0 20
Imperial "	0 30

BELLS.

Hand

Brass, 60 per cent.
Nickel, 55 per cent.

Cow

American make, discount 63¾ per cent.
Canadian, discount 45 and 50 per cent.

Door

Gongs, Sargant's	5 50	8 00
" Peterboro', discount 45 per cent.		

Farm

American, each	1 25	3 00

House.

American, per lb.	0 35	0 40

BELLOWS.

Hand, per doz	3 35	4 75
Moulders', per doz	7 50	10 00
Blacksmiths', discount 40 per cent.		

BELTING.

Extra, 60 per cent.
Standard, 60 and 10 per cent.
No. 1, not wider than 6 in., 60, 10 and 10 per cent.
Agricultural, not wider than 4 in., 75 per cent.

BITS.

Auger.

Gilmour's, discount 60 and 5 per cent.
Rockford, discount 50 and 10 per cent.
Jennings' Gen., net list.

Car

Gilmour's, 47½ to 50 per cent.

Expansive.

Clark's, 40 per cent.

Gimlet.

Clark's, per doz	0 65	0 90
Diamond, Shell, per doz	1 00	1 50
Nail and Spike, per gross	2 25	5 20

BLIND AND BED STAPLES.

All sizes, per lb.	0 07¾	0 12

BOLTS AND NUTS.

	Per cent.
Carriage Bolts, common ($1 list)	55 and 10
" " full sq. ($2.40 list)	55 and 10
" " Norway Iron ($3 list)	50 and 10
Machine Bolts, all sizes	50 and 10
Plough Bolts	50 and 10
Blank Bolts	50 and 10
Bolt Ends	50 and 10
Sleigh Shoe Bolts	65 and 10
Coach Screws, cone point	66⅔ and 10

Nuts, square, all sizes, 3¾c. per lb. off.
Nuts, hexagon, all sizes, 4c. per lb. off.
Stove Rods, per lb., 5½ to 6c.
Nuts, in 50-lb. lots, ¼c. per lb. extra; in less than 50-lb. lots, ½c. extra.

BOOT CALKS.

Small and medium, ball ....per M.	4 25
Small heel "	4 50

BRIGHT WIRE GOODS.

Discount 62½ per cent.

BROILERS

Light, discount 65 to 67½ per cent.
Reversible, discount 65 to 67½ per cent.
Vegetable, per doz., discount 37½ per cent.

Henis, No. 8 ....per doz.	6 00
Henis, No. 9 "	7 00
Queen City "	7 50

BUTCHERS' CLEAVERS.

German ....per doz.	6 00	11 00
American "	12 00	20 00

BUTCHER KNIVES.

Bailey's ....per doz.	0 60	6 30

BUILDING PAPER, ETC.

Tarred Felt, per 100 lb	1 75
Ready roofing, 2-ply, not under 45 lb., per roll	0 90
Ready roofing, 3-ply, not under 65 lb., per roll	1 15
Carpet Felt ....per ton	45 00
Dry Sheathing ....per roll, 400 sq. ft.	0 35
Tar " " 400 "	0 45
Dry Fibre " 400 "	0 50
Tarred Fibre " 400 "	0 60
O. K. & I. X. L. " 400 "	0 65
Resin sized " 400 "	0 40
Oiled Sheathing " 600 "	1 10
Oiled " " 400 "	0 70
Roof Coating, in barrels ....per gal	0 17
Roof " small packages "	0 25
Refined Tar ....per barrel	4 50
Coal Tar "	4 00
Coal Tar, less than barrels ....per gal.	0 15
Roofing Pitch ....per 100 lb.	0 85

BULL RINGS.

Copper, $2 00 for 2½-inch, and $1.90 for 2-inch.

BUTTS.

Wrought Brass, net revised list.

Cast Iron.

Loose Pin, discount 60 per cent.

Wrought Steel.

Fast Joint, discount 65, 10 and 2½ per cent.
Loose Pin, discount 65, 10 and 2½ per cent.
Berlin Bronzed, discount 70, 70 and 5 per cent.
Gen. Bronzed ....per pair 0 40 0 65

CARPET STRETCHERS.

American ....per doz.	1 00	1 50
Bullard's "	....	6 50

CASTORS.

Bed, new list, discount 55 to 57½ per cent.
Plate, discount 52½ to 57½ per cent.

CATTLE LEADERS.

Nos. 31 and 32 ....per gross	8 50	9 50

CHALK.

Carpenters' Colored, per gross	0 45	0 75
White lump ....per cwt.	0 60	0 65
Red	0 05	0 06
Crayon ....per gross	0 14	0 18

CHISELS.

Socket, Framing and Firmer.

Broad's, discount 60 and 10 per cent.
Warnock's, discount 50 and 10 per cent.
P. S. & W. Extra, discount 60 and 10 per cent.

CHURNS.

Revolving Churns, metal frames—No. 0, $8; No. 1, $8 50; No. 2, $9.00; No. 3, $10 00; No. 4, $12.00; No. 5, $16.00 each. Ditto, wood frames, 20c. each less than the above. **Discounts: Delivered from factories, 53 per cent.; from stock in Montreal, 51 per cent.** Terms 4 months or 3 per cent. cash in 30 days.

Churn frames, including bearings, levers, etc. Nos. 0, 1, 2 and 3, wood, $2.40; and 4 and 5, $2 65. Metal frames, 25c. extra. Discount 15 per cent., net 30 days.

CLIPS.

Axle, discount 65 per cent.

CLOSETS.

	Net.
Plain York or Ontario Syphon Jet	$9 60
Emb. " " "	10 20
Fittings	1 00
Plain Elgin or Teu. Syphon Washout	6 00
Emb. " " "	6 60
Fittings	1 25
Low Down Elgin or Teutonic, plain	9 60
Low " " " emb.	10 20
Plain Richelieu	3 75
Emb. "	4 00
Connections	1 25
Low Down Ontario Syphon Jet, plain	11 70
Low " " " emb'd.	12 30
Closet connection	1 25
Basins, P.O., 14-in	0 70
Basins, oval, 17 x 14-in.	1 50
Basins, " 19 x 15-in.	2 25

COMPASSES, DIVIDERS, ETC.

American, discount 62½ to 65 per cent.

CONDUCTOR PIPE.

Plain or Corrugated.

2-inch ....per 100 feet	3 00
3 " " "	4 00
4 " " "	5 25
5 " " "	6 75
6 " " "	9 00

CRADLES, GRAIN.

Canadian, discount 20 to 25 per cent.

CROSSCUT SAW HANDLES.

S. & D., No. 3 ....per pair	0 17½
S. & D., " 5 "	0 22½
S. & D., " 6 "	0 15
Boynton pattern "	0 20

DOOR SPRINGS.

Torrey's Rod (15 p.c.), per doz.	....	2 00
Coil "	0 88	1 60
English "	2 00	4 00

DRAW KNIVES.

Coach and Wagon, discount 50 and 10 per cent.
Carpenters', discount 60 and 10 per cent.

We've Got You Solid

if you commence handling our

Building Papers, Roofing Felts and Wire-Edged Ready Roofing

BECAUSE our goods please your customers, and, after all, the consumer is the man behind the gun in such matters.

The Paterson Mfg. Co., Limited

Toronto and Montreal.

DRILLS

Hand and Breast

Millar's Falls, per doz., net list

DRILL BITS.

Morse, discount 37½ to 40 per cent
Standard, discount 50 and 5 to 55 per cent

FAUCETS

Common, cork lined, discount 35 per cent

EAVETROUGHS

10 inch . . . per 100 ft 3 10

ELBOWS (stovepipe.)

5 and 6-inch, common	per doz	1 20
7 inch	"	1 35

Polished, 15c. per dozen extra

ESCUTCHEONS

Discount 40 per cent

ESCUTCHEON PINS

Iron, discount 40 per cent

FACTORY MILK CANS

Discount off revised list, 40 per cent

FILES AND RASPS

Great Western	70 and 10 per cent
Arcade	70 " 10 "
Kearney & Foot	70 " 10 "
Disston's	70 " 10 "
American	70 " 10 "
J. Barton Smith	70 " 10 "
McClellan	70 " 10 "
Eagle	70 " 10 "
Nicholson, 60 and 10 to 60, 10 and 5	"
Royal	80 "
Globe	70 to 75 "

Black Diamond, 60 and 10 to 60, 10 and 5 per cent
Jowitt's, English list, 25 to 27½ per cent
Nicholson File Co.'s "Simplicity" file handle, per gross 85c. to $1 50

GLASS

Window Box Price

Size United Inches	Star Per 50 ft	Star Per 100 ft	D. Diamond Per 50 ft	D. Diamond Per 100 ft
Under 26	2 20	4 25		6 25
26 to 40	2 40	4 65		6 75
41 to 50		5 10		7 50
51 to 60		5 35		8 50
61 to 70		5 75		9 75
71 to 80		6 25		11 00
81 to 85		7 00		12 50
86 to 90		7 75		15 00
91 to 95				17 50
96 to 100				20 50

GAUGES

Marking, Mortise, Etc.

Stanley's, discount 50 to 55 per cent

Wire Gauges

Winn's, Nos. 26 to 33 . . each 1 65 2 40

HALTERS

Rope, ⅜ inch	per gross		
Rope, ½ "	"		9 00
Rope, ¾ to ⅞ inch	"		14 00
Leather, 1 inch	per doz	3 87½	4 00
Leather, 1¼ "	"	5 15	5 20
Web	"	1 87	2 45

HAMMERS

Nail

Maydole's, discount 5 to 10 per cent. Canadian discount 25 to 27½ per cent

Tack

Magnetic . . per doz 1 10 1 20

Sledge

Canadian . . per lb 0 07½ 0 08½

Ball Pean

English and Canadian, per lb 0 22 0 25

HANDLES

Axe	per doz net	1 50	3 00
Store door	per doz	1 00	1 50

Fork

C. & B., discount 40 per cent., revised list

Hoe

C. & B., discount 40 per cent., revised list

Saw

American . . . per doz 1 00 1 25

Plane

American . . per gross 3 15 3 75

Hammer and Hatchet

Canadian, discount 40 per cent

Cross-Cut Saws

Canadian . . per pair 0 13½

HANGERS doz. pairs

Steel barn door	5 85	6 00
Stearns, 4 inch		5 00
" 5-inch		6 50

Lane's covered

No. 11, 5 foot run	8 40
No. 11½, 10 foot run	10 80
No. 12, 10 foot run	12 60
No. 14, 15-foot run	21 00
Lane's O.N.T. track, per foot	0 04½

HARVEST TOOLS

Discount 60 and 10 per cent

HATCHETS

Canadian, discount 40 to 42½ per cent

HINGES

Blind, Parker's, discount 16⅔ per cent.

Heavy T and strap, 4-in., per lb	0 06½
" " 5-in., "	0 06¼
" " 6-in., "	0 06
" " 8-in., "	0 05¾
" " 10-in., "	0 05½

Light T and strap, discount 65 and 5 per cent
Screw hook and hinge—

6 to 10 in	per 100 lb	4 50
12 in. up	"	3 25
Spring	per gro. pairs	10 50

HOES

Garden, Mortar, etc., discount 60 to 60 and 10 per cent.

Planter . . per doz 4 00 4 50

HOLLOW WARE

Discount 45 and 5 per cent

HOOKS

Cast Iron

Bird cage	per doz	0 50	1 10
Clothes line	"	0 27	0 63
Harness	"	0 72	0 88
Hat and coat	per gro.	1 00	3 00
Chandelier	per doz	0 50	1 00

Wrought Iron

Wrought hooks and staples, Canadian discount 47½ per cent

Wire

Hat and coat, discount 45 per cent
Belt . . per 1,000 0 60
Screw, bright, discount 55 per cent

HORSE NAILS

"C" brand, 40, 10 and 7½ per cent off list } Oval
"M" brand, 50, 10 and 5 per cent } head
Countersunk, 65 per cent
"Monarch," 65 per cent
"Peerless" 50 and 7½ per cent dis

HORSESHOES

Iron Shoes	F.O.B. Montreal No. 2 and larger	No. 1 and smaller
Light, medium and heavy	3 35	3 60
Snow shoes	3 60	3 85

Steel Shoes

Light	3 45	3 70
Featherweight (all sizes)	4 85	4 85

F.O.B. Toronto, Hamilton, London and Guelph, 10c. per keg additional
Toe weight steel shoes . . 6 70

JAPANNED WARE

Discount 45 and 5 per cent. off list, June 1899

ICE PICKS

Star . . per doz 3 00 3 25

KETTLES

Brass spun, 7½ per cent. discount off new list
Copper . . per lb 0 30 0 50
American, 60 and 10 to 65 and 5 per cent

KEYS

Lock, Canadian dis. 40 to 40 and 10 per cent
Cabinet, trunk and padlock, American . . per gross 0 60

KNOBS

Door, japanned and N.P., per doz		1 50	2 50
Bronze, Berlin	per doz.	2 75	3 25
Bronze, Genuine	"	6 00	9 00
Shutter, porcelain, F. & L. screw	per gross	1 30	4 00
White door knobs	per doz	0 95	1 00

HAY KNIVES

Net prices

LAMP WICKS

Discount, 60 per cent

LANTERNS

Cold Blast	per doz	7 00
No. 3, "Wright's"	"	8 50
Ordinary, with O burner	"	4 00
Dashboard, cold blast	"	9 00
No. 0	"	5 75

Japanning, 50c. per doz. extra

LEMON SQUEEZERS

Porcelain lined	per doz	2 20	5 60
Galvanized	"	1 87	3 85
King, wood	"	2 75	2 90
King, glass	"	4 00	4 50
All glass	"	0 50	0 90

LINES

Fish	per gross	1 05	2 50
Chalk	"	1 90	7 40

LAWN MOWERS

Woodyatt, 12-in. wheel	7 50
Star "	5 50
Daisy "	4 90
Philadelphia, 10-in. wheel	6 00
Ontario, "	12 75

Discount, 50 per cent

LOCKS

Canadian, 40 to 40 and 10 per cent
Russell & Erwin . . per doz 3 00 3 25

Cabinet

Eagle, discount 30 per cent

Padlocks

English and Am	per doz	0 50	6 00
Scandinavian	"	1 00	2 40

Eagle, discount 20 to 25 per cent

MACHINE SCREWS

Iron and Brass

Flat head, discount 25 per cent
Round head, discount 20 per cent

MALLETS

Tinsmiths	per doz	1 25	1 50
Carpenters', hickory,	"	1 25	3 75
Lignum Vitae	"	3 85	5 00
Caulking, each		0 60	2 00

MATTOCKS

Canadian . . per doz 5 50 6 50

MEAT CUTTERS

American, discount 33⅓ per cent
German, 15 per cent
Gem . . each 1 15

MILK CAN TRIMMINGS

Discount 25 per cent

NAILS	Cut	Wire
2d and 3d	3 45	3 45
3d	3 10	3 12
4 and 5d	2 85	2 65
6 and 7d	2 75	2 80
8 and 9d	2 60	2 60
10 and 12d	2 55	2 55
16 and 20d	2 50	2 50
30, 40, 50 and 60d (base)	2 45	2 45

Cut nails in carlots 5c. less
Wire nails in carlots are $2 40
Cut nails in carlots are $2 40 base
Galvanizing 2c. per lb. net extra
Steel cut nails 10c. extra
Miscellaneous wire nails, discount 75 per cent
Coopers' nails, discount 30 per cent
Flour barrel nails, discount 25 per cent

NAIL PULLERS

German and American . . 1 85 [illegible]

NAIL SETS

Square, round and octagon, per gross . . 3 38 4 00
Diamond . . 12 00 15 00

POULTRY NETTING

2-in. Mesh, 19 w.g., dis. 60, 10 and 5 per cent
2-in. Mesh, 18 w.g. and heavier, 50 per cent

OAKUM

Navy	per 100 lb	6 00
U. S. Navy	"	7 25

OILERS

McClary's Model galvanized oil can, with pump, 5 gallon, per dozen . . 10 00
Zinc and tin, discount 50, 50 and 10 per cent

Copper	per doz	1 25	3 50
Brass	"	1 50	3 50

Malleable, discount 25 per cent

GALVANIZED PAILS

Dufferin pattern pails, discount 45 per cent
Flaring pattern, discount 45 per cent
Galvanized washtubs, discount 45 per cent

PIECED WARE

Discount 40 per cent off list, June 1899
10-qt. flaring sap buckets, discount 40 per cent
6, 10 and 14-qt. flaring pails, dis. 40 per cent
Creamer cans, discount 40 per cent

PICKS

Per dozen . . 6 00 9 00

PICTURE NAILS

Porcelain head	per gross	1 35	1 50
Brass head	"	0 40	1 00

PICTURE WIRE

Tin and gilt, discount 75 per cent

PINE TAR.

½ pint in tins	per gross	7 80
1 " "	"	[illegible]

PLANES

Wood bench, Canadian discount 40 per cent, American discount 50 per cent
Wood, fancy Canadian or American 37½ to 40 per cent

PLANE IRONS

English . . per doz 2 00 5 00

PLIERS AND NIPPERS

Button's genuine, per doz. pairs, discount 37½ to 40 per cent
Button's imitation . . per doz 5 00 [illegible]
German . . 0 60 2 60

PLUMBERS' BRASS GOODS

Standard Compression work, dis. [illegible] per cent
"J.M.T." Cushion work, discount [illegible] per cent
Fuller work, discount 65 per cent
[illegible] lots and over of the above, extra discount 10 per cent
Lever handle Stops and Waste, discount [illegible] per cent. With orders of 2 dozen and over an extra discount of 10 per cent
"J.M.T." Globe, Angle and Check Valves, discount [illegible] per cent
Standard Globe, Angle and Check Valves, discount [illegible] per cent
"J.M.T." Radiator Valves, discount [illegible] per cent
Standard Radiator Valves, discount [illegible] per cent
Patent Quick Opening Valves, discount [illegible] per cent
No. 1 compression bath cock . . [illegible]
No. 4 . . [illegible]
No. 7 Fuller's . . [illegible]
No. 4½ . . [illegible]
Patent Compression Cushion, basin cock, hot and cold . . per [illegible] [illegible]
Patent Compression Cushion, [illegible] cock, No. [illegible] . . [illegible]
Square head [illegible], discount [illegible] per cent
Competition Globe, Angle and Check Valves, discount [illegible] per cent
Competition Quick Opening Radiator Valves, discount [illegible] per cent

WINDOW GLASS —TO IMPORT.

Prompt Deliveries

EVERY KIND OF PLATE AND WINDOW GLASS IN STOCK.

BENT GLASS of all kinds, our own manufacture. **Closest Prices.**

TORONTO PLATE GLASS IMPORTING CO.,

Hill & Rutherford

Warerooms and Offices—135 to 143 Victoria St.
Bending Works—209 to 213 Victoria St.

TORONTO

PRESSED SPIKES

Discount 22½ per cent

PULLEYS

Hayhouse	per doz	0 55	1 00
Axle	"	0 22	0 33
Screw	"	0 27	1 01
Awning	"	0 35	2 50

PUMPS

Canadian cistern	1 80	3 60
Canadian pitcher spout	1 40	2 10

PUNCHES

Saddlers	per doz	1 00	1 85
Conductor's	"	9 00	15 00
Tinners', solid	per set	....	0 72
" hollow	per inch	....	1 00

RANGE BOILERS

Dominion, 30 gallon	net	6 00
" 35 "	"	7 00
" 40 "	"	8 00
Ronald's Galvanized, 30 gallon,	"	7 40
" " 35 "	"	8 40
" " 40 "	"	9 60
Copper, 30 gallon	"	22 00
" 35 "	"	24 00
" 40 "	"	28 00

Discount off copper boilers 10 per cent.

BAKES.

Wood per doz net 1 20 up.

RAZORS per doz.

Elliot's	4 00 18 00
Geo. Butler's & Co.'s	4 00 18 00
Boker's	7 50 11 00
" King Cutter	12 50 15 00
Wade & Butcher's	3 60 10 00
Thiel's Quaker's	7 00 12 00
Barley's	6 00 12 01
Bailey's Brantford	10 00 11 00
Carlo Magnetto	15 00
Griffon Barber's Favorite	10 75
Griffon No. 65	13 00
Griffon Safety Razors	13 50
Griffon Stropping Machines	13 50

REGISTERS

Discount 40 per cent

RIVETS AND BURRS

Iron Rivets, black and tinned, discount 60 and 10 per cent
Iron Burrs, discount 55 per cent
Extras on Iron Rivets in 1-lb cartons, 5c per lb
Extras on Iron Rivets in ½-lb cartons, 1c per lb
Copper Rivets, with usual proportion burrs, 45 per cent discount Cartons, 1c per lb extra, net
Copper Burrs only, discount 30 and 10 per cent
Extras on Tinned or Coppered Rivets, ½-lb cartons, 1c per lb

LEVEL SETS

Canadian, discount 5 to 7½ per cent

ROPE, Etc

Sisal	0 12
Pure Manilla	0 14
"British" Manilla	0 12
Cotton, 3-16 inch and larger	0 16
" 5-32 inch	0 21
" ¼ inch	0 22
Russia Deep Sea	0 15
Jute	0 08
Lath Yarn, single	0 11
" double	0 11½
Sisal bed cord, 48 feet per doz	0 65
" " 60 feet "	0 80
" " 72 feet "	0 95

RULES

Boxwood, discount 35 and 10 per cent
Ivory, discount 37½ to 40 per cent

SAD IRONS

Mrs. Potts, No. 55 polished per set	0 70	
" No. 50, nickle-plated, "	0 80	

SAND AND EMERY PAPER

B & A sand, discount 40 and 5 per cent
Emery, discount 40 per cent
Garnet (Burton's) 5 to 10 per cent advance against

SAP SPOUTS

Bronzed iron with hooks ....per 1,000 9 50

SAWS

Hand, Disston's, discount 12½ per cent.
S & D., discount 40 per cent
Cross-cut, Disston's per foot 0 35 0 55
S & D., discount 35 per cent on Nos. 2 and 3
Hack, complete .....each 0 75 2 75
" frame only 0 75

SASH WEIGHTS

Sectional ....per 100 lb.	2 50	2 75
Solid ..... "	1 75	2 00

SASH CORD.

Per lb 0 23 0 30

SAW SETS. per doz

Lincoln and Whiting	4 75
Hand Sets, No 1 Woodyatt (Morrill)	4 25
X-Cut Sets, No 3 Woodyatt (Morrill)	9 50

SCALES.

Burrow, Stewart & Milne—
Imperial Standard, discount 40 per cent.
Weigh Beams, discount 35 per cent.
Champion Scales, discount 55 per cent.
Fairbanks standard, discount 35 per cent.
" Dominion, discount 55 per cent.
" Richelieu, discount 55 per cent
Warren's new Standard, discount 40 per cent.
" " Champion, discount 55 per cent.
" Weighbeams, discount 35 per cent.

SCREW DRIVERS.

Sargent's .....per doz. 0 65 1 00

SCREEN DOORS.

Common doors, 2 or 3 panel, walnut stained, 3-in style .....per doz. 6 60
Common doors, 2 or 3 panel, yellow and green stained, 3-in style .. per doz. 6 80
Common doors, 2 or 3 panel, in natural colors, oil finish .....per doz. 8 15
4-in. style 20c per dozen extra.

SCREWS.

Wood, F. H., bright and steel, discount 87½ and 10 per cent
Wood, R. H., bright, dis. 82½ and 10 per cent.
" F. H., brass, dis 80 and 10 per cent.
" R. H., " dis. 75 and 10 per cent.
" F. H., bronze, dis. 75 per cent.
" R. H., " dis. 70 per cent.
Drive Screws, dis. 87½ and 10 per cent.
Bench, wood .....per doz. 3 25 4 00
" iron " 4 25 5 00
Set, case hardened, dis 60 per cent.
Square Cap, dis. 50 and 5 per cent.
Hexagon Cap, dis. 45 per cent.

SCYTHES

Per doz net 5 00 8 00

SCYTHE SNATHS.

Canadian, discount 40 per cent.

SHEARS

Bailey Cutlery Co., full nickeled, discount 60 and 2½ per cent
Bailey Cutlery, Japan Handles, discount 67½ per cent
Seymour's, discount 50 and 10 per cent.

SHOVELS AND SPADES

Canadian, discount 40 and 5 per cent

SINKS

Steel and galvanized, discount 45 per cent

SNAPS

Harness, German, discount 25 per cent
Lock, Andrews 4 50 11 50

SOLDERING IRONS

1 to 6 lb	per lb	0 37
2 lb. or over	"	0 34

SQUARES

Iron, No. 493	per doz	2 49	2 55
" No. 494	"	3 25	3 40

Steel, discount 60 to 65 and 5 per cent
Try and Bevel, discount 50 to 52½ per cent

STAMPED WARE

Plain, discount 75 and 12½ per cent off revised list
Retinned, discount 75 per cent off revised list

STAPLES.

Galvanized	3 25	3 50
Plain	2 90	3 15

Coopers', discount 45 per cent.
Poultry netting staples, discount 40 per cent.

STOCKS AND DIES.

American discount 25 per cent.

STONE.

Washita	per lb.	0 28	0 60
Hindostan	"	0 06	0 07
" slip	"	0 09	0 09
Labrador	"	....	0 13
" Axe	"	....	0 15
Turkey	"	....	0 50
Arkansas	"	....	1 50
Water-of-Ayr	"	....	0 10
Scythe	per gross	3 50	5 00
Grind, 2-in., 40 to 200 lb., per ton		....	25 00
" " under 40 lb., "		....	28 00
" under 2 in. thick, "		....	29 00

STOVEPIPES.

5 and 6 inch, per 100 lengths	....	7 00
7 inch	....	7 50

ENAMELINE STOVE POLISH.

No. 4, 3 doz. in case, net cash	4 80
No. 6, 3 doz. in case "	8 40

TACKS, BRADS, ETC.

Cheese-box tacks, blued	80 and 12½
Trunk tacks, black and tinned	85
Carpet tacks, blued	80 and 15
" " tinned	80 and 20
" " (in kegs)	40
Cut tacks, blued, in dozens only	80
" ¼ weights	60
Swedes cut tacks, blued and tinned	
In bulk	80 and 10
In dozens	75
Swedes, upholsterers', bulk 85,	12½ and 12½
" brush, blued and tinned bulk	70
Swedes, gimp, blued, tinned and japanned	75 and 12½
Zinc tacks	35
Leather carpet tacks	55
Copper tacks	50
Copper nails	52½
Trunk nails, black	65 and 5
Trunk nails, tinned	65 and 10
Clout nails, blued	65 and 5
Chair nails	35
Patent brads	40
Fine finishing	40
Lining tacks, in papers	10
" " in bulk	15
" " solid heads, in bulk	75
Saddle nails, in papers	10
" " in bulk	15
Tufting buttons, 22 line, in dozens only	60
Tin capped trunk nails	25
Zinc glaziers' points	5
Double pointed tacks, papers	90 and 10
" " " bulk	40
Shoe nails	60
Clinch and duck rivets	45

TAPE LINES.

English, ass skin .....per doz.	2 75	5 00
English, Patent Leather	5 50	9 75
Chesterman's .....each	0 90	2 85
" steel .....each	0 80	8 00

TINNERS' SNIPS.

Bailey's, discount 25 per cent.

THERMOMETERS.

Tin case and dairy, discount 75 to 75 and 10 per cent

TRAPS (steel)

Game, Newhouse, discount 25 per cent
Game, H. & N., P. S. & W., 65 per cent.
Game, steel, 72½, 75 per cent.

TROWELS.

Disston's, discount 10 per cent.		
German .....per doz.	4 75	6 00
S. & D., discount 35 per cent		

TWINES.

Bag, Russian .....per lb.		0 27
Wrapping, cotton, 3-ply	....	0 19
" " 4-ply	....	0 23
Mattress ..... per lb	0 33	0 45
Staging ..... "	0 27	0 35

VISES.

Wright's	....	0 13½
Brook's	....	0 12½
Pipe Vise, Hinge, No. 1	....	3 50
" " " No. 2	....	5 50
Saw Vise	4 50	9 00

ENAMELLED WARE.

White, Princess, Turquoise, Blue and White, discount 50 per cent
Diamond, Famous, Premier, discount 50 and 10 per cent.
Granite or Pearl, Imperial, Crescent, discount 50, 10 and 10 per cent.

WIRE.

Smooth Steel Wire.

No. 0-9 gauge		$2 56
10 "	6c.	extra.
11 "	12c.	"
12 "	20c.	"
13 "	30c.	"
14 "	40c.	"
15 "	55c.	"
16 "	70c.	"

Add 60c. for coppering and $2 for tinning.
Extra net per 100 lb.—Oiled wire 10c., spring wire $1.25, special hay baling wire 30c., best steel wire 75c., bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15 ,, bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb. hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.
Fine Steel Wire, discount 25 per cent. List of extras: In 100-lb. lots: No. 17, $5—No. 18, $5.50—No. 19, $6—No. 20, $6.65—No. 21, $7—No. 22, $7.30—No. 23, $7.65—No. 24, $8—No. 25, $9—No. 26, $9.50—No. 27, $10—No. 28, $11—No. 29, $12—No. 30, $13—No. 31, $14—No. 32, $15—No. 33, $16—No. 34, $17. Extras net—tinned wire, Nos. 17-25, $2—Nos. 26-31, $4—Nos. 32-34, $6. Coppered, 5c.—oiling, 10c.—in 25-lb. bundles, 15c.—in 5 and 10-lb. bundles, 25c. in 1-lb. hanks, 25c. in ½-lb. hanks, 38c. in ¼-lb. hanks, 50c. packed in casks or cases, 15c.—bagging or papering, 10c.
Brass wire, discount 62½ per cent. off the list.
Copper wire, discount 62½ per cent. net cash 30 days, f.o.b factory.
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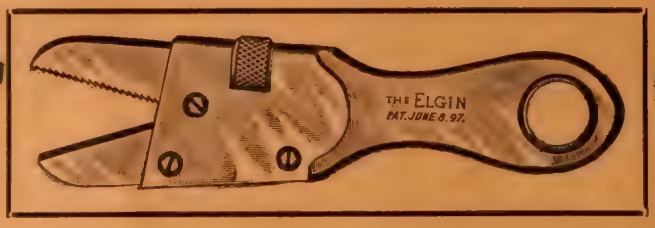

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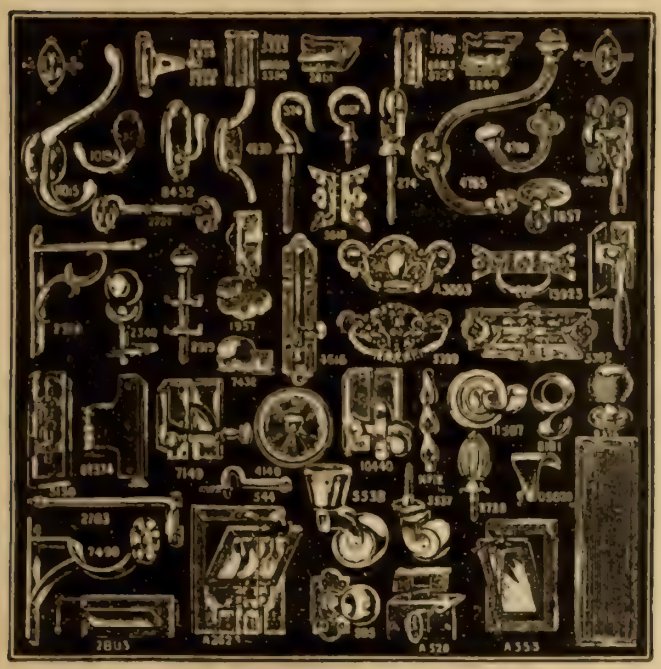

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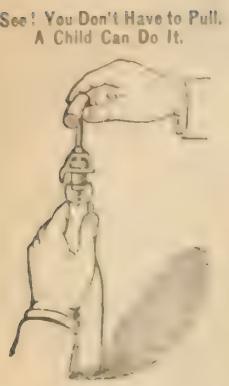

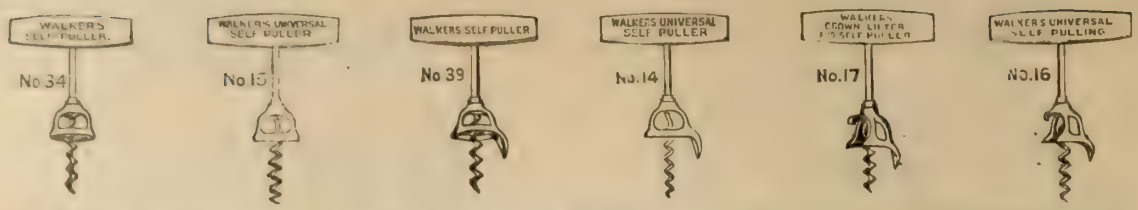

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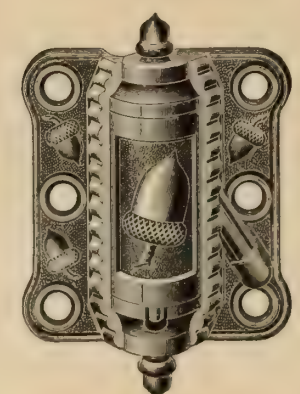

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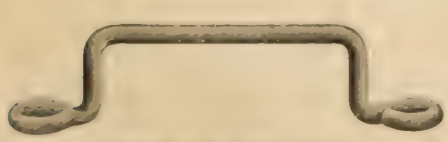

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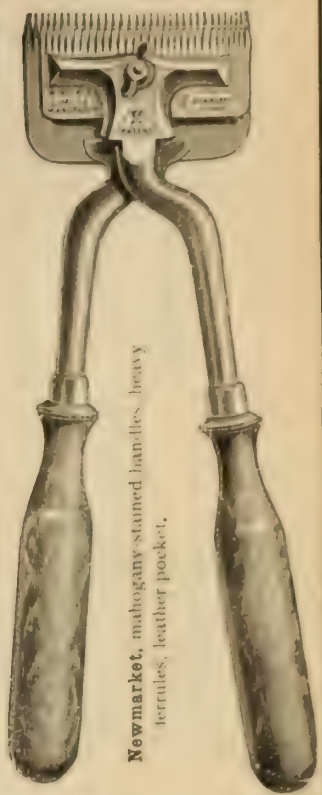
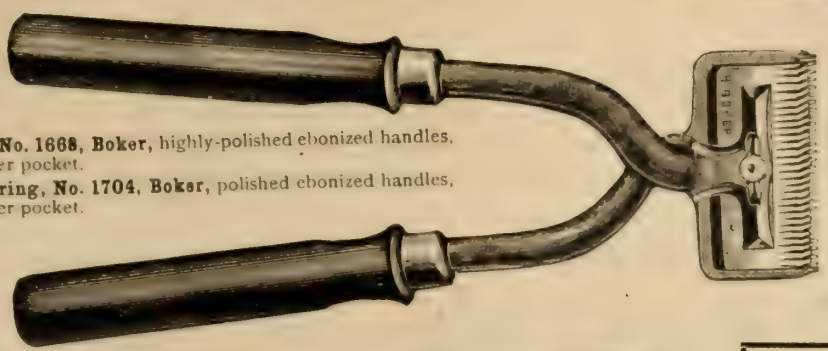
The best value ever offered in Horse Clippers, the Clipper that enjoyed an unprecedentedly large sale during 1901 and 1902.

Superior quality, oiled and polished wood handles, brass ferrules



Newmarket, mahogany-stained handles, heavy ferrules, leather pocket.



Eclipse, No. 1668, Boker, highly-polished ebonized handles, leather pocket.

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Gem, No. 1669, Boker, oiled and polished wood handles, heavy ferrules, tin-plate pocket.

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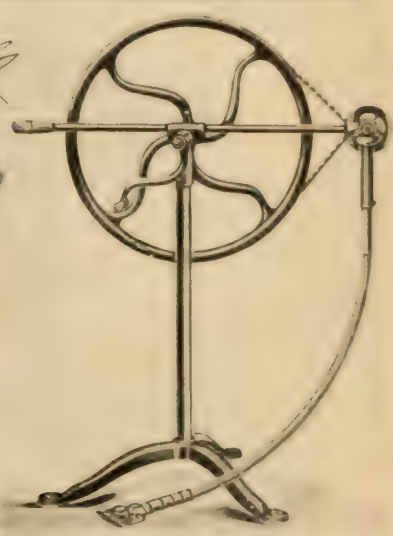

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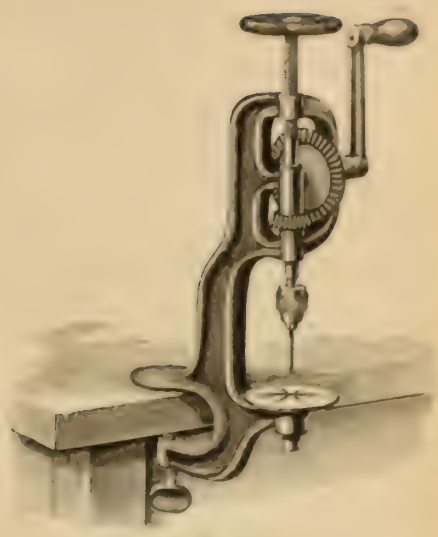

No. 8.
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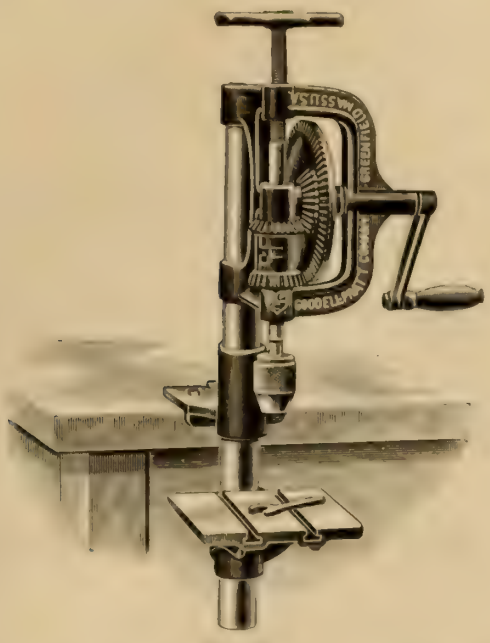

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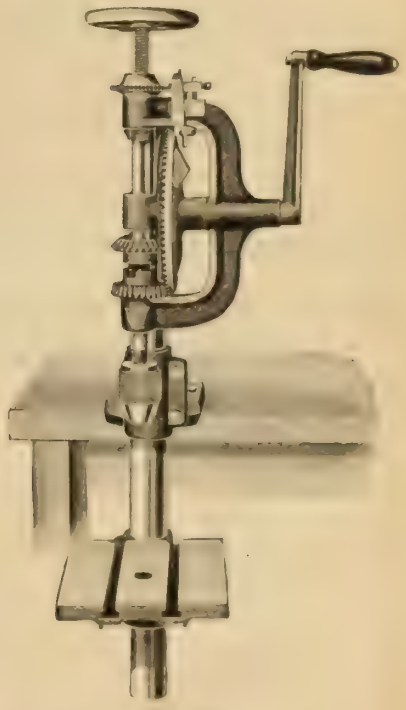

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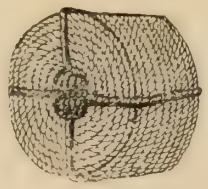

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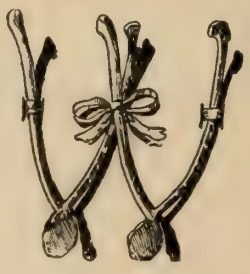

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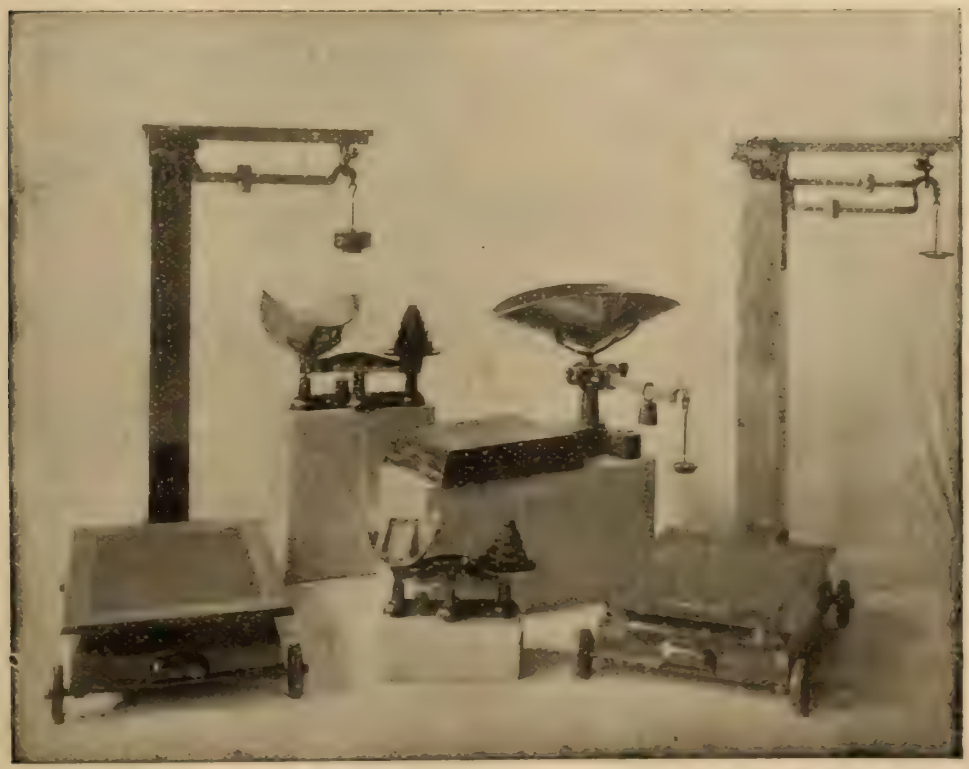

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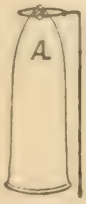

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In single, double or triple weave.

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Write us if you are interested.

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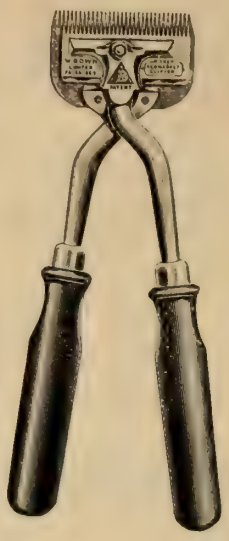
BOWN'S "NEWMARKET" Clipper.

PATENTED 1874.

The King of Centre-Adjustment Clippers still remains unsurpassed after a run of nearly THIRTY YEARS



The Improved B. PATTERN "NEWMARKET" may now be obtained from all jobbers.

Detachable Plates.
Improved Cap with Long Bearing.
Rigidity and Easy Running.
Accurately Machined and Perfectly Fitted.

All Parts Interchangeable.

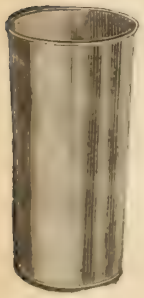
MANUFACTURED SOLELY BY

BURMAN & SONS, LIMITED

BIRMINGHAM, ENGLAND.

Supplies for the Maple Syrup Season.

Sap Buckets . . .



—EXTRA DEEP AND STRAIGHT.
—THREE SIZES.

They possess many advantages over the ordinary flaring Buckets—being small in diameter they do not catch the rain or snow, and as they are very deep, they hang perpendicularly, and consequently will not overflow until full.

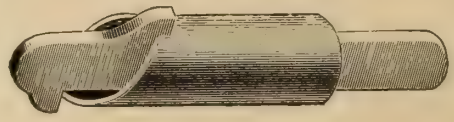
—Covers supplied if required.
—They nest close for shipping or storing.

We can also supply the ordinary Flaring or Western Sap Pails.

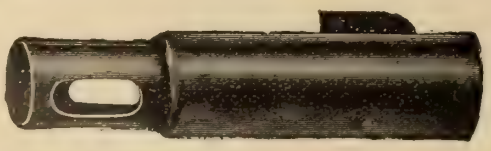
E. T. Sap Spouts.

MADE OF RETINNED STEEL—STRONG AND DURABLE.

Only require a ⅜-in. hole in tree.
It does not cover the inside surface of the hole; therefore a larger amount of sap is obtained.
Packed in card-board boxes.



Maple Leaf Sap Spouts.



Made in Bronzed Steel.
Require a ½-in. hole.
Has a shoulder which prevents it being driven in too far.
The hole in the tree is not exposed to wind and snow; consequently, sap will flow longer.
Packed in card-board boxes.

Syrup Cans, round or square.

Plain or decorated. Made in ¼, ½, and 1 gallon sizes.
Either Wine or Imperial Measure.

A full stock carried in all lines; orders shipped promptly.

KEMP MANUFACTURING COMPANY,

TORONTO, CANADA.

HARDWARE AND METAL

VOL. XV. MONTREAL AND TORONTO, JANUARY 10, 1903. NO. 2.

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JOHN BAYNE MacLEAN,
Montreal.

The MacLean Publishing Co.
Limited

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, North-West Territories, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

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TO INTERVIEW THE GOVERNMENT.

BRITISH-COLUMBIAN men interested in lead mining are commencing to take decisive steps toward obtaining from the Canadian Government some protection for the industry of their Province. Messrs. John L. Retallack, chairman of the Lead and Silver Miners' Association, G. O. Buchanan, representing the Kootenay Boards of Trade, and Geo. D. Potter and George Alexander, of the Lead Miners' Committee, are on their way to interview the paint manufacturers and other large consumers of lead in Ontario, Quebec and the Eastern Provinces, with a view to securing their interest, and, perhaps, co-operation in the project. They will meet in Montreal on January 20. Afterwards they will wait on the Dominion Government, and petition them to make some change in the tariff which will benefit the British-Columbian lead-mining industry. An increase in the duty on pig lead is, of course, the primary object.

These Western gentlemen are likely to meet with a favorable reception from most manufacturers in the east. The subject of lead mining has come up before them in a casual way more than once recently, and a general feeling of sympathy with those engaged in that industry in the Pacific Province seems to be prevalent. Whether their suggestions will meet with a like response from members of the Government is another question.

The duty on pig lead from the United States is now 15 per cent., and on white and red lead, 5 per cent. The disposition, however, of influential supporters of the present Government is to regard all such proposed legislation on behalf of so comparatively small an industry as is lead mining in Canada as merely a sort of bonus system by which certain promoters are aided by public money to keep in operation a business that could not possibly be put on a paying basis. This sentiment has already been given utterance to by some strong friends of the party in power in regard to the lead-mining industry; and when opposition is announced at this early stage we cannot expect an easy path for the British-Columbian mining men.

SPORTING GOODS TRADE.

HARDWAREMEN should do the bulk of the sporting goods trade of their towns. So many of these lines are handled exclusively by the hardware trade that it would be easy to make sporting goods a feature, and so secure a thorough connection with all clubs and organizations, as well as private parties, using these goods, either indoors or in the open.

To do this most successfully, a study of the trade should be made, either by the proprietor or by some clerk who is old enough and who has sufficient tact to look after this line. Catalogues should be secured from the leading houses, and these should be examined from cover to cover carefully and often. Most lines should be stocked, but where this is not practical, it will be found easy in many cases to sell direct from the catalogue.

In this connection some hardwaremen make the mistake of using too prominently the catalogues of houses which sell by mail order direct to users of sporting goods, either to clubs or private individuals. While it may be well to have catalogues from such houses, it would be wise to patronize them as little as possible. It would rather be good policy to make the claim that, having a connection with the leading manufacturers and jobbing houses, you are in a better position to supply local clubs or persons than any outside retailer or mail-order house would be. This claim, combined with personal acquaintance and businesslike methods, should enable the local trade to keep the mail-order houses almost entirely out of the field. The sporting goods trade is profitable, and well worth the study and work necessary to obtain it.

CANADA'S COMMERCIAL POSITION.

THE new year in Canada starts its career under most favorable conditions. Without being charged with exaggeration we believe we can safely say that at the beginning of no previous year in the history of the country have the conditions been, on the whole, so promising.

The best criterion of a country's position is not its territorial expansion, or the number of square miles that are within its boundaries.

It is the measure of its commercial prosperity and the possibilities of its natural resources that are the best indications. And it is herein that lies the strength of Canada's position to-day.

While there has been a marked development in the manufacturing industries of Canada during the last few years, agriculture is the foundation of her industrial life. And in this respect the conditions are gratifying indeed. In Manitoba, in the Northwest Territories and in New Ontario, 1902 saw a development of agricultural interests not only in excess of expectations, but far and beyond the record of any previous year.

Manitoba and the Northwest Territories yielded 125,000,000 bushels of grain, of which nearly 68,000,000 bushels were wheat.

In Manitoba the yield of wheat has increased nearly 4,000 per cent. in 10 years, while the aggregate value of the grain, the roots, the live stock and the dairy products of the Province in 1902 is estimated at nearly $44,400,000. For a population of a little over 500,000 this is a most creditable showing. And during an interview a few weeks ago, ex-Premier Greenway ventured the opinion that 1903 would witness an increase of 25 per cent. in the crop production of Manitoba and 100 per cent. in that of the Northwest Territories. A short time ago the United States Consul at Winnipeg, in a report submitted to Washington, declared that "three-fourths of the wheat lands of North America lie north of the boundary line."

According to an official statement issued at Ottawa a few weeks ago, 56,000 people from outside countries settled in Manitoba and the Northwest during 11 months ending November last. And about 31,500 of these were from the United States. This year everything points to a still greater influx, especially from the United States.

The old Province of Ontario more than sustained its reputation last year for the variety and wealth of its agricultural products, producing 166,861,653 bush. of grain, against 139,678,398 bush. in 1901. Of the total, 26,121,693 bush. were wheat and 106,431,439 bush. were oats.

A well-founded belief obtains in the world that nations to be commercially important must have a well-developed iron industry. Without discussing the soundness of this premise, it is a fact beyond dispute that 1902 witnessed a marked development of the iron and steel industry in this country. In fact, in every branch of the manufacturing industry, Canada made substantial strides during the year which has just departed.

The export trade in manufactured goods increased by over $3,000,000 last year, while the export trade of the country, in merchandise generally, grew from $194,509,143 in 1901, to $209,970,864 in 1902.

Our foreign trade is now well on the way to the half billion mark, being $423,910,444, of which $211,640,286 were exports and $212,270,158 imports. Our export trade alone is now about $7,000,000 larger than the imports and exports combined of 13 years ago. According to the latest returns for the present fiscal year, the foreign trade of the country for 1903 bids fair to be much larger than that of 1902, both in regard to exports and imports.

But the foreign trade of a country is not always the best indication of its prosperity. Frequently the export trade, for example, may be stimulated by the lack of demand at home, as it was during the depression in the United States a few years ago. But that the export trade of Canada is not forced by any such influence is evident from the difficulty manufacturers and others are experiencing in supplying the demand of the home market.

That, however, is not the only test. There is the corroborative evidence of the railway earnings and the bank clearings, both of which show large increases over the previous year.

Five or six years ago it was felt that Canada was building railways faster than she required them. But what are the conditions to-day? Simply that the industrial development of the country has far outstripped its transportation facilities. And in every part of the country—in the other portions as well as in the Great West—there is an absolute blockade. If by some mysterious agency it were possible to suddenly double the transportation facilities of the railways, there would be no more than a sufficiency for to-day's requirements. And new lines are being built and old ones double-tracked and otherwise being equipped to meet the actual requirements of the commercial demands of the country.

Canada enters upon 1903 with even brighter prospects before her than when she entered 1902. And certainly in no country are the commercial prospects more assuring.

When a merchant hasn't time to stop and think, it is evident his business is running away with him.

THE CANADIAN CEMENT INDUSTRY.

A TORONTO daily newspaper points out that while the consumption of cement in Canada last year was but 2,200,000 barrels, it is estimated that 3,500,000 barrels per year will be produced before long. Then it adds: "The pessimists believe that things in this line will be something like what they are in Germany, where at present the cement market is much congested, and the product is being sold at below the cost of manufacture, producing a condition of industrial distress that is widely felt throughout the Fatherland."

It would be interesting to learn who the pessimists are, and why they are so timid as to the future of the cement industry in this country. We are afraid the pessimists referred to are some of the "lambs" of speculative circles who are looking for a good chance to "get in on the ground floor" on some gilt-edged investment, but

who are too ignorant of the real conditions to know how to invest their money.

Those who are intimate with the cement trade are not likely to be frightened by the stock market reports. For the benefit of the timid who may be seeking the truth we would refer them to the report of the Ontario Bureau of Mines for 1902, some extracts from which we reproduce below: "The employment of cement has of late years been extending in a multitude of directions, and it has been found capable of satisfactorily replacing not only clay products and stone, but also wood and iron for many purposes. In almost every variety of public works, such as canals, dams, breakwaters, piers, bridges, conduits, etc., cement plays a highly important part, and in the composition of buildings it is no longer restricted to foundations or floors, but finds much favor with architects, especially in large modern steel and iron structures, as a substance for embedding beams and girders to give additional strength, prevent oxidation, and guard against the destructive effects of warping in case of fire. * * * For roofing tiles, sewer pipes, culverts, for decorative and art purposes, for the manufacture of hollow building blocks to take the place of brick or stone, for the foundation of bank barns and for a hundred other uses cement is rapidly winning its way."

What is the result of this remarkable development? In 1891 the total production of cement in Ontario was but 48,211 barrels; in 1901 it had risen to 489,288 barrels; official figures for 1902 are not yet given, but our contemporary places the production in the Dominion at 1,400,000 barrels (in all probability an excessive figure). Yet, and in spite of the big importation, prices were well maintained all year.

It is safe to say that the Canadian cement industry has just started on an era of expansion that is not likely to suffer from overproduction for a few years yet, even if the many companies proposed come into active industrial being. The business may be overdone, but it will not be for a few years yet.

CIRCULARS A WASTE OF MONEY.

THE shrewdest and most experienced advertisers the world over have decided against the use of the circular as a profitable advertising medium. Marshall Field, of Chicago, probably the most successful merchant in the world, and the most successful advertiser, says: "One advertisement in one good paper is worth a hundred circulars and costs far less."

Some inexperienced advertisers still make use of the circular by which to convey their message to the buying public. In placing their orders for, say, 2,000 circulars, they only have in their mind the first cost of printing, which may be some $6, or perhaps $8, for the cheapest that any good house would care to use. Generally they cost many times this figure for something special to attract attention. They do not at the time consider the cost of the envelopes and the addressing of the same, or the cost of postage, which is the largest item of all.

Say a business firm places an order for 2,000 circulars costing $8. The envelopes are worth $1.50 per 1,000, or $3 for 2,000, the cost of addressing them is worth $2 per 1,000 or $4 for 2,000. If a 1c. stamp be used it means $20 for stamps, and the recipient knowing it to be a circular, from the fact that there is only a 1c. stamp on the envelope, often casts it in the waste basket unopened. On the other hand, if a 2c. stamp on each envelope be used, the cost of postage is $40, this added to the cost of the printing, the cost of envelopes and addressing of same, brings the total cost of sending out 2,000 circulars just $55.

What impression does a circular make on the manager of a large business house, who may, perhaps, receive a dozen or so in his morning mail? He may give each a passing glance, or if he should happen to be busy he may cast them all in the waste basket. He never thinks of putting a circular on file for reference. At the best he may read it over, then go and attend to his many other duties without ever giving it a thought afterwards.

Ninety-nine times out of a hundred this is the way the circular is treated. But if a merchant be a retailer and desire to reach the many and places his advertisement in the daily newspaper it will not cost him anything like $55, and he will reach not only 2,000 readers, but perhaps 20,000 or 30,000 readers.

If the merchant be a wholesaler, manufacturer or jobber, and he places his message in a reputable bona-fide trade journal, he can for a great deal less than $55 reach three, yes, four times as many readers than he could by his 2,000 circulars. Then there is still another phase to the question. The circular looks cheap and belittles the standing of a good reliable house. On the other hand, an advertisement well written and well set up appearing in a publication of standing and known merit, carries with it an air of confidence and respect which no circular, no matter how tastefully it may be gotten up, can hope to carry.

The circular is a back number in modern advertising methods, and good advertisers have discarded its use as a relic of back ages in good advertising, as being more expensive and less effective.

DEPARTMENTAL STORES AND NEWSPAPERS.

CONSIDERABLE comment has been caused in the trade by the purchase of The Toronto Daily News by Mr. J. W. Flavelle, of The Wm. Davies Meat Packing Co. Mr. Flavelle is the principal proprietor of The Robert Simpson Company, one of the largest retail departmental stores in Canada, and also of about thirty retail provision stores in Toronto and some outlying towns.

The control of a daily newspaper by a departmental store proprietor who is a large advertiser is not entirely new, even in Canada. Mr. Timothy Eaton, of The T. Eaton Company, is, with Sir William Mulock, Postmaster-General, the proprietor of The Toronto Daily Star. In the United States quite a number of departmental store men are owners of or hold a large interest in daily newspapers.

Jordan, Marsh & Co., Boston, have a half interest in The Daily Globe of that city. Wanamaker, Philadelphia, and Marshall Field, Chicago, each practically own a daily paper. The Mohican Company, which have a chain of retail stores, own daily papers in New York, Boston and Washington.

As it is good policy to follow the lead of successful men, no doubt others will do as Mr. Flavelle has done. Mr. Flavelle began his business career in a retail general store with his uncle, the late Mr. Dundas, M.P., in Lindsay, and has gradually worked himself up, and to-day, though a young man, he is one of the wealthiest men in Canada. He is a man of unusually high character, and, though he has made many enemies in the retail trade by his competition, yet, all hold him in the highest respect. The latter may also truthfully be said of his two associates in the newspaper venture, Mr. Willison and Mr. Colquhoun.

THE C.I.F. QUESTION—AN AUSTRALIAN VIEW.

AUSTRALASIAN HARDWARE.

THE face meaning of this commercial formula is matter of common knowledge in the business world, but its exact significance is not so well understood. Goods c.i.f. are goods sold at a price which covers insurance and freight to the port named. So much we all know. The questions arise, however, what, in such transactions, should be the character of the insurance effected, and when the seller's responsibility ceases and the purchaser's begins?

Recently a discussion took place in the columns of a Canadian contemporary on these points. A firm bought "c. i. f. Montreal" from the agent of a British house certain goods, which arrived in a rusty and unsaleable condition. The consignee held that the goods should have been insured to cover such loss, and cast the responsibility on the consignors. Their agent, on the other hand, maintained that the contract only called for ordinary insurance, and that his firm was consequently not liable. The opinion of leading business and professional men was taken on the subject, and, while there was a difference of view as to the actual import of the term "c.i.f.," there was practical unanimity that the shippers in the case cited were not at fault. A "member of the bar," and an insurance expert, agreed with several commercial men in this view. In the ordinary course, they maintained, the seller's responsibility was at an end when he had covered the shipment with the kind and amount of insurance usually placed on goods of similar character. If the purchaser had not stipulated for a special policy covering the loss complained of he must put up with the consequences. At any rate, the matter was one between him and the underwriters.

As to the time when the risk passes from the one party to the other, a "wholesale grocer" thinks the seller "ought to be" responsible until the goods are actually in the hands of the purchaser, but he firmly feels there is no hope of this position being legally maintained, and has had so much trouble with insurance men "at the other end" that, instead of buying c.i.f. he buys c. and f., and has the insurance looked after by a local agent. "A prominent grain merchant" says without any misgiving, that in all c.i.f. transactions "delivery under the contract takes place where the shipment is actually made and the invoice rendered. As soon as the goods leave my hands they are in possession of the consignee, and because he has signed the contract, losses in transit, if there be any, must be borne by him."

We have been at pains to consult those qualified to speak on the subject here, with a somewhat similar result. A legal practitioner says it is not quite clear when goods sold c.i.f. become the property of the purchaser. The better opinion seems to be, he adds, however, that the seller's risk ends on shipment, and that for any damage sustained in transit the purchaser would have to recover from the insurance people concerned. Long experience has convinced a leading hardware merchant that "the liability of the seller ceases with the shipment of the goods and the transfer of the bill of lading (always provided the same is perfectly clean) and insurance policy. The purchaser of a c.i.f. consignment is thus put in exactly the same position as if he had purchased f.o.b. at port of shipment, and I think this is looked upon as the recognized usage by most importers. Some of the selling houses make this quite clear in their contracts of sale by inserting a clause to this effect: 'Where goods sold c.i.f. are not bought by sellers f.o.b. at shipping port, the buyer's risk of condition commences at works.'" Another gentleman of large and long hardware experience says: "The custom of our trade, so far as I have any knowledge of it, is for the risk on c.i.f. purchases to be borne by the purchaser after shipment has been made. All the jute and oil business with Calcutta is done on this basis, and I have never heard of the exporting houses carrying any risk after shipment. Messrs. —— and ——, who are agents for large Calcutta exporters, have had disputes with their customers on this very subject, and in each instance, I believe, the settlement has been effected in accordance with the views which I have expressed." Appealed to on the subject, one of the firms named makes the following statement: "The shipper receives payment usually at the port of shipment by drawing upon London under a bank letter of credit provided by the buyer. The latter is the owner of the goods as soon as the bill of lading is parted with by the shipper, irrespective of whether payment is as above or by any other arrangement. Should the goods be drawn for, say, at 60 days' sight, upon the buyer, and the buyer declines to accept, he cannot escape the costs the holder of the bill is put to in realizing moneys to meet same [illegible] from the goods and second from the buyer."

WILL COVER CENTRAL ONTARIO.

E. W. Rawson, who has for some years been in charge of the sales department of the McClary Manufacturing Co., Toronto, has been appointed traveller for the company in the Central Ontario district, to succeed W. E. Bulmer, who represented the company for several years. Mr. Rawson starts on the road next week, and, as he is a progressive, energetic young man, he should receive a warm welcome from the trade.

CHAT

Considerable thought has been given by The Dominion Coal Company to the building of a coke oven at Montreal to supply the city with the coal gas by-product.

Sutherland & Stelck, hardware merchants, of Dauphin, have secured temporary quarters for their business after the recent fire, and next spring will erect a commodious new building.

One of the best-known residents of North Sydney, N.S., W. H. Moore, died in the early morning of December 27. The deceased was a large shipowner, and for many years carried on a large business at that place.

E. McDougall, who has been on the travellers' staff of The Smart Manufacturing Company for the past seven years, will now travel for The Canada Hardware Company, of Montreal. His district will be from Cornwall, Ont., to Pictou, N.S.

F. Rogers' coal and wood yard on Queen street west, Toronto, suffered damages by fire to the extent of $300 on the 3rd inst. The prompt work of the firemen prevented the fire from spreading to the large lumber piles in the adjacent yards.

E. V. Tanner, perceiving the needs of our western country, has a feasable proposition to manufacture straw fuel, and believes that he can supply inexpensive machines for the purpose. The straw will be packed in somewhat the shape of cordwood, and will make splendid fuel he claims.

WIRE NAILS
TACKS
WIRE

Prompt Shipment

The ONTARIO TACK CO.
Limited
HAMILTON, ONT.

CATALOGUES, BOOKLETS, ETC.

ICE TOOLS.

WM. T. WOOD & CO., manufacturers of fine quality ice tools, Arlington, Mass., are sending out to the trade an illustrated catalogue of their goods. This firm make every form of ice tool imaginable, from ice cultivators, ploughs, breakers, etc., to ice chisels, tongs and saws. The lines of tools carried by this firm are complete, and any merchant desiring to lay in a store of ice tools will find nearly everything made in that line listed in this catalogue. Mention HARDWARE AND METAL when writing.

A CALENDAR FOR SIX CENTS.

Harrington & Richardson Arms Co., Worcester, Mass., upon receipt of six cents, will forward one of their fine calendars for 1903 to any of our readers who mention HARDWARE AND METAL.

A RETAILER'S CALENDAR.

Frs. Martineau, hardware dealer, 1379-1385 St. Catherine street, Montreal, has issued a well designed and lithographed calendar for 1903. It is in French. The design represents the three branches of Mr. Martineau's business, hardware, wall papers and paints.

HANDY REFERENCE ANNUAL.

Seven years ago The Dominion Brewery Co., Limited, Toronto, of which Wm. Ross is manager, issued to their friends a vest-pocket reference annual. This year another of the series has been issued, and, like its predecessors, is replete with useful information on sporting events and records; rates of postage, etc.

THE TWO FAMILIES.

One of the prettiest and most interesting little calendars of the year is that issued by Carter Bros., retail hardware merchants, Picton, Ont. The picture is from a painting by O. Water, and is entitled "The Two Families." The one family is a mare and her colt and the other a fox hound and her litter of pups, with the two mothers in evident sympathy with each other.

"WHAT'S UP?"

Rogers, Toronto Junction, is another retail hardwareman who is distributing to his customers a pretty and striking calendar. The picture in this instance is also a reproduction in original colors of a masterpiece, "What's Up?" and shows three handsome setters in the foreground with a background of shrubbery in autumn garb. "Rogers' Hardware Store" is printed prominently on the face of the calendar and in a corner is this businesslike phrase: "We either carry it in stock, will get it for you, or it isn't made."

It's Worth a Great Deal

to be an agent for

THE SHERWIN-WILLIAMS PAINT

You are then handling the best paint that can be made. You are representing the largest paint-making concern in the world. You are also sharing in the best paint-selling methods and advertising.

There is money and business reputation in the agency. The Company has built up the most successful paint business in the world on the quality of its products and by straightforward business methods.

A stock of the Sherwin-Williams Paint on your shelves identifies you with the Company. The prestige of their success is yours.

The high quality of our products, backed up by a direct system of advertising in your behalf, brings only one result—a successful paint business for you—the largest in your locality.

Write to-day for our "B-13" booklet. Gives our proposition in detail.

THE SHERWIN-WILLIAMS CO.

PAINT AND VARNISH MAKERS.

CHICAGO, NEW YORK, NEWARK, MONTREAL, CLEVELAND, BOSTON, TORONTO, SAN FRANCISCO. KANSAS CITY.

"ARK BRAND" PAINT.

The Francis-Frost Co., Toronto, manufacturers of "Ark Brand" paint have issued one of the finest calendars of the year. The subject is a reproduction in well-blended colors of Angelo Aspi's famed painting "Babette." It is mounted on a heavy pebbled white background, and is a most handsome work.

LOCKS.

S. R. Slaymaker, Lancaster, Pa., has issued a handsome catalogue of his locks, which will be sent to the trade on application. It is profusely illustrated, with good clear engravings of the great variety of locks and keys which the firm makes. The binding and printing are both of the best. Alexander Gibb, Montreal, is the Canadian representative.

DANA AND CO., CINCINNATI.

The catalogue of Dana & Co., Cincinnati, of their Peerless Iceland Freezers is a booklet handsomely printed and engraved with cuts of the various patterns of freezers made by this firm. One of the advantages claimed for these freezers is their few parts and one motion alone. It is exceedingly simple to operate. Write them for their catalogue and mention HARDWARE AND METAL.

NORTH BROS. MFG. CO., PHILADELPHIA.

The North Bros. Mfg. Co. Philadelphia, have just issued a useful little illustrated catalogue of their ice cream freezers. In these freezers the patented automatic twin scrapers insure automatic, positive and continuous scraping of frozen cream from the sides of the can. The scrapers are hung on dasher so their lower ends rest on bottom of can, and the friction between ends of scrapers and can bottom, when in motion, moves the scrapers against side of can and holds them there positively and continuously. Two other special features are that the pails are made of cedar, with electric-welded wire hoops, which are guaranteed not to fall off or break, and the bottoms of the cans are drawn steel, which will not leak, break, or fall out of body of can. This firm also manufacture large size and machine freezers for hotels and restaurants. The last pages of the catalogue are filled with accessories, consisting of packing tubs and cans, ice breakers and chippers. Dealers handling these freezers will be furnished with circulars and electrotypes for advertising free of charge. For catalogue, address North Bros. Mfg. Co., Philadelphia, Pa.

IDEAS IN GETTING TRADE.

A PROGRESSIVE merchant is ever actively searching for ideas on how to increase his business. The Saint Paul Trade recently favored its readers with a few ideas in this line, from which we reproduce the following :

A clever Ohio merchant succeeded in attracting a great deal of attention to his store by offering a prize to the person who would write the words "Christmas Goods at Weber's" the greatest number of times upon the blank side of a postal card. It seems almost impossible, but the prize-winner succeeded in writing the sentence 5,012 times. The second prize contained the sentence 3,457 times, and was very plain and readable. The winner was a 15 year old boy, and the third prize was given to a clergyman. If the prizes given in this contest are attractive enough and the right kind of advertising is done, we see no reason why it should not prove very profitable to the merchant using it.

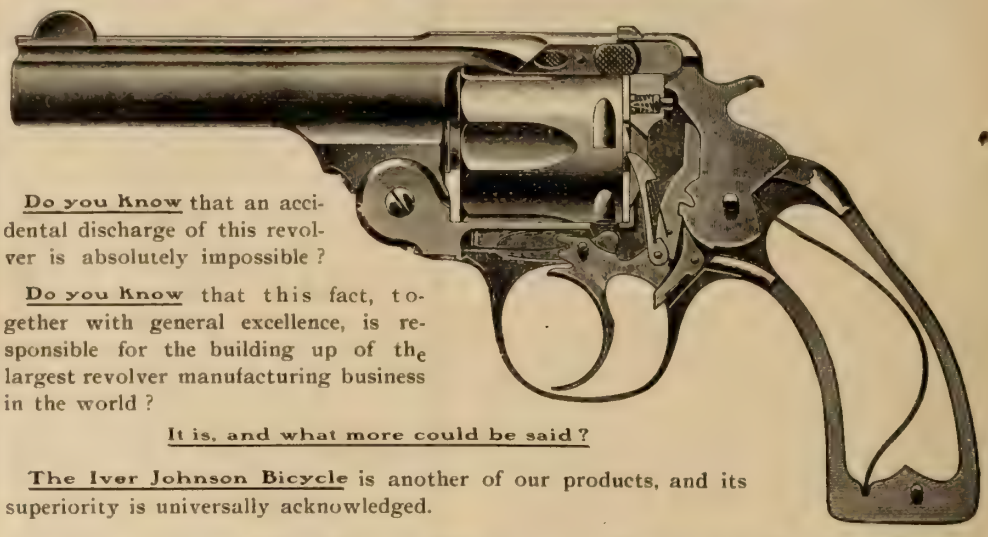
Here is an idea that is not altogether new, but is always effective. Fit up a lady's boudoir as it would be after "my lady's shopping tour. A wrap should be thrown carelessly over the back of a chair, one glove on the chair and another on the floor. On the bed and on the floor should be several packages, and "my lady" herself should be standing in front of the dresser removing her hat. Don't spoil this effect by trying to exhibit goods but indicate that the lady has been to your store to do her shopping by having all the packages wrapped in your printed paper.

This little plan may be used to good effect in small towns. Select from your stock a variety of articles, ranging in cost from 8 to 14 cents. Arrange these attractively on a table well to the front of your store, and in a box, close at hand, have several hundred envelopes, in each of which is a number, 5, 10 or 15. On a card explain to your trade that the things on the table are not for sale, that the envelopes in the box are for sale at a price not exceeding 15 cents. Then explain that the purchaser of an envelope is entitled to his choice of anything on the table for the price indicated on the ticket inside of the envelope. Some of these tickets are for 15 cents, some for 10 cents, and a few of them for 5 cents. You can proportion them so as not to have the numbers exceed the cost of the articles on the table, but be sure to have enough 5 cent cards in the envelopes to make the drawing interesting. You may, if you so choose, have one prize of a large doll or anything which is especially appropriate for that purpose, but, of course, the ticket entitling the purchaser to the doll will not be put among the envelopes until they are nearly sold.

WORTH KNOWING.

There is not a revolver made that possesses safety features equal to those to be found in every Automatic

IVER JOHNSON REVOLVER.



Do you Know that an accidental discharge of this revolver is absolutely impossible ?

Do you Know that this fact, together with general excellence, is responsible for the building up of the largest revolver manufacturing business in the world ?

It is, and what more could be said ?

The Iver Johnson Bicycle is another of our products, and its superiority is universally acknowledged.

IVER JOHNSON'S ARMS & CYCLE WORKS,

New York Salesroom : 99 Chambers St. FITCHBURG, MASS.

THE CELEBRATED

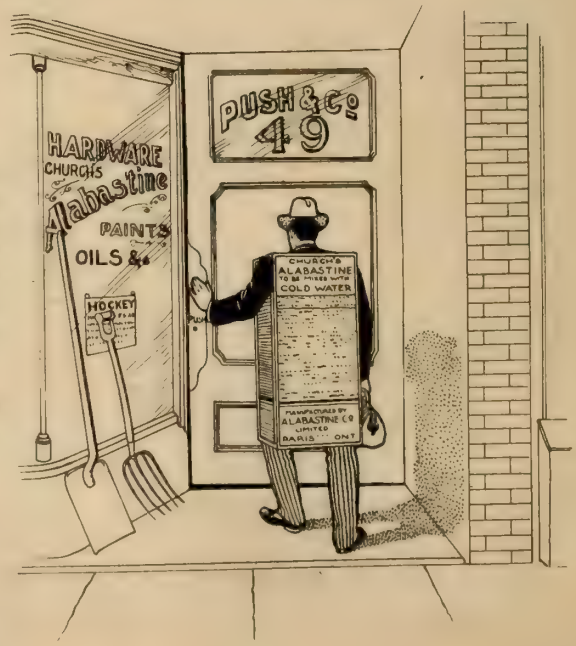
NATIONAL CUTLERY CO. SHEARS

Acknowledged the best and fully warranted.
Not connected with any Shear Combination.

Tailors' Shears,
Trimmers,
Ladies' Scissors,
Barbers' Shears,
Tinners' Snips.

DECATUR, BULL & CO., Sales Agents, MONTREAL.

Who Comes Here ?



This, our friends, is the genial salesman for The Alabastine Company. The story he has to tell may seem somewhat familiar—nevertheless, he has new features that will interest you. Listen attentively to what he may have to say.

If in need of goods, and cannot wait for him, send in your order by mail.

The trade supplied by Wholesale Hardware and Paint Dealers.

The Alabastine Co., Limited,

PARIS, ONT.

H. S. HOWLAND, SONS & CO., LIMITED.

WHOLESALE ONLY

37-39 West Front Street, **Toronto.**

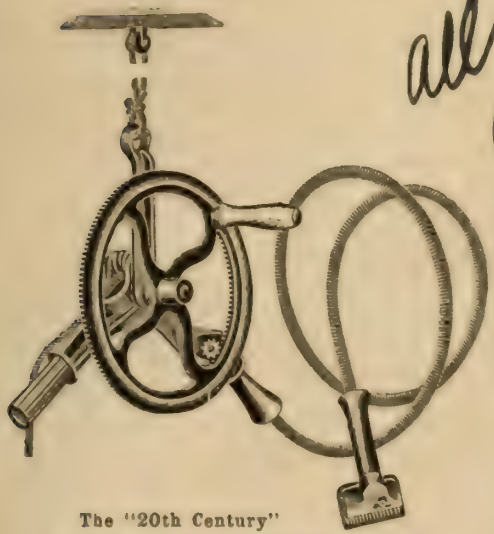
WHOLESALE ONLY

HORSE CLIPPERS.

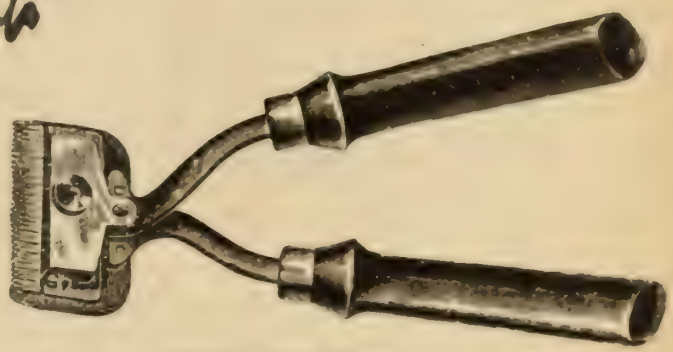
Henry Boker's
"Keen Cut" Horse Clippers.
"Perfection" " "
"Ball Bearing" " "

W. Bown's (English)
"Newmarket" Horse Clipper.

all Returned to gm 16/03



The "20th Century"
Horse-Clipping Machine.



American Horse Clippers.

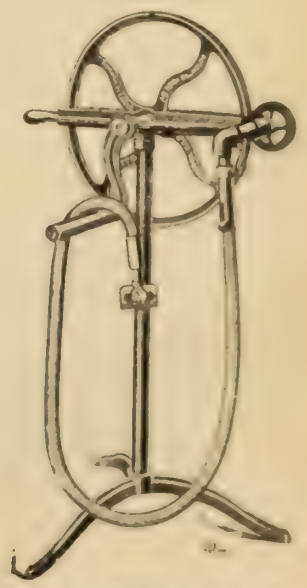
"Empire State."
"The Star Pointer."

National Newmarket.
The I. X. L. Ball Bearing.

THE NEW CHICAGO 1902 HORSE-CLIPPING MACHINES.

Stewart's Patent Knife.

No Belt to Slip, Positive Power, Rigid Base.



All Gearing cut from Solid Metal, not cast.

FOR HORSE SINGERS AND FULLER PARTICULARS OF HORSE CLIPPERS, SEE OUR HARDWARE CATALOGUE.

H. S. HOWLAND, SONS & CO. LIMITED, **Toronto.**

WE SHIP PROMPTLY.

Graham Nails are the Best.

OUR PRICES ARE RIGHT.

Factory: Dufferin Street, Toront

MACHINERY AND ELECTRICAL SUPPLY DEPARTMENT

ELECTRICITY ON BRITISH RAILWAYS

At a recent meeting of the British Westinghouse Electric and Manufacturing Co., the principal portion of George Westinghouse's address was devoted to the possibilities of substituting electric traction for steam on local lines where regular and frequent traffic is necessary, says The Hardwareman. After saying that the orders in hand at the Manchester works included eight 5,500 K. W. turbines and generators for the Underground Electric Railways Co. of London, Limited, and the three 3,500 K. W. turbines and generators for the Metropolitan Railway, he went on to say that the rate of development of electric traction in Great Britain would depend largely upon the facility with which the required capital could be raised, the machinery constructed, and plants established. Since the last meeting several of the leading railway companies had taken action in regard to "electrification." The North-Eastern had already invited tenders for the equipment of about 45 miles of its lines in and about Newcastle. This company, instead of building its own plant for the manufacture of electricity, was proposing to take a supply from The Newcastle-on-Tyne Electric Supply Co., and this might be considered a precedent of importance. If there were at the present time a supply of current available along the lines of railways there would undoubtedly be a rapid development of electric traction upon branch lines which were now worked with little satisfaction to the public and at great cost to the railway companies. The Lancashire and Yorkshire Railway Co. had announced their intention to electrify their line between Liverpool and Southport, while the Great Eastern and the Brighton Companies had given notice of their intention to apply for Parliamentary powers for a similar purpose.

AN AUTOMATIC SWEEPER.

Of the many improvements that are to be added to the equipment of the King Edward hotel none are more remarkable than the apparatus designed to clean the carpets of the building. This broom will cost over $6,000, but those who have examined it state that even at that cost its installation would effect a great economy. The apparatus consists of a small machine in the cellar, two cylindrical separators, to which are attached pipes leading to the various floors. At each floor is a long hose with a T-shaped brass nozzle, with a thin slit running the full length of the head, which is quite flat. The machine is operated by steam furnished from the plant heating the building. Each stroke of the piston draws the air in a continuous stream through the nozzle, hose and pipe into the separator. The force of the suction is so great that not only is the surface of the carpets cleaned, but dirt rubbed or stamped into them is drawn out.

This unique apparatus is the invention of D. T. Kenney, New York, and this is the first to be installed in Canada, the decision to introduce it here being a recommendation from Mr. Joseph Wright, of the Bennett & Wright Co., Limited, Toronto, who, while on a visit to New York, saw the machine in operation. Mr. Wright expressed to HARDWARE AND METAL the opinion that the day would probably come when these machines would be taken from door to door in gasoline or electric carriages and sweeping done by the job, the machine being worked by its own power.

BRITISH CYCLE PROFITS.

The London Statist, which several weeks ago published comparison of earnings statements of several leading British cycle companies, has gathered further information on this score, which, like the previous returns, points to a further improvement in that industry abroad. From these figures is compiled the follnwing comparative table of net profits from four companies:

	Bowder Brake. Ltd.	Eadie Manfg.	New Centaur.	Humber Ltd.
1898.....	£ 420	£ 9,491	£ 15,130	....
a1899....	1,977	5,142	*2,408	....
1900.....	14,550	2,329	*2,168	£11,553
1901.....	25,125	13,495	2,609	19,054
1902.....	40,610	16,725	4,656	21,087

a Nine months. Note the dates of the fiscal years are not the same in all cases. *Net loss.

Brussels, Ont., has passed a by-law to loan $5,000 to Cotteridge Bros., who will operate the Brussels Woollen Mills.

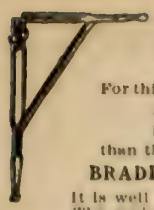
CATARACT AUXILIARY CO.

THE promoters of The Hamilton Electric Light and Cataract Power Company have organized a second company, The Cataract Auxiliary Co., of Hamilton. The charter of the new company empowers it "to manufacture, sell or purchase electric power, whether generated by water power, steam or other force, and to apply the same in any of the arts or sciences, or in the manufacture of any article, or in any condition in which the use of electricity is employed for the purposes of the company's business; and, generally, to have the benefit of all powers given, in the act respecting companies for supplying steam, heat, electricity, or natural gas for heat, light or power."

Hon. J. M. Gibson, who is a director of the company, states that the company had been formed for the purpose of increasing the plant, and to work out the steam auxiliary feature of the Cataract Power Co.'s enterprise. The steam auxiliary is being established on Victoria avenue, and it is calculated to help out with the power during a couple of months in the winter, when the demands for power and light overlap. For about two months in the winter the lights have to be turned on an hour or so before the factories shut down for the day, and the steam auxiliary is to come to the company's relief and overcome difficulties in the matter of supplying all the power and light required. The auxiliary company, which is under agreement with the parent company, will double the power capacity at DeCew's Falls, the idea being to supply all the power the International Harvester Co., Deering division, may need, as well as power required by any other company.

GOLDIE & M'CULLOCH ENLARGING.

Goldie & McCulloch, the machinery firm of Galt, Ont., have found the demand for their goods manifesting such growth in recent years that they have been compelled to plan new works, which will be built on a much more extensive scale than their present premises. They will be erected close to the town limits of Galt, about a mile from their present location. They have secured 26 acres, with railway facilities of the most satisfactory character.



Will Hold Up a Shelf!

That's what a shelf bracket is for.
For this purpose there can be
NOTHING BETTER
NOTHING CHEAPER
than the . . . .
BRADLEY STEEL SHELF BRACKET

It is well **Japanned, Strong** and **Light.** The saving in freight is a good profit, aside from the **lower price** at which the goods are sold.

Order direct or through your jobber.

ATLAS MFG. CO., New Haven, Conn., U.S.A.

ANNEXATION BARGAINS.

In New and Rebuilt Machinery. Write for special prices on the following:

BAND SAW MACHINES.

30-in. Bracket, Goldie & McCulloch Make.
36-in. Pedestal, American Make. NEW
20-in. " Silver Mfg. Co., Pattern.
30-in. " Cant Bros. Make.

TINSMITHS' TOOLS.

20-in. Squaring Shears.
24-in. " " Crosby Make, NEW.
31-in. " " Brown, Boggs, NEW.
60-in. Sheet Iron Folder.

EMERY GRINDERS.

Double Emery Grinder, Pedestal Style.
" " " Bench "
No. 2 Twist Drill Grinder, NEW.
Emery Grinder, Wet Tool.

SPEED LATHE.

11-in. Swing, 48-in. Bed, Pitman Make.
10-in. " 81-in. " Fitchburg Make.
6¾-in. " 34 in " Dundas " B. G.

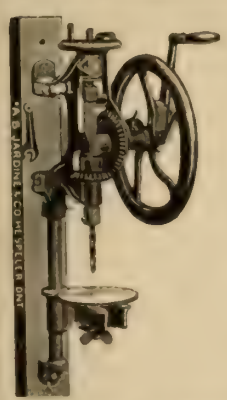
IRON PLANERS.

24-in. x 24-in. x 6½-ft. Planer, London Make, NEW.
9-in. x 6 in x 2 " " Federal, NEW.

Monthly Stock List and Supply Catalogue sent on request.

H. W. PETRIE

131-3-5-7-9-141-43-45 Front St. West and
8-10-12-14-16-18-20-22 Station St., TORONTO

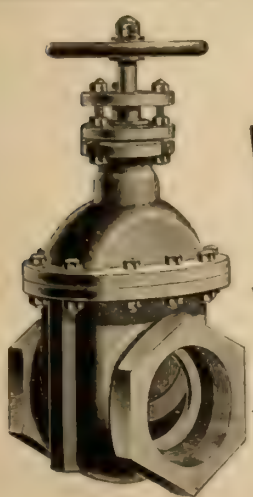


TRADE MARK J REGISTERED

Blacksmiths' Hand Drills.

The very best.

A. B. JARDINE & CO.
HESPELER, ONT.



We Make Good

VALVES

Write for Catalogue. It tells all about them.

The Kerr Engine Co.
LIMITED
Walkerville, Ont.

DIAMOND EXTENSION STOVE BACK

They are easily adjusted and fitted to a stove by any one.

Please your customers by supplying them immediately with what they want.

EXTENDED.

Sold by Jobbers of . . .

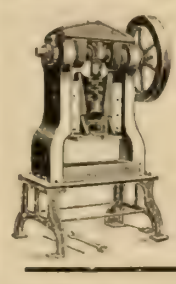
Hardware Tinware and Stoves.

Manufactured by THE ADAMS COMPANY, Dubuque, Iowa, U.S.A.
" " TAYLOR-FORBES CO., Limited, Guelph, Ontario.

"THE PEERLESS"

is the best Bolster Spring ever produced. A fine line for the hardware trade. **Write Us for Prices**

JAMES WARNOCK & CO., - GALT, ONT.



G. A. Crosby & Co. of Ontario,

LIMITED

SARNIA, ONT.

Manufacturers of

Patent Automatic Can Making Machinery, Presses, Dies and Special Machinery for Working Sheet Metal.

H. W. Petrie 141-145 Front Street West. **TORONTO**—Selling Agent.

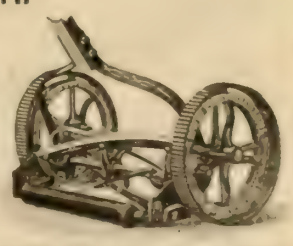
Steel Frame Churn.

DAVID MAXWELL & SONS,

ST. MARYS, ONT., CANADA.

"Maxwell Favorite Churn"

Patented Features: Improved Steel Stand, Roller Bearings, and Foot and Hand Lever Drive, and Detachable Driving Link. Improved for season of 1903. Steel or Wood Frame as desired.



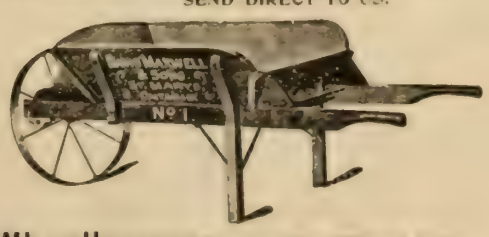
"THE MAXWELL" Lawn Mower
High Wheel 10 inches

LAWN MOWERS.

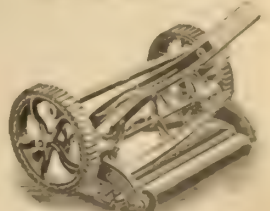
High and Low Wheels, from 12 in. to 20 in. widths. Cold Rolled Steel Shafting, Crucible Steel Knives and Cutting Plate.

If your Wholesale House does not offer you these articles

SEND DIRECT TO US.



Wheelbarrows. In four different sizes.



MAXWELL MOWER.
Low Wheel

THE MAKING OF STEEL TUBES.

AT the meeting of the Cycle Engineers' Institute, held in Birmingham on December 11, W. J. Talbot, A.M.I.M.E., read a paper on "Steel Tube Manufacture," dealing particularly with the seamless tube used for naval purposes and cycle construction. A few years ago, tubes were almost universally made by the hot process, but that was now more or less obsolete, and modern practice tends to various cold-drawing methods. Some of these, after describing the material and its preparation in the rough, the author proceeded to explain, using diagrams to make his description clear. He showed that the Mannesmann and Stiefel processes, which came under the category of "hot work," did not finish the tube, but carried the production to the cold-drawing point. Large tubes were usually drawn on a parallel bar and loosened afterwards in a reeling machine, and with tubes of 2¾ inches and over for Admiralty purposes, where a very narrow limit of eccentricity was allowed, it was necessary to turn the tube down after the first pass. The number of turns the tube had to make through the drawing-dies depended on the use to which it was to be applied, to the guage and size, and to other circumstances, but before each pass it had to be annealed, and pickled in a hot vitriol bath, and finally dipped in a lubricant before reinsertion in the dies. Annealing was the most expensive part of the process, and the author emphasized the need for efficient muffles, which could be worked to give rapid heating, very gradual cooling, a neutral atmosphere, and an absence of contact between the tubes and the muffle-flames, these being essential conditions to economical production. Bad surfaces were due to very slight causes, principally arising out of the pickling, and constant care was needed to avoid loss from impurities in the acid, unsuitable water, strong or overheated pickle, etc. Mr. Talbot supplemented his paper by a number of tables showing the results of tensile tests, the loss of weight due to the processes, the corrosion which follows exposure to acid solutions, salt water, and pure water —the last tests having been made with plain and coppered tubes. With the acid solution and pure water the coppered tubes had the advantage, but salt water corroded the plain tube more slowly than it did the coated samples.

In an animated discussion which followed the reading of the paper, Mr. Clements, speaking as a practical cycle manufacturer, said pickling was, no doubt, at the bottom of many of their troubles, especially those arising from the peeling of enamel. To the pickling by acid was due the rusting of the insides of tubes, and the rust inside the tubes, owing to the slenderness of the walls, soon percolated through, and so caused the stripping of the enamel. With a view of overcoming that evil so long as pickling was necessary—Mr. Clements suggested that tubes should be treated in the same way as gun-barrels are treated in the preliminary process of "browning"—they should be boiled. They should be immersed for 10 or 15 minutes in a boiling solution of soda—a pound of soda to a gallon of water—and afterwards washed to free them from the soda. They should then be boiled for a further period of 20 minutes in pure water—distilled water, if possible; if not, rain water. By this process, the tube would become thoroughly cleansed and coated with magnetic oxide, and if the enamelling were properly done, the risk of stripping would be very slight.

MACHINERY NOTES.

THE directors of the Consolidated Pneumatic Tool Trust have decided to erect their new works in a small town in Scotland, giving as their reason that the workmen will live better and more comfortable there than in a large city, and will thus be more vigorous and contented. About 5,000 men will be employed.

A No. 2 Petrie boiler was shipped to W. D. McRae, Wallaceburg, Ont., by H. W. Petrie, Toronto.

The Dominion Harness Co., Port Elgin, Ont., have purchased from H. W. Petrie, Toronto, a 20-in. Barnes upright drill for their plant.

A Little Giant planer and matcher, a 12-in. buzz planer and a spoke and axe handle lathe have been shipped by H. W. Petrie, Toronto, to Albert Harris, Collingwood, Ont.

Mr. Joshua Peters, formerly manager of the Moncton, N.B., Record Foundry and Machine Co., has gone to North Sydney to fill an important position with the Nova Scotia Steel and Coal Co.

A machine shop will probably be erected n Winnipeg or across the Red River in the spring. Mr. Murray, of the Rat Portage Iron Works, has been in Winnipeg looking over the situation.

In the German army estimates $25,000 has been set apart for experiments with field automobiles, as trials with these machines made up to the present time have shown them to be of permanent value.

Additional tools in the shape of a 21-in. swing, 8-ft. bed, Crosby Co.'s screw cutting engine lathe, and a 16-in. by 8-ft. Porter lathe were installed in the plant of the Taylor Safe Works by H. W. Petrie, Toronto.

Manager Douglas, of the Otis Elevator Co., proposed at a meeting of the Hamilton, Ont., Board of Trade, that a committee of manufacturers canvass manufacturers in the United States with a view of having them locate establishments in Hamilton.

The Mineral Range Iron Mining Co., which is engaged in developing the magnetite resources of Hastings County, will construct an electric road in connection with their enterprise. The road will run from the company's property to L'Amable Station, on the Central Ontario Railway.

The Boiler Inspection and Insurance Co., of Toronto, has been instructed by the Deputy Minister of Militia to make semi-annual inspections and reports upon the hot-water heating boilers, which are installed in military buildings in the Dominion, except those in Nos. 10 and 11 Military Districts.

Geo. Heamon, of East London, Ont., has designed a new style of snowplough. It is supported on a double set of runners, like a sleigh. The blade is adjustable in height, so that on board walks it will clean off snow to within half an inch of the surface, while on smooth concrete walks the snow will be entirely removed. There are shafts attached to the plough, and a seat for the driver. There is also an attachment for sprinkling sand on slippery walks. It is estimated that it can be made at about $35.

ROLLING MILLS IN TORONTO.

The announcement was made this week by a prominent shareholder of the Toronto Steel Co., who is also closely identified with the Dominion Iron and Steel Co., that the directors of the Toronto company had decided on the erection of a rolling mill in conjunction with the structural steel mills and general works at present controlled by the company. The necessary capital for the construction of the mill had already been set aside by the directors, and the work would be started as soon as the arrangements at present being made with the Toronto city council had been completed. The particular reason given for the establishment of the new mills was that a much larger market for all kinds of steel was growing rapidly throughout western Canada, and that large profits would be rendered possible by the company having its own rolling mill. The pig iron and steel billets could be secured from the Dominion Iron and Steel Co.

There is Money in it For You.

A well-assorted line of "Comfort" Bicycle Sundries will find a ready sale.

Pedals, Handlebars, Bells, Spokes,

Pumps, Cement, Tires, Etc ,

will always be in demand and you cannot afford to be without them.

Write to the only manufacturers of Bicycle Sundries in Canada for their New Catalogue and Price List.

ACCESSORIES DEPARTMENT

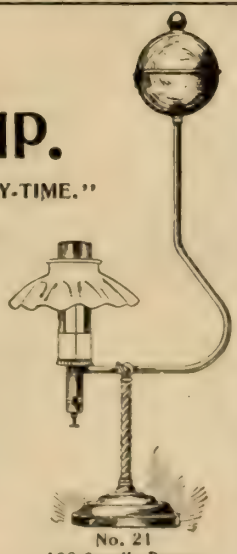
Canada Cycle and Motor Co., Limited

Toronto Junction, Canada.

THE AUER GAS LAMP.

"TURNS NIGHT-TIME INTO DAY-TIME."

New Styles. Lower Prices.



No. 21
100 Candle Power.

Do you want a lamp which won't tire your eyes?

Do you want a lamp which makes sewing or reading a pleasure?

Do you want a lamp which gives more light than half a dozen kerosene ones for less money?

Do you want to sell the best lamp on the market?

THEN WRITE FOR OUR CATALOGUE AND DISCOUNTS.

Every Lamp Guaranteed.

AUER LIGHT CO., 1682 NOTRE DAME ST., MONTREAL.

TRADE MARK

SOUND

Burgon & Ball, Limited

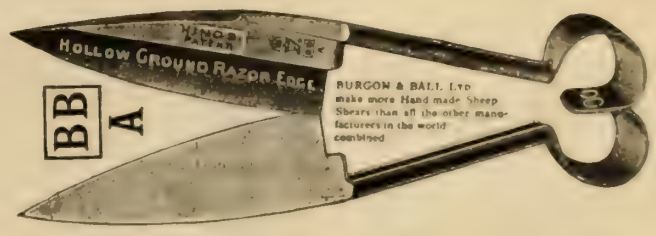
WITH WHOM IS INCORPORATED

Burgon & Wilkinson

(Late Wm. Wilkinson & Sons.)

TRADE MARK

WIL KIN SON



Established 1730, and foremost ever since. Manufacturers of the celebrated BBA Sheep Shears, now made with special hollow ground razor edge, thereby saving grinding, as the blade can be worn down fully ¾ of an inch without affecting the edge. These Shears hold the World's record, as 3,654 sheep were shorn with one pair. If your jobber does not carry them in stock, write for circulars and particulars to . . .

W.W. & G.

TRADE MARK

Decatur, Bull & Co.,

MONTREAL, QUE.

Sole Canadian Agents.

BURGON & WIL KIN SON

TRADE MARK

THE OFFICE

DEVOTED TO THE OFFICE STAFF OF BUSINESS ESTABLISHMENTS.

INVESTIGATING THE ACCOUNTS.

By W. H.

TAKING stock of his accounts is as necessary to the merchant as taking stock of his goods. The banks monthly balance their books and thus are enabled to keep themselves informed of the extent of their business and whether it is going back or advancing. Likewise, every merchant should take stock of the accounts in his ledger as well as of the goods on his shelves. He should scrutinize the names of his debtors. Some of his customers he will find especially desirable; others, he will find slow pay and not desirable. The good ones should be well treated and promptly waited upon, and if they have any complaints these should be quickly investigated and settled in a manner that will give satisfaction to all concerned. If concessions be necessary, even though it means an actual loss to the merchant, they should be made to retain custom.

The hardware business, like every other, has slow and poor payers amongst its customers. These should also be considered, but in a different way from the others. They should be made to pay more for their goods than those who settle their accounts promptly. It is just and right that the people who buy their hardware, etc., and keep the hardwareman out of his money for a time needlessly long, giving him other unnecessary expense and great bother in collecting his accounts, should pay the highest ruling price for their goods. It is only fair that the man who settles promptly his accounts should buy his goods at the lowest price going. Complaints about overcharges can be met by giving a discount for immediate settlement.

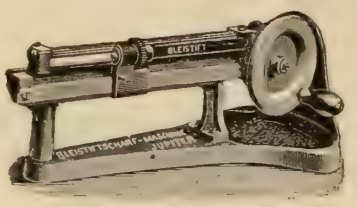
Besides, the slow-pay customers are the ones who scarcely ever pay. It is a fact, we are sorry to say, that some people make it a practice of running accounts with their hardwareman, tailor, dry-goodsman, and everyone else they can, without intending to pay their debts.

Caution should be exercised in opening out new accounts. Reports of the financial standing of the would-be-customer should be obtained from mercantile agencies, and as much found out about him as possible before giving him the goods. A customer of this sort often may deal with you for months, always seem to have lots of money and pay cash every time for the goods until you are confident that he is square and honest. He asks credit for a small amount, gets it, and settles promptly the first time. The next time he gets in deeper; at last a large account is run up, and then you never see him again in your store. You resort to the law courts, but find legal proceedings are useless; he has everything in the name of his wife, or he resorted to some other means to avoid being compelled to pay his debts. Such cases as this are too common among the trade. The merchant would do well to be on the alert and work up a cash business as far as possible.

The credit system of itself is all right, but should not be abused.

PENCIL-POINTING MACHINE.

Grand & Toy, office outfitters, Wellington street, Toronto, have a unique office device in the shape of "Jupiter" pencil-pointing machine which they are showing



to the public. By the invention of the "Jupiter" a long felt want for a pencil-pointer is supplied. The accompanying cut is an illustration of this practical office device.

ACCOUNT COLLECTIONS BY DRAFT.

The prevailing system of collecting out-of-town accounts to-day is by draft, either at sight or time. There is, however, amongst the retail trade, to a certain extent at least, a prejudice against this system of collecting. If the retail merchant who is thus prejudiced would consider the time, trouble and expense of remitting, which is saved by simply accepting a draft, this system would no doubt become more popular. Another important advantage is in the matter of cash discounts, which items are very often overlooked by the busy man, and which by the draft system are always assured. When a draft is returned without any apparent reason, the credit man has no option, but must write the customer, usually in a courteous way, requesting him to state why the draft has been returned. If the draft is incorrect, the customer will no doubt reply to this effect at once, but, in nine cases out of ten, no reply is forthcoming, and a man who has some 3,000 or 4,000 accounts to deal with is obliged sometimes to write several letters before receiving a satisfactory reply. The relations between debtor and creditor are in this way strained considerably where a line or two from the debtor would have prevented any unpleasantness or misunderstanding. The customer must be reasonable and do his part.

BUSINESS PERSONALS.

D. G. Scott, of the Merchants Bank, Montreal, has been transferred to the branch at Galt.

Mr. Edmunds, of the Bank of Commerce, Winnipeg, has been removed to the branch at Ottawa.

Mr. Fellows, of the Bank of Montreal, Montreal, has been transferred to the branch at Ottawa.

C. A. MacMahon, of the Wolverton, Ont., branch, has just been named assistant accountant of the Sovereign Bank in Montreal.

S. L. Smith, of the Bank of Montreal, at Guelph, on leaving for New Westminster, B.C., was presented with a handsome gold locket by the manager and staff.

E. T. Horn, formerly assistant to Mr. Russell, the manager of the Intercolonial Railway at Moncton, has been appointed assistant to the general superintendent of the Baltimore and Ohio Railway, with headquarters at Pittsburg, Pa.

The Adams Furniture Co. last month celebrated the anniversary of their moving to their new building at City Hall Square, Toronto, by a tastefully arranged "At Home," which proved a popular event with their many customers and friends.

THE C. G. YOUNG CO.
RUBBER STAMPS
AND SUPPLIES
No. 1 Adelaide Street East - Toronto

GLUE
The sticking kind. The best only is manufactured by us
Write for quotations
W. Harris & Co., Danforth Ave., TORONTO

WESTERN Incorporated 1851
ASSURANCE COMPANY
Fire and Marine

Capital	-	$2,000,000.00
Assets, over	-	2,900,000.00
Annual Income		3,000,000.00

Head Office: TORONTO, ONT.

Hon. Geo. A. Cox, President. J. J. Kenny, Vice-President.
C. C. Foster, Secretary.

Are You Well Stocked
With Good Wrapping Paper?
If not you will find it to your advantage to order our brown or manilla. It is a good strong, durable and cheap paper.
There is less waste when good wrapping paper is used.
MADE IN CANADA
by the
CANADA PAPER CO., Limited
TORONTO and MONTREAL.

POINTER FOR BUSY MEN.
A SHORT TALK
BY
LONG DISTANCE TELEPHONE
OFTEN SAVES
A LONG WAIT.
TRY IT.
THE BELL TELEPHONE CO. OF CANADA.

TRADE WITH ENGLAND
Every Canadian who wishes to trade successfully with the Old Country should read
"Commercial Intelligence"
(The address is 168 Fleet St., London, England.)
The cost is only 6c per week. (Annual subscription, including postage, $3 80.)
Moreover, regular subscribers are allowed to advertise without charge in the paper. See the rules.

ESTABLISHED 1855
TAYLOR'S FIRE & BURGLAR **SAFES**
HAVE MANY PATENTED IMPROVEMENTS NOT FOUND IN OTHER MAKES
THAT WILL WELL REPAY AN
INVESTIGATION
BY THOSE WHO DESIRE TO SECURE
THE BEST SAFE
J. & J. TAYLOR.
TORONTO SAFE WORKS.
TORONTO.
MONTREAL VANCOUVER
WINNIPEG VICTORIA

THE TIME TO INSURE IS
NOW
While you are WELL, STRONG and INSURABLE.
THE
Confederation Life
ASSOCIATION issues policies on all approved plans of insurance, and is a prosperous and progressive Canadian Company.
PROTECTION FOR YOUR FAMILY.
PROFITABLE INVESTMENT FOR YOURSELF.
Pamphlets and full information sent on application.
W. H. Beatty, Esq., PRESIDENT.
W. D. Matthews, Esq., Frederick Wyld, Esq., VICE-PRESIDENTS.
W. C. MACDONALD, ACTUARY. J. K. MACDONALD, MANAGING DIRECTOR.
HEAD OFFICE. - TORONTO.

A Course in Advertising by Mail for
One Dollar
The most practical instruction possible to receive may be had by reading each issue of Impressions regularly. Live articles by the very best authorities. One dollar a year.
The Print Shop
St. Catharines, Ontario

PAINT, OIL AND BRUSH TRADES

THE MANUFACTURE OF CASTOR OIL

CASTOR OIL is produced in California, Italy, Mexico and India, the first named being the principal producing field.

In both California and Mexico the process of extracting oil from the seed is simple. After gathering the seeds in the fall of the year they are placed in drying furnaces for an hour or so for a sufficient time to soften the seeds, as the greater percentage of the oil contained in a seed can be obtained when the seed is soft. After they have been removed from the dryer they are placed in the press, similar to a cider press, and the seeds are crushed. The oil runs into a large bowl directly beneath this press and is mixed with about an equal portion of water and boiled for one and one-half or two hours —thus precipitating the albumen and other impurities. When cool there will be a thin scum on top which is skimmed off. The water and oil are then separated, sometimes by running the water off and sometimes by "bailing" out the oil, which is placed in the "sun tanks"—(tanks of metal exposed to the sun) where it bleaches for eight or ten hours and is then removed to the storeroom, where it is placed in barrels, carboys, etc., ready for the market. Some of the trees in California reach a height of 50 feet, and the seeds from one tree contain as much as 15 gallons of pure oil.

PRACTICAL PAINT CALENDAR.

John Lucas & Company, of New York, Philadelphia and Chicago, are sending out to the trade this year one of the most practical calendars received by "Hardware and Metal" this year. The calendar pad is printed in white on a dark green, the letters being large and easily read. Above the pad is a view of Longfellow's home, Cambridge, Mass. Printed on the calendar, underneath the pad, are many hints to painters and paint dealers, such as help in case of accidents, antidotes for poisons, weights and measures, tests for linseed oil, turpentine, etc. This calendar should be secured by all hardware dealers, who can have them by mentioning "Hardware and Metal."

PRIVATE POST CARDS.

The United Factories, Limited, Toronto, have had designed and printed two private post cards, which, from either the artistic or commercial standpoint, are about as good as anything yet issued in Canada. One of these portrays half a dozen designs of brushes, a cut of the firm's trade mark and the firm's name, the other presents an assortment of woodenware. All the goods are shown in their natural colors, and as the workmanship on the work is of a high order, these cards will be received with pleasure by the trade.

ADVANCE IN QUOTATIONS.

The Francis-Frost Company, Limited, Toronto, have changed quotations on their "Ark" brand paints from $1.20 to $1.25 per gallon.

NEW BRUSH AND BROOM FACTORY

T. S. Simms & Company, Limited, St. John, N.B., held a reception at their new factory on Tuesday, last week. They have one of the best appointed broom and brush plants in Canada. The offices and sample rooms are very handsome, but it was the splendidly arranged factory which commanded particular attention.

SHERWIN-WILLIAMS CO. ENLARGING

Expansion is the order of the day at the Toronto branch of The Sherwin-Williams Company just now. This firm have found it necessary to strengthen the supports for the floors, because of the great weight of stock carried. They have, moreover, been compelled to enlarge each of the four floors of the warehouse fully 50 per cent. These extensions are a result of the increasing business in the Toronto district trade of this company, which has necessitated their carrying about three times the stock in Toronto that was carried last year. The offices of the branch are also to be enlarged.

PAINT AND OIL NOTES.

T. G. Richardson, painter, St. John, N.B., is dead.

An increase of about 5c. is noted in turpentine this week.

The Consumers' Varnish Company, of Montreal, have dissolved.

A. Joly & Company have registered as painters, in St. Louis de Mile End, Que.

Wilks & Michaud have been appointed curators of R. C. Thornloe, painter, etc., Montreal.

Markham, Ont., has voted in favor of exempting The Lount Brush-handle Factory from taxation.

The Toronto Painters' Union have elected Thomas Gordon, president, and R. W. Fletcher, secretary.

The Sun Oil Refining Company, of Hamilton, Limited, is authorized to increase its capital from $50,000 to $100,000.

The Hamilton, Ont., Broommakers' Union have elected H. P. Walker, president, and Walter Rolls, secretary-treasurer.

Robert Munro, manager of The Canada Paint Company, was confined to his house three or four days with a severe cold.

The travellers from all the paint houses of Montreal are again on the road, after spending the holidays with their friends at home.

The annual meeting of The Canada Paint Company, Limited, will be held at the head office, Montreal, on Saturday, January 17.

The excitement over the new oil wells in Raleigh township, neat Chatham, Ont., continues keen. Several new wells, of more or less volume, have been struck.

The large stock of paints, oils and varnishes carried in Westman's hardware store, London, Ont., had a narrow escape from fire on Monday night, but the flames were checked when about $100 damage was done.

Moffatt's, Limited, 33-35 Charterhouse Square, E.C., London, Eng., are introducing to the British trade an incandescent oil lamp, which they claim will give from 70 to 80 candle light with an oil consumption of one quart in from 12 to 15 hours. It is constructed with a silver cone for the outer-wick tube, which, in conjunction with a new style of burner and a special form of chimney-gallery will prevent the flame from increasing in volume when left alone.

PAINTS We manufacture these brands:—"LION," "PEERLESS," "OWL," "RAVEN," also Ready-mixed House and Floor Paints, Roof, Barn, Bridge and Brick Paints, Coach Colors, Varnishes, Japans, etc. Our prices will interest you. Write us.

The Ottawa Paint Works, Ottawa, Ont.

Standard Paint & Varnish Works Limited

Makers of High Grade Varnishes, Japans, Paints, Colors & Enamels.

Windsor, Ont.

Don't Take Chances.

RETURNED JAN 15 190

Don't take chances of losing your customer by selling him an inferior Paint.

You may make money out of him once, but he is gone forever.

Give him a satisfactory Paint.

Sell him "Ark Brand."

He'll come again, and will always be a good advertiser for you.

This is not so when you sell him something with which you know he will not be satisfied.

He'll be satisfied with "Ark Brand," and you will have made an honest profit from the sale.

"Ark Brand" is made for interior and exterior use.

Let us tell you more about it.

The Francis-Frost Co., Limited.

Canadian Distributing Agents for Grippin's Crack Filler.

Toronto.

BUY THE

BEST PAINTS

AND SAVE YOUR MONEY.

It is always cheaper to buy the best. It costs as much to apply a cheap as it does a good Paint.

"BEAVER" BRAND and "T. L. & C. CO." BRAND } PURE PREPARED PAINTS

MANUFACTURED BY

THE TORONTO LEAD & COLOR CO., Limited

TORONTO

ARE THE BEST.

For interior and exterior use. Most economical, because they cover the greatest surface. Cheapest, because they wear longest. Most satisfactory, because they look best.

EVERY TIN GUARANTEED.

As for our New Century Catalogue and Color Cards.

RETURNED

THE HOLLYWOOD PAINTS

I'm a kicker by nature, but now I use

Hollywood Paints

Result: No kick.

HOLLYWOOD PAINT CO., Limited

Hamilton, - Ont.

PAINT AND OIL MARKETS

MONTREAL.

ALL the paint dealers have already representatives on the road, though begun receiving orders from their they only left their headquarters the first of the week. There is a slight advance in linseed oil on the English markets, but up to the present the local quotations have not been changed. There is an advance in the price of turpentine, which is accounted for by the very strong feeling in the South, and a still further advance is not at all improbable. A rumor is afloat among the trade that a general advance in prices may take place in the near future. We quote:

GROUND WHITE LEAD.—Best brands, Government etandard, $4.90 to $5.15; No. 1, $4.67½ to $4.77½; No. 2, $4.30 to $4.40, No. 3, $3.92½ to $4.02½; No. 4, $3.55 to $3.65 all f.o.b., Montreal. Terms, 4 months, or 3 per cent. off for cash in 30 days.

DRY WHITE LEAD.—$5 in casks, and in kegs, $5.25.

DRY WHITE ZINC.—Pure dry, in casks, 6¼c.; in 100-lb. kegs, 6¾c. No. 1 zinc, in casks, 5¼c.; in 100-lb. kegs, 5¾c.

WHITE ZINC (ground in oil)—Pure, 25-lb. irons, 8c.; No. 1, 7c.; No.2, 6c.

PUTTY.—We quote: Bulk, in bbls., $1.90 per 100 lb.; bulk, in less quantity, $2.05; bladders, in bbls., $2.25; bladders, in 100 or 200-lb. kegs or boxes, $2.40; in tins, $2.55 to $2.65; in less than 100-lb. lots, $3 f.o.b. Montreal, Ottawa, Toronto, Hamilton, London and Guelph. Maritime Provinces, 10c. higher, f.o.b. St. John and Halifax.

ORANGE MINERAL.—Casks, 7c.; 100-lb. kegs, 7¼c.; smaller quantities, 8¼c.

RED LEAD.—Genuine red lead, in casks, $4.50; in 100-lb. kegs, $4.75; in less quantities, $5.75 per 100 lb. No. 1 red lead, casks, $4.25; kegs, $4.50, and smaller quantities, $5.50.

LITHARGE.—Ground, casks, 5c.; less quantities, 5½c.; flake litharge, casks, $5.25; smalls, $5.75 per 100 lb.

LINSEED OIL.—Raw, 60 to 63c. in 1 to 4 bbls.; 59 to 62c. in 5 to 9 bbls. Terms, net cash in 30 days. Delivered in Ontario, between Montreal and Oshawa, at 2c. per gallon advance.

TURPENTINE.—Single barrels, 80c.; 2 to 4 barrels, 79c. Terms, net cash in 30 days.

SHELLAC VARNISH.—Pure white, $2.35 to $2.45; orange, $2.25 to $2.35.

MIXED PAINTS.—$1.20 to $1.40 per gallon.

CASTOR OIL.—8¾ to 9¼c. in wholesale lots, and ½c. additional for small lots.

SEAL OIL.—48 to 50c.

COD OIL.—35 to 37½c.

PARIS GREEN.—Canadian: Petroleum barrels, 13¼c. per lb.; arsenic kegs, 13½c.; 50 and 100 lb. drums, 14c.; 25 lb. drums, 14½c.; 1 lb. packages, 15c.; ½ lb. packages, 17c.; 1 lb. tins, 16c.; ½ lb. tins, 18c. English: Petroleum barrels, 14½c.; arsenic kegs, 14½c.; 50 to 100 lb. drums, 15c.; 25 lb. drums, 15½c.; 1-lb. paper boxes, 16c.; 1 lb. tins, 17c.

TORONTO.

Turpentine has advanced 4c. per gallon, the rise being due to enhanced prices at primary markets, where it is claimed the market is almost cornered. Linseed oil is firm in primary markets and steady here. Orders for white lead are being booked, subject to possible changes in the tariff, the feeling being that the tariff on pig lead and lead products may be changed. There is not much doing yet, as the travellers are just getting down to business after the holidays. We quote:

WHITE LEAD.—Ex-Toronto, pure white lead, $5 to $5.25; No. 1, $4.62½ to $4.87½; No. 2, $4.25 to $4.50; No. 3, $3.87½ to $4.12½.; No. 4, $3.50 to $3.75 in packages of 25-lb. and upwards; ½c. per lb. extra will be charged for 12½-lb. pkgs.; genuine dry white lead in casks, $5.02½.

RED LEAD.—Genuine, in casks of 560 lb., $4.50 to $4.75; ditto, in kegs of 100 lb., $5; No. 1, in casks of 560 lb., $3.75 to $4; ditto, kegs of 100 lb., $4.25.

LITHARGE.—Genuine, 6 to 6½c.

WHITE ZINC.—Genuine, French V.M., in casks, $6.25; Lehigh, in casks, $6 to $6.25.

SHINGLE STAIN.—In 5-gallon lots, 60 to 75c. per gallon.

PARIS WHITE.—90c. to $1 per 100 lb.

WHITING.—65c. per 100 lb.; Gilders' whiting, 80c.

GUM SHELLAC.—In cases, 35c.; in less than cases, 40c. per lb.

LIQUID SHELLAC.—Pure orange, in bbls., $2.25 to $2.35; white, $2.35 to $2.45 per gal.; in less quantities, 10c. extra.

GLUES.—Broken sheet, in 200-lb. bbls., 8½c. per lb.; cabinet glue, in bbls., 12c.; emery glue, in bbls., 17½c.; bookbinders', ground, 10½c.; finest American, white, 19c.; No. 1 American white, 15c. per lb.

PUTTY.—Bladders, in barrels, $2.25; bladders, in 100-lb. kegs, $2.40; bulk in bbls., $1.90; bulk, less than bbls. and up to 100 lb., $2.05; bladders, bulk or tins, less than 100 lb., $2.90.

PARIS GREEN.—Petroleum bbls., 14c. per lb.; arsenic kegs, 14½c.; 50 and 100-lb. drums, 15c.; 25-lb. drums, 15½c.; 1-lb. packages, 16c.; ½-lb. packages, 18c.; 1-lb. tins, 16c.; ½-lb. 18c.

PLASTER PARIS.—New Brunswick, $2 per barrel.

PUMICE STONE.—Powdered, $2.50 per cwt. in bbls. and 4 to 5c. per lb. in less quantity; lump, 10c. in small lots and 8c. in bbls.

LIQUID PAINTS.—Pure, $1.20 to $1.40 per gallon; No. 1, $1 10 per gallon.

BARN PAINTS.—65 to 70c. per gallon.

CASTOR OIL.—English, in cases, 9 to 9½c. per lb. and 10 to 10½c. for single tins.

LINSEED OIL.—Raw, 1 to 2 bbls., 65c.; boiled, 68c.; 3 to 5 barrels, raw, 64c.; boiled, 67c.; 6 to 9 barrels, raw, 62c.; boiled, 65c. delivered. To Toronto, Hamilton and London, 2c. less. All quantities of 10 bbls. and over of linseed oil sold only f.o.b. Toronto, Hamilton, London and Guelph.

TURPENTINE.—Single bbls., 81c.; 2 to 3 bbls., 80c. delivered. Toronto, Hamilton and London, 1c. less. For less quantities than barrels, 5c. per gallon extra will be added, and for 5-gallon packages, 50c. and 10-gallon packages, 80c. will be charged.

GASOLINE AND BENZINE.—We quote: Benzine, 19¼c. and gasoline, ordinary, 21¼c. and engine, 22¼c. f.o.b. Toronto.

WINDOW GLASS.

MONTREAL.

Little business is doing in window glass at present and dealers are not looking for any immediate improvement. Prices remain unchanged. Our quotations are as follows: First break, 50 ft., $2; second, $2.10 for 50 ft.; first break, 100 feet, $3.80; second break, 4; third break, $4.50; fourth break, $4.75.

TORONTO.

There is nothing doing. Prices are still steadt. We quote: Under 26.in., $4.25; 26 to 40 in., $4.65; 41 to 50 in., $5.10; 51 to 60 in., $5.35; 61 to 70 in., $5.75; 71 to 80 in., $6.25; 81 to 85 in., $7; 86 to 90 in., $7.75. Toronto, Hamilton and London. Terms, 4 months, or 3 per cent. 30 days. Discount, 15 per cent.

SATISFIED CUSTOMERS

mean increased trade.

To satisfy your customers you must handle the best goods.

"ANCHOR" LIQUID PAINT

has been on the market for the past twenty-eight years, and has always given satisfaction, the White Lead used in its manufacture is **BRANDRAM'S B. B. GENUINE**, acknowledged to be the best in the world.

If not already represented in your town

Send us a post card and let us tell you all about it.

HENDERSON & POTTS

BRANDRAM BROS & CO. BRANDRAM'S B. B. WHITE LEAD REGISTERED TRADE MARK MANUFACTURERS LONDON ENGLAND

HALIFAX AND MONTREAL.

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 2c. a word each insertion; cash in advance. Letters, figures, and abbreviations each count as one word in estimating cost.

FOR SALE.

FOR SALE—OLD ESTABLISHED HARDware Business in rapidly growing town of Collingwood. It has good connection and increasing trade, owner retiring. Apply to J. Henderson, Collingwood. (3)

DO YOU WANT A SET OF TINNER'S OR Plumber's tools at a bargain? If so write Byers, Giegerich, Green Co., Limited, Kaslo, B.C. (3)

HARDWARE—GOOD PAYING BUSINESS, excellent location, sales mostly cash, stock $3,000, all first class. Owner going into manufacturing. Will sell quick at price on dollar. Address care London Fence Machine Co., London, Canada. (tf)

AN OPENING BEST AND MOST SUCCESSful hardware business in first-class Western Ontario town, 2,500 population. Agricultural district equal to any in Canada. Good live stock, value over $4,000. Proprietor going into manufacturing. Splendid opportunity, must sell quick. Address "Hardware," care London Fence Machine Company, London, Ontario. (tf)

WILLIAM ABBOTT

Representing Jonas & Colver's Celebrated "Novo" Air Hardening Steel. Especially adapted for high speed and for all classes of tools and work. Easily annealed, for shaping into Milling Cutters, Dies and other tools. Stock on hand for immediate orders.

Office and Sample Room, 13 St. John Street,
MONTREAL.

Strathy Wire Fence

IS THE PERFECT WIRE FENCE.

Under pressure, its stays have a Hinge Movement and spring back to place when pressure is removed. Factor woven with coiled wire, or Hand made with plain or coiled wire.

WRITE FOR QUOTATIONS. Agents Wanted.

Strathy Wire Fence Co., - Owen Sound.

STEVENS ALL STEEL TOOLS ARE STANDARD FOR QUALITY.

Your stock is not complete without a full line of our Rifles, Shotguns, Pistols, Tools and Victor Bicycles.

Handled by the Leading Jobbers.

J. Stevens Arms & Tool Co., P.O. Box 217 Chicopee Falls, Mass., U.S.A.

CELEBRATED HEINISCH SHEARS

Tailors' Shears,
Trimmers' Shears,
Tinners' Snips, etc.

ACKNOWLEDGED THE BEST.

R. HEINISCH'S SONS CO. NEW YORK OFFICE, 90 Chambers St. NEWARK, N.J., U.S.A.

Not connected with any Shear Combination.

Start the New Year **Bright and Light.**

Install **LUXFER PRISMS** and make Business Easy.

We manufacture and deal in all kinds of

GLASS FOR STORE FRONTS

and INTERIORS

Will make suggestions valuable to your customers. Discount to Trade.

Luxfer Prism Co., Limited

100 King Street West - TORONTO.

STOVES AND TINWARE

AND ALLIED TRADES

SIMPLE WAY TO HEAT A GREENHOUSE.

MANY householders are considering about how to keep their little greenhouses warm during the severe winter. A lot of them have been trying oil stoves and things of that sort, but obviously the suitable plan is to connect up with the kitchen boiler. How is this to be done? Here is the answer of an expert: "The first question to be decided is whether or not the fire-box in the range is large enough for heating the kitchen and doing the regular cooking, and has capacity to heat the water required for domestic purposes, and then have a reserve capacity sufficient to heat the amount of radiating surface required in the greenhouse. If the boiler in use rumbles, it is evidence that the water-back makes steam, and consequently can heat more water than is now being used. The next question is the size of the greenhouse, and, in the absence of the dimensions, I can only suggest that 20 square feet of heating surface in the greenhouse will be equivalent to heating ten gallons extra of hot water for ordinary use. I assume that it is only a small conservatory attached to the building, and that it will not require a very large radiator. The best way to pipe will be to take the brass coupling out of the top of the boiler which supplies the hot water service pipe, and use in its place a 1-in. iron pipe with a tee on it for supplying the domestic supply system from the side and the conservatory radiator from the top, to insure the conservatory getting the hot water quickly. It may be necessary to place an air valve at this point to permit any air that may accumulate to escape. The pipe can then be carried to the radiator coil, and the return of the same size can be carried to the water-back, using a tee to receive the cold water from the boiler as well as the return water from the conservatory coil."

BUCK STOVE CO. TO ENLARGE.

A Brantford, Ont., despatch says that The Wm. Buck Stove Company, of that city, have decided to make an outlay of $100,000 on a new factory. The Canada Cycle and Motor Company's premises in Brantford have been purchased, and additional buildings will be put up. Construction will commence in the spring, and at their completion the works will include the following buildings: Warehouse and shipping department, 60 x 300 feet, four storey; millroom, 50 x 100 feet, one storey; machine and mounting department, 40 x 225 feet, three storeys; pattern and polishing shop, 40 x 150 feet, one storey; nickel-plating and buffing department, 30 x 70 feet, one storey; steel range and sheet department, 48 x 65 feet, three storeys; japanning and finishing department, 25 x 50 feet, three storeys; office, sample rooms and stores, 40 x 150 feet, three storeys; mounting shop, 160 x 275 feet, one storey; pattern vault, 40 x 125 feet, one storey. In addition to these there will be a power-house of three storeys, besides a large cupola attached to the moulding shop.

HOT-AIR STOVES.

INLETS to stove chambers (the air-heating space) must enter, and the outlets must leave, at points which will insure the flow of air having the most intimate possible contact with the stove, says Ironmonger. The cold-air ducts (tubes) to stove-chamber should be three-fourths the total area of the warm-air ducts to rooms. The grating to the cold-air ducts, lined with wire gauze, must be double the area of the ducts. The warm-air ducts to rooms (residence work) should be: Ground floor, 50 square inches area per 1,000 cubic feet of space in the rooms; first floor, 40 square inches; second floor, 32 square inches. The registers or gratings in rooms through which the warm air is delivered should have one-fourth greater area than the ducts. This is to insure slow or diffused delivery. Note that the area of gratings means the area of the voids or spaces in the gratings. Gratings average three-eighths of iron-work. It is in the highest degree essential that extract ventilation should exist or be provided in the rooms. Warm air will not enter a room already full of air, but it will enter if the air already there is being extracted, and the inflow will be in exact ratio with the extraction. If ordinary chimney-flues exist, these (if having normal draught) are efficient extractors, and a 9 by 9 chimney will serve a fairly large room. The following are the usual figures, though the extract-shafts have varying efficacy, according to their height: Extract-shafts, ground floor, 32 square inches per 1,000 cubic feet of space; first floor, 40 square inches; second floor, 50 square inches. Gratings to these (if any) can have a clear opening of same area as the shafts.

A PATRON SAINT OF TINNERS.

ST. PERRAN is the patron saint of tinners, and is said by The London Globe to have invented their banner, a white cross on a black background, symbolizing the black tin ore and the white metal. Some think it was he who first taught the Cornish folk to "stream" for tin. But he lived in the fourth century after Christ, so it is difficult to reconcile this with the other legend of the Tyrians, who traded in Cornwall in the days of King Solomon. Be this as it may, St. Perran was a man of great local importance in his day, for many villages are called by his name, such as Perranzabuloe, Perranwortha, Perranuthnoe and Perranporth. There is a story that he sailed the seas from Ireland sitting miraculously upon a floating millstone, so, perhaps, his story is not to be entirely accepted without question. However, one evening when the holy man was cooking his supper, he took a large, heavy, black stone for one side of his fireplace. This primitive stone burned with intense heat and suddenly a stream of brilliant white metal flowed from the block of ore. The saint rejoiced and called the Cornishmen together that they might celebrate his discovery with feasting. This they did with much zeal, consuming their national drinks of mead and metheglin in such quantities that "drunk as a Perraner" passed into a proverb that remains to the present time. This event took place on the second Thursday before Christmas, since called Pierous Day and still kept as the tinner's holiday.

AMONG THE TRADE.

T. P. Bell, hardware dealer, of Beeton, Ont., was in Toronto on business on Wednesday.

Three hundred cars of coal per week are now arriving in Toronto, about half of it being anthracite.

A. W. Carrick, vice-president and general manager of The Gurney Foundry Company, Toronto, is back to his desk, after several weeks' absence through illness.

Smith's Falls, Ont., has defeated a by-law to fix the assessment and taxable income for ten years of The Gould Manufacturing Company, manufacturers of stoves, etc., of that town.

MANTELS, GRATES and TILE.

Are any of your customers building a new house? If so, why not try and sell them a mantel as well as hardware? They will want one, and it will pay you. Write us for catalogue and price.

THE BATTY STOVE & HARDWARE CO.

76 York St., TORONTO.

The Selling Qualities

Or our splendid range

The Imperial Oxford

make them the most desirable stock you can handle.

THEIR DIFFUSIVE FLUE CONSTRUCTION
FRONT DRAW-OUT GRATE
OVEN THERMOMETER
DRAW-OUT OVEN RACK

and other improved features, give them a quickly appreciated precedence over other ranges.

Housewives everywhere praise them enthusiastically.

Customers realize their superiority on sight—sales are easy.

They're the popular range of Canada.

Send us your address at once.

THE GURNEY FOUNDRY CO., Limited

TORONTO. WINNIPEG. VANCOUVER.

THE GURNEY-MASSEY CO., LIMITED, MONTREAL.

"NORTHERN"

DRY COLD AIR PRINCIPLE.

These are

JUST A FEW

Cold Facts

IN FAVOR OF

The "Northern" Refrigerator

Raised panels.
New style swing base
Antique flow finish.
Fancy brass locks and hinges.
Hardwood ice rack. Extra large ice-box.
Zinc-lined throughout. Galvanized Iron Shelves.
Air space insulated with paper and wood.

"It's a Seller"

Look into it before placing orders—it will pay you.

For dimensions and prices write

The Thos. Davidson Mfg. Co., LIMITED, Montreal, P.Q.

MANITOBA MARKETS.

WINNIPEG, January 5, 1902.

THERE cannot be said to be any hardware market, as trade is experiencing the usual after holiday depression. Nearly all the jobbing houses will spend the next month taking stock and getting ready for Spring. There will be a new price list out next week, and, although there will be few changes, there will be a general revision of the lists. The outlook for trade in building hardware is excellent, as plans are already under way for many new buildings, and all indications point to an extremely active building year. There will also be a very extensive trade in barb wire. The large number of American settlers coming in have increased the demand, as they are accustomed to fencing their land at once, and our own people are fencing more land every year.

Quotations are as follows :

Barbed wire, 100 lb	$3 25
Plain twist	3 25
Staples	3 65
Oiled annealed wire 10	3 42
" 11	3 48
" 12	3 56
" 13	3 66
" 14	3 76
" 15	3 91

Annealed wires (unoiled) 10c. less.

Cut Nails—		Wire Nails—	
2d 1 in	$1 10	1 in	$4 20
3d Fin. 1⅛ in	4 10	1⅛ in	4 20
3d 1¼ in	3 75	1¼ "	3 85
4d 1½ in	3 50	1½ "	3 60
5d 1¾ in	3 50	1¾ "	3 60
6d 2 in	3 40	2 "	3 50
8d 2½ in	3 25	2½ "	3 35
10d 3 in	3 20	3 "	3 30
20d 4 in	3 15	3½ "	3 25
30d 4½ in	3 10	4 "	3 20
40d 5 in	3 10	4½ "	3 20
50d 5½ in	3 10	5 "	3 20
60d 6 in	3 10	5½ "	3 20
		6 "	3 20

Horsenails, 40 per cent. discount.

Horseshoes, iron, No. 0 to No 1	4 30
No. 2 and larger	4 15
Snow shoes, No. 0 to No. 1	4 55
No. 2 and larger	4 40
Steel, No. 0 to No. 1	4 40
No. 2 and larger	4 15

Bar iron, $2.60 basis.
Swedish iron, $4.75 basis.

Sleigh shoe steel	2 85
Spring steel	3 25
Machinery steel	3 50
Tool steel, Black Diamond, 100 lb	8 50
Jessop	13 00
Sheet iron, black, 10 to 20 gauge, 100 lb.	3 50
18 to 22 gauge	3 75
24 guage	3 90
26 guage	4 00
28 gauge	4 10
Galvanized Iron, American, 16 gauge	4 00
18 and 20 gauge	4 00
22 and 24 gauge	4 50
26 gauge	4 50
28 gauge	4 75
30 gauge	5 00
Extra sheets, 36 in. wide an advance of 25 p.c. per 100 lb.	
Apollo, 10¾ oz	5 00
28 guage	4 75
26 "	4 50
24 "	4 50
22 gauge	4 50
20 and 18 guage	4 25
16 gauge	4 00
Queen's Head, 24 gauge	4 75
26 guage	5 00
28 "	5 25
Genuine Russian, per lb	11
Imitation " "	07
Tinned, 24 gauge, 100 lb	8 00
26 gauge	8 25
Tinplate, IC charcoal, 20 x 28, box	10 50
" IX "	12 50
" IXX "	14 50
Ingot tin	33
Canada plate, 18 x 21 and 18 x 24	3 25
Sheet zinc, cask lots, 100 lb	7 00
Broken lots	7 50
Pig lead, 100 lb	5 00
Wrought pipe, black up to 2 inch	50 an 10 p.c.
" Over 2 inch	50 p.c.
Rope, sisal, 7-16 and larger, basis	$13 00
Manila, 7-16 and larger, basis	15 00
Solder	20
Axes, chopping	$ 7 50 to 12 00
" double bitts	12 00 to 18 00
Screws, flat head, iron, bright	87½
Round " "	82½
Flat " brass	80
Round " "	75
Coach	65 p.c.
Bolts, carriage	50 p.c.
Machine	50 and 5 p.c.
Tire	60 and 5 p.c.
Sleigh shoe	65 p.c.
Plough	40 p.c.
Flat head stove	60 and 5 p.c.
Round head	60 and 5 p.c.
Elevator	60 p.c.
Rivets, iron	50 p.c.
Copper, No. 8	32
" No. 12	36
Coil chain, 3-16 inch	10½
" ¼ inch	8¼
" 5-16 inch	5⅝
" ⅜ inch	5¼
" 7-16 inch	5
" ½ to ¾ inch	4¾
Spades and shovels	40 p.c.
Harvest tools	60 and 10 p.c.
Axe handles, turned, s. g. hickory, doz.	$2 50
No. 1	1 50
No. 2	1 25
Octagon extra	1 75
No. 1	1 25
Files common	70, and 10 p.c.
Diamond	60
Ammunition, cartridges, Dominion R.F.	50 p.c.
Dominion, C.F., pistol	30 p.c.
" military	15 p.c.
American R.F.	30 p.c.
C.F. pistol	5 p.c.
C.F. military	10 p.c. advance.
Loaded shells:	
Eley's soft, 12 gauge black	16 50
chilled, 12 gauge	18 00
soft, 10 gauge	21 00
chilled, 10 gauge	23 00
Shot, Ordinary, per 100 lb	6 00
Chilled	6 50
Powder, F.F., keg	4 75
F.F.G.	5 00
Tinware, pressed, retinned.	70 and 10 p.c.
" " plain	75 and 2½ p.c.
" pieced	
Japanned ware	37½ p.c.
Enamelled ware, white	45 p.c.
" Famous	50 and 10 p.c.
" Imperial	50 and 10 p.c.

PETROLEUM.

Water white American	24½c.
Prime white American	23½c.
Water white Canadian	23c.
Prime white Canadian	21½c

SCRAP.

No. 1 cast iron	$14 to $15 per ton.
No. 2 "	5 to 6 "
Wrought iron scrap	5 "
Copper (heavy)	7c. per lb.
Yellow brass (heavy)	7½c.
Light brass	5c. to 6c. "
Lead pipe, or tea lead	2c. to 2½c "
Zinc scrap	1c. "

PAINTS, OILS AND GLASS.

Turpentine, pure, in barrels	$ 83
Less than barrel lots	88
Linseed oil, raw	71
Boiled	74
Lubricating oils, Eldorado castor	27½
Eldorado engine	26½
Atlantic red	29½
Renown engine	41
Black oil	19½ to 21½
Cylinder oil (according to grade)	55 to 74
Harness oil	56
Neatsfoot oil	1 00
Steam refined oil	85
Sperm oil	2 00
Pure castor oil, first pressure	11
Lubricating	10
Glass, single glass, first break, 16 to 25 united inches	2 25
26 to 40 per 50 ft.	2 50
41 to 50 " 100 ft.	5 50
51 to 60 " " "	6 00
61 to 70 per 100-ft. boxes	6 50
Putty, in bladders, barrel lots per lb.	2½
kegs "	2¾
White lead, pure per cwt.	6 00
No. 1 "	5 75
Prepared paints, pure liquid colors, according to shade and color, per gal.	$1.30 to $1.90

NOTES.

The weather of the past week has been so mild that good progress has been made with the brick work on the Cockshutt Plow Co.'s new building.

W. G. McFarlane, Western manager for the Marshalls Hardware Co., has gone to Duluth to consult with the heads of the company as to plans for 1903.

The Canadian-Port Huron Co., Limited, have received their letters of incorporation for the purpose of manufacturing and dealing in implements, tools, etc., at Winnipeg with a capital stock of $100,000.

The Manitoba Iron Works Co., that has recently applied for incorporation, has taken over the Standard Machine Works and will erect new workshops and foundry on Logan avenue.

The American-Abell Machine Co. has most kindly loaned its great, new warehouse, 200 x 260 ft., to the curlers for the Bonspiel. This is a great advantage, as, owing to the presence of the Scottish curlers, an unusual amount of ice is required. The building will give 20 additional rinks.

Wm. Plaxton, of the firm of Plaxton Bros., one of the oldest plumbing houses in the West, died in Carlsbad, Austria, last week. Mr. Plaxton had sought the famous waters as a cure for jaundice, but had apparently gone too late. Mr. Plaxton was 51 years of age and leaves a wife and adopted daughter.

NEW HARDWARE FIRM.

Three Regina, N.W.T., young men have purchased the building and stock of John A. Kerr, Regina, and after February 15 will carry on a wholesale and retail hardware business there under the style of The Western Hardware Co. It is proposed to pay particular attention to builders' and blacksmiths' supplies, and, in addition, all classes of hardware for farm and general use, shelf goods of all kinds, stoves, ranges, etc., will be kept in stock. A workshop will be carried on in connection with the store, and special attention will be devoted to hot-water heating, pumps, and pipe-fitting in all its branches, furnaces, furnace work and tinsmithing.

MORE NEW LISTS.

ALONG with other Canadian makes of shovels a reduction in price has been made in those of The Halifax Shovel Company, ranging from $1 to $2.50 per dozen. The new lists are as follows :

BROOKFIELD.

Description	Size	Price per doz
D handle, square point, black	2	$15 00
" " "	3	14 50
" " "	4	16 00
" " "	6	17 00
" " polished	2	15 50
" " "	3	16 00
" " "	4	16 50
" " "	6	17 50
" round point, black	2	15 00
" " "	3	15 50
" " "	4	16 00
" " "	6	17 00
" " polished	2	15 50
" " "	3	16 00
" " "	4	16 50
" " "	6	17 50
Long " square point, black	2	15 00
" " "	3	15 50
" " polished	2	15 50
" " "	3	16 00
" round point, black	2	15 00
" " "	3	15 50
" " polished	2	15 50
" " "	3	16 00
" nl pt, furrow shovel, narrow, black		15 00
" " " " pol		15 50
" " shovel, shallow, pan black	2	15 00
" " " " " pol	2	15 50

PETERS.

Description	Size	Price per doz
D handle, square point shovels, black	2	$12 50
" " " " "	3	13 00
" " " " "	4	13 50
" " " " "	6	14 50
" " " " polished	2	13 00
" " " " "	3	13 50
" " " " "	4	14 00
" " " " "	6	15 00
" round point " black	2	12 50
" " " " "	3	13 00
" " " " "	4	13 50
" " " " polished	2	13 00
" " " " "	3	13 50
" " " " "	4	14 00
Long hdl, square point " black	2	12 50
" " " " "	3	13 00
" " " " polished	2	13 00
" " " " "	3	13 50
" round point " black	2	12 50
" " " " "	3	13 00
" " " " polished	2	13 00
" " " " "	3	13 50
" " " furrow shovel, nar blk	2	12 50
" " " " " " pol	2	13 00
" " " shallow pan "	2	13 00
" " " " " " blk	2	12 50

GILMOUR.

Description	Size	Price per doz
D handle, square point, shovels, black	2	$11 00
" " "	3	11 50
" " " polished	2	11 50
" " " "	3	12 00
" round point " black	2	11 00
" " " "	3	11 50
" " " polished	2	11 50
" " " "	3	12 00
" square point " black	2	11 00
" " " "	3	11 50
" " " polished	2	11 50
" " " "	3	12 00
" round point " black	2	11 00
" " " "	3	11 50
" " " polished	2	11 50
" " " "	3	12 00
" nl pt, furrow shovel, narrow, black	2	11 00
" " " " pol	2	11 50
" " shovel, shallow pan, black	2	11 00
" " " " polished	2	11 50

In spades, a reduction has been made of $1 per doz. in Brookfield, $2 in Peters and $2.50 in Gilmour, Fenerty remaining unchanged. The lists are as follows :

BROOKFIELD

Description	No.	Price per doz.
D handle, square spade, black	2	$15 00
" " "	3	15 50
" " polished	2	15 00
" " "	3	16 00
Long " " black	2	15 00
" " "	3	15 50
" " polished	2	15 50
" " "	3	16 00

PETERS.

Description	No.	Price per doz.
D handle spades, black	2	$15 00
" " "	3	15 50
" " polished	2	15 00
" " "	3	15 50
Long " black	2	15 00
" " "	3	15 50
" " polished	2	15 00
" " "	3	15 50

GILMOUR.

Description	No.	Price per doz.
D handle, square point spades, black	2	11 00
" " " polished	2	11 50
Long " " black	2	11 00
" " " polished	2	11 50

The reduction in scoops includes Fenerty alone, Brookfield being the same as before. It amounts to 30c. per dozen in all lines except "long D handle," No. 6, which is $2.20 per dozen lower, and "D" polished ashpit and "D" black flour and house furnace which are unchanged. The list is :

FENERTY.

Description	No.	Price per doz.
D handle, black	2	$15 80
" "	4	16 80
" "	5	17 30
" "	6	17 80
" polished	2	16 30
" "	4	17 30
" "	5	17 80
" "	6	18 30
" half polished	8	19 00
" " "	10	20 00
" black, for coal, heavy	6	17 80
" " " new pattern	6	17 80
" " " extra heavy, nl pt	6	17 80
Long D handle, for salt, extra heavy	6	16 30
" polished ashpit	2	17 00
D handle, black, flour and house furnace		16 00

PHOENIX FILE CO.'S PLANT SOLD.

The Nicholson File Co. have recently purchased the stock, machinery, tools, etc., of the Phoenix File Co., which was operated for many years by the late F. Bausch, Cote St. Paul. The Nicholson Company have removed the entire plant to their Dominion Works, Port Hope.

The journeymen plumbers of Providence, R.I., have in their union meeting rooms a library of trade publications and technical works relating to their trade. This would be a good thing for the master plumbers' organizations as well as for the journeymen's unions of Canada to do.

JAPANS

"But who can Paint like Nature!"

It is not given to us to paint like nature but the **CANADA PAINT COMPANY** take the crude pigments which nature so generously provides and fashions them into a number of striking and serviceable colors for the use of the community. To go straight to the point, if you are interested in good durable paint and varnish, patronize the Canada Paint Company's manufactures. Please note that, notwithstanding increased competition, the bookings in December for Spring shipment are double what they were for the same period last year. To avoid disappointment order early. Address **The CANADA PAINT COMPANY, Limited, Montreal or Toronto.**

VARNISH

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

HARDWARE.

Montreal, January 9, 1903.

BUSINESS in wholesale hardware circles has been seasonably quiet since the holidays. Many of the travellers are in from their routes, and several factories have been shut down for repairs or stock taking. The outlook for spring, however, is as encouraging as ever, and there is little doubt but that the year 1903 will be quite as prosperous unless in the event of some unlooked-for setback, as last year. At all events trade conditions are now in a most healthy state, both among wholesalers and retailers. The retail trade during the holiday weeks was lively, and payments to wholesalers are reported good. "Stanley" rules have advanced 5 per cent., and "Stanley" levels are about 10 per cent. higher. Saturated paper is now quoted at $1.75 per 100 lb.

BARB WIRE.—The market is still quiet. The price is $2.90 per 100 lb., f.o.b. Montreal; $2.55 f.o.b., Cleveland, in carlots of 15 tons; $2.67½ f.o.b., Cleveland, in smaller lots.

GALVANIZED WIRE.—There is still a very slow movement and no particular change in prices. We quote: No. 5, $3.70; Nos. 6, 7 and 8, $3.15; No. 9, $2.65; No. 10, $3.20; No. 11, $3.25; No. 12, $2.80; No. 13, $2.90; No. 14, $3.75. In carlots, f.o.b. Cleveland: No. 5, $2.20; Nos. 6, 7, 8 and 9, $2.15; No. 10, $2.20; No. 11, $2.25; No. 12, $2.30; No. 13, $2.40; No. 14, $2.50. In less than carlots, 12½c. per 100 lb. extra is charged.

SMOOTH STEEL WIRE.—A few orders have been received, but the market rules quiet at unchanged prices. We quote as follows: Bright and annealed, $2.50 per 100 lb. f. o. b. Montreal, Toronto, Halifax, London, Hamilton and St. John. Net extras per 100 lb. are now as follows: Coppered wire, 60c.; tinned wire, $2; oiling, 10c.; spring wire, $1.25; best steel wire, 75c.; bright soft drawn, 15c.; special hay-baling wire, 30c.

FINE WIRE.—There is but a small amount of business passing on this market. The discount remains at 25 per cent. with the following extras: 1 and 2-lb. hanks, 25c per 100 lb.; ½-lb. hanks, 37½c. and ¼-lb. hanks, 50c.

BRASS AND COPPER WIRE.—Both these wires move slowly. They are discounted at 62½ per cent.

FENCE STAPLES.—A small amount of business has transpired on the local market on a basis of $3 per 100-lb. keg for galvanized staples and $2.80 for bright, with 25c. extra for 25 and 50-lb. packages.

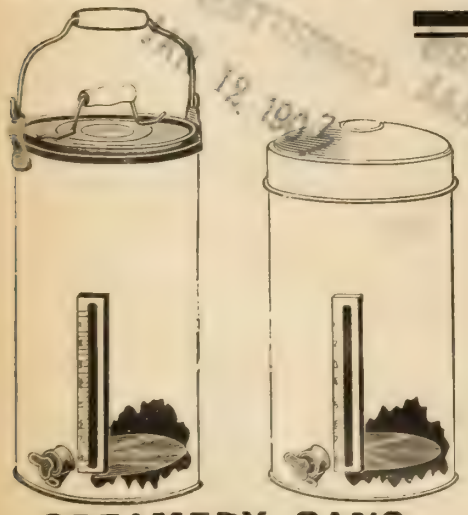
WIRE NAILS.—Trade is quiet at unchanged prices. We quote: Carlots, $2.40; small lots, $2.45 per keg f.o.b. Montreal, London, Hamilton, Toronto, Brantford, Windsor, Ont., and St. John.

CUT NAILS.—There has been a slight improvement in the demand, but the market is still inactive. In carlots, the price is $2.40 per keg, and in small lots, $2.45 per keg.

HORSE NAILS.—Business this week is of small proportions. "C.L.C." horse nails are discounted at 57½ per cent. off. The discounts are quoted as follows: "C" brand, 40, 10 and 7½ per cent. off; on "M" brand, "Oval," 57½ per cent.; "New City," 57½ per cent.; "New Countersunk," 65 per cent.; "Monarch," 65 per cent.; "Peerless," 50 and 7½ per cent.

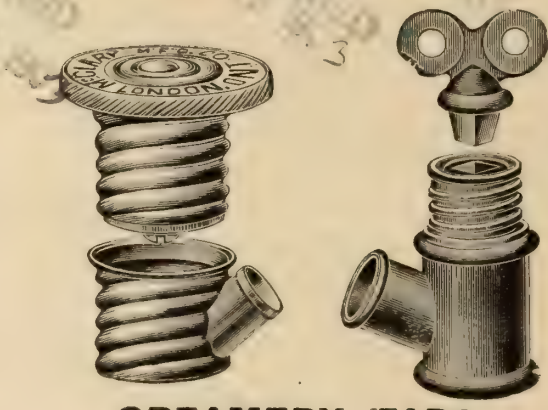
HORSESHOES.—The demand is small and the market rules quiet. We quote as follows: Iron shoes, light and medium, pattern, No. 2 and larger, $3.35; No. 1 and smaller, $3.60; snow pattern, No. 2 and larger, $3.60; No. 1 and smaller, $3.85; X L steel shoes, new light pattern, sizes 1 to 5, No. 2 and larger, $3.45; No. 1 and smaller, $3.70; featherweight, all sizes, 0 to 4, $5; toe weight, all sizes, 1 to 4, $6.25. Shoes, more than

CREAMERY Cans and Trimmings



CREAMERY CANS.

With Locking Attachment Cover. With Slip Cover.



CREAMERY TAPS.

Steel Retinned Tap Loose Key Metal Tap.

"FAMOUS" MICA GAUGE.

As we carry a complete stock at all times of the above lines prompt shipment can always be made.

A heavy stock of Sheet Tin of all sizes, gauges and quality always on hand.

The McClary Manufacturing Co.

LONDON, TORONTO, MONTREAL, WINNIPEG, VANCOUVER, AND ST. JOHN, N B.

"Everything for the Tinshop."

ENGLISH
GERMAN
BELGIAN
CANADIAN
AMERICAN
} PORTLAND CEMENTS.

FIRE
BUILDING
ENAMELLED
SILICA
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} BRICKS.

DRAIN
CULVERT
} PIPES.

F. HYDE & CO.

31 WELLINGTON ST., MONTREAL

. . FULL STOCK . .

Salt Glazed Vitrified

Double Strength Culvert Pipe a Specialty.

THE CANADIAN SEWER PIPE CO.

HAMILTON, ONT. TORONTO, ONT.
ST. JOHNS, QUE.

Deseronto Iron Co.

LIMITED

DESERONTO, ONT.

Manufacturers of

CHARCOAL PIG IRON

BRAND "DESERONTO."

Especially adapted for Car Wheels, Malleable Castings, Boiler Tubes, Engine Cylinders, Hydraulic and other Machinery where great strength is required; Strong, High Silicon Iron, for Foundry Purposes.

"MIDLAND"

BRAND

Foundry Pig Iron.

Made from carefully selected Lake Superior Ores, with Connellsville Coke as Fuel, "Midland" will rival in quality and grading the very best of the imported brands.

Write for Price to Sales Agents

Drummond McCall & Co.

MONTREAL, QUE

or to

Canada Iron Furnace Co.

MIDLAND, ONT. Limited

one size in a keg, 10c. per keg extra. F.o.b. Montreal only.

RIVETS AND BURRS.—A few orders are reported this week. The discounts have not been changed. We quote: Best iron rivets, section carriage, and wagon box, black rivets, tinned do., coopers' rivets and tinned swedes rivets, 60 and 10 per cent.; swedes iron burrs are quoted at 55 per cent. off; copper rivets, with the usual proportion of burrs, 45 per cent. off and coppered iron rivets and burrs, in 5 lb. carton boxes are quoted at 60 and 10 per cent. off list.

BOLTS AND NUTS.—The market for bolts and nuts has not changed to any appreciable extent. Discounts are: Norway carriage bolts, 55 per cent.; common, 50 per cent, full square carriage bolts, 55 per cent.; machine bolts 50 and 5 per cent.; coach screws, 66 2-3 per cent.; sleighshoe bolts, 65 and 5 per cent.; blank bolts, 50 and 5 per cent.; bolt ends, 50 and 5 per cent.; plough bolts, 50 and 5 per cent. To any retailer an extra discount of 10 per cent is allowed. Tire bolts, 67½ per cent.; stove bolts, 67½ per cent. Nuts, square, 3½c. per lb. off list; hexagon nuts, 3¾c per lb. off list. To all retailers an extra discount of ½c. per lb. is allowed.

SCREWS.—The discounts on screws are unchanged. Trade has not improved. The discounts are quoted as follows: Round head bright, 82½ and 10 per cent.; flat head bright, 87½ and 10 per cent.; brass, round heads, 75 and 10 per cent.; brass, flat heads, 80 and 10 per cent.

CORDAGE.—A reduction of ½c. has been made in sisal and lathyarn. We quote: Pure manila, 14c.; British pure manila, 12c.; sisal, 11c.; single lathyarn, 10½c.

BUILDING PAPER.—The price of ready roofing has been advanced 5c. There is a light movement, and our quotations are as follows: Tarred felt, $1.75 per 100 lb.; 2-ply, ready-roofing, 90c. per roll; 3-ply, $1.15 per roll; carpet felt, $2.25 per 100 lb.; dry sheathing, 35c. per roll; tar sheathing, 45c. per roll; dry fibre, 50c. per roll; tarred fibre, 60c. per roll; O K and I X L, 65c. per roll; heavy straw and sheathing, $30 per ton; slaters' felt, 60c. per roll.

SCREEN WIRE CLOTH.—There is very little doing. The quoted price is $1.40 per 100 square feet.

FIREBRICKS.—Trade is quiet. Prices are as follows: English, $16 to $22 and Scotch, $17 to $22 per 1,000.

CEMENT.—A small amount of business is doing and prices are unchanged. We quote as follows: Canadian cement, $1.90 to $2.25; German, $2.20 to $2.30; English, $2.15 to $2.25; Belgian, $1.70 to $1.95 per bbl., ex-wharf, and American, $2.10 to $2.20 ex-cars.

SNOW SHOVELS.—There is a fair demand. We quote: "Habitant," $2.25 to $2.40; "Victor," 40 per cent. off; steel railroad shovels, 48 and 5 per cent. off.

FIRE SHOVELS.—A moderate trade is doing, discounts being as follows: No. 70, 38½ to 40c. per dozen; No. 55, 55 to 60c.; No. 57, 82½ to 90c.; No. 60, 82½ to 90c.; No. 65, $1.37½ to $1.45; No. 80, 50 to 55c.; "Duplex," No. 7, $1.21; No. 9, $1.52; No. 11, $1.82.

SKATES.—The demand has fallen off to some extent. Quotations are: Halifax pattern, 36c. per pair; nickel-plated, 65c. per pair, ladies' nickel-plated, 60c.; per pair, ladies' concave nickel-plated, $1.35, plain hockey, 27c. to $1.35; nickel-plated hockey, 60c. to $2.50; double-end hockey, $1.50 to $3. Skate straps, 35c. to $1.35

Bar Iron
Horseshoe Iron
Hoop and Bar Iron

All "Dominion Crown," best English make, at low prices.

A. C. LESLIE & CO.

509-512 Merchants Bank Building,
MONTREAL.

When a Man Wants a Pump

impress upon him that in buying a McDougall Pump first cost is last cost.

Our Pumps very seldom need repairs and our guarantee is at the back of every Pump we manufacture.

Should there be any breakages in the Pump which are due to our negligence we are willing to make it good or refund the money.

The R. McDougall Co., Limited

GALT, ONT.

Manufacturers of High-Class Pumps

Pig Tin.

"Boustead & Co's" Penang
"Straits"
"Lamb and Flag"

Copper —"Lake"
—"M A"

Galvanized Sheets.

ADAM HOPE & CO.

Hamilton, Ont.

NOVA SCOTIA STEEL & COAL CO., Limited

NEW GLASGOW, N.S.

Manufacturers of

Ferrona Pig Iron

And SIEMENS MARTIN

OPEN HEARTH STEEL

HOCKEY STICKS.—There is still some movement in these, and the prices are as follows: Best second growth, goal keepers', $4.20 per doz.; ash, $2.90; elm, $2.25; boys' elm, $1.10; common, 90c. Regulation pucks, $1.50 per doz.

COAL HODS.—There has not been much demand during the past week. Quotations follow: Japanned, 16 in., $4.50 per doz.; 17 in., $4.80; 18 in., $5.10; with gold band, 17-in., $5.10; 18 in., $5.40. Galvanized, 16-in., $6.20; 17-in., $6.50; 18-in., $6.80 per doz. The discount is 45 per cent.

LANTERNS.—These are moving out fairly well still, business being done on the following basis. Tilt, lift or hinge, No. 0, $4 per doz.; Cold Blast, $7 per doz.; dashboard, No. 0, $5.75 per dozen; cold-blast dashboard, $9 per dozen. Extras are as follows: Japanning, 50c. per dozen; copper-plating cold blast, $2 per dozen. The prices quoted are f.o.b. London, Hamilton, Toronto, Belleville, Kingston and Montreal.

METALS.

The metal market has developed no striking feature during the week, unless it be the stronger position of copper. That market has been slowly gathering strength and emerging from the weak state which characterized it during the greater part of 1902. At present the price of copper is firm and shows a tendency upwards. The change is likely due almost wholly to speculative influences. Following the example set by American railroads the Canadian roads have advanced rates for transportation of iron products from manufacturing points in Canada. The higher rates will be enforced on angle bars, bale ties, bolts, coil chain and cable, fish plates, galvanized and corrugated iron, iron and steel, bar, sheet, boiler, bundle or band, iron boiler tubes, iron pipe and fittings, pig iron, rivets, nails, screws, spikes, splice-bars, wire, wire rope, staples and tacks. The foreign markets report nothing of importance to this trade.

BAR IRON.—The movement in bar iron is good and has improved somewhat during the past few days. We quote as follows: Merchants' bar, $2; horseshoe iron, $2.25; forged iron $2.20.

BLACK SHEETS.—The market remains unchanged with a fair movement. We quote: 28 gauge, $2.65; 26 gauge, $2.60; 20 to 24 gauge, $2.50; 8 to 20 gauge, $2.50.

GALVANIZED IRON.—No new feature is reported in this market and the prices remain as last quoted. Our prices are as follows: No. 28 Queen's Head, $4.40; Apollo, 10¾-oz., $4.30; Fleur de Lis, $4.15; Comet, $4.10; "Bell" brand $4.05. For less than case lots 25c. extra is charged.

LEAD PIPE.—The movement in lead pipe is fair. Composition and waste are quoted at 8c. and ordinary at 7c. The discount is 37½ per cent.

IRON PIPE.—The market is quiet and the prices are firm. We quote as follows: Standard pipe, per 100 feet, in lengths under 19 feet: Black, ¼, $2.10; ⅜, $2.65; ½, $2.85; ¾, $3.65; 1 in., $5.20; 1¼, $7.35; 1½, $8.95; 2-in., $12.55. Galvanized, ¼, $3.20; ⅜, $3.15; ½, $3.85; ¾, $5; 1-in., $7.20; 1¼, $10.05; 1½, $12.20; 2-inch, $16.85. Extra heavy pipe, plain ends, are quoted per 100 feet as follows: Black, ½, $4.20; ¾, $5.25; 1-in., $7.55; 1¼, $10.55; 1½, $12.75; 2-in., $17.60. Galvanized, ½, $5.20; ¾, $6.65; 1-in., $9.55; 1¼, $13.25; 1½, $16; 2-in., $21.90.

NICHOLSON FILE CO.

PROVIDENCE, R.I., U.S.A.

Cast Steel FILES and RASPS, High Grade

FOR HOME AND EXPORT TRADE

Largest File Manufacturers in the World.

Seven Distinct Factories.

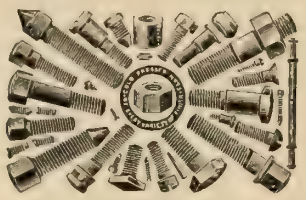
The well-known "Nicholson" and "X. F." brands are made exclusively at our Providence works from best selected steel, by experienced workmen, and are exported to all parts of the globe, and command the highest prices.

DOMINION WORKS:

PORT HOPE, CANADA.

Daily production: 600 dozen, including "Globe," "Kearney & Foot," and other brands.

Walter Grose, Selling Agent. Montreal.

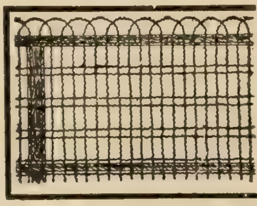


THE JOHN MORROW MACHINE SCREW COMPANY, Limited

Manufacturers of

Set and Cap Screws, Special Milled Work, Engine Studs, Etc. Cold Punched Nuts of every variety of finish.

INGERSOLL, ONT.



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Handsome, durable and low-priced. Specially suitable for front and division fences in town lots, cemeteries, orchards, etc. Retails for 20 CENTS PER RUNNING FOOT. Just about the cheapest fence you can put up. Write for full particulars. Use Page Farm Fence and Poultry Netting.

The Page Wire Fence Co., Limited, Walkerville, Ontario.
Montreal, P.Q., and St. John, N B. 7

SOLDER.

Half-and-Half, Wire, Bar, Angle, and Plumbers—all grades.

IF YOU USE, DROP US A LINE.

THE CANADA METAL CO., WILLIAM STREET, TORONTO.

IF YOU WANT LIGHT AT SMALLEST COST

Use "Brilliant" or "Radiant Shelby" Incandescent Lamps

SPECIAL PRICES TO LARGE LIGHTING COMPANIES.

Walter Grose, Selling Agent, MONTREAL.

Manufactured by The Ontario Lantern Co., Hamilton, Canada.

ASSISTANT WANTED.

Bright young man with thorough knowledge of the hardware trade, and full of bright up-to-date ideas to assist in the editorial department of HARDWARE AND METAL. State experience and present salary. Address Editor HARDWARE AND METAL, Toronto or Montreal.

"Pullman" Lawn Sprinkler

IS YOUR ORDER IN?

Send for Folder No. 14.

Pullman Sash Bal. Co.
Rochester, N.Y., U.S.A.

For threads and couplings 5 per cent. is added.

TINPLATES. There is no change to mention this week, both local and foreign markets being quiet. We quote: Cokes, $4.25 and charcoals, $4.75 to $5.25.

SOIL PIPE AND FITTINGS. There is not much doing in these lines, and we quote the discount as follows: Light soil pipe, 3 to 6 inch, 50 per cent., medium and extra heavy soil pipe, 2 to 6-inch, 60 per cent.; extra heavy soil pipe, 8-inch, 45 per cent.; light fittings, 2 to 6-inch, 50 and 10 per cent.; medium and extra heavy fittings, 2 to 6-inch, 60 per cent.; extra heavy fittings, 8-inch, 45 per cent.

PIG IRON.—The market remains quiet and the prices are still quoted at $23.50 to $24.50 ex store Montreal.

INGOT COPPER. There is not much doing, but the market is firm at $12.50 to $13.50 per 100 lb.

INGOT TIN.—There is no change. We quote $27.50 to $28.50 per 100 lb.

PIG LEAD.—Business is quiet and the prices steady. In carlots the price is $2.90 and in small lots, $3.25.

STEEL.—There have been a few orders reported during the week, but prices remain about the same. We quote as follows: Sleighshoe, $2.10 to $2.20; tire, $2.20 to $2.25; bar, $2.05; spring, $2.85 to $3; reeled machinery, $2.75; toecalk, $2.60 to $2.90; machinery (iron finish), $2.10; mild steel, $2.05; square harrow, $2.15.

TOOL STEEL.—Everything is quiet. Prices are as follows: Black Diamond, 8c.; Sanderson's, 8 to 12c., according to the grade; Jessop's, 13c.; Leonard's, 7½c.; Jonas & Colver's, 10 to 20c.; "Air Hardening," 65c. per lb.

CANADA PLATES.—The market is without feature, although galvanized plates have been moving freely. Prices are as follows: 52s, $2.70 to $2.80; 60s, $2.85 to $2.90; 75s, $2.80 to $2.85; full polished, $3.75 and galvanized, $4.25 to $4.35; galvanized, 60s, $4.45 to $4.55.

TERNE PLATES.—These are slow. We quote $7.50.

COIL CHAIN.—There is more coil chain being sold at present than at any time during the past few years. We quote as follows: No. 6, 10c.; No. 5, 9c.; No. 4, 8½c.; No. 3, 7c.; ¼ in., 6½c. per lb.; 5-16, $5; 5-16 exact, $5.25; ⅜, $4.30; 7-16, $4.10; ½, $4; 9-16, $3.80; ⅝, $3.70; ¾, $3.60; ⅞, $3.55; 1 in., $3.50. In carload lots an allowance of 10c. is made.

SHEET ZINC.—There is nothing doing. We quote $5.50 to $5.75.

ANTIMONY. Quiet at 10c.

ZINC SPELTER. Very few, indeed, have been the orders for the past couple of weeks. We quote $5.25.

SOLDER.—Bar solder sells at 20c. and wire solder at 18c. with a fairly good trade doing.

SCRAP METALS.

The Montreal dealers say they are receiving more goods at present than they are shipping, as all country dealers generally unload everything they have about the first of the year. The market is still steady and no immediate change in prices is likely to take place. Our quotations are now as follows: Heavy copper and wire, 9c. per lb.; light copper, 8c., heavy red brass, 10c.; heavy yellow, 8½c.; light brass, 5c.; lead, 2 to 2¼c.; zinc, 2½ to 2¾c.; iron, No. 1 wrought, $15 to $16; No. 2, $7 per ton; machinery scrap, $16.50 to $17; stove plate, $13; malleable and steel, $6; mixed country rags, 60 to 70c. per 100 lb.; old rubbers, 6½ to 6¾c. per pound.

RAW FURS.

There are fair offerings of raw furs this week. The prices quoted here are about the average and the correct market prices, although on one or two lines it is reported that the quotations of some buyers are a little higher. The figures here given are from the largest dealers, who do not think the condition of the market warrants any advance. We quote:

HIDES.

Business in hides is quiet and the prices remain the same as a week ago. Prices follow: No. 1 hides, 7½c.; No. 2, 6½c.; No. 3, 5½c.; calf skins, 8 to 10c., and lambskins, 65c.

MONTREAL NOTES.

Sisal rope and lathyarn are each ½c. lower.

A few lines of horse bits have advanced 25 per cent.

A decline of 15 per cent. has taken place in blacksmiths' stocks and dies.

		Large	Medium	Small	Kitts	Fall Beaver [illegible] per pound		Spring Beaver [illegible] per pound	
BEAVER	Labrador and choice Eastern	$6.00	$5.00	$2.75	$1 1.50				
"	Territory Rocky Mountains and Western								
	Strictly Prime, or, No 1	6.00	4.00	2.00	50 75				
	Partly Prime, or, No 2	4.00	3.00	2.00	50				
	Unprime, or, No 3	3.00	2.00	75	40				
	Flat, weak, or poor, or, No 4	2.50	50	25	25				
		Large	Medium	Small	2	3	4	Cubs	Yearlings
BEAR	Black Choice only	15.00	10.00	7.50	6.00	3.00	50	$2.00	to $8.00
"	Brown "	12.00	7.00	5.00				1.00	to 5.00
		1	2	3	4				
BADGER	Of all sections	50	25	10	5				
		Dark	Brown	Pale	2	3	4		
FISHER	Eastern and far North Eastern	[illegible]	[illegible]	[illegible]	3.00	1.75	50		
	Territory and Western	[illegible]	5.00	[illegible]	2.00	1.00	50		
		Large	Small	2	3	4			
FOX	Red North-Eastern and similar fine bright red kinds	4.00	2.75	1.25	75	25			
"	Territory and Western	4.00	2.75	1.40	50	20			
		Dark	Fair	Pale	2	3	4		
"	Cross Value principally as to beauty, also size & richness	10.00	7.00	4.50	2.50	1.50	50		
"	Silver Eastern and far Northern	75.00	40.00	25.00	20.00	9.00	4.50		
"	Pacific Coast, Territory and Western	[illegible]	[illegible]	20.00	15.00	5.00	2.50		
		Large	Medium	Small	2	3			
LYNX	Far North Eastern	[illegible]	2 to 2.50	2.25	2.00	75	25		
"	Territory and Western	[illegible]	2 to 3.50	2.25	2.00	60	20		
		Dark	Brown	Pale	2	3	4		
MARTEN	British Columbia, Northern Pacific and similar	7.00	5.00	2.50	1.75	1.00	25		
"	Territory and Western	3.50	2.25	1.50	1.10	60	30		
"	Quebec and Ontario	3.00 3.50	2.25 3.00	2 to 2.25	1.00	50	25		
		Large	Medium	Small	2 Large	2 Small	3		
MINK	Halifax, far North Eastern and choice	4.00	3.25	2.50	2.25	1.50	40	25	
"	Territory and Western	1.50 2.00	1.50	1.00	75		25	1.25	
		Spring	Winter	Fall	Kitts				
MUSKRAT	Eastern, best large		10c. 15	[illegible] 10	2 [illegible]				
"	Territory and Western		[illegible] 10	07	2 [illegible] 4				
		Large	Small	2	3	4		Cubs	
OTTER	Labrador and far North Eastern	$10-$14	7 to 10	5.00	[illegible]	[illegible]		[illegible]	[illegible]
"	Territory and Western	[illegible]	4.00	3.50	2.25	[illegible]		[illegible]	[illegible]
		Large	Small	2	3	4			
RACOON		75 1.25	60 75	[illegible]	25	[illegible]			
"	Black Value according to darkness, size and beauty	2.25	2.00	1.50	50	[illegible]			
		Black	Short Stripe	Long Stripe	White				
SKUNK		[illegible]	75	[illegible]	[illegible]				
		Dark	Brown	Pale	2	3	4		
WOLVERINE	Value according to darkness, size and beauty	[illegible]	4.00	2.50	1.50	75	25		
CASTOREUM		[illegible] per pound							

The Popular Goods for Progressive People

SUITED TO ALL CLASSES OF BUILDINGS—NOT TO BE EQUALLED FOR PRACTICAL MERIT AND ENDURING RELIABILITY.

Our Metallic Ceilings and Walls

give the acme of satisfaction at moderate cost. They please the most esthetic as well as practical taste. Artistically beautiful, almost indestructible, sanitary, easily applied, and almost countless designs to select among.

There's big business in selling these goods—are you ready for it?

Metallic Roofing Co., Limited

TORONTO. MONTREAL. WINNIPEG.

ONTARIO MARKETS.

HARDWARE.

Toronto, January 9, 1903.

WHILE orders from travellers, who started on the road last Monday, are but starting to come in, the letter-order business of the past week has been so large and so satisfactory that the opinion is generally expressed by all jobbers that the outlook for 1903 is even more promising than was the case a year ago. Generally speaking the market is steady, with iron and steel lines stiffening. Rope is fluctuating, the tendency being downward. A decline of ½c. in sisal is reported.

BARB WIRE.—This market is dull and featureless. We quote the base price as follows: $2.67½ from Cleveland, and 12½c. less in carlots. From stock, Toronto, $3.

GALVANIZED WIRE.—There is nothing doing. Prices are unchanged. Our quotations are as follows: Nos. 6, 7 and 8, $3.15 to $3.35 per 100 lb.; No. 9, $2.65 to $2.85; No. 10, $3.20 to $3.40; No. 11, $3.25 to $3.45; No. 12, $2.80 to $3; No. 13, $2.90 to $3.10; No. 14, $3.75 to $3.95; No. 15, $4.30; No. 16, $4.55. Nos. 6 to 9 base from Cleveland are quoted at $2.27½ in less than carlots.

SMOOTH STEEL WIRE.—There is not much demand. The prices are steady this week. We quote the base price as follows: $2.50 per 100 lb. Oiling, 10c.; coppering, 60c. and tinning, $2 per 100 lb extra. Shipping points, Toronto, Hamilton, London and Montreal, with freights equalized on those points.

WIRE NAILS.—The demand is picking up. Prices are unaltered. We quote as follows: $2.45 per keg and 5c. less for carlots. The shipping points are Toronto, Hamilton, London, Gananoque and Montreal.

CUT NAILS.—There is nothing doing. We quote $2.50 per keg.

HORSE NAILS.—Prices are unchanged. Discounts are as follows: "C" brand, oval head, 40 and 10 and 7½ per cent.; on "M" brand, 50, 10 and 5 per cent.; on "Monarch," 65 per cent., and "Countersunk" head, 65 per cent.; "Peerless," 50 and 7½ per cent.

HORSESHOES.—Trade is dull, and prices are unchanged. Quotations are as follows. Iron shoes, No. 2 and larger, light medium and heavy, $3.45; snow shoes, $3.70; light steel shoes, $3.55; featherweight (all sizes), $4.95; iron shoes, No. 1 and smaller, light, medium and heavy (all sizes), $3.70; snow shoes, $4; light steel shoes, $3.80; featherweight (all sizes), $4.95.

SCREWS.—A fair sorting trade is to be noted. Prices are steady. We quote as follows: Flat head bright, 87½ and 10 per cent. discount; round head bright, 82½ and 10 per cent.; flat head brass, 80 and 10 per cent.; round head brass, 75 and 10 per cent.; round head bronze, 65 per cent. and flat head bronze, 70 per cent.

RIVETS AND BURRS.—There is no change in the conditions. Quotations are as follows: Iron rivets, 60 and 10 per cent. discount; iron burrs, 55 per cent.; copper rivets, with usual proportion of burrs, 45 per cent.; copper burrs alone, 30 and 10 per cent.

BOLTS AND NUTS.—The market is reported quiet. Quotations are as follows: Carriage bolts, common ($1 list), 50 per cent.; carriage bolts, full square ($2.40 list), 55 and 10 per cent.; carriage bolts, Norway iron ($3.00 list), 55 and 10 per cent.; machine bolts, all sizes, 50 and 10 per cent.; coach screws, cone points, 66 2/3 and 10 per cent.; elevator shaft and whiffletree bolts, 50 per cent.

SPADES AND SHOVELS.—A more active demand is reported. The discount is now 45 per cent., and the list price has been reduced $3 per dozen for Olds' goods, $2 for Gray's, and $1 for Burns'.

ROPE.—Sisal is ½c. cheaper. The market has fluctuated materially of late, the general tendency being downward. We quote: Pure manula, 14c.; British manila, 12c.; sisal, 11c.; lathyarn, single, 11c. and double, 11½c.; sisal bed cord, 3-cord, 48 feet, 65c.; 60 feet, 80c.; 72 feet, 95c. per doz.

HARVEST TOOLS.—Business is being booked for spring delivery in satisfactory volume. The discount is quoted at 60 and 10 per cent.

LAWN MOWERS.—There is nothing moving, but orders are coming in nicely for spring delivery. Our quotations are as follows: Woodyatt, 12-in. wheels, $7.50; Star, 12-inch wheels, $5.50; Daisy, 12-inch wheels, $4.90; Philadelphia, 10-inch wheels, $6; Ontario, 10-inch wheels, $12.75. The other prices are in proportion.

CUTLERY.—While the movement is as yet comparatively light, the manufacturers, both in Canada and Europe, are kept busy and prices are firm.

BUILDING PAPER.—Last week's advance is well maintained. We quote: Dry sheathing, grey or straw, 35c. per roll; tar sheathing, grey or straw, 45c. per roll; dry fibre, 50c. per roll; tarred fibre, 60c. per roll.

TINWARE AND ENAMELLED WARE.—There is a good movement of milk-can trimmings, but the general trade is moderate.

STOVES AND RANGES.—No trade is doing, but the manufacturers are preparing for another big year's business.

RANGE BOILERS.—A net price is now given for galvanized iron-range boilers, all makes. The quotations follow: 18 and 30 gallon, $6; 35 gallon, $7; 40 gallon, $8; 52 gallon, $12.50; 63 gallon, $19; 82 gallon, $23; 100 gallon, $31, and 120 gallon, $37.

SCREEN DOORS.—The demand is normal. We quote: Screen doors, common, two or three panel, walnut stained, 3-in. style, $6.60; stained, yellow or green, $6.80; in natural colors, oil finish, $8.15; 4-in. style, 20c. per dozen extra.

CEMENT.—Trade is not expected to open up before February. The prices are nominal. We quote: Canadian Portland, $2.80 to $3.20; hydraulic, $1.35 per barrel. At the works the prices are $2.50 to $2.70 per barrel.

METALS.

A normal movement is reported, with prices firm all along the line. Ingot copper is ½c. higher. Other lines bear no change.

PIG IRON.—There is no Canadian pig iron offering. Some Scotch and English iron has been quoted here at figures varying from $21.00 to $23.50 per ton, though some No. 1 English is being sold at $24, when it can be had. Prices are as follows: $23 to $25 for No. 1 and $22.50 for No. 2 at the Canadian furnaces. No. 2 Summerlee is quoted at $25 on track, Toronto.

STEEL BOILER PLATES.—We quote $2 per 100 lb. at Pittsburg.

TOOL STEEL.—The market is stiff, and our prices this week are as follows: "B C" and "Black Diamond," 10 to 11c.; Jessop's, Morton's and Firth's, 14c.; Jonas & Colver's, 10 to 20c.; ditto, "Air Hardening," 70c. per lb.; Chas. Leonard's, 8c. to 9c.; Park's "Silver," 12 to 14c.; Park's Special," 15 to 20c.

MILD STEEL.—The demand at present is a little quiet, but the prices are firmly maintained. We quote $1.90 per 100 lb. at Pittsburg and $2.75 per 100 lb. on track, Toronto.

SPRING STEEL.—The demand is normal, but the mills are still behind their orders. We quote $3.50 per 100 lb. on track, Toronto.

BOILER TUBES.—These are unchanged.

BAR IRON.—Trade in bar iron has improved. The market is firm. We quote base price: $2.05. Extras cut to length while rolling: 2 ft. and over, 10c. per 100 lb., 1 ft. and under 2 ft., 15c.; under 1 ft., 20c.; over 20 ft. by special agreement, according to length and size.

BLACK SHEETS.—These are quiet and unchanged. We quote: Common, $3.15 for 28 gauge and dead flat, $2.50 for 26 gauge.

CANADA PLATES.—A moderate demand is noted. We quote as follows: All dull, $2.90 to $3; half-polished, $2.85 to $3.10 and all-bright, $3.75 to $3.85.

GALVANIZED SHEETS.—The market continues unchanged, and quotations are: Queen's Head, $4.50 for 28 gauge; American, $4.40 for 24 gauge; Bell brand, $4.30 for 28 gauge; Gordon Crown, $4.50 for 28 gauge.

TIN.—The market has gained strength and activity. We quote $29 to $30 per 100 lb.

TINPLATES.—Considerable business is being done for forward delivery. It looks as if prices had touched bottom, and some claim that higher prices will be reached. We quote as follows: Charcoals, $4.75 to $5, and cokes, $4.25 to $4.50 per box.

COPPER.—More activity is reported and an advance of 50c. per 100 lb. in ingot is noted. Our quotations are as follows: Ingot copper, $13; sheet copper, $22 to $23 per 100 lb.

BRASS.—The demand is light. The discount is 15 per cent.

LEAD.—The market is stronger, and the prices are unchanged at $3.50 per 100 lb. for pig lead, and $3.75 for bar lead.

IRON PIPE.—Not much doing. The price per 100 feet is as follows: Black pipe, ⅛ in., $3; ¼-in., $2.30 to $2.40; ⅜-in., $2.65; ½-in., $2.85; ¾-in., $3.65; 1-in., $5.20; 1¼-in., $7.35; 1½-in., $8.95; 2-in., $12.55; 2½-in., $20 to $21; 3-in., $24 to $25; 3½-in., $30 to $32; 4-in., $37.50 to $38.

ZINC SPELTER.—This metal continues inactive. The price is 5 to 6c. per lb.

ZINC SHEETS.—A fair amount of business has been transacted in this line. We quote the base price: Cask lots, $6 to $6.25 and part casks, $6.25 to $6.50.

SOLDER.—The market is improved over a week ago, and further activity is looked for.

ANTIMONY.—Business is fair. The price is steady at $9 per ton.

HIDES, SKINS AND WOOL.

HIDES.—The quality of hides is poor and the prices have declined ½c. Prices

are as follows: No. 1 green, 7½c.; No. 2 green, 6½c.; No. 1 green, steers, 8c.; No. 2 green, steers, 7c.; cured, 8c. per lb.

CALF SKINS. Prices are nominal and business is quiet. Quotations are: Veal skins, 6 to 14 lb. inclusive, No. 1, 10c.; No. 2, 8c.; do, 15 to 20 lb. inclusive, No. 1, 9c.; No. 2, 7c.; deacons (dairies), 60 to 70c. each.

SHEEPSKINS. These are in good demand. We quote 75 to 85c.

WOOL.—This market continues strong and unchanged. Quotations are as follows: Unwashed wool, 8 to 8½c.; fleece wool, 15c.; pulled wools, super, 15 to 16c. and extra, 19 to 20c.

TALLOW.—There has been a decline of ¼c. We quote 5⅞ to 6c. per lb., on track, Toronto, and 6¼ to 6½c. out of store.

SEEDS.

The business that is being transacted in seeds is quiet. There is a little alsike offering at $6 to $6.75 per bushel. Red clover is in limited supply at $6 to $6.25 per bushel for prime to choice seed. Timothy is quoted at $1.60 to $1.80 per bushel.

PETROLEUM.

The market is firm with a good trade doing. The Union Petroleum Co.'s prices are unchanged this week. Prices follow: Lily White, Canadian, 17½c. in bbls.; Silver Light, American, 19½c. in bbls.; Crystal Spray, water white, American, 20½c. in bbls.; Pennoline, best American imported, 22c. in bbls. In bulk, 2c. less. The Queen City Oil Company quote as follows: Sarnia Prime White, 17½c.; Sarnia Water White, 19½c.; Family Safety, 20c. in bbls.; Pratt's Astral, 19½c. in bulk.

OLD MATERIAL.

Prices are firm and a good movement is reported. Our quotations are as follows: Heavy copper and wire, 10c. per lb.; light copper, 8 to 8½c.; heavy red brass, 9½c.; heavy yellow brass, 8 to 8½c.; light brass, 5 to 5½c.; lead, 2 to 2½c.; scrap zinc, 3c.; iron, No. 1 wrought, $13 per net ton; No. 2 wrought, $4.50; machinery cast scrap, $15.50 to $16; stove plate, $10; malleable and steel, $6 to $6.50; old rubbers, 6½c. per lb. and country mixed rags, 50c. per 100 lb.

NOVA SCOTIA MARKETS.

Halifax, January 5, 1903.

A NEW year has been ushered in during the last week and the hardware merchants, in common with other business men, express themselves as more than satisfied with the past year's business, both as to volume and to trade conditions generally. All have entered on the new year with a hopeful feeling that the buoyant conditions prevailing now so largely for the last two years will continue through 1903. Their hopes, too, seem to be well grounded, as most encouraging reports have come in from all parts of the Maritime Provinces, all telling of works planned or in progress, which will tend to enlarge trade. This is indeed a growing and expanding period. The money which the farmer and the artizan are not hoarding up in "the old stocking"—as in former years, but are spending in improvements or enlargements, is thus helping trade generally.

• • •

During the last week the hardware trade has not been extensive, but there is always enough inside business to keep everyone busy. Up to New Year's eve the retailers were very busy, and report a very heavy business in both Christmas and New Year's goods. The trade in cutlery and in silverware and fine kitchen furnishings, which now run largely in the hardware trade was especially good, and also in skates, sleds, etc.

• • •

Travellers are now off on the road or are sorting up samples preparatory to taking their orders for spring. They are starting out with every prospect of doing a good trade. The heads of the firms are still figuring or verifying ledger balances, which, in nearly every instance, are quite satisfactory. Considerable payments are due during the next few days, and these will give a good idea of what trade has been during the holiday season throughout the country, and all hope that these payments may be as satisfactory as in the past, so that the year may open with a clean sheet.

• • •

No year in the past has shown such a volume of business as 1902 in the line of builders' hardware, and there is promise of much in this line in the present year. Locally, the demand has been large. During the past year 150 new houses or buildings were erected, or the construction begun, while many others have undergone extensive repairs. The new Customs building was also begun, and very extensive repairs and alterations were made at the North Street Station, and a large extension to the Blind Asylum was begun late in the year. A new school house on Quinpool Road is also under construction, so that work in this line and the consequent demand for materials is good. The weather has been so mild that building operations have hardly been interrupted, and may not be for some time. Extensive building operations have been general throughout the Province, and considerable is still going on.

• • •

Price conditions in hardware remain practically unchanged so far as the local market is concerned. There is now every inducement for the jobber and the retailer to buy as there is little indication of any relaxation in the generally firm prices, especially in iron and steel.

• • •

The officers of The Maritime Hardware Company met representatives of the wire nail manufacturers in St. John on the 28th ult. Some time ago the latter reduced the price of their product, and it is understood that the former wish to have the prices, so far as they are concerned, remain the same. They claim that formerly they were not receiving as much profit on wire nails as the business demands. The result of their deliberations has not yet been given out.

• • •

The exports from Halifax for the week ending January 3, amounted to $127,350, apportioned as follows: West Indies, $45,560; Great Britain, $36,892; United States, $20,844; South America, $15,485; South Africa, $1,116; Newfoundland, $7,453.

R. C. H.

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery 6d. and 1s. Canisters
'WELLINGTON' KNIFE POLISH
JOHN OAKEY & SONS, LIMITED
MANUFACTURERS OF
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, England
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COVERT MFG. CO.
West Troy, N.Y
Steel Carriage and Wagon Jacks
Harness Snaps, Chain, Rope and Web Goods, etc.
FOR SALE BY JOBBERS AT MFRS. PRICES.

PRIEST'S CLIPPERS
BALL BEARINGS
Largest Variety. Toilet, Hand, Electric Power
ARE THE BEST.
Highest Quality Grooming and Sheep-Shearing Machines
WE MAKE THEM.
SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N.H., U.S.A.

The Best Door Closer is . . .
NEWMAN'S INVINCIBLE FLOOR SPRING
Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring, and has twice the wear. In use throughout Great Britain and the Colonies. Gives perfect satisfaction. Made only by
W. NEWMAN & SONS,
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Oneida Community Goods
HALTERS, COW TIES, SNAPS, etc., etc.,
In all sizes and styles. May be had of all Jobbers throughout Canada.
Factory—NIAGARA FALLS, ONT

..A..
STANDARD.
The cost of Axes per million feet of lumber taken out should be the best Standard. Under this Standard the CROWN JEWEL is the cheapest Axe in the market.

Dundas Axe Works, Dundas, Ont.
W. L. Haldimand, Jr., Eastern Agent, Montreal.

COMMERCE AND EDUCATION.

IN view of the attention that is being increasingly paid to commercial education, especially in England, Germany and America, it seems not improbable that a few years will witness the introduction of business courses into all the more important colleges and universities in these countries. Naturally this movement has come from outside. Educational institutions, as at present constituted, have little in common with the world of business. It is the business men who have realized the advantages which well-organized colleges possess, as places of instruction, and who have come forward and adapted these advantages to their own purposes.

The struggle for commercial supremacy has yearly been becoming keener. At first business was practically chance work. Then knowledge of goods and methods became necessary. Finally, ability has had to be fostered by general and systematic training, and local knowledge has had to be supplemented by an acquaintance with the general commercial structure of the business world. In fact, higher commercial education has been rendered necessary in order to meet the requirements of the times.

This march of progress is readily followed. The teaching of an elementary business course has been for some time carried on in our secondary schools and a more thorough practical training has been afforded in the so-called business colleges.

These courses have turned out good, practical business men with a sound knowledge of correct methods. But they have fallen short in another direction. They have failed to afford an acquaintance with the great underlying principles of the structure and organization of modern industry and commerce.

Naturally, this training cannot be supplied adequately in secondary schools. It is the work of special colleges and of universities, and the time is now ripe for the development of commercial courses in these institutions.

Commercial undertakings are conducted on a far larger scale to-day than ever before, and it has become more and more necessary for their promoters to be thoroughly grounded in the economic principles underlying them. This should be the main work of those higher institutions.

A valuable example of the practical application of these theories is afforded by the London School of Economics and Political Science, which was founded in 1895. Prior to that date commercial education of a university type was an unknown quantity in England. It is true the older universities did afford a training in economics and political science, but it was for no commercial purpose. Their object in imparting a knowledge of these subjects was purely academic and in the interests of learning in general.

On the continent, French students were able to secure higher commercial training at L'Ecole Libre des Science Politiques, and in Austria, Germany and the United States, many of the universities devoted considerable attention to it. Indeed, definite commercial courses were established at many of these institutions.

From the standpoint of industrial training, greater progress had been made. Already numerous highly-endowed technological institutions had been established. In fact, the laborer was in a far better position to improve his technical knowledge than the director of that labor was to better his hold on the commercial world. If the laborer and director of labor were to continue relatively on an equal footing of development, something would have to be done to provide the latter with means to improve his position. To meet this end the London School of Economics was established.

When it was first organized, the London School of Economics had little if any connection with the University of London. The arrangement under which it became the commercial faculty of the university is of a very recent date. Accordingly, up to a short time ago, no degrees could be granted to students who passed through the School. The unfairness of this is apparent. Many students undertook "a severe course of training, sacrificed their leisure and involved themselves in considerable expense in order to attend egularly the lectures and classes at the School; but at the end of their course they have had no certificate, diploma or degree, which they could produce as evidence of their attainments." Under the new regime they will receive degrees in science from the University of London (B.Sc. and D.Sc.)

The School was and still is fostered by the Technical Education Board of the London County Council. During its first year the Board granted it £500. Next year this sum was increased to £1,200 and now, under the new arrangement, £2,500 of the £10,000 granted to the University, goes to the School of Economics. In May of last year a handsome new building was formally opened by Lord Rosebery, Chancellor of the University and President of the School.

Since 1895 over 1,500 students have attended the School, and last session 540 were enrolled on the books. Of these over 80 per cent. were drawn from the professional and business classes. A certain number attended from the colonies and the United States. About a quarter of the total number were university graduates.

Mr. W. A. S. Hewins, Director of the School, writing in The Young Man, explains how the programme of work is arranged: "The lectures and classes at the School have been arranged with a view to the needs of particular callings. It has been found by experience that a basis of sound scientific training is required for successful work in any of the special departments of the School, such as railway administration or banking. Students in these and similar departments are therefore encouraged in every way to attend the established courses of the School which deal with such subjects as the following:

"1. The general structure of modern business and the general features of modern, industrial and commercial organization.

"2. Explanation of the terms in ordinary use in the discussion of economic, social and commercial problems, together with the leading principles of economic science.

"3. The methods of statistics, with special reference to trade and commerce, imports and exports, or administration.

"4. Economic and commercial geography.

"5. Economic and commercial history.

"6. Commercial and industrial law.

"The choice of special subjects is made with reference to the objects which the students have in view, the profession or calling in connection with which they desire to avail themselves of the scientific training provided by the school. It may be mentioned by way of illustration that the railway courses, in addition to those enumerated above, include the following:

"1. The economics of railway administration; the basis of rates; meaning of the phrase 'cost of carriage'; how rates are fixed; the relations between the railways and the Government in different countries; English, French and American systems, etc.

"2. The development of the means of transport, with special reference to railways.

"3. Special railway problems.

"4. Engineering questions in relation to railway administration.

"5. The law of transport."

The example of London has been followed recently in Manchester, where, at a meeting of merchants, presided over by the Lord Mayor, it was resolved to form a committee to establish a fund sufficient to yield £500 a year for 10 years to support a faculty of commerce in the University of Manchester.

In Canada, our own University of Toronto has been making an effort to provide higher commercial education. For some time the Political Science course in that institution has been giving a practical turn to its teaching, and during the session of 1901-1902 a regular commercial course was instituted.

NEW WHOLESALE HOUSE FOR TORONTO.

TORONTO is to have a new wholesale hardware house. The style of the firm will be The Kennedy Hardware Co., Limited, and a charter has been applied for.

The directors of the new company are S. R. Kennedy (president), J. J. Maclennan (vice-president), A. B. Cunningham and T. G. Scott.

The capital stock will be $100,000.

S. R. Kennedy, the president of the new company, has been in the hardware business about 29 years, 21 years of which were spent on the road travelling for such houses as M. & L. Samuel, Benjamin & Co.; H. S. Howland, Sons & Co., Limited, and Lewis Bros. & Co., Limited. He has just severed his connection with the last-named firm.

The building at No. 49 Colborne street, occupied by T. Wallbridge & Co., has been leased by the new firm, and possession will be taken about January 15. Travellers will be on the road about March 1.

PRESIDENT SCHWAB WANTS HIS SHARE.

President Schwab of the United States Steel Corporation, according to his secretary, Mr. Wrenn, has cabled that he desires to subscribe for the maximum number of shares he is entitled to under the employes' profit-sharing plan. He will get 60 shares.

Mr. Schwab is now a large owner of both the preferred and common stocks of the Steel Trust. In his affidavit filed in the suits brought to restrain the stock conversion plan he swore that he had sold bonds of the corporation to invest the proceeds in the common stock.—New York Journal of Commerce.

INDUSTRIAL GOSSIP

THE Peterboro', Ont., Cordage Company, which has been running since last October, has now 150 men on its staff, and 300 tons of twine in reserve for next season's trade. It is expected that the staff will be increased to 200 hands.

Listowel, Ont., has voted in favor of taking over the local electric light and waterworks.

Port Hope, Ont., voted $10,000 for the establishment of The Standard Ideal Sanitary Company's works.

The St. Lawrence Light, Heat and Power Company, Three Rivers, Que., are applying for incorporation.

Goderich, Ont., has carried three by-laws, public library, mill exemption, and knitting factory exemption.

The Humber Power and Light Company, Limited, has been authorized to increase its capital from $50,000 to $100,000.

A delegation from British Columbia will wait on the Federal Government on the 15th inst., to ask for an increase of duty on lead and lead products.

Belleville, Ont., voted on Monday in favor of a bonus to Kirkwood & McKinnon, who will operate the iron and steel rolling mills at that place.

Dunnville, Ont., has voted in favor of loaning $15,000 to J. D. Pennington, of Dundas, Ont., who is to start a refrigerator and woodworking factory, employing over 60 hands.

Waterloo, Ont., has voted in favor of a by-law to grant Schierholtz & Co. a loan of $5,000, a free site, and tax exemption for ten years, so the latter will now build large upholstering and frame factories.

The Empire Limestone Company, of New York, is authorized to embark in the cement and stone business in Ontario, with a capital of $600,000. William M. German, M.P., of Welland, is appointed the company's attorney for Ontario.

Collingwood, Ont., carried the county good roads by-law; a by-law to grant a bonus of $25,000 to the wire and nail factory; a by-law to buy for $25,000 the Toner & Gregory mill property, and a by-law to expend money to improve the harbor.

Barrett & Co., Quebec, have decided to construct and operate a large pulp factory in the district and have awarded the contract for the building of a dam to Thomas Power, of Levis. The dam will be 22 feet high and its construction is estimated to cost about $15,000.

An Ottawa despatch says that much interest is taken there in the announcement that the Canada Atlantic Railway is to extend its line and increase its capital. It is said that Mr. Clergue is interested in the extension of the C.A.R. for an opening to his works, and that he is behind the proposition to build the line which will connect the Canada Atlantic directly with the Western trade.

F. H. Clergue does not seem to be much affected by the general feeling of anxiety regarding the works he has organized at Sault Ste. Marie, Ont. He made the following statement on Monday: "Every branch of the works will be pushed forward to completion as rapidly as possible. Thirty million dollars of American capital has been sunk in the enterprise, and I am confident that not a single dollar will be lost. The works are now in such a position that with or without me they will work themselves out."

A charter has been granted by the Ontario Government authorizing The Belleville Portland Cement Company, Limited, to engage in all the various lines of business connected with the manufacture of Portland cement, with a share capital of $2,500,000. The provisional directors of the company are Frederick Reilley, H. M. Morton, W. J. Phillips, N. Sweetman, and T. Croucher, all of Toronto. The company will operate on extensive marl deposits in the county of Hastings, and have its head offices at Belleville.

The Vulcan Iron Works are applying for incorporation as The Vulcan Iron Works Company, Limited, Winnipeg. The capital stock is to be $300,000.

FENCES and GATES

IN WIRE AND IRON.

We can furnish anything required from a plain wire fence for the farm to an ornamental iron fence for residence or public building. Special prices to hardware trade. Send for catalogues.

The Dennis Wire and Iron Co.,

LONDON, ONT.

HEATING AND PLUMBING

HEATING AND VENTILATION.

A MODEL system of heating and ventilation has been adopted in the new high school building at Worcester, Mass. The building is warmed by hot water under a forced circulation, of the direct radiation class, with the air supplied for ventilation only. The building is a three-storey and basement structure, 109 x 156 feet in plan, and contains 37 rooms, exclusive of a large assembly room and the basement. It has six entrances, four giving access to both the basement and the first floor. The basement rooms are occupied only for short periods and are not provided with special means for ventilation, except the main lavatories, from which separate vent passages are furnished to prevent a diffusion of the air from those rooms into the rest of the building. The apparatus for heating and ventilation has been located in the centre of the basement. The ventilating system has been designed to supply and exhaust about 40,300 rubic feet of air per minute. The total number of seats in the school rooms is 1,240, so that the per capita supply of air on this basis is about 32.5 cubic feet of air per minute, 2.5 cubic feet above the State requirement. In the case of the assembly hall air is delivered through eight fresh air openings, aggregating 48 square feet in gross area; with a velocity of 100 feet per minute through the openings, on the basis of the gross area scale, 32 cubic feet of air can be supplied per minute per person, with 600 people in attendance. This means with 1,200 people, the full capacity of the hall, that 15 cubic feet are delivered per capita per minute. On account of the short periods of occupancy, it was not considered justifiable to make provision for greater air-supply.

The air for the ventilating system is received through basement windows in the front of the building into a cold-air chamber walled off from the girl's recreation room, and is then carried in an underground passage to the tempering chamber. From the tempering stacks it is received by the blower and then discharged through a system of ducts and flues to the openings in the rooms. The tempering surface consists of indirect radiators supported in two tiers on the irons and pipe standards, comprising altogether 12 stacks of 18 sections each, and aggregating 1,320 square feet. As the blower is designed to handle 40,330 cubic feet of air per minute, 560 cubic feet of air are passed per hour per square foot of the tempering stacks.—Engineering Record.

BRISK BUILDING YEAR IN TORONTO

While not yet up to the most active year in the "boom" days, the past year has been one of unusual activity in Toronto building circles. The permits issued during the year total up to $3,834,923, against $3,568,883 in 1901, when the permit for the $1,000,000 King Edward Hotel was taken out. This makes a record figure, except in 1891, when permits for the new city hall were issued. Everything considered, it is fair to infer from the returns that there was more building done in Toronto during 1902 than in any other year of the city's history. And, as the demand for good plumbing work is steadily growing, the cause of the brisk plumbing season is not hard to discover.

BUILDING PERMITS ISSUED.

QUEBEC.

G. Matte, for a brick building, to cost $2,500.

LONDON.

The first building permit of the year was issued Saturday to H. C. McBride, architect. It was for alterations to three stores, the property of Mrs. H. R. Ives, of Montreal, and situated on the south side of Dundas street, near Richmond street.

MONTREAL.

W. J. McGuire & Company, plumbers, etc., etc., Montreal, have 15 contracts under way at present.

Ballantyne & Co., St. Antoine street, Montreal, report the jobbing trade brisk, but as regards new contracts, they are exceptionally quiet at present.

TORONTO.

D. Schwalm, pair of dwellings at 176 and 178 Ossington avenue, to cost $4,000.

Charles Delaney, factory, near King street, to cost $1,200; W. F. Petry, builder.

Acme Loan and Savings Company, for dwellings at 191 and 201 Shaw street, to cost $10,800.

W. A. Clark, dwelling, near Dupont street, on Walmer Road, to cost $2,800; W. McBean, architect.

Metropolitan Bank, for alterations to building, corner of Bathurst and College streets, to cost $1,500; Darling and Pearson, architects.

BUILDING NOTES.

A PROJECT is under way to erect a hotel in Montreal, at a cost of $1,500,000.

Beaverton, Ont., has voted in favor of a new town hall.

About $2,500 is to be spent on a new bridge in New Hamburg, Ont.

A 75-ft. addition is to be built to the Owen Sound, Ont., freight sheds.

A new locomotive works will be built at Longue Point, which will employ 600 men and turn out 100 engines annually.

Lord Strathcona has offered to give $20,000 towards the construction of a $100,000 gymnasium at McGill University.

The plans for the Victoria Hotel, Quebec, prepared by J. R. Resther & Son, architects, Montreal, call for a $150,000 building.

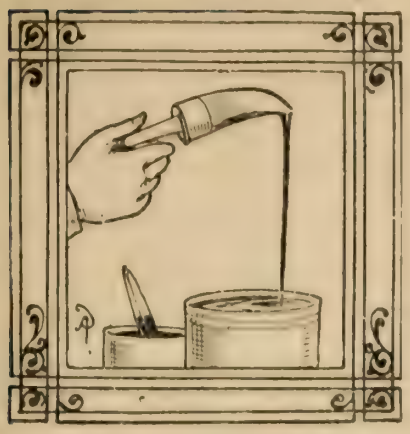
The Montreal Amateur Athletic Association will build a new club house in the spring on Peel street. It will be 175 by 133 feet, and will be complete in every respect.

W. & D. Stewart have completed plans for 40 new houses to be erected about the new Deering Works near Hamilton. All will have bathrooms and other modern improvements.

The plans for permanent freight sheds on the wharves at Montreal were considered by John Kennedy, harbor engineer, and the transportation representatives. The plans, from railway and steamship standpoints, were considered satisfactory.

During 1902 there were 727 dwellings, 30 stores, 13 warehouses, 27 factories, seven churches, two educational institutions and one hospital erected in Montreal at a cost of $2,664,147. In repairs and alterations $425,587 was expended, making a total of $3,089,734.

It is rumored that a new hotel will be built in Montreal the coming summer. It will be called the Grand Central and will be built on Victoria Square. The building will be six storeys high, and will be built of white cut stone from Quebec Province, with polished red granite pillars, the entire design being French renaissance, and presenting a beautiful, imposing and artistic appearance. The building will be surmounted by a handsome tower, containing three clocks, and the distance from the sidewalk to the top will be 200 feet. The plans will be for 480 rooms, and the house, when completed and furnished, will represent a capital of $2,000,000.



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is worth looking after. It's getting to be one of the big money finders; helps other things at the same time.

The right paint at the right price, with tasty "ads" and show cards, brings people to your doors.

Try "**Ramsays Paints**" for 1903, the oldest and best in Canada—best for price, best for quality, best for your customers and satisfaction to yourself.

We're not bragging about our big gains for 1902; that end can talk loud for itself, we're after you for **1903**.

Don't you want to see one of our travellers about this? Write us.

A RAMSAY & SON **EST'D** **PAINT**
MONTREAL **1842** **MAKERS**

MURALO

The Perfect Wall Finish.

Now here is a wall finish that mixes easy in cold water and on it goes.

The colors are no old washed-out faded tints, but rich and bright, and everything old fashioned is not in it with **Muralo.**

The Muralo Co., and the Muralo Co. only, makes cold water wall tints as they should be made, and backs them up with a little more money than people are thinking about.

Muralo sells in Canada, United States, Great Britain, South Africa, Australia, and a good many more places.

It's the best wall tint, and one trial proves it.

Beautiful little guide books, with your own name, are all ready for old customers, and new customers can get them too. Mention this when you order.

Muralo is in it for money, for "good goods," for "honest truth" and push.

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FREE INSURANCE AGAINST FIRE

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AGENTS WANTED IN EVERY TOWN.

the BEST ASBESTOS WALL PLASTER

Fire Proof
Frost "
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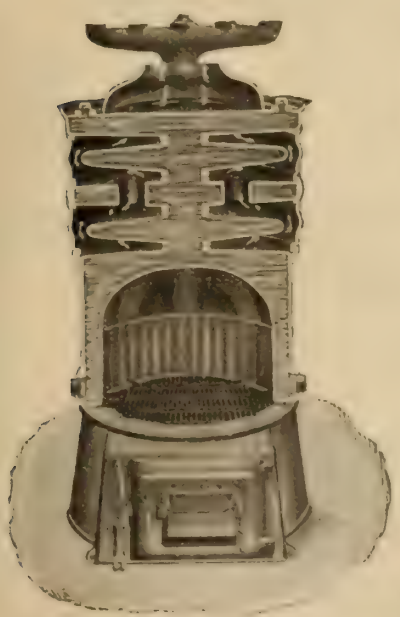
Will not crack.



Successful Heating

Our efforts to warm Canadian buildings economically have been crowned with success. The introduction of our

"ECONOMY"

Hot Water Boiler and its ultimate perfecting have contributed largely to our fame as Heating Experts.

The **"ECONOMY"** Hot Water Boiler is made along sensible lines—constructed absolutely without bolts or packing—easy to put together—means satisfaction to the tenant, because it works steadily and burns little fuel.

Write for a new and attractive booklet on this system.

J. F. Pease Furnace Co., Limited,

Head Office, 189-193 Queen St. East, - TORONTO.

SUPERIORITY OF THE SHOWER BATH.

THE following comparison of the value of the shower-bath as compared with the tub-bath is taken from a paper by Walter W. Thomas, of the Liverpool Corporation Baths' Committee.

"The utility of a bath for the people may be considered from three points of view: 1. The best medium for cleansing the body; 2. as providing for the comfort of the bather, and 3. as the economics of the system. What we have to do, firstly, is to thoroughly cleanse the surface of the skin. That being so, the shower-bath is the best medium. The water from the ring shower of a shower-bath falls in a gentle circular shower on the shoulders of the bather, the bather commences to wash at his head and washes down his body, finishing the washing at his feet; while this is proceeding the soiled water is carried away in the drain.

"So far so good, but now comes the special advantage of the shower. Up to the finish of the cleansing operation only warm water has been used. The bather now takes hold of the two handles controlling the warm and cold water; he gradually open the cold and closes the warm supplies until the cold is full open and the warm closed, thus securing for himself the most invigorating tonic that it is possible to obtain, and after the pores of the skin, which have been opened by the warm water and the washing are closed, he is in a fit and proper condition to have his rub down and put on his clothing.

"Now, it will be perhaps well to show why the ordinary tub-bath is not equal to the shower. Imagine a man who has been employed in some dirty occupation and whose body has to some extent, owing to perspiration been rendered filthy by contact with his work. This man takes a hot tub bath, and what is the result? He gets into the bath, soaks himself, and washes the dirt off his body, which, in consequence thereof becomes part of the liquid he is bathing in. It is an impossibility for that man to leave the bath clean. He has simply fouled the water and bathed in it.

"The comfort of the bather is obtained by the following means—viz.: Cleanliness and cheerfulness of the bathing establishment, plenty of light and air, pure atmosphere kept at a proper temperature or temperatures, privacy, proper waiting-rooms, dressing-rooms, and bathrooms.

"In comparison with the tub-bath the shower-bath is by far the most economica, giving both a dressing-room and a bathroom. It occupies only half the floor space of an ordinary slipper bath-room, and therefore the building cost per spray and shower-bath is considerably less than per ordinary slipper bath. The cost of maintenance is also very much reduced. The ordinary slipper bath consumes on an average 50 to 60 gallons of water, not including the shower, where one is attached; the shower and spray-bath, even when most lavishly used, does not consume more than 10 gallons of water. In some situations the quantity of water consumed is of vital importance, particularly when a dry season like last year is experienced; but even to those places that are blessed with an abundant supply of water the quantity of water used is of great importance, inasmuch as the cost of fuel for heating must be five times greater for the tub-bath than it is for the shower-bath."

TO REMOVE TARNISH FROM BRASS

We have been asked several times for a receipe for removing tarnish from fine brass articles, when it would not give way to an ordinary polish.

We offer the following: Take a strong oxalic acid, and rub on freely, let stand for one minute and wash off with water. Polish with an ordinary brass polish.

To turn brass a golden color, take a solution of hydrochloric acid, and alum. Dissolve in water; steep articles for 15 or 20 seconds.

PLUMBING AND HEATING NOTES.

Guelph, Ont., has voted in favor of the installation of a civic lighting plant.

Vincent King, who conducted a plumbing business on Beaudry street, Montreal, died at his home after a brief illness on Friday last.

A young man of exceptionally keen sense of smell is employed by the gas companies of Buffalo to locate leaks in their pipes. Recently he found a leak for which other men had been looking for eight years.

The Stratford, Ont., Water Supply Company have offered their plant to Stratford for $98,000. An expert employed by the city has valued the works at $110,-057, so a by-law to endorse the purchase of the works will be submitted.

A correspondent in Amherst, N.S., writes that as an excellent sewerage system has been installed in that town, all houses now being built there are having bathrooms, etc., installed. The past year has been an unusually busy one for the plumbers of the place.

TO CLEAN ENAMELLED WARE.

It often happens that the droppings from a nickel-plated pipe, or indeed from a brass pipe, stain an enamelled bath, says an exchange. It is not easy o clean stains off enamelled ware, but in this instance it will be found that a complete polish can be obtained with oxide of tin. There are other means of doing this, but the glaze of the enamel would be destroyed in almost every other instance.

WILL STAND BY AGREEMENT.

At the last meeting of the Plumbers' Supply Association, held last week, the following resolution was passed: "Resolved, that each member notify all his travellers, agents, etc., that associational prices are now firmly enforced and must be rigidly adhered to."

Our Line of Hardware Specialties. is Worthy of Your Consideration.

It is replete with trade producers that will increase your business and your profits.

One of its many features is the most varied line of **GAS and ELECTRIC FIXTURES** ever offered—superior goods and remarkably low prices.

In addition to a complete display of stock patterns we can design any special pattern for which there may be a demand.

Line and prices are both worth your consideration—both worth carrying. Let us submit prices.

The James Morrison Brass Manufacturing Co., Limited, HARDWARE SPECIALTIES, **TORONTO, ONT.**

THOS. BIRKETT & SON CO., Limited, Wholesale Hardware Merchants, Ottawa, Ont.

Barb Wire,
Hay Wire,
Cut Nails,
Wire Nails,
Cordage,
Glass,
Etc.

The Only Exclusive Wholesale Hardware Firm Between Montreal and Toronto.

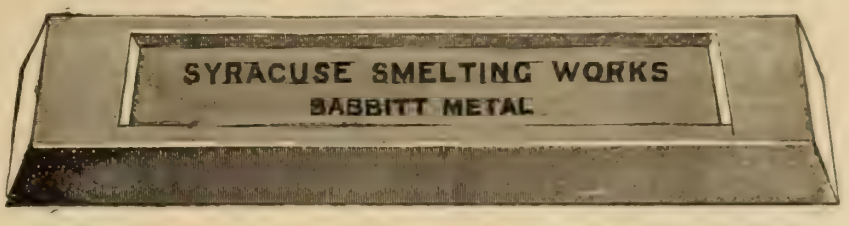
Tarred and Dry Sheathing,
Tarred Felt,
Rosin, Pitch,
Chopping Axes,
Broad Axes,
Cross Cut Saws,
Etc.

A complete stock of Lumbermen's and Builders' Hardware always on hand. **A Trial Solicited.**

PRICES RIGHT. ASK FOR PRICES.

Use Syracuse Babbitt Metal

IT IS THE BEST MADE.



For Paper and Pulp Mills, Saw and Wood Working Machinery, Cotton and Silk Mills, Dynamos, Marine Engines, and all kinds of Machinery Bearings.

Wire, Triangular and Bar Solder, Pig Tin, Lead, Ingot Copper, Ingot Brass, Antimony, Aluminum, Bismuth, Zinc Spelter, Phosphor Tin, Phosphor Bronze, Nickle, etc., always in stock.

Canadian Works, Montreal, P.Q.
American Works, Syracuse, N.Y.
Head Office American Works, 94 Gold Street, New York.

Syracuse Smelting Works

ATKINS

HIGH-GRADE, SILVER STEEL SAWS

Are the FINEST that Money, Experience and Skill can Produce.

No dealer's Stock is complete without them. They are easy to sell. Every saw warranted.

Write for Catalogue and Prices.

E. C. ATKINS & CO.

Factories and Home Office: INDIANAPOLIS, IND.

American Steel & Wire Co.

New York: Empire Building.
Montreal: New York Life Building.
Chicago: The Rookery.

BARB WIRE. GALVANIZED PLAIN WIRE.
PLAIN TWIST CABLE FENCING.

Telegraph and Telephone Wire, Mattress, Broom, Weaving Wires of every description, Rail Bonds, Bale Ties, Special Wires for all purposes. Springs, Horse Shoes, Wire Rope, Cold Drawn Steel Shafting.

GOOD ADVERTISING.

Notes by Miss Nora Laugher, Toronto.

MAKE up your mind to turn a new leaf and to put a bright ad. on that new leaf. Start the new year with the idea that you are going to handle the advertising proposition in an intelligent and businesslike way. See wherein business can be pushed most profitably, and put all the vigor and vim you can into advertising to bring that business. You have doubtless gained much experience in the past year, so that the foundation is well laid. Take stock mentally, as it were, look back to the many old mistakes and rectify them. Off with the old stereotyped formulae. Don't be conventional, stiff, unnatural in your wording of ads. any more than you would be in your talk. Talk to your neighbor. That's the finest and best way to convince him.

* * *

Off with the old, on with the new—new ideas, new announcements, progressive methods, more modern business plans. This is pre-eminently the age of progress, and the firm that lags and loiters in the race for business will soon be forced to drop out and the place will be filled by those with 20th century methods. You should start the new year with the intention of making a success with your advertising. Start early and stay persistently with it until the end.

* * *

Your advertising must be better this year than it was last year to be as good as it was last year, because everything in all lines is growing better and better. Every year must show an improvement. This is evolution. Remember nothing can stand still. If your advertising is not going forward it is going backward.

* * *

If 90 years ago advertising had been the science it is to-day, hundreds of people in the coal trade would have retained their wealth instead of losing it in their efforts to introduce anthracite coal. At that time a few blacksmiths in the Alleghany Mountains knew that the hard "stone coal," as it was called, could be burned, but people in Philadelphia, the likeliest market for the new product, could never succeed in getting the coals lit. Many barge loads of the stubborn stuff were sold, but as no one could make use of his purchase, the seller was arrested for fraud and the coal dumped into the street and used for macadam. So soft coal remained in favor. After much money and time had been wasted thus, a man who believed in advertising went to Philadelphia with a barge full of anthracite from his own mine, built fires in the common grates and stoves in public buildings, and invited everybody to come round and learn how the trick was done. Furthermore, he distributed circulars explaining the process. "Put wood under the coals, light it, then leave the fire alone," was his motto, for folks had sought to make hard coal blaze like pine kindlings. As a result, a few people began using the commodity and real merit got its reward—by advertising for it. Not how to burn coal, but how not to burn it is the burning question of to-day when coal and coal advertisements are at a premium.

* * *

Marvellous changes have been wrought in the business world during the last decade, and these changes well illustrate the passing of the middleman. Half a century ago the manufacturer marketed his product through the jobber; the jobber then sold to the wholesaler, the wholesaler to the retailer, and the retailer to the consumer. The producer and the consumer were as widely apart as though they belonged to different hemispheres. The manufacturer was crippled in a helpless, hopeless position, while the producer was at the mercy of the jobber. While the middleman is to-day hardly as extinct as the buffalo, yet producer and consumer have gravitated towards each other, and this change has been brought about solely by the advertisement. It is the little ad. that has exploded the old idea of big profits and small volume. Small profits and large volume are the chickens hatched by the good old advertising hen.

"Ring out the old—ring in the new," especially in the case of old-style or shop-worn goods. Wise merchants prefer to see their store full of bargain-hunters carrying off goods at cost rather than to give shelf-room year after year to old relics of bygone fashions. Move the goods on. Get into stock the goods there is demand for, but above all present them to the public by means of crisp, natural talk-to-people kind of advertising.

From Providence, R.I.

RECORD SHOOTING.

On January 1, Mr. Harry M. Pope, with one of Stevens, with a "Stevens-Pope" barrel, succeeded in breaking both the 50 and 100-shot world's records on the standard American target at 200 yards off-hand, with a full score of 100 bullseyes. The former 50-shot record of Dr. W. G. Hudson was 462 points, and this was raised to 463. The 100-shot record of 900, also Dr. W. G. Hudson's, was raised to 908.

The shooting was done at the first shoot of the year, under the auspices of the Rod and Gun Club of Springfield, Mass., and the weather conditions were perfect.

FRANK MILLER'S

HARNESS PREPARATIONS.

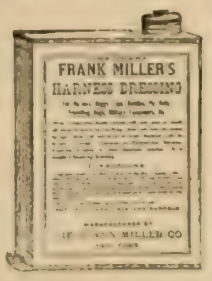
FRANK MILLER'S

HARNESS DRESSING

Recognized as

"THE STANDARD."

Produces a brilliant jet black gloss which will not peel or smut and to which dirt will not stick.



Frank Miller's

Harness Soap

Unrivaled for cleaning and softening Harness

Put up in cakes, pans, boxes and tubs.

FRANK MILLER'S

Harness Oil.

Preserves and softens the leather, hus adding life.

The highest quality of oil on the market.

HORSE BLANKETS— Jutes and Dutch Kerseys

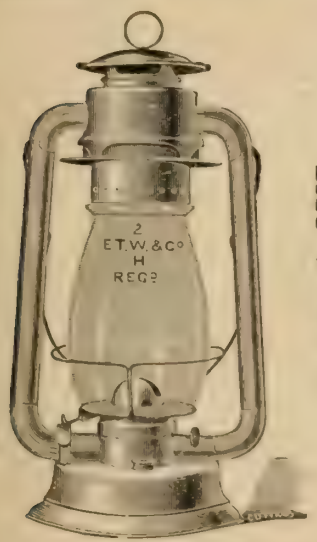
HORSE COVERS— Black and Brown Waterproofs

SWEAT PADS— Standard Widths and Sizes

Enquiries Solicited.

HENRY F. FALKINER

60 George Street — TORONTO



If you want the BEST

COLD BLAST LANTERN

in the world, get WRIGHT'S.

GET THE ORIGINAL.

We lead, others imitate.

E. T. WRIGHT & CO.,

Manufacturers. *HAMILTON, ONT.*

LAMB FENCE

Best seller because it's best fence

The H. R. LAMB FENCE CO., Limited, London, Ont.

Want Ads.

In this paper cost 2 cents per word each insertion, payable strictly cash with order. Many large business deals have been brought about through advertisements of 20 or 30 words. Clerks can be secured, articles sold and exchanged, at small expenditure. Don't forget to send stamps or postal order when sending in copy. When replies come in our care 5 cents additional must be included for forwarding same.

MacLEAN PUBLISHING CO., Limited
Montreal and Toronto

Steward & Romaine Mfg. Co.

EXPANSION and TOGGLE BOLTS

For fastening all kinds of material to Brick, Stone or Cement

124 North Sixth St., Philadelphia, Pa.

GALVANIZING

Our plant is modern and capacity large. Prices O.K. Other branches.

WINDMILLS, PUMPS, TANKS, FOUNDRY WORK ETC., ETC.

Ontario Wind Engine & Pump Co., Limited,
805 Atlantic Ave., Toronto.

STOVE BRICK

Fire Clay and Asbestos, Furnace Cement.

All kinds of Fire Clay products made to order from patterns. Write for Price List.

JONES BROS., BRACONDALE, P.O., ONT. NEAR TORONTO

H. & R. SINGLE GUN AUTOMATIC AND NON-EJECTING.

12, 16 and 20 Guage. Steel and Twist Barrels

Superior in Design, Workmanship and Finish, and the most popular Gun on the Market.

Simplest "Take Down" Gun Made.

HARRINGTON & RICHARDSON ARMS CO.

Also makers of H. & R. Revolvers.

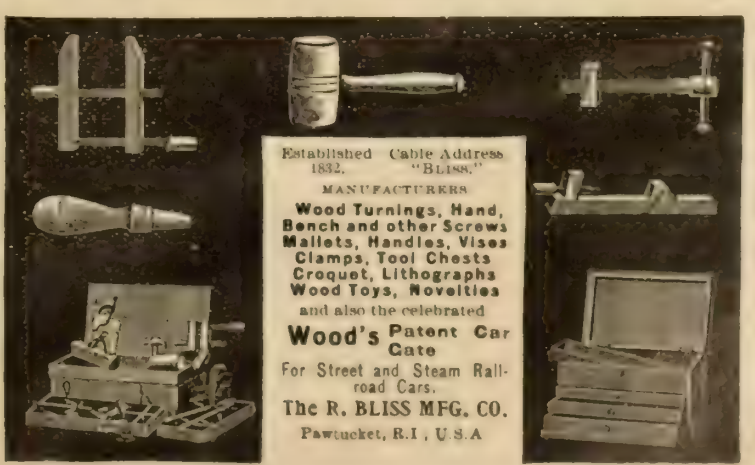
Catalog on request. Worcester, Mass., U.S.A.

STANLEY RULE & LEVEL CO.,

NEW BRITAIN, CONN., U.S.A.

IMPROVED CARPENTERS' TOOLS

SOLD BY ALL HARDWARE DEALERS.



Established 1832. Cable Address "BLISS."

MANUFACTURERS

Wood Turnings, Hand, Bench and other Screws Mallets, Handles, Vises Clamps, Tool Chests Croquet, Lithographs Wood Toys, Novelties

and also the celebrated

Wood's Patent Car Gate

For Street and Steam Railroad Cars.

The R. BLISS MFG. CO.

Pawtucket, R.I., U.S.A.

Canadian Representative: ALEXANDER GIBB, 13 St. John St., MONTREAL.

75 YEARS. *ESTABLISHED 1825.* *75 YEARS.*

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

LESLIE A. WALKER, general merchant, Moorefield, Ont., has assigned to Alexander Malcolm.

N. Laliberte, general merchant, St. Nicholas, Que., has effected a compromise.

C. Audet, general merchant, Roberval, Que., has effected a compromise with his creditors.

The creditors of Sheridan & Co., general merchants, Beeton, Ont., have held a meeting.

A meeting of the creditors of Raoul Lapierre, contractor, Montreal, was held on January 7.

Wm. J. &. Fred. J. Doughty, agricultural implement agents, Peterboro', have assigned to Harry Rush.

There has been a judicial assignment of Beaudoin & Turcotte, general merchants, Black Lake, Que. A curator will be appointed on January 9.

PARTNERSHIPS FORMED AND DISSOLVED.

Burke & Shearer, agricultural implement agents, Gainsboro', N.W.T., have dissolved partnership.

McKellar & Jackson, agricultural implement agents, Rapid City, Man., have dissolved partnership.

SALES MADE AND PENDING.

The DesBrisay Jobbing Co., general merchants, Salmo, B.C., have sold out to Ross & Benson.

The business of E. Sager, blacksmith, Norwood, Ont., is advertised for sale.

The assets of D. J. McDougall, sawmiller, Franktown, Ont., are to be sold by tender.

Thomas Fullarton, hardware merchant, Monkton, Ont., has sold out to Robert Smith.

The assets of Celestin Beaulieu, general merchant, St. Agathe Des Monts, Que., have been sold.

Alex. Menzies, agricultural implement agent, Shoal Lake, N.W.T., has sold out to J. D. McLean.

The stock of W. O. Langevin, general merchant of Grand Mere, Que., has been sold at 60½ cents on the dollar.

The stock of J. J. Gawley (estate of), general merchant, Belmont, Ont., has been sold to W. J. Broderick at 68½ cents on the dollar.

NEW FIRMS AND CHANGES.

The Mount Forest Carriage Co., Limited, has obtained a charter.

M. Vineburg & Co., general merchants, Montreal, have registered.

The firm of Mitchell & Larocque, blacksmiths, Cowansville, Que., has registered.

The Manitoba Iron Works, Limited, Winnipeg, are applying for incorporation.

The firm of Reid & Co., Limited, dealers in paper stock and metals, has registered the renewal of partnership for two years.

FIRES.

The stock of Thompson & Livock, hardware merchants, Ottawa, was damaged by fire.

B. H. Kerr, grocer and hardware merchant, Milltown, N.B., has been burned out ; insured.

DEATHS.

W. M. Beattie, contractor, Winnipeg is dead.

HOWLAND'S TEAM THE VICTORS.

The opening game of the Toronto Commercial Hockey League was played on Wednesday night at Varsity Rink before a large crowd of spectators, when H. S. Howland, Sons & Co.'s team defeated their old-time rivals, Rice Lewis & Son, Limited, by 6 to 4. The ice was in good condition, and a fairly fast game was played, considering the small amount of practice each team had, owing to the continued mild weather. H. S. Howland's team won the toss, and defended the west goal. The play was fast at the start, and Cotton notched up the first goal for H.S.H. The score at half-time was 3 to 2 in favor of Rice Lewis & Son, but the second half found the Howlands in the better condition. They added 4 goals to Rice Lewis' 1, leaving the score at finish 6 to 4. The stars for Howlands were : Gillespie, Cotton and E. B. Ryan, in goal, while Stains and McCaughey did splendid work on the forward line for Rice Lewis, with Mr. Gooding a star on the defence. W. A. Hewitt refereed to the satisfaction of all concerned. The teams :

H. S. Howland, Sons & Co., Limited—Goal, E. B. Ryan; point, E. Butler; cover, Geo. Mitchell; forwards, Cotton (captain), Gillespie, H. Aikens, G. Begam.

Rice Lewis & Son, Limited—Goal, Bremner ; point, Webber; cover, A. Elford; forwards, H. Stains, McCaughey, Braizer, Chappelle.

Referee—W. A. Hewitt. Timers—Roy and Durnan. Goal judges—Ward and Vokes.

STOCKING UP.

Most dealers begin after the first of the year to look about to see what are the makes in the various lines of goods carried wherein are the best profits. It occasionally transpires that a dealer will select an inferior line for the sake of a small extra margin of profit. But once show a dealer that he can carry the very best goods on the market and at the same time realize from them as large or larger profits than from inferior lines, and he will at once see that this is by all means the best policy to pursue in the building up of a permanent trade. The products of The United Factories exactly meet these conditions. Boeckh's, Bryan's and Cane's goods are always thoroughly dependable and will hold trade and at the same time yield a larger margin of profit than any other.

To good management men and tools, add Apollo galvanized iron.

There is no way to do so good work or to make so much profit on it.

American Sheet Steel Company, New York

Representatives for Canada
B. & S. H. Thompson & Company
58 St. Sulpice Street
Montreal

H. Boker & Co.'s registered brand of " **King Cutter** " Razors is their finest production in quality. Equal to same are :

"KOH-I-NOOR," SOLD BY CAVERHILL, LEARMONT & CO., MONTREAL.
"TRUE BLUE," SOLD BY RICE LEWIS & SON, TORONTO.
"HINDOO," SOLD BY GEO. D. WOOD & CO, WINNIPEG.

"KING CUTTERS" Sold by all leading wholesale houses.

CURRENT MARKET QUOTATIONS.

January 9, 1903.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

TIN

Lamb and Flag and Straits 56 and 28-lb. ingots, 100 lb.	$29 00 $30 00

TINPLATES.

Charcoal Plates—Bright.

M.L.S., equal to Bradley	Per box.
I C, usual sizes	$6 75
I X "	8 25
I X X "	9 75
Famous, equal to Bradley	
I C	6 75
I X	8 25
I X X	9 75
Raven and Vulture Grades	
I C, usual sizes	5 00
I X "	6 00
I X X "	7 00
I X X X "	8 00
D C, 12½x17	4 50
D X	5 25
D X X	6 00

Coke Plates—Bright.

Bessemer Steel	
I.C., usual size, 14x20	4 00
I C., special sizes, base	4 50
20x28	9 00

Charcoal Plates—Terne

Dean or J. G. Grade	
I.C., 20x28, 112 sheets	8 50
IX., Terne Tin	10 50

Charcoal Tin Boiler Plates

Cookley Grade	
X X, 14x56, 50 sheet bxs. / " 14x60, " / " 14x65, "	7 00

Tinned Sheets

72x30 up to 24 gauge	8 00
" " 26 "	8 50

IRON AND STEEL.

Common bar, per 100 lb.		2 05
Refined " "		2 45
Horseshoe Iron "		2 40
Hoop steel, 1½ to 3-in. base		2 90
Sleigh shoe steel, "		2 10
Tire steel	2 30	2 50
Reeled machinery		3 00
Toe calk steel	2 85	3 00
T. Firth&Co.'s tool steel, per lb	0 12½	0 13
Jessop's tool steel		0 14
Morton's tool steel	0 12½	0 13
Black Diamond and "B C" tool steel	0 10	0 11
Chas. Leonard's tool steel	0 08	0 09
Park's "Silver" tool steel	0 12	0 14
" "Special"	0 15	0 20
Jonas & Colver's tool steel	0 10	0 20
" "Air Hardening"		0 70
Drill steel, per lb	0 08	0 10

BOILER TUBES

	Per foot
1½, 1¾ and 4 inch	0 09
2½ in.	0 16
3 in.	0 13
3½ in.	0 16
4 in	0 31

STEEL BOILER PLATE

¼ in	2 50	2 60
3-16 in	2 60	2 70
⅜ in. and thicker	2 50	2 60

BLACK SHEETS

	Com	D Fl
10 and 12 gauge	2 55	2 75
18 gauge	2 85	3 00
20 "	2 85	3 00
22 to 24 gauge	2 95	3 25
26 "	3 05	3 50
28 "	3 15	

COPPER WIRE

Discount, 50 per cent.

CANADA PLATES

All dull, 52 sheets	2 90	3 00
Half-polished	3 00	3 10
All bright	3 75	3 85

IRON PIPE.

Black pipe		Per 100 feet.
⅛ inch	3 00	3 25
¼ "	2 30	2 40
⅜ "		2 65
½ "		2 85
¾ "		3 65
1 "		5 20
1¼ "		7 35
1½ "		8 95
2 "		12 55
2½ "		21 00
3 "		25 00
3½ "		32 00
4 "		38 50
4½ "		45 00
5 "		48 00
6 "		63 00
Galvanized pipe		
¼ inch		3 20
⅜ "		3 45
½ "		3 85
¾ "		5 00
1 "		7 20
1¼ "		10 05
1½ "		12 20
2 "		16 85

Malleable Fittings—Discount 30 p.c.
Cast Iron Fittings—
On all cast iron fittings, including plugs, bushings, unions and nipples, 50 & 10 p.c. dis.
All others—discount 60 p.c.

GALVANIZED SHEETS

	G C	Comet	Bell	Queen's Head
16 gauge				
18 to 24 gauge	4 05	3 75	3 75	4 05
26 "	4 25	4 00	3 90	4 25
28 "	4 50	4 25	4 05	4 50

American brands, $4 40 for 28 gauge.
Less than case lots 10 to 15c. extra.

CHAIN

Proof coil, 3-16 in., per 100 lb.		
" ¼ "	7 85	8 10
" 5-16 "	5 25	5 50
" ⅜ "	4 50	4 75
" 7-16 "	4 25	4 50
" ½ "	4 20	4 50
" 9-16 "	4 05	4 50
" ⅝ "	4 00	4 50
" ¾ "	4 00	4 50

Halter, kennel and post chains, 40 to 40 and 5 per cent.

Cow ties	40 p.c.
Tie out chains	65 p.c.
Stall fixtures	35 p.c.
Trace chain	45 p.c.

Jack chain, iron, single and double, discount 35 p.c.
Jack chain, brass, single and double, discount 40 p.c.

COPPER

Ingot		Per 100 lb.
English B.S., ton lots		13 00
Lake Superior		
Bars		
Cut lengths, round, ½ to ¾ in.	23 00	25 00
" round and square, 1 to 2 inches	23 00	25 00
Sheet		
Plain, 14 oz., and light, 16 oz., 14x48 and 14x60	22 00	22 50
Plain, 14 oz., and light, 16 oz., irregular sizes	22 50	23 00
Tinned copper sheet		24 00
Planished		32 00
Braziers (in sheets)		
4x6 ft., 25 to 30 lb. each, per lb.		0 23
" 35 to 45 " "		0 22
" 50-lb. and above "		0 21

BOILER AND T.K. PITTS

Plain tinned, per lb	0 28
Spun, per lb.	0 32

BRASS

Rod and Sheet, 14 to 30 gauge, 15 per cent.	
Sheets, hard-rolled, 2x4	0 23
Tubing, base, per lb.	0 23½

ZINC SPELTER

Foreign, per 100 lb.	5 50	6 00
Domestic " "		

ZINC SHEET

5 cwt. casks	6 00	6 25
Part casks	6 25	6 50

LEAD

Imported Pig, per 100 lb.	3 50
Bar, per lb.	0 05
Sheets, 2½ lb. sq. ft., by roll	0 06¼
Sheets, 3 to 6 lb. "	0 06

NOTE.—Cut sheets ½c. per lb. extra. Pipe, by the roll, usual weights per yard, lists at 7c. per lb. and 37½ p.c. dis. f.o.b. Toronto.

NOTE.—Cut lengths, net price, waste pipe 8-ft. lengths, lists at 8c.

SHOT

Common, $6.50 per 100 lb.; chilled, $7.00 per 100 lb.; buck, seal and ball, $7.50. Discount, 22½ p.c. Prices are f.o.b. Toronto, Hamilton, Montreal, St. John and Halifax. Terms, 3 p.c. cash, freights equalized.

SOIL PIPE AND FITTINGS

Light soil pipe, discount 45 per cent.
" " fittings discount 40 per cent.
Med. and Extra heavy pipe fittings, dis. 50 and 10 per cent.
7 and 8 in. pipe, discount 45 per cent.

SOLDER

		Per lb.
Bar, half and half, guaranteed		0 20
Bar, half-and-half, commercial	0 19	0 19
Refined		0 19
Wiping	0 17	0 18

ANTIMONY

Cookson's per lb.	[illegible]

WHITE LEAD

		Per 100 lb.
Pure	5 00	5 25
No. 1	4 62	4 87½
No. 2	4 25	4 50
No. 3	3 87½	4 12½
No. 4	3 50	3 75
Munro's Select Flake White		[illegible]
Elephant and Decorators Pure		[illegible]
Brandram's B.B. Genuine		7 00
" No. 1		[illegible]
"Monarch" brand		6 12½
Decorator's Pure		5 25
Essex Genuine		[illegible]

RED LEAD

Genuine, 560 lb. casks, per cwt.	$4 [illegible]
Genuine, 100 lb. kegs	[illegible]
No. 1, 560 lb. casks, per cwt.	[illegible]
No. 1, 100 lb. kegs, per cwt.	[illegible]

WHITE ZINC

Extra Red Seal	[illegible]	0 08
No. 1	[illegible]	[illegible]
No. 2	[illegible]	[illegible]

DRY WHITE LEAD

Pure, casks	[illegible]
Pure, kegs	[illegible]
No. 1, casks	[illegible]
No. 1, kegs	[illegible]

PREPARED PAINTS

In ¼, ½ and 1 gallon tins.

Pure, per gallon		1 25
Second qualities, per gallon		1 00
Barn (in bbls.)	[illegible]	[illegible]
The Sherwin-Williams paints		1 [illegible]
Canada Paint Co.'s pure		[illegible]
Toronto Lead & Color Co.'s pure		[illegible]
Sanderson, Pearcy & Co.'s pure		[illegible]
Stewart & Wood's Champion pure		1 00
Standard Paint Co.'s "New Era"		[illegible]
The Francis-Frost Co.'s "Ark" Brand		[illegible]
The Francis-Frost Co.'s British Navy deck		[illegible]

COLORS IN OIL.

25 lb. tins, Standard Quality.

Venetian red, per lb.	[illegible]	[illegible]
Chrome yellow	[illegible]	0 14
Golden ochre	[illegible]	[illegible]
French [illegible]		[illegible]
Marine black		[illegible]
Chrome green		0 10
French Imperial green		0 12
Signwriters' black		[illegible]
Burnt umber		0 11
" sienna		[illegible]
Raw umber		[illegible]
" sienna		0 11

COLORS, DRY.

Common ochre, bbls.	1 [illegible]	[illegible]
Yellow ochre (J.F.L.S.) [illegible]		[illegible]
Yellow ochre (La Bella)	1 15	[illegible]
[illegible]		[illegible]
Venetian red (best) [illegible]	[illegible]	[illegible]
English oxides, per cwt.	[illegible]	[illegible]
[illegible]	1 [illegible]	[illegible]
[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]
Burnt [illegible]		[illegible]
Raw [illegible]		[illegible]
[illegible]		[illegible]
[illegible]		[illegible]
[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]
Ultramarine [illegible]		[illegible]
[illegible]		[illegible]
[illegible]		[illegible]
[illegible]		[illegible]
[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]
W[illegible]	[illegible]	[illegible]
[illegible]		[illegible]

BLUESTONE

[illegible]	0 07
[illegible]	0 08

WADE & BUTCHER'S "SPECIAL" Razors

Are unequalled for quality and finish.

JAMES HUTTON & CO., - MONTREAL

Sole Agents for Canada.

PUTTY

Bulk in bbls	1 90
Bulk in less quantity	2 05
Bladders in bbls	2 25
Bladders in kegs, boxes or loose	2 40
Bladders in 25-lb. tins	2 35
Bladders in 12½-lb. tins	2 65
Bladders in bulk or tins less than 100 lb.	2 90

VARNISHES

In 5 gal. lots	Per gal	Net.
Carriage, No. 1	1 50	1 60
Pale durable body	4 10	4 25
" rubbing	2 85	3 20
Gold size, japan	2 85	3 00
No. 1 brown japan	0 85	0 90
Elastic oak		1 50
Furniture, extra		1 25
" No. 1	....	1 10
Hard oil finish	1 65	1 75
Light oil finish	1 40	1 60
Damar	1 70	1 85
Shellac, white	2 35	2 45
" orange	2 25	2 35
Turpentine, brown japan	1 25	1 30
" black japan	0 85	1 20
" " No. 1.	0 50	0 75
Elastilite varnish, 1 gal. can, each		2 00
Granitine floor finish, per gal		2 75

Maple Leaf coach enamels: size 1, $1 20; size 2, 70c.; size 3, 40c. each.

Sherwin-Williams kopal varnish, assorted case, from ½ pts. to 1 gal., $2 50.

CASTOR OIL

East India, in cases, per lb.	0 09½	0 10
" small lots	0 10	0 10½

COD OIL, ETC

Cod oil, per gal	0 50	0 55
Pure olive	..	1 20
" neatsfoot		0 90

GLUE

Common	0 08	0 09
French medal	0 10	0 14
Cabinet sheet	0 12	0 13
White, extra	0 18	0 20
Gelatine	0 25	0 30
Strip	0 18	0 20
Coopers	0 19	0 20
Huttner	0 15	0 16

HARDWARE.

AMMUNITION

Cartridges

B. B. Caps Dominion, 50 and 5 per cent.

Rim Fire Pistol, discount 40 p.c., American

Rim Fire Cartridges, Dominion, 50 and 5 p.c.

Central Fire Pistol and Rifle, 10 p.c., Amer.

Central Fire Cartridges, pistol sizes, Dominion, 30 per cent.

Central Fire Cartridges, Sporting and Military, Dominion, 15 per cent.

Central Fire, Military and Sporting, American, add 5 per cent. to list. B B Caps, discount 40 per cent., American.

Loaded and empty Shells, "Trap" and "Dominion" grades, 25 per cent. Rival and Nitro, 10 per cent. advance on list.

Brass Shot Shells, 55 per cent.

Primers, Dom., 30 per cent.; American, $1 60.

Wads.	per lb.
Best thick white felt wadding, in ½ lb. bags	$1 00
Best thick brown or grey felt wads, in ½ lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 99
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 each, 8 gauge	0 55
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10 gauge	0 25
Thin card wads, in boxes of 1,000 each, 8 gauge	..

	Per M
Chemically prepared black edge grey cloth wads, in boxes of 250 each	
11 and smaller gauge	0 60
9 and 10 gauges	0 70
7 and 8 "	0 90
5 and 6 "	1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 "	1 65
5 and 6 "	1 90

ADZES.

Discount 20 per cent.

ANVILS

Wright's, 80-lb. and over	0 10¼
Hay Budden, 80-lb. and over	0 09¼
Brook's, 80-lb. and over	0 11¼

AUGERS.

Gilmour's, discount 65 and 5 per cent. off list.

AXES.

Chopping Axes		
Single bit, per doz.	5 50	10 00
Double bit, "	11 00	18 00
Bench Axes, 40 per cent.		
Broad Axes, 25 per cent.		
Hunters' Axes	5 50	6 00
Boys' Axes	5 75	6 75
Splitting Axes	6 50	12 00
Handled Axes	7 00	10 00

AXLE GREASE.

Ordinary, per gross	5 75	6 00
Best quality	13 00	15 00

BATH TUBS.

Zinc 6 00

Copper, discount 15 per cent. off revised list

BATHS.

Standard Enameled.

5½-inch rolled rim, 1st quality	24 00
5½ " " " 2nd "	20 00

BABBIT METAL.

"Tandem," A	per lb.	0 27
" B	"	0 21
" C	"	0 11½
Frictionless Metal	"	0 23
Hercules	"	0 15

Syracuse Smelting Works:

Aluminum, genuine	0 45
Government, "	0 44
Tough, "	0 40
Hard, "	0 40
Dynamo	0 30
Special	0 25
Harmony	0 22
Car Box	0 20
Extra	0 15

The Canada Metal Co.:

Imperial, genuine	0 40
Metallic	0 30
Hercules	0 20
Star	0 15
No. 1	0 12
No. 2	0 10
No. 3	0 06
No. 4	0 05

BELLS.

Hand.

Brass, 60 per cent.

Nickel, 55 per cent.

Cow

American make, discount 63¾ per cent.

Canadian, discount 45 and 50 per cent.

Door

Gongs, Sargant's	5 50	8 00

" Peterboro', discount 45 per cent

Farm

American, each	1 25	3 00

House

American, per lb.	0 35	0 40

BELLOWS

Hand, per doz.	3 35	4 75
Moulders', per doz.	7 50	10 00

Blacksmiths', discount 40 per cent.

BELTING.

Extra, 60 per cent.

Standard, 60 and 10 per cent.

No. 1, not wider than 6 in., 60, 10 and 10 per cent.

Agricultural, not wider than 4 in., 75 per cent.

BITS.

Auger.

Gilmour's, discount 60 and 5 per cent.

Rockford, discount 50 and 10 per cent.

Jennings' Gen., net list.

Car.

Gilmour's, 47½ to 50 per cent.

Expansive

Clark's, 40 per cent.

Gimlet.

Clark's, per doz	0 65	0 90
Diamond, Shell, per doz.	1 00	1 50
Nail and Spike, per gross	2 25	5 20

BLIND AND BED STAPLES.

All sizes, per lb.	0 07¾	0 12

BOLTS AND NUTS.	Per cent.
Carriage Bolts, common ($1 list)	55 and 10
" " full sq. ($2.40 list)	55 and 10
" " Norway Iron ($3 list)	50 and 10
Machine Bolts, all sizes	50 and 10
Plough Bolts	50 and 10
Blank Bolts	50 and 10
Bolt Ends	50 and 10
Sleigh Shoe Bolts	65 and 10
Coach Screws, cone point	66⅔ and 10

Nuts, square, all sizes, 3¾c. per lb. off.

Nuts, hexagon, all sizes, 4c. per lb. off.

Stove Rods, per lb., 5½ to 6c

Nuts, in 50-lb. lots, ¼c. per lb. extra; in less than 50-lb. lots, ½c. extra.

BOOT CALKS.

Small and medium, ball	per M.	4 25
Small heel	"	4 50

BRIGHT WIRE GOODS.

Discount 62½ per cent.

BROILERS

Light, discount 65 to 67½ per cent.

Reversible, discount 65 to 67½ per cent

Vegetable, per doz., discount 37½ per cent.

Henis, No. 8.	per doz	6 00
Henis, No. 9.	"	7 00
Queen City	"	7 50

BUTCHERS CLEAVERS.

German	per doz.	6 00	11 00
American	"	12 00	20 00

BUTCHER KNIVES.

Bailey's	per doz.	0 60	6 30

BUILDING PAPER, ETC.

Tarred Felt, per 100 lb.	1 75
Ready roofing, 2-ply, not under 45 lb., per roll	0 90
Ready roofing, 3-ply, not under 65 lb., per roll	1 15
Carpet Felt .... per ton	45 00
Dry Sheathing .... per roll, 400 sq. ft.	0 35
Tar " " 400 "	0 45
Dry Fibre " 400 "	0 50
Tarred Fibre " 400 "	0 60
O. K & I X L " 400 "	0 65
Resin-sized " 400 "	0 40
Oiled Sheathing " 600 "	1 10
Oiled " " 400 "	0 70
Roof Coating, in barrels .... per gal.	0 17
Roof " small packages "	0 25
Refined Tar .... per barrel	4 50
Coal Tar .... "	4 00
Coal Tar, less than barrels .... per gal.	0 15
Roofing Pitch .... per 100 lb.	0 85

BULL RINGS

Copper, $2 00 for 2½-inch, and $1 90 for 2-inch.

BUTTS.

Wrought Brass, net revised list.

Cast Iron

Loose Pin, discount 60 per cent.

Wrought Steel.

Fast Joint, discount 65, 10 and 2½ per cent.

Loose Pin, discount 65, 10 and 2½ per cent.

Berlin Bronzed, discount 70, 70 and 5 per cent.

Gen. Bronzed	per pair	0 40	0 65

CARPET STRETCHERS.

American	per doz.	1 00	1 50
Bullard's	"	....	6 50

CASTORS.

Bed, new list, discount 55 to 57½ per cent.

Plate, discount 52½ to 57½ per cent.

CATTLE LEADERS.

Nos. 31 and 32	per gross	8 50	9 50

CHALK.

Carpenters' Colored, per gross	0 45	0 75
White lump .... per cwt.	0 60	0 65
Red	0 05	0 06
Crayon .... per gross	0 14	0 18

CHISELS.

Socket, Framing and Firmer.

Broad's, discount 60 and 10 per cent.

Warnock's, discount 50 and 10 per cent.

P. S. & W. Extra, discount 60 and 10 per cent

CHURNS.

Revolving Churns, metal frames No. 0, $8; No. 1, $8.50; No. 2, $9.00; No. 3, $10.00; No. 4, $12.00; No. 5, $16.00 each. Ditto, wood frames, 20c. each less than the above. Discounts: Delivered from factories, 53 per cent.; from stock in Montreal, 51 per cent. Terms 4 months or 3 per cent. cash in 30 days.

Churn frames, including bearings, levers, etc. Nos. 0, 1, 2 and 3, wood, $2.40; and 4 and 5, $2.65. Metal frames, 25c. extra. Discount 15 per cent., net 30 days.

CLIPS.

Axle, discount 65 per cent.

CLOSETS.	Net.
Plain York or Ontario Syphon Jet	$9 60
Emb. " " "	10 20
Fittings	1 00
Plain Elgin or Teu. Syphon Washout	6 00
Emb. " " "	6 60
Fittings	1 25
Low Down Elgin or Teutonic, plain	9 60
Low " " " emb.	10 20
Plain Richelieu	3 75
Emb. "	4 00
Connections	1 25
Low Down Ontario Syphon Jet, plain	11 70
Low " " " emb'd.	12 30
Closet connection	1 25
Basins, P O, 14-in.	0 70
Basins, oval, 17 x 14-in.	1 50
Basins, " 19 x 15-in.	2 25

COMPASSES, DIVIDERS, ETC.

American, discount 62½ to 65 per cent.

CONDUCTOR PIPE.

Plain or Corrugated.

2-inch	per 100 feet	3 00
3 "	" "	4 00
4 "	" "	5 25
5 "	" "	6 75
6 "	" "	9 00

CRADLES, GRAIN.

Canadian, discount 20 to 25 per cent.

CROSSCUT SAW HANDLES.

S. & D., No 3	per pair	0 17½
S. & D., " 5	"	0 22½
S. & D., " 6	"	0 15
Boynton pattern	"	0 20

DOOR SPRINGS.

Torrey's Rod (15 p.c.), per doz.		....	2 00
Coil	"	0 88	1 60
English	"	2 00	4 00

DRAW KNIVES.

Coach and Wagon, discount 50 and 10 per cent.

Carpenters', discount 60 and 10 per cent.

A Word of Thanks to Our Customers

Our trade has increased considerably during the past year, and we are very grateful to our customers in consequence.

We sincerely hope our pleasant business relations will continue, and we wish all of you the limit of success and prosperity during the ensuing year.

The Paterson Mfg. Co., Limited

Toronto and Montreal.

DRILLS

Hand and Breast

Millar's Falls, per doz., net list

DRILL BITS.

Morse, discount 37½ to 40 per cent
Standard, discount 50 and 5 to 55 per cent.

FAUCETS

Common, cork-lined, discount 35 per cent

EAVETROUGHS

10-inch .... per 100 ft 3 10

ELBOWS (stovepipe)

5 and 6-inch, common .... per doz 1 20
7-inch .... " 1 35
Polished, 15c per dozen extra

ESCUTCHEONS

Discount 40 per cent

ESCUTCHEON PINS.

Iron, discount 40 per cent.

FACTORY MILK CANS.

Discount off revised list, 40 per cent.

FILES AND RASPS

Great Western .... 70 and 10 per cent.
Arcade .... 70 " 10 "
Kearney & Foot .... 70 " 10 "
Disston's .... 70 " 10 "
American .... 70 " 10 "
J Barton Smith .... 70 " 10 "
McClellan .... 70 " 10 "
Eagle .... 70 " 10 "
Nicholson, 60 and 10 to 60, 10 and 5 "
Royal .... 80 "
Globe .... 70 to 75 "
Black Diamond, 60 and 10 to 60, 10 and 5 per cent.
Jowitt's, English list, 25 to 27½ per cent.
Nicholson File Co's "Simplicity" file handle, per gross 85c to $1 50

GLASS

Window. Box Price.

Size United Inches	Star Per 50 ft	Star Per 100 ft	D Diamond Per 50 ft.	D Diamond Per 100 ft
Under 26	2 20	4 25		6 25
26 to 40	2 40	4 65		6 75
41 to 50		5 10		7 50
51 to 60		5 35		8 50
61 to 70		5 75		9 75
71 to 80		6 25		11 00
81 to 85		7 00		12 55
86 to 90		7 75		15 00
91 to 95				17 50
96 to 100				20 50

GAUGES

Marking, Mortise, Etc

Stanley's, discount 50 to 55 per cent

Wire Gauges

Winn's, Nos 26 to 33 each 1 65 2 40

HALTERS

Rope, ¾-inch per gross [illegible]
Rope, ⅝ " " 9 00
Rope, ¾ to ⅞-inch .... " 14 00
Leather, 1 inch per doz 3 87½ 4 00
Leather, 1¼ " " 5 15 5 20
Web " 1 87 2 45

HAMMERS

Nail

Maydole's, discount 5 to 10 per cent Canadian discount 25 to 27½ per cent

Tack

Magnetic per doz 1 10 1 20

Sledge

Canadian per lb 0 07½ 0 08½

Ball Pean

English and Canadian, per lb 0 22 0 25

HANDLES

Axe per doz net 1 50 3 00
Store door .... per doz 1 00 1 50

Fork

C & B, discount 40 per cent, revised list

Hoe

C & B, discount 40 per cent, revised list

Saw

American per doz 1 00 1 25

Plane

American per gross 3 15 3 75

Hammer and Hatchet

Canadian, discount 40 per cent

Cross Cut Saws

Canadian per pair 0 13¼

HANGERS doz pairs

Steel barn door 5 85 6 00
Stearns, 4 inch 5 00
" 5 inch 6 50
Lane's covered
No 11, 5 foot run 8 40
No 11½, 10-foot run 10 80
No 12, 10 foot run 12 60
No 14, 15 foot run 21 00
Lane's O.N.T. track, per foot 0 04½

HARVEST TOOLS.

Discount 60 and 10 per cent

HATCHETS

Canadian, discount 40 to 42½ per cent

HINGES.

Blind, Parker's, discount 16⅔ per cent
Heavy T and strap, 4 in, per lb 0 06½
" " 5-in, " 0 06¼
" " 6 in, " 0 06
" " 8 in, " 0 05¾
" " 10-in, " 0 05½
Light T and strap, discount 65 and 5 per cent
Screw hook and hinge
6 to 10 in .... per 100 lb 4 50
12 in. up ...... " 3 25
Spring .... per gro pairs 10 50

HOES

Garden, Mortar, etc, discount 60 to 60 and 10 per cent
Planter .... per doz 4 00 4 50

HOLLOW WARE

Discount 45 and 5 per cent

HOOKS

Cast Iron

Bird cage .... per doz. 0 50 1 10
Clothes line " 0 27 0 63
Harness .... " 0 72 0 88
Hat and coat per gro 1 00 3 00
Chandelier per doz 0 50 1 00

Wrought Iron

Wrought hooks and staples, Canadian discount 47½ per cent

Wire

Hat and coat, discount 45 per cent
Belt per 1,000 0 60
Screw, bright, discount 55 per cent

HORSE NAILS

"C" brand, 40, 10 and 7½ per cent off list } Oval
"M" brand, 50, 10 and 5 per cent } head
Countersunk, 65 per cent
"Monarch," 65 per cent
"Peerless" 50 and 7½ per cent dis

HORSESHOES

F O B Montreal

Iron Shoes	No 2 and larger	No 1 and smaller
Light, medium and heavy	3 35	3 60
Snow shoes	3 60	3 85
Steel Shoes		
Light	3 45	3 70
Featherweight (all sizes)	4 85	4 85

F O B Toronto, Hamilton, London and Guelph, 10c per keg additional.
Toe weight steel shoes 6 70

JAPANNED WARE

Discount 45 and 5 per cent off list, June 1899

ICE PICKS

Star per doz 3 00 3 25

KETTLES

Brass spun, 7½ per cent discount off new list
Copper per lb 0 30 0 30
American, 60 and 10 to 65 and 5 per cent

KEYS

Lock, Canadian dis 40 to 40 and 10 per cent
Cabinet, trunk and padlock,
American per gross 0 60

KNOBS

Door, japanned and N P, per doz 1 50 2 50
Bronze, Berlin per doz 2 75 3 25
Bronze, Genuine " 6 00 9 00
Shutter, porcelain, F & L screw per gross 1 30 4 00
White door knobs per doz 0 95 1 00

HAY KNIVES

Net prices

LAMP WICKS

Discount, 60 per cent

LANTERNS

Cold Blast per doz 7 00
No 3, "Wright's " 8 50
Ordinary, with O burner " 4 00
Dashboard, cold blast " 9 00
No. 0 " 5 75
Japanning, 50c per doz extra

LEMON SQUEEZERS

Porcelain lined ...... per doz. 2 20 5 60
Galvanized " 1 87 3 85
King, wood " 2 75 2 90
King, glass " 4 00 4 50
All glass " 0 50 0 90

LINES

Fish per gross 1 05 2 50
Chalk " 1 90 7 40

LAWN MOWERS

Woodyatt, 12-in wheel 7 50
Star " 5 50
Daisy " 4 90
Philadelphia, 10 in wheel 6 00
Ontario, " 12 75
Discount, 50 per cent

LOCKS

Canadian, 40 to 40 and 10 per cent
Russell & Erwin per doz 3 00 3 25

Cabinet

Eagle, discount 30 per cent.

Padlocks

English and Am per doz 0 50 6 00
Scandinavian " 1 00 2 40
Eagle, discount 20 to 25 per cent

MACHINE SCREWS

Iron and Brass

Flat head, discount 25 per cent
Round head, discount 20 per cent

MALLETS

Tinsmiths per doz 1 25 1 50
Carpenters, hickory, " 1 25 3 75
Lignum Vitae " 3 85 5 00
Caulking, each 0 60 2 00

MATTOCKS

Canadian per doz 5 50 6 50

MEAT CUTTERS

American, discount 33⅓ per cent
German, 15 per cent
Gem each 1 15

MILK CAN TRIMMINGS

Discount 25 per cent

NAILS	Cut	Wire
2d and 3d	3 45	3 45
3d	3 10	3 12
4 and 5d	2 85	2 95
6 and 7d	2 75	2 80
8 and 9d	2 60	2 60
10 and 12d	2 55	2 55
16 and 20d	2 50	2 50
30, 40, 50 and 60d (base)	2 45	2 45

Cut nails in carlots 5c less
Wire nails in carlots are $2 40
Cut nails in carlots are $2 40 base
Galvanizing 2c per lb net extra
Steel cut nails 10c extra
Miscellaneous wire nails discount 7½ per cent
Coopers nails discount 30 per cent
Flour barrel nails, discount 25 per cent

NAIL PULLERS

German and American [illegible]

NAIL SETS

Square, round and octagon per gross [illegible]
Diamond [illegible]

POULTRY NETTING

2 in Mesh, 19 w g dis 50 [illegible] per cent
2 in Mesh, 18 w g and heavier [illegible]

OAKUM

Navy per 100 lb [illegible]
U S Navy [illegible]

OILERS

McClary's Model galvanized oil can with pump 5 gallon per dozen [illegible]
Zinc and tin discount 40, 50 and 10 per cent
Copper per doz [illegible]
Brass [illegible]
Malleable discount 25 per cent

GALVANIZED PAILS

Dufferin pattern [illegible] per cent
Flaring pattern discount [illegible] per cent
Galvanized washtubs discount [illegible] per cent

PIECED WARE

Discount 40 per cent off list [illegible] 1899
[illegible] flaring sap buckets [illegible]
6, 10 and 14 qt flaring pails [illegible] per cent
Creamer cans discount [illegible] per cent

PICKS

Per dozen [illegible]

PICTURE NAILS

Porcelain head per gross [illegible]
Brass head 0 40 [illegible]

PICTURE WIRE

Tin and gilt, discount 75 per cent

PINE TAR

½ pint in tins per gross [illegible]
1 " [illegible]

PLANES

Wood bench, Canadian discount 40 per cent, American discount [illegible] per cent
Wood, fancy Canadian or American [illegible] 40 per cent

PLANE IRONS

English per doz [illegible]

PLIERS AND NIPPERS

Button's genuine per doz pairs, discount 37½ to 40 per cent
Button's imitation [illegible]
German [illegible]

PLUMBERS' BRASS GOODS

[illegible]
J M T [illegible]
Fuller work, discount [illegible] per cent
[illegible] count 30 per cent
Lever handle [illegible]
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No 1 [illegible]
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No 7 [illegible]
No [illegible]
Patent [illegible]
Patent [illegible]
[illegible]
[illegible] Valves
[illegible]

WINDOW GLASS —TO IMPORT.

Prompt Deliveries

EVERY KIND OF PLATE AND WINDOW GLASS IN STOCK.

BENT GLASS of all kinds, our own manufacture. **Closest Prices.**

TORONTO PLATE GLASS IMPORTING CO.,

Hill & Rutherford

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Bending Works—209 to 213 Victoria St.

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PRESSED SPIKES

Discount 22½ per cent

PULLEYS

Hothouse	per doz	0 55	1 00
Axle	"	0 22	0 33
Screw	"	0 27	1 00
Awning	"	0 35	2 50

PUMPS

Canadian cistern		1 80	3 60
Canadian pitcher spout		1 40	2 10

PUNCHES

Saddler's	per doz	1 00	1 85
Conductor's	"	9 00	15 00
Tinners', solid	per set	....	0 72
" hollow	per inch		1 00

RANGE BOILERS

Dominion, 30 gallon	net		6 00
" 35 "	"		7 00
" 40 "	"		8 00
Ronald's Galvanized, 30 gallon	"		7 40
" " 35 "	"		8 40
" " 40 "	"		9 60
Copper, 30 gallon	"		22 00
" 35 "	"		24 00
" 40 "	"		28 00

Discount off copper boilers 10 per cent.

RAKES

Wood per doz net 1 20 up.

RAZORS per doz.

Elliot's	4 00	18 00
Geo. Butler's & Co.'s	4 00	18 00
Boker's	7 50	11 00
" King Cutter	12 50	15 00
Wade & Butcher's	3 60	10 00
Thistle & Quack's	7 00	12 00
Bailey's	6 00	12 00
Bailey's, Brantford	10 00	11 00
Carbo-Magnetic		15 00
Griffon Barber's Favorite		10 75
Griffon No. 65		13 00
Griffon Safety Razors		13 50
Griffon Stropping Machines		13 50

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Discount 40 per cent

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Iron Rivets, black and tinned, discount 60 and 10 per cent

Iron Burrs, discount 55 per cent

Extras on Iron Rivets in 1-lb cartons, ½c per lb.

Extras on Iron Rivets in ½-lb cartons, 1c per lb.

Copper Rivets, with usual proportion burrs, 45 per cent discount. Cartons, 1c per lb extra, net

Copper Burrs only, discount 30 and 10 per cent

Extras on Tinned or Coppered Rivets, ½-lb cartons, 1c. per lb.

RIVET SETS

Canadian, discount 35 to 37½ per cent

ROPE, ETC

Sisal	0 12
Pure Manilla	0 14
"British" Manilla	0 12
Cotton, 3-16 inch and larger	0 16
" 5-32 inch	0 21
" ¼ inch	0 22
Russia Deep Sea	0 15
Jute	0 08
Lath Yarn, single	0 11
" double	0 11½
Sisal bed cord, 48 feet per doz	0 65
" " 60 feet "	0 80
" " 72 feet "	0 95

RULES

Boxwood, discount 55 and 10 per cent

Ivory, discount 37½ to 40 per cent

SAD IRONS

Mrs. Potts, No. 55, polished	per set	0 70
" No. 50 nickle plated	"	0 80

SAND AND EMERY PAPER

B & A sand, discount, 40 and 5 per cent.

Emery, discount 40 per cent

Garnet (Bergman's), 5 to 10 per cent advance on list

SAP SPOUTS

Bronzed iron with hooks ....per 1,000 9 50

SAWS.

Hand, Disston's, discount 12½ per cent.

S. & D., discount 40 per cent.

Crossent, Disston's, per foot 0 35 0 55

S. & D., discount 35 per cent on Nos. 2 and 3.

Hack, complete ..... each 0 75 2 75

" frame only 0 75

SASH WEIGHTS.

Sectional	per 100 lb.	2 50	2 75
Solid	"	1 75	2 00

SASH CORD.

Per lb 0 23 0 30

SAW SETS. per doz.

Lincoln and Whiting 4 75

Hand Sets, No 1 Woodyatt (Morrill) 4 25

X-Cut Sets, No. 3 Woodyatt (Morrill) 9 50

SCALES.

Burrow, Stewart & Milne

Imperial Standard, discount 40 per cent.

Weigh Beams, discount 35 per cent.

Champion Scales, discount 55 per cent.

Fairbanks standard, discount 35 per cent.

" Dominion, discount 55 per cent.

" Richelieu, discount 55 per cent.

Warren's new Standard, discount 40 per cent.

" " Champion, discount 55 per cent.

" Weighbeams, discount 35 per cent.

SCREW DRIVERS.

Sargent's ..... per doz. 0 65 1 00

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Common doors, 2 or 3 panel, walnut stained, 3-in. style ..... per doz. 6 60

Common doors, 2 or 3 panel, yellow and green stained, 3-in. style ... per doz. 6 80

Common doors, 2 or 3 panel, in natural colors, oil finish ..... per doz. 8 15

4-in. style 20c. per dozen extra.

SCREWS.

Wood, F. H., bright and steel, discount 87½ and 10 per cent.

Wood, R. H., bright, dis. 82½ and 10 per cent

" F. H., brass, dis. 80 and 10 per cent.

" R. H., " dis. 75 and 10 per cent.

" F. H., bronze, dis. 75 per cent.

" R. H., " dis. 70 per cent.

Drive Screws, dis. 87½ and 10 per cent.

Bench, wood ..... per doz 3 25 4 00

" iron 4 25 5 00

Set, case hardened, dis. 60 per cent.

Square Cap, dis. 50 and 5 per cent.

Hexagon Cap, dis. 45 per cent.

SCYTHES

Per doz. net 5 00 8 00

SCYTHE SNATHS.

Canadian, discount 40 per cent

SHEARS

Bailey Cutlery Co., full nickeled, discount 60 and 2½ per cent.

Bailey Cutlery, Japan Handles, discount 67½ per cent.

Seymour's, discount 50 and 10 per cent.

SHOVELS AND SPADES.

Canadian, discount 40 and 5 per cent

SINKS.

Steel and galvanized, discount 45 per cent

SNAPS.

Harness, German, discount 25 per cent.

Lock, Andrews 4 50 11 50

SOLDERING IRONS

1, 1½ lb	per lb.		0 37
2-lb or over	"		0 34

SQUARES

Iron, No 493	per doz	2 40	2 55
" No 494	"	3 25	3 40

Steel, discount 60 to 60 and 5 per cent

Try and Bevel, discount 50 to 52½ per cent.

STAMPED WARE

Plain, discount 75 and 12½ per cent. off revised list.

Retinned, discount 75 per cent. off revised list.

STAPLES.

Galvanized	3 25	3 50
Plain	2 90	3 15

Coopers', discount 45 per cent.

Poultry netting staples, discount 40 per cent.

STOCKS AND DIES.

American discount 25 per cent.

STONE.

Washita	per lb.	0 28	0 60
Hindostan	"	0 06	0 07
" slip	"	0 09	0 09
Labrador	"	....	0 13
" Axe	"	....	0 15
Turkey	"	....	0 50
Arkansas	"	....	1 50
Water-of-Ayr	"	....	0 10
Scythe	per gross	3 50	5 00
Grind, 2-in., 40 to 200 lb., per ton		....	25 00
" " under 40 lb.,	"	....	28 00
" under 2 in. thick,	"	....	29 00

STOVEPIPES.

5 and 6 inch, per 100 lengths		....	7 00
7 inch	"	"	7 50

ENAMELINE STOVE POLISH.

No. 4, 3 doz. in case	net cash	....	4 80
No. 6, 3 doz. in case	"	....	8 40

TACKS, BRADS, ETC.

Cheese-box tacks, blued	80 and 12½
Trunk tacks, black and tinned	85
Carpet tacks, blued	80 and 15
" " tinned	80 and 20
" " (in kegs)	40
Cut tacks, blued, in dozens only	80
" ½ weights	60
Swedes cut tacks, blued and tinned	
In bulk	80 and 10
In dozens	75
Swedes, upholsterers', bulk	85, 12½ and 12½
" brush, blued and tinned bulk	70
Swedes, gimp, blued, tinned and japanned	75 and 12½
Zinc tacks	35
Leather carpet tacks	55
Copper tacks	50
Copper nails	52½
Trunk nails, black	65 and 5
Trunk nails, tinned	65 and 10
Clout nails, blued	65 and 5
Chair nails	35
Patent brads	40
Fine finishing	40
Lining tacks, in papers	10
" " in bulk	15
" " solid heads, in bulk	75
Saddle nails, in papers	10
" " in bulk	15
Tufting buttons, 22 line, in dozens only	60
Tin capped trunk nails	25
Zinc glaziers' points	5
Double pointed tacks, papers	90 and 10
" " " bulk	40
Shoe nails	60
Clinch and duck rivets	45

TAPE LINES.

English, ass skin	per doz.	2 75	5 00
English, Patent Leather		5 50	9 75
Chesterman's	each	0 90	2 85
" steel	each	0 80	8 00

TINNERS' SNIPS

Bailey's, discount 25 per cent.

THERMOMETERS

Tin case and dairy, discount 75 to 75 and 10 per cent.

TRAPS (steel)

Game, Newhouse, discount 25 per cent.

Game, H. & N., P. S. & W., 65 per cent.

Game, steel, 72½, 75 per cent.

TROWELS

Disston's, discount 10 per cent

German ..... per doz. 4 75 6 00

S. & D., discount 35 per cent.

TWINES.

Bag, Russian	per lb.	....	0 27
Wrapping, cotton, 3-ply	"	....	0 19
" 4-ply	"	....	0 23
Mattress	per lb.	0 33	0 45
Staging	"	0 27	0 35

VISES.

Wright's	....	0 13½
Brook's	....	0 12½
Pipe Vise, Hinge, No. 1	....	3 50
" " No. 2	....	5 50
Saw Vise	4 50	9 00

ENAMELLED WARE.

White, Princess, Turquoise, Blue and White, discount 50 per cent

Diamond, Famous, Premier, discount 50 and 10 per cent

Granite or Pearl, Imperial, Crescent, discount 50, 10 and 10 per cent.

WIRE.

Smooth Steel Wire.

No. 0-9 gauge	$2 56	
10 "	6c.	extra.
11 "	12c.	"
12 "	20c.	"
13 "	30c.	"
14 "	40c.	"
15 "	55c.	"
16 "	70c.	"

Add 60c. for coppering and $2 for tinning.

Extra net per 100 lb.—Oiled wire 10c., spring wire $1.25, special hay baling wire 30c., best steel wire 75c., bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb. hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.

Fine Steel Wire, discount 25 per cent. List of extras: In 100-lb. lots: No. 17, $5 No. 18, $5.50 No 19, $6 No. 20, $6.65—No. 21, $7 No. 22, $7.30 No. 23, $7.65 No. 24, $8 No. 25, $9 No. 26, $9.50 No. 27, $10 No. 28, $11 No. 29, $12 No. 30, $13—No. 31, $14—No. 32, $15—No. 33, $16—No. 34, $17. Extras net—tinned wire, Nos. 17-25, $2—Nos. 26-31, $4—Nos. 32-34, $6. Coppered, 5c. oiling, 10c. in 25-lb. bundles, 15c. in 5 and 10-lb. bundles, 25c.—in 1-lb. hanks, 25c. in ½-lb. hanks, 38c. in ¼-lb. hanks, 50c. packed in casks or cases, 15c.—bagging or papering, 10c.

Brass wire, discount 62½ per cent. off the list.

Copper wire, discount 62½ per cent. net cash 30 days, f.o.b factory.

Galvanized wire, per 100 lb.—Nos. 4 and 5, $3.70 to $3.90—Nos. 6, 7, 8, $3.15 to $3.35—No. 9, $2.65 to $2.85—No. 10, $3.20 to $3.40—No. 11, $3.25 to $3.45—No. 12, $2.80 to $3—No. 13, $3.90 to $4.10—No. 14, $3.75 to $3.95—No. 15, $4.30—No. 16, $4.30. Base sizes, Nos. 6 to 9, $2.27½ f.o.b. Cleveland. In carlots 12½c. less.

Clothes Line Wire, regular 7 strand, No. 17, $4.65; No. 18, $2.90; No. 19, $2.60. Hollow 6 strand, No. 17, $4.30; No. 18, $2.70; No. 19, $2.35; No. 20, $2.30, f.o.b. Hamilton, Toronto, Montreal.

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Galvanized barb	2 90
Galvanized, plain twist	2 90

Galvanized barb, f.o.b. Cleveland, $2 67½ in less than carlots, and $2 55 in carlots.

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Terms, 3 per cent. off 30 days.

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Colored	per lb.	0 06
White	"	0 08

WRENCHES.

Acme, discount 35 to 37½ per cent.

Agricultural, discount 60 per cent.

Coe's Genuine, discount 20 to 25 per cent

Towers' Engineer	each	2 00	7 00
" S.	per doz.	5 80	6 00
G. & K.'s Pipe	"	....	3 40
Burrell's Pipe	each	....	3 00
Pocket	per doz.	0 25	2 90

WRINGERS.

Leader	per doz.	30 00	33 00
Royal Canadian	"	....	24 00
Royal American	"	....	24 00
Sampson	"	....	24 00

Terms, 4 months, or 3 per cent. 30 days.

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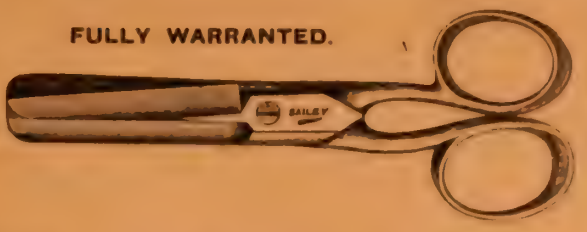

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VOL. XV. MONTREAL AND TORONTO, JANUARY 17, 1903. NO. 3.

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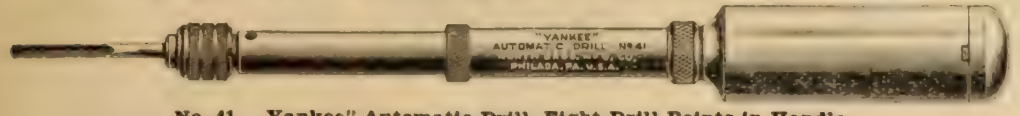

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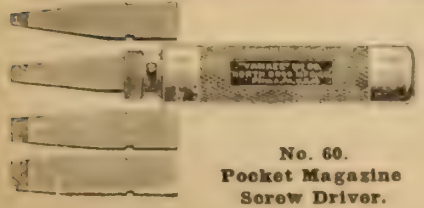

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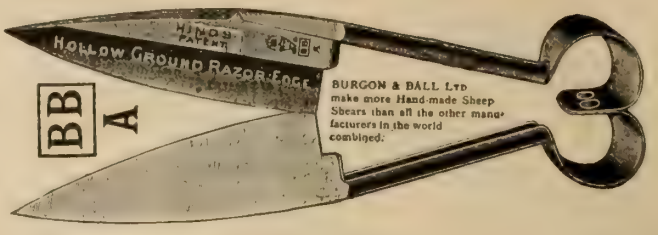

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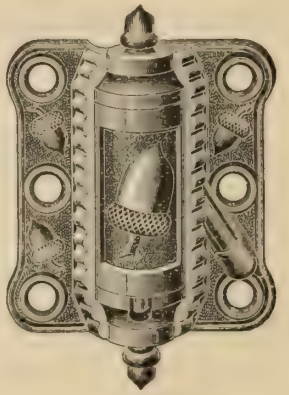

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Large STOCK Prompt SHIPMENTS.

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Simply Wonderful IN RESULTS.

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Have you decided what line of freezers to stock for the approaching season? If your decision is based upon merit you will undoubtedly prefer the **"PEERLESS ICELAND,"** the freezer for which all wide-awake merchants are placing their orders.

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HAVE YOU PROSPERED in your freezer business during 1902? If not, the fault perhaps lies in the line handled. "PEERLESS ICELAND" FREEZERS will insure profitable returns. No other freezer is more extensively advertised, no other freezer is in greater demand. Specify your wants now while prices are favorable, past experience shows that prices generally advance with the season.

Lewis Bros. & Co.

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SHIP QUICK

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RE-ACTING WASHER

The quickest acting, readiest selling, and most generally satisfactory Rotary Washing Machine on the market

The only regret your customers will have after buying one of these excellent machines is that they did not know about it sooner

They require them you should stock them we can supply them. Order early.

The Dowswell Manufacturing Co., Limited

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W. L. HALDIMAND & SON, Montreal, Eastern Agents.

NOW IS THE TIME

to send in your specifications for shipments of

Barb Wire
Plain Twist Fencing
Galvanized Coiled Fence
and
Galvanized Wire

All of our own manufacture.

ESTABLISHED 1840 INCORPORATED 1883 DOMINION TRADE MARK

We also solicit your orders for our other well-known lines:

Steel, Brass and Copper Wire,
WIRE NAILS, STAPLES.

Wood Screws, Jack Chain, Bright Wire Goods, Door Pulls, Cotter Pins, Coat and Hat Hooks.

DOMINION WIRE MFG. CO. Limited

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ESTABLISHED 1750

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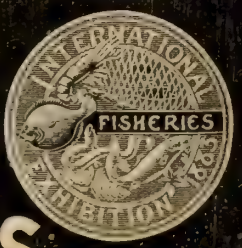
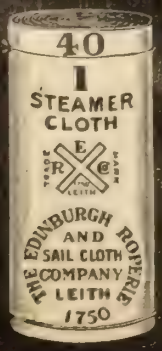
(TELEGRAPHIC ADDRESS ROPERIE) **LEITH** SCOTLAND

MANUFACTURERS OF EVERY DESCRIPTION OF

CORDAGE & CANVAS





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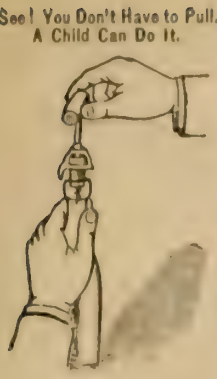

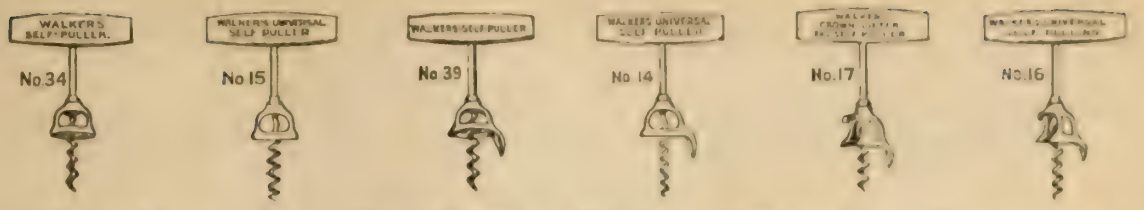

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EVERY ONE TESTED AND GUARANTEED. Several imitations on the market, but none as good

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Write us when having anything for sale.

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No. 3, $5.50.

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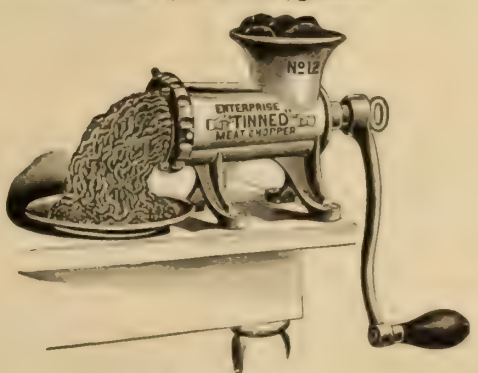
40 Sizes and Styles for Hand and Power
from $1.00 to $300.00



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No. 82, $7.50 per doz.

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Hardware and Metal Merchant.

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to buy our brown or manilla wrapping papers because you get value for value.

Every order has 480 sheets to the ream and full weight.

This Canadian-made paper equals anything on the market in quality.

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Fruit Cans, Meat Cans,
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Lard Pails, Etc.

JAS. A. McGOLPIN
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GEORGE M. FOX
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Manufacturer of Railroad, Hay and Platform Scales.

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Celebrated P. & B. Cold Storage Lining

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65 Shannon Street, MONTREAL.

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Brass and Copper

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Service Right,
Quality Right, Prices Right

WATERBURY BRASS CO.

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Always have our classified Stock List before you.

YOURS FOR THE ASKING.

THE INDEPENDENT CORDAGE CO., Limited,

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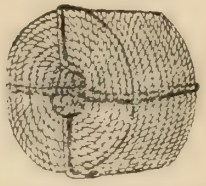

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MANUFACTURERS OF ALL KINDS OF

SISAL MANILA **ROPE,** Lath Yarn, Shingle Yarn, Hide Cord, Pulp Cord, Clothes Lines **BINDER TWINE**

Transmission Rope a Specialty.

Ask and Receive.

Advertise and Acquire.

If you want to sell a business or a delivery wagon, if you want a partner or a clerk—**advertise.** If you have what you don't want, or haven't what you do want—**advertise.**

Our condensed advertisements cost little, but are worth a good deal. You can reach most of the hardware merchants in Canada at the expense of a few cents. Our rate is 2c. per word each insertion, and *remittance must accompany order in every case*

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MONTREAL and TORONTO

Australasian Hardware and Machinery.

The Organ of the Hardware, Machinery and Kindred trades of the Antipodes.

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BEST SIEMENS STAMPING ENAMELLING BLACK PLATES,

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MAKERS of all descriptions of **STEEL SHEETS.**

Brands "**SKER,**" and "**SKER BEST.**"

Sole Canadian Export Agents,

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Cable address: "CROLLO," LONDON.

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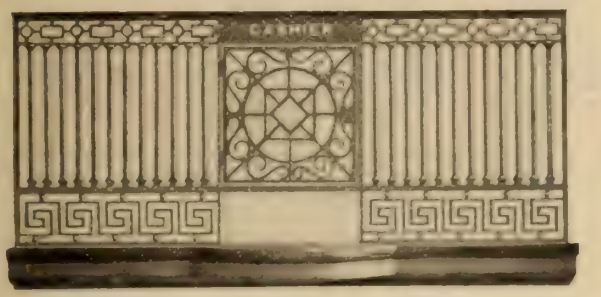

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Office Railings, Fences, Grills, Fire Dogs, Etc.

Because they are { Inexpensive / Reliable / Ornamental / Non-Tarnishable.

CANADA FOUNDRY COMPANY.

LIMITED.

Head Office: TORONTO, ONT.

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TO THE RETAIL HARDWARE DEALER

Are you carrying a stock of **TWIST DRILLS ?**

1.

There is a good trade to be done in handling the New Process Twist Drills.

2.

These are **hot-forged** Drills. The best part of the steel is not cut out and thrown away. They are superior in every respect to the ordinary milled Drill.

3.

These goods are guaranteed to be as represented, and we replace free of charge any tool found defective in material or workmanship.

WRITE AND GET PRICES

THE FAIRBANKS COMPANY

SOLE CANADIAN AGENTS

MONTREAL VANCOUVER

OUR TRADE A MARK — AUER LIGHT MANTLES LONGEST LIFE & BRIGHTEST — OUR TRADE A MARK

A COMPARISON

TRASH

A cheap mantle gives a fair-light for a few nights, then grows dim and shrinks up to a "wasp-waist" like this:

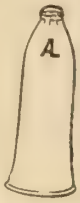
The "Wasp-Waist"

Cheap chemical.

This is caused by the cheap chemicals which the manufacturer used.

QUALITY

A good mantle, which cannot shrink, made of the purest chemicals, is the only kind we put our trade mark A on. It guarantees you the best that is made and will satisfy your customers.



The Auer Light Mantle

Pure chemicals.

Lowest prices on mantles, shades, chimneys, globes and sundries.

Write us if you are interested..

AUER LIGHT CO., MONTREAL.

"GLOBE" METAL POLISH

INSIST ON HAVING IT

Write for a supply of show cards and advertising novelties.

RAIMES & CO., 164 Duane St., NEW YORK.

Supplies for the Maple Syrup Season.

Sap Buckets . . .

—EXTRA DEEP AND STRAIGHT.
—THREE SIZES.

They possess many advantages over the ordinary flaring Buckets—being small in diameter they do not catch the rain or snow, and as they are very deep, they hang perpendicularly, and consequently will not overflow until full.

—Covers supplied if required.
—They nest close for shipping or storing.

We can also supply the ordinary Flaring or Western Sap Pails.

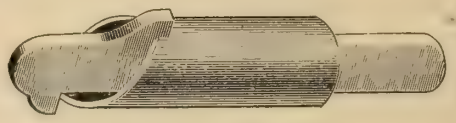
E. T. Sap Spouts.

MADE OF RETINNED STEEL—STRONG AND DURABLE.

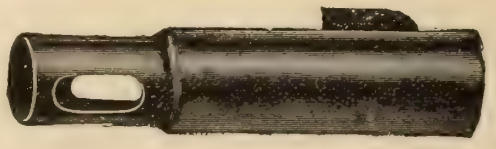
Only require a ⅜-in. hole in tree.

It does not cover the inside surface of the hole; therefore a larger amount of sap is obtained.

Packed in card-board boxes.



Maple Leaf Sap Spouts.



Made in Bronzed Steel.
Require a ½-in. hole.
Has a shoulder which prevents it being driven in too far.
The hole in the tree is not exposed to wind and snow; consequently, sap will flow longer.
Packed in card-board boxes.

Syrup Cans, round or square.

Plain or decorated. Made in ¼, ½, and 1 gallon sizes.
Either Wine or Imperial Measure.

A full stock carried in all lines; orders shipped promptly.

KEMP MANUFACTURING COMPANY,

TORONTO, CANADA.

HARDWARE AND METAL

VOL. XV. MONTREAL AND TORONTO, JANUARY 17, 1903. NO. 3

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JOHN BAYNE MacLEAN.
Montreal.

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Limited

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EUROPEAN RAIL CONVENTION.

IN view of the controversy aroused by the purchase of German steel rails by Mackenzie & Mann and the proposal to levy a duty on foreign rails, the business methods of German and other European railmakers should be understood by the Canadian public.

For some time the German rail-producers have had a syndicate, the prime object of which is to maintain prices on the home market at a satisfactory level, which has been no easy matter owing to the industrial crisis there. To do this it is, of course, advantageous to export as many rails as possible. To do this the syndicate has provided a fund, contributed to by its members, from which a liberal bounty to any manufacturers sending rails to a foreign country will be paid. The exact amount of this bounty is not known to outsiders, but it is believed to be about $6 per ton.

Now, according to a German paper, a scheme is being promoted for the formation of a rail convention between the rail-producers of Germany, England and Belgium. The German works interested in the question include such well-known companies as the Bochum Union, the Dortmund Union, Krupp, Phœnix, Horde, Hosch, Wendal and Co., the Rhenish Steel Works, Stumm Bros., the Dudlingen Ironworks, Deutscher Kaiser and others, and these have formed a central export bureau, to which all inquiries for rails from abroad will be forwarded by the companies concerned.

It is safe to presume that such a convention, when thoroughly organized, will not fail to take steps to conserve its own interests and to the disadvantage of railmakers not included in its membership.

ADVANTAGES OF TRADE JOURNALS

WHEN the business of a merchant has reached such a point that everything runs smoothly, the merchant should be able to afford a few spare moments to spend in study and thus advance his views and broaden his understanding so that he will be able to take a more prominent part in public affairs and devote his energies to better advantage in the service of the State. And no merchant can better himself more than by reading the various trade periodicals, weekly or monthly, which are issued for the benefit of each branch of the trade.

He should not confine himself to one trade paper alone, but should take two or three. Thus his views may be widened and his powers of thought stimulated and expanded. The more he knows about his trade the better, and a well-informed man has an air of culture about him that makes his personality attractive.

He should not wait until his trade is quiet before reading the various trade periodicals that come his way, but should endeavor to advance his views at every opportunity, and take time to study the market reports and the articles on the successful methods of conducting business that are to be found in these periodicals.

By watching the accurate market reports in the trade publications much money may be saved in buying and selling. There may be indications of an advance in price of some commodity which these papers will report, and the merchant being forewarned is often enabled to buy to advantage before the advance takes place. And, also, there may be indications of a decline in some article which, if the merchant beforehand perceives, he may dispose of his surplus stock by a special sale before the depreciation in price takes place.

As a proof of the advantage the reading of trade periodicals is to the merchant, it may be pointed out that those who make a practice of reading them are always enthusiastic in their praise.

COAL AS A RECIPROCAL POSSIBILITY.

IF there is one article of merchandise in regard to which Canada and the United States should be able to enter into reciprocal arrangements it is coal. In many other articles there is a conflicting of interests. The manufacturers in the United States want, for example, easier access to the Canadian market. The manufacturers in this country, on the other hand, favor legislation that would have the very opposite tendency. The same principle actuates the farmers on both sides of the boundary line.

In regard to coal the same difficulties do not exist, or at any rate in so pronounced a form.

In the New England States the manufacturers and gas-making concerns find it necessary to draw upon the mines of Nova Scotia for a great deal of their bituminous coal in spite of a duty of 67c. per long ton. This is on account of the great distance they are away from the coal fields of Pennsylvania. A duty of 67c. a ton is even less of an obstacle.

Ontario, on the other hand, is wholly dependent on the coal mines of Pennsylvania, Ohio, and West Virginia for its supply. Nova Scotian coal is a perfect stranger in Ontario. Some years ago a cargo did reach Brockville, on the St. Lawrence, but it was the only one, while Toronto, Hamilton, and other cities in the western part of the Province never saw a pound of Nova Scotian coal. Not even during the recent period of scarcity was it in evidence.

Here then is the chief manufacturing Province in Canada dependent on the coal of the neighboring republic, while the chief manufacturing States in the American Union find their natural source of supply in Nova Scotia. On the Pacific Coast the natural source of supply is the coal mines of British Columbia.

The tariff on butuminous coal in both countries has protection to the home product as its object. There is no doubt about it. But as far as the coal trade between this country and the United States is concerned, the respective tariffs can scarcely be termed protective. They may be revenue producing, but that was not the expediency that brought them into existence. It is obvious therefore that the revenue is the only thing that would suffer in either country should the tariff on butuminous coal be concurrently removed.

Last year Canada imported from the United States a little over 3,000,000 tons of butuminous coal, valued at $5,627,695, while her exports to that country were 1,589,469 tons, valued at $4,318,681. Of anthracite coal, on which there is no duty, we imported from the United States 1,652,451 tons, valued at $7,021,939.

The action of Congress, on January 14, in adopting a Bill allowing a rebate for one year on all bituminous coal imported into the United States should make a reciprocal arrangement between the two countries more possible. In the meantime the Dominion Government, as an evidence of its good intention, should take advantage of the authority given it under the Customs Tariff of 1897, to reduce the duty on United States bituminous coal to 40c. per long ton. The present duty on the long ton is 60c.

The Toronto World objects to reciprocity in soft coal, because it would be an interference with the principles of protection. Is the editor not a bit crude in his notions of protection?

The two chief elements of protection are (1) a tariff on goods that could be manufactured in the country; (2) a free list for raw material that has to be got out of the country. Soft coal is a very important element to our manufacturers.

RED TAPE AND MISTRUST IN THE POST OFFICE.

SIR WILLIAM MULOCK, as Postmaster-General, has made many useful and important changes in the administration of his Department, but there is something for him to do yet. We laugh at the amount of red tape and the absence of common sense among the permanent officials of the British Post Office Department, but are we any better here?

A leading manufacturer recently went to considerable expense for an attractive catalogue—one that was a credit to Canadian enterprise. It was important that it be put in the hands of those interested in as neat and clean a condition as possible. He had special boxes made for it—an additional expense.

When it was taken to the post office he was first informed he must pay double postage, on account of some technicality on which a recent ruling had been made. He was prepared to pay that. Then the post office officials said the catalogues could not be sent out unless the box were open at both ends, so that they could see the contents. The manufacturer offered to go before a magistrate and swear that there was nothing but a catalogue in each package; but that had no effect. Then it was suggested that the post office people might open a package here and there in the lot to satisfy themselves, even if they would not believe a reputable manufacturer under oath.

"Very sorry," was the explanation, "but you know we have never done that," in a tone that meant that therefore it never could be done.

The catalogues now lie in the manufacturer's office addressed, but still unmailed.

Any business man will buy a whole carload or several carloads of cheese or butter or grain or other commodity without even looking at it on the basis of a small sample package—often supplied by the seller. Post Office rules forbid any such common sense principle, even when the authorities actually handle each individual package.

How much more business-like is the way the Customs Department deals in matters of that kind—in circumstances where it is of far greater importance to know the contents of a package, so that there will be no fraud on the revenue. In the case of the ordinary business man only a package here and there is opened—often a whole shipment is passed for a well-known importer without even being looked at.

A foreign invoice is accepted by the Customs Department, but the oath of a well-known Canadian manufacturer is refused by the Post Office officials.

LEAD MINERS AND CONSUMERS.

THE question of placing a higher rate of duty on lead has been brought more forcibly than ever before the large dealers and consumers of Canada by the arrival in Montreal on January 9 of a deputation from British Columbia representing the lead-mining industry of the West.

The deputation consists of Mr. John L. Retallack, of the Lead Silver Miners' Association of East and West Kootenay; Messrs. Geo. Alexander and Geo. D. Potter, of the Lead Miners' Committee, and Mr. G. O. Buchanan, who represents the various Boards of Trade of the Kootenays. At a meeting of lead miners in Sandon, B.C., a resolution aiming toward a higher tariff on lead was passed, which this deputation will support.

They looked for the support of the paint manufacturers, lead pipe manufacturers, etc., in the east, and in a measure they have it. Before they stated their case the general feeling among those interested in the industry was in favor of the Western gentlemen; but it appears that the duty which they will ask the Government for is much higher than would be approved of in the east. The visitors desire a duty of 1½c. per lb. on lead ore, 2½c. per lb. on lead in bullion, and 2½c. per lb. on lead sheets, pipe or shot.

On the other hand, the Montreal manufacturers would want no more than ¾c. per lb. on lead pipe, plus the present duty of 35 per cent.; on dry white lead 1½c. per lb., and on red lead and litharge the same.

The ¾c. per lb. on pig lead which the eastern lead consumers ask for would mean a protection to the Western miners of about 30 per cent., which, in the opinion of Eastern Canada lead consumers, including manufacturers of lead pipe, shot, dry white lead and white lead ground in oil, is enough. The duty which the mining men want would amount to about 75 per cent., which, considering that freight rates from British Columbia east are much greater than those from Great Britain, Germany or the United States, would place the manufacturers of Canada in a bad position.

There are other considerations which weigh with the manufacturers in deciding against an excessive rate of duty. The result of a high tariff in the United States has been that, while the lead business has passed out of the hands of the paint manufacturers and into those of the lead producers, the same would, perhaps, be the case here if the high tariff under which the lead miners wish to work were put into force.

Speaking to a representative of this paper on the subject, one large paint manufacturer said: "As manufacturers, we, of course, believe in ample protection to all Canadian industries that are worth protection, and we sympathize with the Western lead-mining people to a certain extent. The Government has been more than once asked to aid certain industries, which could never be put on a paying basis in this country, and I am glad that they refused. As regards the lead-mining industry in Canada, it is questionable whether it is advisable at this date to attempt to make it a great one by a change in the tariff, which cannot but increase the price to the consumer, and would be a long time before the Canadian market would be sufficient to absorb the present production of the British Columbian mines.

"I think the outside quantity of white lead that could be used in Canada at present would be about 12,000 tons annually. The British Columbian mines if I am not mistaken are able to produce 100,000 tons annually. That means that while they would sell 12,000 tons at as high a price as they could under the tariff, to Canadian buyers, they would be forced to dispose of 88,000 tons on the United States market for they could hardly send any quantity accross the ocean—and on any market outside of Canada they would have to meet the competition of the world. The same is the case in the United States. Foreign buyers get their lead from American manufacturers at about half the price the American himself has to pay.

"No matter what protection the British Columbian mining people get they could not supply Eastern Canada consumers as cheaply as we get the lead now. Although, personally, I am willing to pay a little more for white lead to aid our own mines in obtaining control of this market, if that is possible, I am not willing to be placed in such a position that our Western friends can, if they wish, 'put the screws on us' and make us pay an exorbitant price without having recourse to the American, German or English market. That would be our condition I think if the duty for which this deputation is asking came into force.

"The American lead-mining business is in a comparatively flourishing condition, and it is protection that caused it, so why should not our mines be aided as well? But what I call a protective tariff is one that is high enough to protect the home manufacturer from the foreign, and also low enough to give protection to the home consumer against the manufacturer in his own country."

The delegates met the Montreal branch of the Canadian Manufacturers' Association on Saturday morning and discussed the matter. On Sunday evening they left for Ottawa to interview the Government.

IMPROVE YOUR BUSINESS.

THE stock-taking time of the year is the season when the merchant should also exercise some self-examination as to his methods of transacting business.

He should carefully look over his books, investigating in what lines his sales have fallen off and where they have increased. A remedy should be found for any decline in sales he may have experienced, and care taken to avoid in future the mistakes of the past.

The clerks should be carefully studied and an effort made to improve their weak points and to stimulate them to greater exertions. Ability and merit should be recognized with a substantial reward, and carelessness and extravagance should not be passed over without the possessor being at least admonished to mend his ways. The employer should think out in what way his clerks may be improved and how their faults may be checked and obliterated.

Another thing that should be observed is carefulness in checking off invoices and in receiving goods from the manufacturer or wholesaler. Every article that comes into your store should be counted, weighed or measured. Likewise every article going out of the store should be examined to see that it is what it is represented to be, and that neither too much or too little is being delivered to the customer. Everything, no matter how trifling, should be looked into, and leakages prevented as far as possible. The scales should be kept well dusted and the counters clear.

There will usually be found many other things that need looking after by the merchants during the coming year.

COMMENT ON CURRENT TOPICS.

THE mercury and the price of coal evidently do not desire to keep company these days. As the one goes down the other goes up.

* * *

The National Board of Trade of the United States convened at Washington on Tuesday. It is to be hoped it will exhibit more signs of life than the Dominion Board of Trade, which met in Ottawa last summer.

* * *

The anthracite railroads lost, it is computed, $57,000,000 during the six months of the coal strike. This alone is sufficient to teach the evil results of strikes. But, unfortunately, this is not the only loss which affected industrial life, to say nothing of the great discomforts that are being experienced in a great many homes all over this continent because of an inadequate supply of fuel.

* * *

It is rather amusing to read some of the letters which the London correspondents of the New York papers are cabling to their respective journal regarding the Bosphorus. "Nothing better, perhaps, could be expected of the Sultan," writes one correspondent, "but Western Europe wants to know, and the inquiry is equally interesting to the United States, whether a pledge given by Russia must hereafter be regarded as subject to any evasion which trickery or subterfuge can furnish." And yet, while these correspondents are so orthodox in their views regarding the international agreement of the European powers touching the Bosphorus, there is a strong movement on foot in the United States to break, in spirit, at least, the international agreement with Great Britain regarding warships on the Great Lakes.

* * *

Mr. A. L. Sifton has been appointed Chief Justice of the Supreme Court of the Northwest Territories. Prior to his appointment he was Commissioner of Public Works and Treasurer of the Territories, appears to be a man of ability, and carries after his name the "terminal initials" of M.A. and LL.B. But it is to be regretted that he is the brother of Hon. Clifford Sifton, Minister of the Interior in the Dominion Cabinet. Not that there is anything to be said against the latter as a man or a Minister. On the contrary, there is a great deal more to be said in his favor than his political opponents are prepared to concede. But the appointment savors of nepotism, although, of course, the appointment comes through the Department of Justice and not that of the Interior. Even the suspicion of nepotism is unpleasant, and it would be better if both political parties avoided its very appearance.

* * *

There was a meeting in Toronto on Monday to discuss church union. With industrial union and church union we ought to be getting near the "harmonious whole"; but then we might find ourselves in a worse hole.

* * *

It is said that Mr. V. Coffee, of London, is likely to get the vacant Toronto Senatorship. He certainly ought to be acceptable to the grocery trade.

* * *

Toronto has a new mayor with a new policy. The latter promises to be vigorous. Whether it will be weak and puny at the end of the term, like other similar policies, remains to be seen. It is to be hoped it will not.

* * *

Mayor Urquhart of Toronto began life as a clerk in his father's general store. His downward path in life, which ended in his election as chief magistrate of the "Queen City," began when he left the store and entered the lawyer's office. But he can redeem himself by conducting the affairs of the city on the same lines as his father did his store—on business lines.

* * *

With the Ontario Government five up and His Majesty's Loyal Opposition five down the Province of Ontario ought to get good Government. A strong Opposition is as essential to good Government as a strong Administration. There may not be much consolation in this for the party five down, but there is for the Province.

* * *

The three-fold wind from the north on January 7 was laden with balm for the Ross Government but with frost for the Whitney Opposition.

* * *

A cable despatch says that Mr. Edison has ordered ore crushing machines in Coatbridge, Scotland, claiming they are cheaper and better than those made in the United States. It is to be hoped that this is not an invention, as newspapermen, as well as men of Mr. Edison's stamp, are sometimes given to invention.

* * *

The lumber mills in the Ottawa district have advanced their prices 10 per cent. Lumber has been getting dearer for some time, which may account for the scarcity of planks in the platforms of the political parties.

* * *

According to the annual report of the Fisheries Department just issued at Ottawa, the pack of salmon in British Columbia last year was 625,982 cases. Although only about half that of last year, one gathers some idea of the labor entailed in putting up that many cases when it is remembered that it meant the catching of over 5,000,000 salmon. There are 11 to 12 salmon in a case.

* * *

Canada, in Federal, Provincial and municipal bonuses and loans, has paid out in cold cash over $228,500,000 to the rail-

A VOICE FROM THE YUKON.

The Yukon Hardware Co., Limited, Dawson, Yukon Territory, writing under date of December 22, say: "HARDWARE AND METAL has been of great assistance to us from the fact that we are always kept posted on the Eastern prices, and we know that it will render us the same assistance in the future."

WIRE NAILS
TACKS
WIRE

Prompt Shipments

The ONTARIO TACK CO.
Limited
HAMILTON, ONT.

ways. And yet the railways own the country and not the country the railways.

* * *

Six hundred guests sat down to a banquet of horse flesh, in Paris, one day last week. To a good many it will, no doubt, appear an assinine feast. Apropos of this incident it might be mentioned that, during the ventilation of a case in a Hull, Eng., court the other day, the fact was developed that old and decrepid horses were being shipped to the continent, evidently for the purpose of being turned into sausages and other mysterious food products.

* * *

It is said that there is now a probability that the Bill before Congress to grant reciprocity with Cuba will carry, the beet-sugar interests having withdrawn their active opposition. Why this sudden magnanimity? Is there a consideration or understanding at the bottom of it?

* * *

Sir Wilfrid Laurier has returned to Ottawa from his sojourn at Hot Springs. Although he is looking better, and evidently is better, gossip's tongue is still wagging about his possible retirement. Sir Wilfrid himself laughs at the idea. But men in similar positions have laughed before and retired. His retirement would be a loss to the country as well as to the party of which he is chief. And good men we cannot afford to lose whatever their political stripes may be. At any rate, political stripes are not the man.

* * *

Another tempest in a teapot appears to be brewing in the East. Servia and Bulgaria seem to be preparing for something and Russia's unarmed torpedo boats have passed through the Bosphorus in spite of treaties prohibiting such practices. It is this latter affair that threatens to create the tempest, particularly in view of the fact that Great Britain, one of the treaty powers, has entered a protest. Neither France or Germany, however, have yet made any move in the matter. Furthermore, it is not likely they will. France it will be remembered is an ally of Russia and Germany a particular friend of Turkey. By an agreement with the Powers after the Crimean War Turkey was maintained in her right to prevent warships from passing through the straits in time of peace. And in 1871, under a new treaty, this right was confirmed, although Russia was permitted to build and maintain warships on the Black Sea. But whether single-handed or in company Great Britain is not likely to go to war over the acts of Russia, whereby, in spirit at any rate, the stipulations of the various treaties drawn up by the Powers have been broken. Great Britain has just emerged from one expensive war and certainly will not relish another. And then it is only three or four years since Lord Salisbury told us that in going to war with Russia in 1854 Great Britain had put her money on the wrong horse.

* * *

The powers have notified China that she must pay her indemnity in gold. And it looks as if she will have as much difficulty in finding the yellow metal as most of us have in finding money to pay our coal bills.

* * *

Great Britain's foreign trade during the past year increased by £6,870,086 in imports and £3,517,604 in exports. John Bull is evidently still doing business at the old stand.

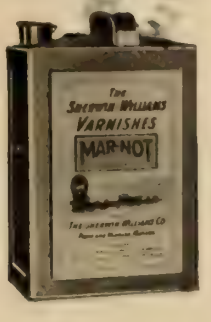
* * *

The Bank of Montreal has decided to raise its capital stock to $14,000,000. This is an increase of $2,000,000. It is a growing time with the Bank of Montreal as well as everything else in Canada except the bankruptcy list.

Governor Hill, of Maine, is strongly opposed to the Hay-Bond treaty. He says its ratification would result in serious injury to Maine's fishing interests. Thus do local interests continue to try and thwart what is obviously for the general good. And then only to think of it: The local interest is territory which Canada was euchred out of some 60 years ago.

* * *

Toronto is to have an all-Canadian exhibition, and it is to be hoped all Canada will take an interest in it.



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MAR-NOT is light in body, and light in color, and is absolutely unequalled as a perfect floor finish.

It is durable—does not mar or scratch easily.

Write for information regarding it.

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PAINT AND VARNISH MAKERS.

CHICAGO, NEW YORK, CLEVELAND. NEWARK, MONTREAL, BOSTON, TORONTO, SAN FRANCISCO. KANSAS CITY.

PROMPT SHIPMENT FOR SPRING TRADE.

Boeckh's Toronto brushes and brooms and Cane's Newmarket woodenware are known throughout Canada both by dealer and consumer. Never before have united factories been in a better position to fill orders. Prompt shipment can be assured now for the Spring trade. When rush of trade comes on a little later this may be more difficulty. Wise dealers, therefore, should consider the question of placing orders early for these ready sellers.

Moosomin and Wapella, N.W.T., have been connected by telephone.

BRITISH COLUMBIA PROSPERING.

"THE last year," said Campbell Sweeney, manager of the Bank of Montreal, "has been a good one for Vancouver, and it seems to me that the next promises to be even better. The lumber and shingle industries are having a boom, and any one who knows of the years of depression in that trade will agree that they are benefiting from a prosperty that the lumbermen and millmen are entitled to. Jobbing houses are building up a fine trade, and prospects are very bright.

"For British Columbia generally, this last year has witnessed much genuine progress. In Nelson, which is the commercial headquarters of the upper country, bnsiness has been very good. Of course the depression in the lead industry has resulted in many of the mines remaining closed, but the mine-owners are taking action to induce the Government to legislate for their benefit. The commencement of zinc shipments has opened what is really a new industry, and if suitable freight rates can be secured, the buyers down in Kansas believe that a large business may be built up. In Boundary, the mining camps are humming, and the industry there has had a very profitable year. Around Rossland, mining is on a pay-roll basis, and while so many conflicting statements have been made that people hardly know what to believe regarding plans of the companies, the general prospects are good, and the mine managers seem to be confident. But all over the Province, people have reason to be well satisfied with the results of the year's business, and there is nothing to be discouraged about for the next."

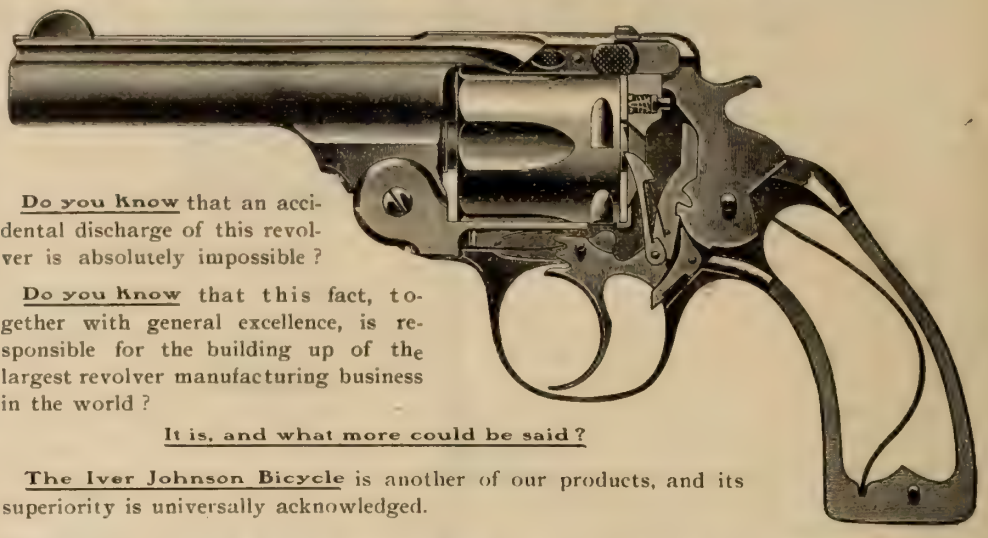
CAREER OF TORONTO'S NEW MAYOR.

Mayor Thomas Urquhart, of Toronto, is 44 years of age. He was born in Wallacetown, in Elgin county, and left school when he was 13 years of age. His first employment was in his father's general store, where he remained for 10 years. When he was 21 years of age he was appointed clerk of the Township of Dunwich, where he studied municipal law and became an authority upon drainage. This was his first taste of law. Two years later, after private study, he passed his matriculation examination. A few months later he came to Toronto, and became a junior in the firm of McCarthy & Osler. He was called to the bar in 1886, and entered the firm of Mills, Heighington & Urquhart. The firm later became Heighington, Urquhart & Boyd. In 1892 the firm became Urquhart & Urquhart, his partner being his brother, D. Urquhart.

WORTH KNOWING.

There is not a revolver made tha possesses safety features equal to those to be found in every Automatic

IVER JOHNSON REVOLVER.



Do you Know that an accidental discharge of this revolver is absolutely impossible?

Do you Know that this fact, together with general excellence, is responsible for the building up of the largest revolver manufacturing business in the world?

It is, and what more could be said?

The Iver Johnson Bicycle is another of our products, and its superiority is universally acknowledged.

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Quality of our goods guaranteed and our discounts very liberal. A trial order solicited. Write for discounts.

99 Niagara St., TORONTO FILE CO.

CANADIAN GOODS FOR CANADIANS.

ALABASTINE.

ALABASTINE has been on the market for more than twenty years, and is known to be reliable. Is thoroughly advertised, and in demand. To sell anything else for coating walls, it must necessarily be on the recommendation that it is the same thing, *or just as good as Alabastine.*

MONEY MADE in an effort to sell goods for which there is no demand, and that have no special merit, is *paper money,* without the Government stamp. Real profit comes by selling what the people want and call for.

ALABASTINE is ready for use by the addition of cold water, made so by the inventor, Mr. M. B. Church, who was the first to produce a cold-water preparation that is thoroughly practical, that has superseded all hot-water mixtures and forced other manufacturers to *undertake* the use of the cold water process, which process is protected by *Canadian Letters Patent.*

ALABASTINE hardens with age, and repeated coats may be added from time to time without the necessity o removing old coats when desired to renew. This effects a great saving to the user.

ALABASTINE is made in Canada, by Canadian labor, and from rock taken from Canadian mines. The trade supplied by Wholesale Hardware and Paint Dealers. Also by

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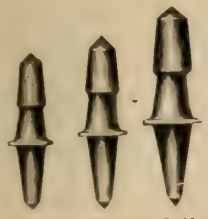
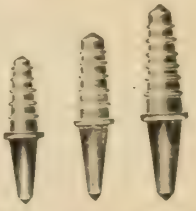
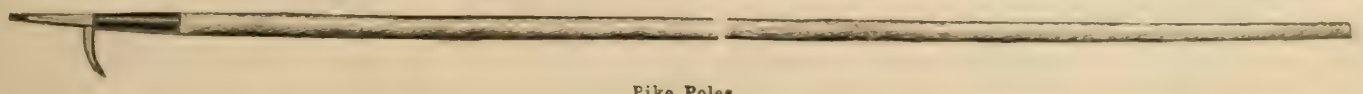


"Samson" Boot Calks.

Coil Chain.



"Witman's" Boot Calks



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Factory: Dufferin Street, Toronto

MACHINERY

DEVELOPMENT OF NIAGARA POWER.

By Harlan W. Brush, United States Consul at Niagara Falls, Ont.

THE most important development of the year in this consular district is the enlarged production of electric power at Niagara Falls. This has been in use at Niagara Falls, N.Y., for several years past, and the demand for this cheap and constant power has been so urgent that it has been impossible for the power company to keep pace with it. The original development of 50,000 horsepower at Niagara Falls, N.Y., was utilized some time ago, and the company have been working night and day to double the capacity of the plant, the tunnel providing for a discharge of water that would develop 100,000 horsepower. The second shaft has been completed, the machinery has been installed, and within a few months the full capacity of the Niagara Falls, N.Y., plant will be at the service of the Niagara frontier.

Realizing that the plant on the New York side of the cataract would only suffice for a short period, the power company commenced operations on the Canadian side of the river in August of last year. The work has been pushed rapidly, and it is expected that by next August 50,000 horsepower will be available. Already, the demand is so great that last week the power company let a contract for extending the wheel pit at once, so as to develop 110,000 horsepower instead of the 50,000 first contemplated. The two companies are practically identical as to stockholders, the Canadian company being officially designated as the Canadian Niagara Power Company.

A radical departure from the installation on the New York side of the river is the utilization of dynamos of 10,000 horse power each instead of the 5,000 units that were installed in the original power house. The 5,000-horsepower dynamos were such mammoth experiments that it was feared they would prove impracticable, but now they are to be succeeded by dynamos of twice their capacity. Quite a marked saving is effected in the construction of a 10,000 horsepower dynamo over two of 5,000 each.

The fact that cheap Niagara power is going to do all that was claimed for it in the way of attracting industrial concerns to the Niagara frontier is being so thoroughly demonstrated that a second company—The Ontario Power Company — has secured rights from the Ontario Government. The development of its plant commenced last April, and 50,000 horsepower will be the initial product, but this will be increased to 150,000 horsepower. Instead of being carried in an underground tunnel, the water is directed into flumes, carried to the brink of the Niagara gorge, and then dropped into the river through penstocks, which develop the power.

These two companies are backed almost exclusively by United States capital. A third company, which claims to be wholly Canadian, has applied to the Government for the privilege of developing 100,000 horsepower near the two plants now under construction. A full hearing of all the parties interested was given by the Government on Friday, December 19, at Toronto, and a decision will be announced shortly. As special stress is laid on the fact that a Canadian company should have preferential rights, it is believed that the petition will be granted. The Ontario Government exacts in all cases that 50 per cent. of the power developed must be provided to Canadian consumers if called for; the balance will be exported to the United States.

While millions of dollars are being expended in developing these various power plants, the revenue will be enormous. Comparatively little labor is required, once the energy of Niagara is under control When the 350,000 horsepower now in process of development is placed on the market, the gross income of the power companies will be in the neighborhood of 7,000,000 per year. This is figuring the price at $20 per horsepower a year, which is somewhat lower than the present average rate. As this provides constant power every day of the year, twenty-four hours every day, with thorough cleanliness, little fire or accident insurance, no expensive equipment for generating steam with its heavy annual wear and tear, no engineers or firemen—simply the turning of a lever—it is seen that for many lines of industry, Niagara electric power presents remarkable inducements

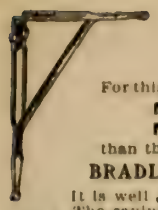
The industrial growth of the Niagara frontier in the past few years has been marvelous. It is prophesied that within 10 years 1,000,000 horsepower will be in course of development. Up to the present time the effect on the volume of water passing over the falls is not noticeable, even with the most careful measurements. A short time since, for the purpose of inspection, all the water was shut off from power development for a number of hours. Competent men were stationed at different points on the river and at the brink of the falls to measure the difference in the river level when the water producing 100,000 horsepower was cut off. The men were unanimous in their reports that they could not detect the slightest variation. A heavy wind blowing up or down Lake Erie will raise or lower the Niagara River several feet, but only those who are well acquainted with it will notice any special differerence in the discharge at the cataract. The main change is in the middle channel of the river and is principally shown in the rate of discharge, rather than the raising or lowering of the river.

THE BRANTFORD SCREW CO., LIMITED.

The Brantford Screw Co., Limited, Floyd Harris, president, and A. P. Goering, manager, have completed the equipment of their factory with the most up-to-date machinery that they could secure for the manufacture of stove, sink, carriage and tire bolts, wood and machine screws, rivets, rods, nuts, special bolts and wire. They are now asking the patronage of customers of their former company, The Chalcraft Screw Co., and of all who may be in the market for their lines.

TWO LARGE LIGHTSHIPS.

Two lightships building at Toronto by the Polson Iron Works for the Dominion Government are to be of the following dimensions: Length between perpendiculars, from the inside of stem to the inside of rudder post, 112 ft.; breadth, molded, 28 ft. 6 in.; depth of hold from top of keel to top of main deck amidships, 14 ft. 10½ in.; load draught, 11 ft. 6 in. There will be in each vessel one inverted surface-condensing single-cylinder engine with a stroke of 22 in. and cylinder diameter of 23 in., driving one right-handed four-bladed cast-iron propeller of the solid type of about 7 ft. 6 in. diameter. Steam will be furnished by two cylindrical straight-tubular boilers designed for a working pressure of 100 lb. per square inch, with a diameter of 9 ft. and a length of 16 ft. 7½ in.



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48-in	x 192-in, 33 4-in	"	"
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60-in	x 134-in, 21 4-in	"	"
30-in	x 72-in, 15 2-in	"	"Economist
40-in	x 76-in, 28 2-in	"	Self Contained
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20-in	x 32-in, 174 ¾-in	Copper Tubes,	Vertical
30-in	x 96-in, 55 2-in	Tubes	
19-in	x 44-in, 13 2-in	"	No 2 Petrie
19-in	x 40-in, 9 2-in	"	No 1 "
20-in	x 49-in, 19 2-in	"	Upright
36-in	x 72-in, 55 2-in	"	"
30-in	x 60-in, 54 2-in	"	Submerged Tubular

ENGINES.

4½-in	x 6-in,	No 1	Jewel Automatic, New
5-in	x 7½-in,	No 2	" " "
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11-in	x 10-in,	Peerless	Automatic, Leonard
10-in	x 10-in,	"	" "

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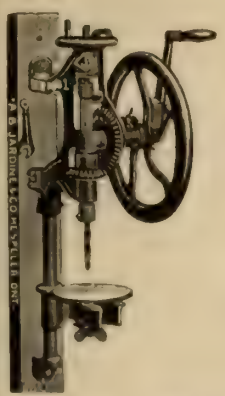

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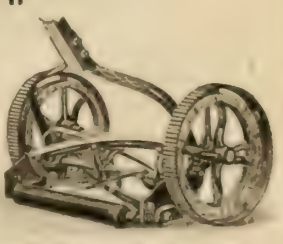
Patented Features: Improved Steel Stand, Roller Bearings, and Foot and Hand Lever Drive, and Detachable Driving Link. Improved for season of 1903. Steel or Wood Frame as desired.



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Steel Low Wheel.

MACHINERY AND ELECTRICAL NOTES.

W. J. O'LEARY & Co. have registered as manufacturers of electrical apparatus in Montreal.

The National Light, Heat & Power Co., Limited, Quebec, have been incorporated.

J. A. Crowstan, Markdale, Ont., has purchased a 10 h. p. horizontal boiler from H. W. Petrie, Toronto.

Machinery and electrical appliances are being installed in the Ottawa branch of John Labatt, Limited.

A No. 5 Jewel automatic engine was installed in the plant of Robertson Bros., Toronto, by H. W. Petrie.

A new electric power-house is to be built at Tweed, Ont., to take the place of one destroyed by fire last week.

Norman E. Bennett, of Orillia, Ont , has installed a 5 h. p. marine engine. This engine was furnished by H. W. Petrie, Toronto.

R. Hicks & Co., Peterborough, Ont., have purchased a sawing machine from Gould, Shapley & Muir, Brantford, and a motor from the Canadian General Electric Co., Peterborough and Toronto.

A boiler with a capacity of 1,300,000 lb. of water, and subject to a pressure of 60 lb. to the square inch has been supplied by the Fleming Foundry, St. John, N.B., to the Cushing pulp mill of the same city.

Walker Bros., Orillia, Ont., have purchased a 24 x 24 in. x 6½ ft. iron planer, also a 26 x 42 in. swing x 20 ft. bed gap lathe and some smaller lathes and emery stands from H. W. Petrie, Toronto.

The London Engine Supplies Company, manufacturers of engines and machinery generally, have been incorporated; capital, $40,000, divided into 400 shares of $100 each; provisional directors, F. G. Mitchell, Alfred M. Smart, and John Jones, all of London, Ont.

The Sheppard and Morse Lumber Company, of Boston and Ottawa, has closed the purchase of the old Mason sawmill, Bayswater, N.B., the price paid being $40,000 or thereabouts. The property is a large and well-equipped plant, together with a piling ground of considerable area.

The Hanbury Manufacturing Company, of Brandon, may shortly erect a lumber mill on the Pacific Coast in British Columbia. Machine manufacturers are now being communicated with and if the company can get the machinery within time, they will erect a mill near the mouth of the Fraser River.

The Montreal Transportation Company has placed an order for the construction at Newcastle-on-Tyne, England, of a steel freight steamer to trade on the lakes and take the place of the lost Bannockburn. The new steamer will be 248 feet long, 48 feet beam, with a depth of 23 feet flush decks, and is to be ready April 1. The engines will be placed aft, and will be triple expansion cylinders, 22, 35 and 58-inch diameter, with 39-inch stroke. Two Scotch boilers with a working pressure of 180 lb. to the square inch will be installed. Mr. J. A. Cuttle, manager of the company, is now in Great Britain, where he went for the purpose of arranging for vessels.

AMERICAN LOCOMOTIVES IN ENGLAND.

Marshal Halstead, United States consul at Birmingham, Eng., reviews the criticism of American locomotives in England, India and Australia. From the criticism he argues that a prejudice against German and American goods is responsible for what he suggests may be a deliberate and unfair crusade against them. His conclusion is particularly interesting. He says: "The crusade against our locomotives continues, and our builders disdain to protect themselves by publication. It seems to me that a British-made locomotive of the best type should be purchased and run as a test on some American railroad; and I hope an English engine driver, selected by the manufacturer of the engine, may be given charge of it, as a mere matter of fairness."

TO PREVENT COLLISIONS.

Experiments have been carried out on a railroad near Frankfort with a device to prevent collisions, with conspicuous success. The invention consists of a small apparatus fitted to the locomotive, which gives visible and audible signals if another locomotive is approaching on the same line of rails, or if a switch is misplaced, while in addition it also renders telephonic communication between locomotives possible. For the purpose of the experiments two locomotives were started for the same point on the same line of rails. When they were a certain distance apart, the apparatus on each locomotive gave signals to the engineers, who were then able to enter into communication.

INSTALLING ELECTRIC MOTORS.

A book which should be of much value to users of electrical power, has been issued by The Scientific Publishing Co., London, Eng.; F. J. A. Matthews, A.M.I.E.E., editor; under the above title. The book contains 157 pages and 84 illustrations, and while the field is covered in a comprehensive and practical manner, it is written in such language that it will be readily understood by the general public as well as by electrical engineers. The author first deals with the advantages of electric driving, and then explains the more common electrical definitions and functions in a simple manner. In the chapter on typical types of English motors will be found illustrations and descriptions of a number of different makes. The next sections on starting switches and other accessories is rightly given more space than that on the motors themselves; for while there is a great family likeness amongst the motors themselves, the controlling gear for the same is extremely varied in construction and action. The book closes with some concrete examples of the economies to be effected by the use of electric power, and remarks on the subject of attention and maintenance.

ELECTRIC POWER FOR VANCOUVER.

The construction of the Vancouver power works is steadily progressing. The waters of lakes Coquitlam and Beautiful are being joined by a tunnel two miles long, partly bored through solid granite. The dam is 300 ft. long, 50 ft. high, and 35 ft. at the base. The intention is to keep the water always 20 feet above the outlet pipe from the big dam. From the dam down to the power house is a drop of 400 feet in 1,600, so that no one need to be an expert hydrostatist to figure out that the water will not come down sluggishly.

SUPERIOR TO NICKEL.

Molybdenum has been found superior to nickel for hardening and toughening steel. It is even better than tungsten for that purpose. Nickel makes steel tough; tungsten makes it tough and hard; but tungsten steel is disposed to crack under impact. Molybdenum makes the steel both tough and hard and does not make it brittle. It has the additional quality of keeping the steel cool. It is therefore valuable in the manufacture of quick-firing guns. Molybdenum is one of the most refractory of metals. Nothing but the electric current will reduce it to a liquid state. The greater part of the ore supply has hitherto come from Sweden; but small quantities have been obtained from Maine and Arizona. Recently it was discovered in Ontario. A. T. Freed, formerly of the office of the American Iron & Steel Association, and now of Hamilton, Ontario, has some molybdenum property on the west shore of the Georgian Bay, north of Parry Sound. Neither of the Canadian properties has been developed. At present molybdenum ore, carrying 60 per cent. of the metal, is worth about $400 per ton, and the pure molybdenum about $2 a pound.—Iron and Machinery World.

HOW TO UNITE CAST IRON.

To unite ordinary cast iron is not an easy task, but it may be done, if one has luck, by boring a dozen holes in the parts to be united, then secure well and place about the break an abundance of filings of good pig iron, some wrought iron filings and also some of steel, says Mining and Scientific Press, Lute with fine clay and place in fire (before luting use any good flux, borax, etc.); heat until the filings melt and fill all the cavities. Let remain in the fire until fire goes out and the metal is cold; then remove and clean up.

A Bicycle Department

in your business will pay

Good Profits if you sell the

Cleveland.

They have the Hygienic Cushion Frame, and **this is cushion-frame year.** The Cleveland Bicycle, **"better than ever, always the best,"** is handled with success by many of the largest **hardware merchants** in Canada.

Write for 1903 prices.

Canada Cycle and Motor Co., Limited

Toronto Junction, Canada.

THE AUER GAS LAMP

"Turns night-time into day-time"

NEW MODELS. LOWER PRICES.

We offer you the best made lamp on the market, built scientifically.

We offer you a lamp that will light your store for half the cost of kerosene.

We offer you a lamp that is safer than a coal oil one.

We offer you a lamp which you can sell at a good profit.

No. 25
100 Candle Power.

Do you want the Agency for it?

THEN WRITE FOR
OUR CATALOGUE AND DISCOUNTS.

EVERY LAMP GUARANTEED.

AUER LIGHT CO., 1682 NOTRE DAME ST., MONTREAL.

A Silent Salesman that Talks Goods

YOURS FREE

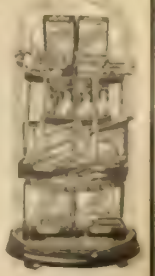
The "NEW GEM" Safety Razor.

Send your order for our following "sure sellers" and this silent salesman is yours.

We have made these selections from our stock of the goods most demanded by your trade. You have the privilege at any time of sending back for exchange any *"New Gem"* sets that are not found ready sellers.

The accompanying illustration conveys but a poor idea of the beauty of this show case. Attractive in size, unique in construction and in all a fixture that any merchant may well be proud to place where the customer's eye can best be caught.

	Wholesale	Retail
6 "New Gem" Razors	$6.00	$12.00
1 Strop Machine	.92	1.50
2 Cases No. 1	3.00	6.00
1 Case No. 2	2.25	4.50
1 Case No. 3	2.96	1.91
1 Case No. 4	3.67	.50
1 Case No. 18	1.25	2.50
	$20.05	$31.25



For sale by Cutlery Jobbers all over the world

GEM CUTLERY CO., 31 Reade St., New York.

THE ART OF WINDOW DRESSING.

Some Hints and Suggestions.

I DON'T think you can dress your windows so as to catch trade without first sitting down quietly where you will suffer no interruptions, and asking yourself the question: "What particular article is it I wish to sell at this particular time and what particular design of window dressing must I use in which particular window that will

ATTRACT THE PARTICULAR CUSTOMER

to whom I wish to sell this article?"

There is the whole scheme of window-dressing in a nutshell—particularizing.

The most noticeable fault in the store windows is the lack of that specializing that catches the eye and by holding it turns the thoughts in the direction of one article so that the spectator can have it out with himself whether he could find any use for that article.

A POINT TO BE REMEMBERED.

There is a point to be remembered—an attractive specilaizing of an article for sale often brings about the result that the one who sees it thinks, "Have I any use for that?" whereas a mixed display where it attracts attention is viewed with the thought, "Have I any need for that?"

In the observation of the difference of those two thoughts lies the great success of many merchants of to-day.

In this day of demand for luxuries as well as necessities you must not cater only to what your customers might need, but to what they might use if they had it.

EXHIBIT AN ARTICLE

as if you would say: "Now, look here. Here's a beautiful or useful thing. Just think of the pleasure that could be derived from this, or the labor and time the possession of this would save you."

Don't appear to be saying merely, "Do you really need this article? Is it an absolute necessity to your daily existence?"

If you display what you have to sell in the proper way, the mind of the one who sees it is an

INTERESTING PSYCHOLOGICAL STUDY.

He is walking along the street, thinking, perhaps, of the good crop of wheat that field back of the barn raised last year, or the price of consols, or the last railway disaster, when suddenly his eye turns to a window, and he stops almost before he realizes it or knows the reason.

Then the study commences. His

THOUGHTS RUN

something like this: "Say there's a striking window. That article shows up pretty well, doesn't it? Quite a nice thing itself, too. That would be a great thing for some people. Say, it would save me lots of time and worry. I really believe I need such a thing as that. Yes, that is just what I do need. I'll get it."

Perhaps he thinks. "Ahem, quite a store A—— keeps. Good window that. That's a lovely thing there. Too bad Mary hasn't one of those. Wonder what it costs. Two dollars and a half! Ahem! That would be handy for her. I believe she'd want that. Come to think of it, don't see how she has done without it before. I'll get it."

You see we have become so accustomed in the past to buy only what we need that even yet with all the prosperity of the past few years we have to convince ourselves in most cases that we are actually in need of a thing before we buy it.

However, we are gradually

APPROACHING THE REALIZATION

of the fact that with ready money, comfort and even luxury provide a more pleasant and grateful (if I may use the word) opening for the spending of that money than the necessities of life.

It is a well-known fact that the luxuries we buy or receive are appreciated and recognized to a far greater extent than the supply of our needs.

We have reached that position in the consideration of beauty and comfort that upon seeing an article well displayed we comment first on its beauty or usefulness, although, as I have said, we yet try to observe our need of it.

If the goods for sale are purely a luxury you can easily see that your

SUCCESS IN THE HANDLING

of those goods depends entirely on your exhibition of it.

The majority of merchants recognize this fact and exercise some care in displaying such an article, but where the object for sale is not entirely a luxury, too many of you imagine that it has only to be shown in a desultory fashion. Then you wonder why it doesn't sell and afterwards steer clear of buying it again.

Observe this fact, that no matter what you have for sale, and no matter what window you are decorating, there should be one or two articles specilaized in the scheme of decoration.

SEASONABLE GOODS.

You have always some articles that you wish to push or that are seasonable. Therefore, you should have no difficulty in arranging a good window.

If the article is large the easier it is to give it prominence, but a small article can also be made prominent by leaving empty spaces around it or by having smaller goods radiate from it.

That scheme of making a ware conspicuous is the

EASIEST AND MOST EFFECTIVE.

No matter what size the article for sale it can be placed in the centre of the window, or even in any position. Objects are then placed in lines running towards the special ware you wish to push. The eye naturally follows those lines and as they all end at the particular article, it at last rests there and you have attained your object.

Strange as it may appear, this specializing, although focussing the eye in one spot, does not detract from the advertisement of the other goods in the window.

In the first place, they profit from the extra attention given to the window on account of such specializing, and the eye when drawn to a particular point naturally follows it up by roaming over the remainder of the display. Oftentimes, if the person viewing the window is observant, he will seek to discover the plan adopted to

ATTRACT HIS ATTENTION

to a point, and in doing so, of course, the other articles come under his consideration.

You never, however, decorate for the benefit of everything equally, so do not consider it a disadvantage even if, in the general scheme, prominence cannot be given to each article. They will have their turn sometime.

If you have been wondering why your window

LACKED TONE,

originality, influence, try specializing. Sit down, decide what you wish to push at this particular season, work out some plan for drawing attention to this article, then get to work and carry out that plan.

If the results do not surprise it is because you have selected some unseasonable article or the plan adopted for showing it is very defective. Don't stint yourself for time for considering article and plan, and the results will be apparent immediately.

CATALOGUES, BOOKLETS, ETC.

MECHANICS' TOOLS.

THE calendar of The Mechanics Supply Co., 96 Peter street, Quebec, is printed in English and French. On each of the 12 sheets, above the months, are photo-engravings of their various manufactures, which, being printed on much finer paper than is usually put into calendars, show up very well. The calendar is printed in red and black throughout, and all holidays are recorded. A glance at it will give some idea of the wide range of goods which the company handle. They have also an illustrated catalogue, which dealers will find useful. It is sent on application.

HARDWARE AND PLUMBING.

The 1903 calendar of Amiot, Lecours & Lariviere, hardware dealers and plumbers, St. Lawrence street, Montreal, has recently come to hand. It is a large one and well designed. Besides the advertisements, there are engravings showing the offices and sample rooms, and also the goods entrance end of the building. The sheets are printed in different colors. The calendar is in French.

CANADA FOUNDRY CO.

The Canada Foundry Co., Limited, are issuing a tasty calendar, the prevailing tint of which is blue. Pillars running up beside the date sheet support a picture of two brawny-armed workmen. In the background is the foundry and in white type, through the smoke from the high chimney, stands out prominently "Canada Foundry Co., Limited." A bright, green maple leaf, in the centre of which appears the company's monogram, adds materially to the appearance. The entire outline work of the calendar is made up of products of the foundry, and yet heavy and large as these products are, the result is not at all rough.

GREENING WIRE CO.'S CALENDAR.

The B. Greening Wire Co., Limited, Hamilton, are issuing this year a calendar similar in general outline to that sent out a year ago. An excellent feature of this year's publication is a series of tables of much value to dealers in, or users of, wire, sheet zinc, wrought iron and steel, bar iron, etc. The tables show the size, weight, length and strength of wire and wire rope, a table of transmission of power by wire ropes, weight and size of sheet zinc, weight of rolled sheets of wrought iron and steel, the weight of iron per foot. These tables are so arranged that they can readily be seen by lifting up the pages containing the calendar dates, which are of a large practical size.

TAYLOR-FORBES CO., LIMITED, GUELPH.

The Taylor-Forbes Co's. trade-calendar for the season of 1903 is an exceedingly fine one. The cover is printed in three colors. A young lady with one of their mowers, stands out well in the foreground, and a villa is in the background. On the second page is a clear cut of the Co's. plant, which plant covers 290,000 square feet of floor space. The cuts of their different styles of mowers are also creditable. The Taylor-Forbes Co., Limited, have a large trade with the Old Country, where their machines have a high reputation, as well as in the home market.

POETICAL HARDWARE DEALERS.

OFTEN the annual advertisement is the most effectual. The keen business man is, therefore, ever alert for a medium likely to prove of especial value. James & Reid, hardware dealers, Perth, evidently recognize a good opportunity for advertising, as this year, when a local paper was preparing its annual "Carrier Boys' Address," a poetic production, they secured the back page, on which the following verses were printed :

Messrs. George S. James and Daly Reid
Are known well all around,
As the proprietors of the Big Hardware House
Where little prices abound.

Their staff of clerks are courteous, polite,
Strict attention to orders is paid,
For served by Montgomery, Bolton and Haw
No customer is delayed.

Mr. Lawrence H. James is the practical man,
Who spares not an effort to please,
And his genius is such, that where others would fail,
He succeeds with the greatest of ease.

O'er the books in the office Miss Leonard presides,
And she fills this position of trust
To the firm's satisfaction, and customers' too,
She's so competent, careful and just.

The stock the firm carries is varied and large,
And perhaps something special you need,
Ten chances to one you can buy what you want
From the big hardware firm, James & Reid.

They handle nice harness and good curry combs,
Also blanket, belt, halter and bell,
Forks, shovels and spades, scythes, cradles and saws,
So the farmer can be suited here well.

The builder can buy all he requires
In nails, glass, locks, paint, or in tools,
The miner, his dynamite, steel or his chains,
For with James & Reid quality rules.

The most wonderful pump is the one with glass valves,
The pump children can handle with ease,
It's so easy to work and throws such a stream
And it has never been known to freeze.

But time and space fail us to tell of the stock,
But James & Reid would like this to say
That they thank you for patronage given to them
And hope for your custom alway.

VARNISH

"O Ruddier than the Cherry."

Wood Stains are an important branch of our business.

The **Canada Paint Company** manufacture Cherry, Rosewood, Mahogany, Walnut, Oak, Golden Oak and Green Amboine **Stain** for houses and furniture. They are incomparably the very best permanent stains made. A stained floor is sweet and wholesome.

We make a specialty of **Creosote Shingle Stains.** By their use the roof will be preserved and have a handsome appearance for a very long period.

Write for a set of samples. They will be sent free to any hardware merchant or architect. Address :

The CANADA PAINT COMPANY,
Montreal or Toronto.

JAPANS

PAINT, OIL AND BRUSH TRADES

DEVELOPING THE PAINT TRADE.

SOME months ago one of the leading hardware journals of the United States published a series of articles, extracts from letters from manufacturers and merchants in different sections of the States, in regard to the evident tendency on the part of the hardware trade to handle paints and oils. The letters indicated that the paint business of that country was formerly in the hands of the druggists, but, that, while a considerable proportion of the business is still handled by them, a steadily increasing share of it is now secured by the hardware trade.

In Canada, hardwaremen are recognized as the natural distributors of paints and oils, and, while in isolated cases general merchants, druggists, and even stationers handle them, the bulk of the business is done by the hardware trade.

Inasmuch as builders' hardware, tools, etc., are sold by hardware dealers, the latter find the sale of paints, oils and varnishes, particularly for building purposes, natural and easy. It is, moreover a profitable line to the dealer who gives time and thought to its development. One instance will suffice to establish this point. The following is an extract from a letter written by a dealer who handles the produce of one of the most progressive paint houses : " We cannot speak too highly of your goods, and take pleasure at all times in recommending and pushing them. In fact, we have thought of dropping out of general hardware and giving our entire time to pushing this line, but the smallness of the town, 8,000 population, makes us hesitate and we would be glad to have your opinion in the matter. Each succeeding year brings us larger trade in paints, and there is no line we handle that gives us the same pleasure in selling, and we consider it a valuable addition to our general business."

How best to develop the paint trade is a subject worthy of the hardwareman's best study, for the line is one that yields excellent returns for the time and thought spent in extending it. We would like to receive from hardware dealers throughout the country, who have made their paint-trade a particularly profitable line, their opinion as to how the trade should be developed, which we would be glad to publish. We do not want to know how any dealer got business that would otherwise have gone to a competitor, but how he developed entirely new business, which, in the long run, would help a competitor as well as the one who originated it.

PAINTMEN V SCOTCHMEN.

The paint men of Montreal had a curling match on Monday night with a team picked from the Scottish curlers, who are touring Canada. The Montrealers, although badly beaten, enjoyed the sport and clain if they had another opportunity they would do better. Mr. A. Ramsay was skip for the Montrealers and Mr. Prain for the Scotchmen.

ROBERT MUNRO RESIGNS.

At a meeting of the paint, oil and varnish men of Montreal on Monday a letter was read from Robt. Munro, stating his intention to resign as the representative on the Board of Trade Council, of which he has been an energetic member for three years. He was urged to keep his seat, but declined, owing to the pressure of other business. He was tendered a vote of thanks. Mr. John T. Wilson, of Wilson & Patterson, was nominated to occupy the seat vacated by Mr. Munro, and will, in all probability, be elected.

A BEAUTIFUL CALENDAR.

It would be hard to choose a more artistic painting for use in a calendar than that which The Wadsworth-Howland Company, paint and color makers, Chicago, are sending out to the trade. The feature of the calendar is an almost full-sized painting of a "Society Butterfly" in full array, presented in life-like colors, drawn by a first-class artist. It is safe to say that any of the trade fortunate enough to secure one will give it a place of honor either in their home or office. Do not write for one without mentioning " Hardware and Metal."

THE RALEIGH OIL DISCOVERIES.

A despatch from Chatham, Ont., clears up much of the confusion that has settled in the public mind for some time regarding the quantity of oil produced in the new Raleigh township oil fields. It seems that the production has been materially exaggerated. In one case a well which yielded 60 barrels the first hour now yields but 60 barrels per day, yet this well is still spoken of as yielding about 60 barrels per hour. There are a number of other wells in the district that are reported to be producing large quantities of oil, being credited with a yield varying from 10 to 30 barrels per day, based upon the production of the first hours, but which have a steady flow of one and a half, two, or perhaps four barrels per day only. Some of the wells which made a fairly good showing at first do not now produce enough oil to make it worth while operating them, and with the usual luck experienced by miners and drillers, other wells have proven themselves to be dry propositions. The general experience of this district shows that quite a large flow of gas is met with at about 330 ft., and directly beneath this is the oil stratum, with large quantities of salt water, the oil constituting probably in the neighborhood of 10 per cent. of the liquid pumped.

PAINT AND OIL NOTES.

The Federal Oil Company, of Montreal, are seeking incorporation.

The assets of The John McArthur Company, paint dealers, etc., Montreal, are to be sold on Monday.

A despatch from Chatham, Ont., says that discoveries of oils are still being made there, several new wells producing from 10 to 30 barrels per day. The oil is of high quality, its gravity being 34 degrees, which is two degrees higher than most Canadian oils. It will, therefore, make illuminating oil that cannot be excelled.

WITH THE FRANCIS-FROST CO., LIMITED.

James W. Lee, formerly with The Canada Paint Company, has accepted a situation with The Francis-Frost Company, Limited, Toronto, which company he will represent in Toronto and Northern Ontario. Mr. Lee is widely known as one of the most genial travellers on the road.

PAINT AND OIL MARKETS.

MONTREAL.

BUSINESS during the past week has shown a greatly increased activity, and the indications are that the volume of spring trade will be large. The bulk of the business being booked at present is for spring delivery, and the sorting-up orders are for fair amounts. Paris green is still in fair demand by jobbers and prices remain as hitherto quoted. Linseed oil on the English market is still too erratic to induce business, and local prices remain steady. The turpentine

That's the Paint I Want.

Dealers who have handled "Ark Brand" for years tell us that it practically sells itself.

The customer comes in to the store and points to a display of "Ark Brand" and says that's the paint I want.

He has used it before.

It satisfies him; he knows it is economical.

Isn't it well to have your paint customers satisfied?

Then sell them "Ark Brand."

Carry a line in stock so that you can serve customers with a paint about which you can tell the truth.

You can speak as highly as you like about "Ark Brand" Paint and the man who buys it will never prove you wrong. "Ark Brand" Paint is right.

The Francis-Frost Co., Limited.
Toronto.

Canadian Distributing Agents
for Grippin's Crack Filler.

Why has . . .

Hollywood Paint

leapt into favor?

Because Pure Lead, Zinc and Linseed Oil combined with the best

Canadian Brains

enter into its composition.

"Painters like it."

If you are interested write

The Hollywood Paint Co.

HAMILTON, CAN.

McArthur, Corneille & Co.

MONTREAL

Glue and Gelatine

In extensive assortment, to suit all requirements.
WILL BE PLEASED TO SUBMIT SAMPLES AND PRICES.

MANUFACTURERS AND IMPORTERS OF . . .

White Lead, Oils and Colors, Prepared Paints, Window Glass, Varnishes, Etc.

SELLING AGENTS IN CANADA

For the GENUINE
Imperial French Green
of JOHN LUCAS & CO., PHILADELPHIA.

And CELEBRATED
English Varnishes
of CHAS. TURNER & SON, LONDON.

market is still advancing and the prices have been marked up 2c this week. We quote

GROUND WHITE LEAD.—Best brands, Government standard, $4.90 to $5.15; No. 1, $4.67½ to $4.77½; No. 2, $4.30 to $4.40; No. 3, $3.92½ to $4.02½; No. 4, $3.55 to $4.65 all f.o.b., Montreal. Terms, 4 months, or 3 per cent. off for cash in 30 days.

DRY WHITE LEAD.—$5 in casks, and in kegs, $5.25.

DRY WHITE ZINC.—Pure dry, in casks, 6¼c.; in 100-lb. kegs, 6¾c. No. 1 zinc, in casks, 5¼c.; in 100-lb. kegs, 5¾c.

WHITE ZINC (ground in oil)—Pure, 25-lb. irons, 8c.; No. 1, 7c.; No.2, 6c.

PUTTY.—We quote: Bulk, in bbls., $1.90 per 100 lb.; bulk, in less quantity, $2.05; bladders, in bbls., $2.25; bladders, in 100 or 200-lb. kegs or boxes, $2.40; in tins, $2.55 to $2.65; in less than 100-lb. lots, $3 f.o.b. Montreal, Ottawa, Toronto, Hamilton, London and Guelph. Maritime Provinces, 10c. higher, f.o.b. St. John and Halifax.

ORANGE MINERAL.—Casks, 7c.; 100 lb. kegs, 7¼c.; smaller quantities, 8¼c.

RED LEAD.—Genuine red lead, in casks, $4.50; in 100-lb. kegs, $4.75; in less quantities, $5.75 per 100 lb. No. 1 red lead, casks, $4.25; kegs, $4.50, and smaller quantities, $5.50.

LITHARGE.—Ground, casks, 5c.; less quantities, 5½c.; flake litharge, casks, $5.25; smalls, $5.75 per 100 lb.

LINSEED OIL.—Raw, 1 to 4 barrels, 60c.; boiled, 63c.; raw, 5 to 9 barrels, 59c.; boiled, 62c. Terms, net cash in 30 days. Delivered in Ontario, between Montreal and Oshawa, at 2c. per gallon advance.

TURPENTINE.—Single barrels, 82c.; 2 to 4 barrels, 81c. Terms, net cash in 30 days.

SHELLAC VARNISH.—Pure white, $2.35 to $2.45; orange, $2.25 to $2.35.

MIXED PAINTS.—$1.20 to $1.40 per gallon.

CASTOR OIL.—8¾ to 9¼c. in wholesale lots, and ½c. additional for small lots.

SEAL OIL.—48 to 50c.

COD OIL.—35 to 37½c.

PARIS GREEN.—Canadian: Petroleum barrels, 13¼c. per lb.; arsenic kegs, 13½c.; 50 and 100 lb. drums, 14c.; 25 lb. drums, 14½c.; 1-lb. packages, 15c.; ½ lb. packages, 17c.; 1 lb. tins, 16c.; ½ lb. tins, 18c. English: Petroleum barrels, 14¼c.; arsenic kegs, 14½c.; 50 to 100 lb. drums, 15c.; 25 lb. drums, 15½c.; 1-lb. paper boxes, 16c.; 1-lb. tins, 17c.

TORONTO.

Turpentine has again advanced, the price now being 82c. delivered and 81c. at inside points. Linseed oil is 1c. per gallon lower. Gum shellac is quoted 2c. higher by some houses. Other lines are unchanged, though an advance in white lead is possible, either on account of an increase in the duty on lead products or because of the reformation of the White Lead Association. In any case, the jobbers state that prices are not being cut up as much as formerly. We quote:

WHITE LEAD.—Ex-Toronto, pure white lead, $5 to $5.25; No. 1, $4.62½ to $4.87½; No. 2, $4.25 to $4.50; No. 3, $3.87½ to $4.12½.; No. 4, $3.50 to $3.75 in packages of 25-lb. and upwards; ½c. per lb. extra will be charged for 12½-lb. pkgs.; genuine dry white lead in casks, $5.02½.

RED LEAD.—Genuine, in casks of 560 lb., $4.50; ditto, in kegs of 100 lb., $5; No. 1, in casks of 560 lb., $3.75; ditto, in kegs of 100 lb., $4.25.

LITHARGE.—Genuine, 6 to 6½c.

WHITE ZINC.—Genuine, French V.M., in casks, $6.25; Lehigh, in casks, $6 to $6.25.

SHINGLE STAIN.—In 5-gallon lots, 60 to 75c. per gallon.

PARIS WHITE.—90c. to $1 per 100 lb.

WHITING.—65c. per 100 lb.; Gilders' whiting, 80c.

GUM SHELLAC.—In cases, 35 to 37c.; in less than cases, 40 to 42c. per lb.

LIQUID SHELLAC.—Pure orange, in bbls., $2.25 to $2.35; white, $2.35 to $2.45 per gal.; in less quantities, 10c. extra.

GLUES.—Broken sheet, in 200-lb. bbls., 8½c. per lb.; cabinet glue, in bbls., 12c.; emery glue, in bbls., 17½c.; bookbinders', ground, 10½c.; finest American, white, 19c.; No. 1 American white, 15c. per lb.

PUTTY.—Bladders, in barrels, $2.25; bladders, in 100-lb. kegs, $2.40; bulk in bbls., $1.90; bulk, less than bbls. and up to 100 lb., $2.05; bladders, bulk or tins, less than 100 lb., $2.90.

PARIS GREEN.—Petroleum bbls., 14c. per lb.; arsenic kegs, 14½c.; 50 and 100-lb. drums, 15c.; 25-lb. drums, 15½c.; 1-lb. packages, 16c.; ½-lb. packages, 18c.; 1-lb. tins, 16c.; ½-lb. 18c.

PLASTER PARIS.—New Brunswick, $2 per barrel.

PUMICE STONE.—Powdered, $2.50 per cwt. in bbls. and 4 to 5c. per lb. in less quantity; lump, 10c. in small lots and 8c in bbls.

LIQUID PAINTS.—Pure, $1.20 to $1.40 per gallon; No. 1, $1 10 per gallon.

BARN PAINTS.—65 to 70c. per gallon.

CASTOR OIL.—English, in cases, 9 to 9½c. per lb. and 10 to 10½c. for single tins.

LINSEED OIL.—Raw, 1 to 2 bbls., 61c.; boiled, 64c.; 3 to 5 barrels, raw, 60c.; boiled, 63c.; 6 to 9 barrels, raw, 58c.; boiled, 61c. delivered. To Toronto, Hamilton and London, 2c. less. All quantities of 10 bbls. and over of linseed oil sold only f.o.b. Toronto, Hamilton, London and Guelph.

TURPENTINE.—Single bbls., 82c.; 2 to 3 bbls., 81c. delivered. Toronto, Hamilton and London, 1c. less. For less quantities than barrels, 5c. per gallon extra will be added, and for 5-gallon packages, 50c. and 10-gallon packages, 80c. will be charged.

GASOLINE AND BENZINE.—We quote as follows: Benzine, 19¼c. and gasoline, ordinary, 21¼c. and engine, 22¼c. f.o.b. Toronto.

WINDOW GLASS.

MONTREAL.

There is practically no business in window glass, and the prospects for an improvement in the near future are poor. Prices are very firm, however. We quote as follows: First break, 50 ft., $2; second, $2.10 for 50 ft.; first break, 100 feet, $3.80; second break, 4; third break, $4.50; fourth break, $4.75.

TORONTO.

Prices are unchanged, but there is some talk of the formation of another window-glass association, which information is having a salutary effect on trade. We quote as follows: Under 26-in., $4.25; 26 to 40 in., $4.65; 41 to 50 in., $5.10; 51 to 60 in., $5.35; 61 to 70 in., $5.75; 71 to 80 in., $6.25; 81 to 85 in., $7; 86 to 90 in., $7.75. Toronto, Hamilton and London. Terms, four months, or 3 per cent., 30 days. Discount, 15 per cent.

It gives satisfaction,
It pleases the customer,
It sells quickly,
It's a money-maker,
Its advertising is up-to-date,
It's the only paint that contains

BRANDRAM BROS & CO
BRANDRAM'S B. B. WHITE LEAD
MANUFACTURERS LONDON ENGLAND

GENUINE.
The World's Standard.

"ANCHOR" LIQUID PAINT

Your sales will increase if you handle **"ANCHOR" LIQUID PAINT.**

Send us a post card and let us tell you all about it.

HENDERSON & POTTS
Established 1874
HALIFAX and MONTREAL

WILLIAM ABBOTT

Representing Jonas & Colver's Celebrated "Novo" Air Hardening Steel. Especially adapted for high speed and for all classes of tools and work. Easily annealed, for shaping into Milling Cutters, Dies and other tools. Stock on hand for immediate orders.

Office and Sample Room, 13 St. John Street,

MONTREAL.

GLUE

The sticking kind. The best only is manufactured by us.

Write for quotations

W. Harris & Co., Danforth Ave., TORONTO

PAINTS

We manufacture these brands:—"LION," "PEERLESS," "OWL," "RAVEN," also Ready-mixed House and Floor Paints, Roof, Barn, Bridge and Brick Paints, Coach Colors, Varnishes, Japans, etc. Our prices will interest you. Write us.

The Ottawa Paint Works, Ottawa, Ont.

Standard Paint & Varnish Works Limited

Makers of High Grade Varnishes, Japans, Paints, Colors & Enamels.

Windsor, Ont.

TRADE

NOBLES & HOARE · NH · LONDON

MARK

Nobles & Hoare,

CORNWALL ROAD STAMFORD STREET.

LONDON, ENG.

Manufacturers of

HIGH-CLASS VARNISHES ONLY

Which can be obtained direct from the works or from the principal Color Dealers in Canada.

GLASS

For buildings and all other purposes

Our Specialty Art Leaded Glass.

See Our New Catalogue.

Hobbs Manufacturing Co., Limited

LONDON, ONT.

CELEBRATED **HEINISCH** SHEARS

Tailors' Shears,
Trimmers' Shears,
Tinners' Snips, etc.

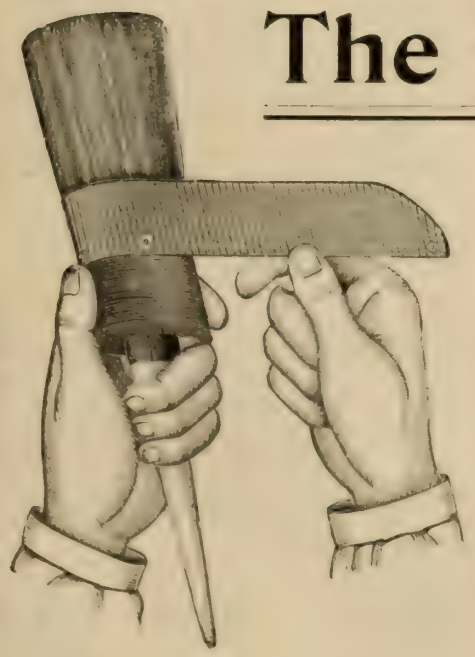
ACKNOWLEDGED THE BEST.

R HEINISCH'S SONS CO.

NEW YORK OFFICE, 90 Chambers St.
NEWARK, N.J., U.S.A.

Not connected with any Shear Combination.

The Sort That Sells



A poor article is no bargain at any price. Doubtless the expert Painter realizes this truism about as much as anybody in the world: with him a poor, out-of-date Brush, upon which he has to spend time in winding by old-fashioned methods, means loss of money and inferior work to his detriment.

BOECKH'S FLEXIBLE BRIDLED PAINT BRUSHES

are the kind that are stocked by progressive Dealers, because they are demanded now by all progressive Painters.

—The bridle can easily be removed and replaced; it is not affected by —water, oil or paint; it works on a pivot and keeps the bristles elastic.

OPERATING:
Boeckh's Toronto Factories.
Bryan's London Factories.
Cane's Newmarket Factories.

UNITED FACTORIES,

Head Office: TORONTO. LIMITED.

MONTREAL BRANCH: 1 and 3 DeBresoles St

LONDON BRANCH: 71 Dundas St.

STOVES AND TINWARE

AND ALLIED TRADES

THE PROSPERITY OF EDMONTON.

W. C. JONES, treasurer of The J. F. Pease Furnace Co., Limited, Toronto, is in Edmonton, N.W.T., this week, superintending the installation of a heating plant in a large public building there. Mr. Jones seems to have caught the fire of enthusiasm over the Northwest, which is manifested by so many business men who visit that part of Canada. He writes as follows: "The Western country is very prosperous and promising. In Winnipeg business prospects are very bright indeed, and in every town we have passed through since reaching Fort William, there is every evidence of rapid and substantial progress. In Alberta the progress made within the last year has been amazing. It is astonishing that such a splendid country could have been so long unknown and neglected. The Bank of Commerce opened a fine office in Edmonton in October. The Merchants, Union, and Imperial were already here. Now the Bank of Montreal has within the last week paid $300 per ft. for a 54-ft. lot on which to erect a building for a new branch in the spring. It is backed up by an enormous trade centering here; by a magnificent farming and ranching country, and by a great trade in furs that reaches out to the Arctic Ocean, 2,000 miles north. The amount of merchandise handled here, the number of settlers coming in, the rapidity with which all the lands in Alberta are being taken up would astonish most people who have never been here."

THE McCLARY FIRE AT LONDON.

London, Ont., January 12, 1903.—On visiting the scene of Friday's conflagration, one can see a strong gang of men working like beavers cleaning up all the burned debris and making active preparations for resuming business and rebuilding.

Our London, Ont., representative called on the firm to-day and was authorized to insert in "Hardware and Metal," the following information:

"The accounts of the fire given by the daily press were greatly exaggerated. No damage was done to our heavy machinery; the greater part of this was on the ground floor, while the fire was mostly confined to the second and third floors, where some light machinery was in operation, and the balance of space was used for bench work. The fourth floor was used as a warehouse, in which a small quantity of made up stock was destroyed, but our large warehouses, japanning shop, spinning room, enamel shop, and foundry remain untouched. Our branch warehouses at St. John, N.B., Toronto, Montreal, Winnipeg, and Vancouver are all well filled with tin and enamel stock; with but slight exception, all our regular orders can be filled.

"Our heavy stamping machinery, which is in the damaged section, will recommence operations in a few days, and within two weeks our output will be as heavy as before the fire. Our tinsmiths all commenced work again this morning, and only a few girls will lose a few days' time.

"The tools destroyed were immediarely re-ordered, and many have already come to hand.

"The large store warehouse, which, owing to the very heavy demand for stores last year, was cleaned right out, will be utilized temporarily for the bench work formerly done in the building destroyed.

"Our customers will not suffer from inconvenience, as all the orders can soon be promptly filled as before, and we hope the cordial business relations will continue uninterrupted."

Insurance is carried by a number of companies. No correct estimate of the loss sustained can yet be arrived at, but the insurance men are busy on this matter now.

W. H. L.

CAN TRUST PRICES.

It is stated on seemingly good authority that The American Can Company has just announced prices for the coming season on the basis of $15.50 per 1,000 for No. 2 cans at Baltimore, and others at the usual differentials. The prices are about the same as last season, while the plate is 40c. a box lower in the open market. On the face of it, this would indicate considerably increased profits during the present year for the Trust. In line with this the general prospects of the company are said to be better than they have ever been, but this is not saying a great deal, as the combine on March 19 next will have been in existence two years, with 14 per cent. cumulative dividends still against the preferred stock.—N. Y. Journal of Commerce.

THE WESTERN FOUNDRY CO.

The Western Foundry Co., Limited, of Wingham, Ont., are hard at work on an extensive line of patterns which they state will embrace all lines that the Canadian trade demands and which, when completed, will be of the most modern and up-to-date design on the Canadian market. It would be well to examine the lines made by this company, which are rapidly winning an excellent reputation for the quality, finish and appearance of their product.

STOVE MAKERS MEET.

A meeting of the Stove Manufacturers' Association was held yesterday in the Royal Hotel. There were present Col. Gartshore, of The McClary Manufacturing Company, representing the Calorica Club, of Upper Canada; Charles Fawcett, of Sackville; Mr. Cosman, of The Amherst Furnace and Heating Company; James Hillis, of James Hillis & Son, of Halifax, and W. S. Fisher, of St. John. The principal topic of discussion was the affiliation of the Association with the Calorica Club, a similar organization in Upper Canada.—St. John Sun, January 9.

AMONG THE TRADE.

Power & Co., roofers, etc., Sydney, N. S., have been succeeded by Power & Cassett.

Samuel Wake, engineer at The William Kennedy & Sons' Co. foundry, Owen Sound, Ont., died last week after a brief illness.

Alfred Peters, manager of The Record Foundry and Machine Co., Moncton, N. B., was struck in the face on Saturday by a piece of iron that was being broken. His injury is a painful one.

John Illsey, tin and stove merchant, of Picton, Ont., died at his home on New Year's Day, after a brief illness. Mr. Illsey, besides being a respected business man, was one of the most earnest temperance and religious workers in Picton.

NINE-HOUR DAY IN VANCOUVER.

The iron moulders of Vancouver, B.C., and their employers have agreed to a nine-hour day instead of a ten-hour day with Saturday afternoons off—this change reducing the number of hours per week from 55 to 54. The minimum wage paid a journeyman moulder is $3.50 per day.

MANTELS, GRATES and TILE.

Are any of your customers building a new house? If so, why not try and sell them a mantel as well as hardware? They will want one, and it will pay you. Write us for catalogue and price.

THE BATTY STOVE & HARDWARE CO.

76 York St., TORONTO.

The Selling Qualities

Or our splendid range

The Imperial Oxford

make them the most desirable stock you can handle.

THEIR DIFFUSIVE FLUE CONSTRUCTION
FRONT DRAW-OUT GRATE
OVEN THERMOMETER
DRAW-OUT OVEN RACK

and other improved features, give them a quickly appreciated precedence over other ranges.

Housewives everywhere praise them enthusiastically.

Customers realize their superiority on sight—sales are easy.

They're the popular range of Canada.

Send us your address at once.

THE GURNEY FOUNDRY CO., Limited

TORONTO. WINNIPEG. VANCOUVER.

THE GURNEY-MASSEY CO., LIMITED, MONTREAL.

"NORTHERN"

DRY COLD AIR PRINCIPLE.

These are

JUST A FEW

Cold Facts

IN FAVOR OF

The "Northern" Refrigerator

Raised panels.
New style swing base
Antique flow finish.
Fancy brass locks and hinges.
Hardwood ice rack. Extra large ice-box.
Zinc-lined throughout. Galvanized Iron Shelves.
Air space insulated with paper and wood.

"It's a Seller"

Look into it before placing orders—it will pay you.

For dimensions and prices write

The Thos. Davidson Mfg. Co., LIMITED, Montreal, P.Q.

INDUSTRIAL GOSSIP

THE Centrifugal Windmill and Manufacturing Co., Limited, Guelph, Ont., have been incorporated in Guelph, Ont., to manufacture windmills, combination anvils and hammock chairs. M. C. Burr, is president of the company and G. A. Black, secretary. If a suitable factory cannot be secured the company will buy a site and build a factory.

The James Innes Co. will erect a roller grist mill at Deloraine, Man., this summer.

The Grimsby Manufacturing Co. has resumed operations much earlier than usual this season.

The Ogilvie Flour Mills Co. are to erect a 1,500 barrel per day flour mill at Fort William, Ont.

Machinery for a grist mill has arrived at Whitemouth, Man., and the mill will probably be erected shortly.

Workmen employed in the moulding, annealing, core-making, woodworking and hame departments of the McKinnon Dash and Metal Works, St. Catharines, went on strike last Saturday.

The Bates Felt Co., Dundas, Ont., have been incorporated; capital, $40,000. Provisional directors, C. W. Bates, Dundas; Wm. B. Croy, C. E. Newberry and Wm. A. Stewart, of Hamilton.

The J. L. Nichols Company, Toronto, novelty manufacturers, have been incorporated; capital, $50,000; provisional directors, D. E. Hughes, Helen Hughes and A. M. Sinclair, all of Toronto.

Boston Manufacturing Company, Toronto, manufacturers of fancy goods, have been incorporated; capital, $40,000; provisional directors, Malcolm Cameron, R. S. Wilson and George H. Kilmer, all of Toronto.

Along the Canadian Government telegraph line into the Yukon the poles and wires will be substituted by an insulated cable, which will stand the rigors of a severe winter better than the poles and wires have done.

Ed. Merner, president of the Hamburg-American Wagon Co., of New Hamburg, Ont., who is in Winnipeg, has wired the company that he can easily sell the entire output there. The trade never looked so well.—Independent.

J. A. Hunter and J. J. Haslett, promoters of the Manitoba Cement Co., have secured the site for a large plant in Morden, Man. Besides a free site Morden offers them tax exemption, while considerable stock will be taken by citizens of the town.

Dr. Kendall, M.P., of Sydney, says that The Dominion Iron and Steel Co., Limited, is making regular shipments of coal to Sweden, and that the iron ore received in return, when mixed with ore from Bell Island, Nfld., makes an excellent quality of steel.

The formal announcement was made in last week's Ontario Gazette of the incorporation of The Marconi Wireless Telegraph Co., of Toronto, with a capital of $5,000,000. The provisional directors are: W. R. Green, New York; J. N. Greenshields, Montreal, and Walter Barwick, H. C. Osborne, and John Payne, of Toronto.

The New York Sun says that a railway line will be built through United States territory through the heart of Alaska from Dawson to Port Valdez, on the coast. The contract for building the line within three years has been given to J. B. McDonald, of New York, who, it is said, has organized a company that will send 5,000 men to work on the road as early in the year as possible.

W. J. Lindsay, of St. Thomas, Ont., promoter of the wire factory at Collingwood, Ont., says that as the by-law to bonus the factory has been passed, operations will shortly be proceeded with. The nail factory will turn out 25 tons of wire nails daily, and a plant capable of producing daily 25 tons of wire fencing will be installed. The floor space will cover an acre and half of ground. The company will get most of their wire rods from the Cramp Steel Company, and intend ultimately putting in a wire rod mill and getting their billets from the same concern. They will employ about three hundred hands when running a double turn daily.

The Quebec and Lake Huron Railway, which is proposed to run between tidewater at Quebec and French River, on Lake Huron, as direct as the engineers, T. E. Wing and M. E. Evans, can survey the line. Robert Campbell, vice-president of the Cape Breton Railway, who is interested in the project, says that the road will run hundreds of miles north of any existing lines and, in addition to covering the distance in less than 475 miles, will tap a finely wooded and arable country, and would be, in the heated summer months, a cool route for cereals. The company was incorporated last summer, and it is stated that if the engineers' reports are favorable, surveys will be commenced in the early spring. J. C. Cannon, of the Fourth National Bank of New York, and other American capitalists are identified with the enterprise.

SYDNEY THE STEEL CENTRE.

To-day will mark an important epoch in the history of Sydney, as the steamer Bergenhus, Capt. J. H. Svendsen, will steam out of the harbor, having on board the largest cargo of steel ever shipped in the world's history.

Five days ago the Bergenhus began loading, and this morning she will clear for Philadelphia with a full cargo of 5,252 tons of steel, which is the largest one shipment ever made. Sydney is yet only in its infancy as a shipping port, and from the fact that to-day's shipment leads the world, some idea may be formed of what it will be in the course of even one year, when the manufacturing of steel will be much larger than it is at present.—Sydney Post, Jan. 5.

COPPER PRODUCTION IN 1902.

Horace J. Stevens, assistant mineral commissioner of the State of Michigan, has compiled for The Boston News Bureau the following estimates of copper production for 1902, which the agency compares as follows with the figures for previous years (in lb.):

Lake Superior	166,000,000	156,289,481	145,461,408
Montana	218,000,000	229,870,415	270,738,489
Arizona	140,000,000	130,778 611	118,317,764
California	40,000,000	33,667,456	28,511,225
Utah	31,000,000	24,116,979	18,354,726
Miscellaneous	62,000,000	31,340,517	24,733,464
Totals	657,000,000	602,072,519	606,117,166

The percentage of increase in production over 1901 is 9.1 per cent., which compares with a decrease in 1901 from 1900 to 0.6 per cent. and an increase in 1900 over 1899 of 6.6 per cent. Mr. Stevens estimates the 1902 world's production of copper at 557,854 tons, an increase of 8.9 per cent., and comparing as follows (in tons);

1902	557,754	1899	468 423
1901	511,803	1898	434,023
1900	484,852	1897	405,350

Mexico is the largest contributor to the past year's increase. The supply of copper on hand at present in the United States is placed by Mr. Stevens at 150,000,000 lb., or 58,000 long tons.

How to Develop Canada's Export Trade.

The Views of Mr. C. E. Sontum, the Canadian Commercial Agent in Norway, on the Subject.

CANADA'S export trade is daily becoming a matter of more vital importance to the country. As the number of acres under cultivation increases, and our manufacturing facilities become larger the production must in time be greater than the domestic demand, and, unless we can find a ready market for the surplus of our home-grown and manufactured goods, disaster is sure to follow.

This is a question which has been agitating the minds of members of the Government, the Manufacturers' Association, Boards of Trade, etc., for some time past, and various arguments have been advanced pro and con.

Mr. C. E. Sontum, Commercial Agent for the Canadian Government at Christiana, Norway, a gentleman noted for his foresight and business ability, writing to the Minister of Trade and Commerce, Ottawa, on July 3, 1902, in an able letter discussing this subject, said :

I notice by the Canadian trade papers that a discussion is going on as to what the Government could possibly do in order to increase the Canadian export. A similar discussion has been going on here for some time, and has resulted in the Government establishing an information office, where the trade can get all kinds of information regarding the export. It is too early yet to express anything about how this office is fulfilling its place ; but it seems as if the trade expects it to do wonders at once, and some dissatisfaction has already been noted. Some people hold that the jealousy among the trade in the same lines will make it difficult to satisfy all. I, for my part, believe that one of the best ways of increasing trade is through trade papers. Throughout the whole world English is in a remarkable way becoming the commercial language, so it is understood by almost all of the educated classes, besides nearly all of the schools here teach English. Several trade papers in the Scandinavian countries are now being printed part in English and part in Scandinavian, i. e., The Fermand, which is the largest trade paper in Norway, and The Danish Export Review (Denmark) is printed exclusively in English. If, through a reduced postage, Canadian trade newspapers could be more extensively mailed to all of the exchanges in Europe, I believe this would be one of the best pushes the Canadian export could get

In order to learn more fully Mr. Sontum's views with regard to the value of trade papers in the extension of our export trade, Lieut.-Col. J. B. MacLean, President of The MacLean Publishing Co., on October 3 last, wrote him asking to be favored with particulars, at the same time directing him to the work of the Canadian Manufacturers' Association here.

The following interesting and comprehensive reply was received under date of October 28.

In possession of yours of October 3. I am obliged to you for your kind remarks in regard to my reports as Canadian commercial agent. I am also obliged to you for calling my attention to the Canadian Manufacturers' Association, and I might state, at the same time, that I have read with considerable interest in your valuable paper the debates there have been in regard to the promotion of Canadian trade, and this is of so much more interest to me, as, during the last few years, the question has been very actual also in this country, and much agitation has been going on among our manufacturers and export-houses. The demand for official assistance and pressure on the Storthing (Parliament) finally resulted in the establishing of an information bureau where the trade can get every information in connection with the export

In my opinion, what a Government can especially do for its manufacturers and exporters is to facilitate communications and, if possible, use its influence to obtain the lowest freight rates both on land and sea, besides reducing the postage on all magazines and trade papers, as well as circulars, to a minimum.

To send speakers to Europe holding lectures about Canadian products, as I noticed a member of the Canadian Manufacturers' Association suggested, would, in my opinion, not result in much. On the other hand, a trade paper which is received by an importer will always interest him if he is a live man, as it will teach him something. He will there get news and ideas, both suggested editorially and from the advertisements, and the paper will lay on his desk awaiting him to pick it up when he has a moment to spare.

Now, right here, I will say something about advertising which I believe will interest you. It is very common, of course, that the papers advise people to advertise, and statements and figures are given about such and such well-known houses, who are known to do a great deal of business, that they spend so much for advertising, etc., during the year. It is, without doubt, true it pays to advertise, but I believe it often looks to merchants and exporters like the paper is keeping on hammering at this in their own interest about the same as a commercial traveller talking for his goods, which to a certain extent it does ; but, nevertheless, it is a nailed-down fact that advertising pays.

A United States manufacturer would hardly think of getting business in Europe by advertising in Canada. I can, from actual experience, tell you such things happen, and I believe very often. Here is an example, which happened me : I noticed some years ago in THE CANADIAN GROCER time and time again a small advertisement for "Tanglefoot" sticky fly-paper, something I had then never heard of before. Finally, one day I said to myself, if that firm can keep on advertising that article there must be something in it, and if a United States firm can sell it in Canada we might be able to sell it in the Scandinavian countries. We wrote them asking for samples and quotations, offered it to the trade, it took, and proved to be a good article. We now buy it every year and have done so for seven years, not by the box or by hundred boxes, but by the carload, and when we have a warm summer it seems as if we cannot get enough of it. Even up to this moment The O. & W. Thum Co., manufacturers of the fly-paper, have no idea that they got their Scandinavian trade through advertising in a Canadian trade paper, as I will confess I forgot to mention your paper when I first wrote to them.

There are other firms from whom I have bought considerable goods through the advertisements in your Canadian trade papers. I can mention, for instance, The Tillson Company When Canada is on the right side of the market, so they can compete against the United States exporters, I have no difficulty in placing orders for carloads with this firm, as the goods we have had from them have been of the very best quality—second to none.

I had also recently a shipment of corn flour from St. Lawrence Starch Co. From this firm I buy regularly what I can sell of their goods and have never had any complaints In fact I must say this is to the praise of Canadian exporters that with the exception of apples, I have never had any trouble with Canadian goods, and the merchants here are getting to look with increasing confidence on goods of Canadian manufacture. You have in Canada some firms who have in their different lines been the standard-bearers, so to speak, for Canadian trade all over the world. I will only mention a few such firms, for instance, Messrs. Hiram Walker & Sons distillers of "Canadian Club" whisky ; The Dominion Radiator Co., Limited manufacturers of "Safford" radiators, Ogilvies and Lake of the Woods Flour Mills and Massey Harris etc. Walkers' "Canadian Club" whisky can be had in all the best restaurants in every corner of Europe I think that Walkers have done for the Canadian liquor trade what a couple of Havana manufacturers of cigars have done for the tobacco trade of Cuba, because of the excellent quality of their goods. For Havana cigars, regardless of who the manufacturers are, have got a reputation all over the world although not all of the cigars from Havana are particularly better than the best of other cigars. The same way I think it is happening with Walkers "Canadian Club" whisky. Canadian whiskies in general are getting the reputation of being the best whiskies made in America because people get to know "Canadian Club." The merchants of Canada of course know this firm so well that it would be unnecessary to mention the style this firm does everything in. Their bottles, labels, capsules, show cards in fact everything in connection with Walkers of Walkerville give the foreigner to understand that this firm belongs to the very first and is conducted with great ability. I have nothing to do with the sale of "Canadian Club," but I have often heard remarks about it

A Canadian article I have been working very much with is radiators from The Dominion Radiator Co., of Toronto, whose advertisements are in your Hardware and Metal Their radiators are here considered the very best, as their "Safford" patent prevents the possibility of any leak. My firm has furnished these radiators to a number of both official and private buildings during the last six years. Of Government buildings which are heated with Dominion radiators, I will only mention the Insane Asylum of Christiana, the Government Hospital at Christiana, the Government Agricultural Schools, the Technical Schools at Drontheim, the Stavanger Prison at Stavanger, the Reserve Prison at Christiana, the Government Manufactory of Arms at Kongsberg, the Artillery Barracks at Christiana and many others. We have also sold their radiators in Sweden, Finland and Denmark.

Lately there has, as you know, been very hard times in Northern Europe, and everything is about at a standstill. Now, let me say something which, if I am right, might be of use to some of your readers, and which, I being at a distance, maybe have a better chance to notice that they have. Of late years, on account of the very good times in the United States, their manufacturers have had a good and steadily increasing business, as the home consumption has been large, and on account of the large dividends there have been started an enormous lot of new factories. The overproduction is now commencing. We receive almost by every mail more and more offers for different kinds of goods at lower prices than before. This is bad, and I believe that inside of two years there will be an enormous crash in the United States and goods will be offered at almost anything. How this will affect Canada you know yourself.

No doubt there ought to be some carefulness in starting new factories just now. In fact, if I was in America to-day, I would sell what I had of stocks of every kind, as I believe the top prices have now been reached. I would, instead, invest in land in the Canadian West. Now, this is my individual opinion, and I believe I am right. What may delay the knock a little is the excellent harvest they have had in the United States, but it is sure to come. When I, eight or nine years ago, was in Canada and the United States as Norwegian Commercial Commissioner in the interest of Norwegian export, the times here were flourishing and the merchants were over-estimating everything, as people are liable to do in good times. Old factories were enlarged and new ones built and everything increased so rapidly, but when the crash came a few years later, one institution after the other was closed and wound up, including half a dozen banks.

Now the just are suffering with the unjust, and I am afraid the same might happen in Canada if there came a crash in the United States as the American manufacturers would have to offer their goods at less than cost price.

Yours, respectfully,

C. E. SONTUM.

These remarks, coming as they do from a gentleman holding as important a position in foreign trade as Mr. Sontum does, cannot but have their effect upon Canadian business men who are interested in export.

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

Montreal, January 16, 1903.

HARDWARE.

BUSINESS in the wholesale hardware trade is steady and quite a number of orders for spring delivery have been received during the past week. There is nothing very startling to report as regards prices, as the market in nearly all lines of shelf goods is steady. An advance of 10 to 15 per cent. has occurred in pumps. The cheaper grade of axes have advanced $1 per dozen and the better ones, 50c. per dozen. Tinsmiths' tools have also advanced from 5 to 15 per cent. The market for skates for the season just closed was not up to former years, although dealers are perfectly satisfied with the trade done. Hockey sticks have had a big sale and there are still quite a few going out through the jobbers.

LAWN MOWERS.—It is a little early for lawn mowers, but a few orders have been taken during the past week. Prices are as follows: 10½-in. wheel by 12-in cutter, $7.50; by 14-inch cutter, $8.00; by 16-inch do, $8.50; by 18-inch do, $9.00; by 20-inch do, $10.00. Star, 9-inch wheel by 12-inch cutter, $5.50; by 14-inch do, $5.75; by 16-inch do, $6. Daisy, 8-inch wheel by 12-inch cutter, $4.90; by 14-inch do, $5.10; by 16-inch do, $5.30. Philadelphia pattern, 7½-inch wheel by 10-inch cutter, $6; by 12-inch do, $6.50; by 14-inch do, $7; by 16-inch do, $7.50. Grass boxes are quoted as follows: 12-inch, $2.25; 14-inch, $2.25; 16-inch, $2.50; 18-inch, $2.50; 20-inch, $2.75. The discount on all the above is 50 per cent. off.

BARB WIRE.—Very little business is doing. We quote: $2.90 per 100 lb. f.o.b. Montreal; $2.55 f.o.b., Cleveland, in carlots of 15 tons; $2.67½ f.o.b., Cleveland, in smaller lots.

GALVANIZED WIRE.—The movement is slow and prices remain unchanged. Quotations are as follows: No. 5, $3.70; Nos. 6, 7 and 8, $3.15; No. 9, $2.65; No. 10, $3.20; No. 11, $3.25; No. 12, $2.80; No. 13, $2.90; No. 14, $3.75. In carlots, f.o.b. Cleveland: No. 5, $2.20; Nos. 6, 7, 8 and 9, $2.15; No. 10, $2.20; No. 11, $2.25; No. 12, $2.30; No. 13, $2.40; No. 14, $2.50. In less than carlots, 12½c. per 100 lb. extra is charged.

SMOOTH STEEL WIRE.—There are a few orders being received, but the market is quiet and prices are unchanged. We quote: Bright and annealed, $2.50 per 100 lb. f. o. b. Montreal, Toronto, Halifax, London, Hamilton and St. John. Net extras per 100 lb. are now as follows: Coppered wire, 60c.; tinned wire, $2; oiling, 10c.; spring wire, $1.25; best steel wire, 75c.; bright soft drawn, 15c.; special hay-baling wire, 30c.

FINE WIRE.—Orders are very scarce on this market. Discount is still 25 per cent. with the following extras: 1 and 2-lb. hanks, 25c. per 100 lb.; ½-lb. hanks, 37½c. and ¼-lb. hanks, 50c.

BRASS AND COPPER WIRE.—The market for both these wires is very slow. They are discounted at 62½ per cent.

FENCE STAPLES.—The business that has transpired on the local market has been a few orders for jobbers, and was done on a basis of $3 per 100-lb. keg for galvanized staples and $2.80 for bright, with 25c. extra for 25 and 50-lb. packages.

WIRE NAILS.—Trade is quiet and the prices remain unchanged. We quote as follows: Carlots, $2.40 and small lots at $2.45 per keg f.o.b. Montreal, London, Hamilton, Toronto, Brantford, Windsor, Ont., and St. John.

CUT NAILS.—An improvement is to be noted, but as yet the market is quiet. In carlots, the price is $2.40 per keg and in small lots, $2.45 per keg.

HORSE NAILS.—Everything is very quiet in this market, but the prices are firm at last week's quotations. Discounts

FIRE ON FRIDAY, JAN. 9.

Contracts for rebuilding made Jan. 12.

Output will be normal by Jan. 26 or 30.

Principal warehouses (filled to the garrets) were not touched by the flames.

Tinsmiths started to work Monday morning.

Our large spacious **warehouses** at **London, Toronto, Montreal, Winnipeg, Vancouver** and **St. John, N.B.** are all well filled with goods, and though our loss is heavy it will not affect our regular course of business.

All orders will be filled in our usual prompt manner.

The McClary Manufacturing Co.

LONDON, TORONTO, MONTREAL, WINNIPEG, VANCOUVER, AND ST. JOHN, N.B.

"Everything for the Tinshop."

ENGLISH
GERMAN
BELGIAN
CANADIAN
AMERICAN
} PORTLAND CEMENTS.

FIRE
BUILDING
ENAMELLED
SILICA
MAGNESIA
} BRICKS.

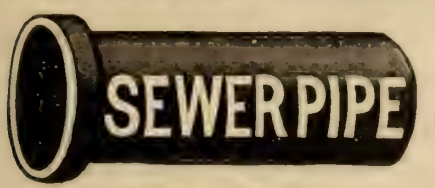
DRAIN
CULVERT
} PIPES.

F. HYDE & CO.

31 WELLINGTON ST., MONTREAL

. . FULL STOCK . .

Salt Glazed Vitrified



Double Strength Culvert Pipe a Specialty.

THE CANADIAN SEWER PIPE CO.

HAMILTON, ONT. TORONTO, ONT.
ST. JOHNS, QUE.

Deseronto Iron Co.

LIMITED

DESERONTO, ONT.

Manufacturers of

CHARCOAL PIG IRON

BRAND "DESERONTO."

Especially adapted for Car Wheels, Malleable Castings, Boiler Tubes, Engine Cylinders, Hydraulic and other Machinery where great strength is required; Strong, High Silicon Iron, for Foundry Purposes.

"MIDLAND"

BRAND

Foundry Pig Iron.

Made from carefully selected Lake Superior Ores, with Connellsville Coke as Fuel, "Midland" will rival in quality and grading the very best of the imported brands

Write for Price to Sales Agents

Drummond McCall & Co.

MONTREAL, QUE.

or to

Canada Iron Furnace Co.

MIDLAND, ONT. Limited

are: "C" brand, 40, 10 and 7½ per cent. off; on "M" brand, "Oval," 57½ per cent.; "New City," 57½ per cent; "New Countersunk," 65 per cent; "Monarch," 65 per cent.; "Peerless," 50 and 7½ per cent.

HORSESHOES.—There is a steady demand and prices are quite firm. Prices follow: Iron shoes, light and medium pattern, No. 2 and larger, $3.35; No. 1 and smaller, $3.60; snow pattern, No. 2 and larger, $3.60; No. 1 and smaller, $3.85; X L steel shoes, new light pattern, sizes 1 to 5, No. 2 and larger, $3.45; No. 1 and smaller, $3.70; feather weight, all sizes, 0 to 4, $5; toe weight, all sizes, 1 to 4, $6.25. Shoes, more than one size in a keg, 10c. per keg extra. F.o.b. Montreal only.

RIVETS AND BURRS.—Dealers report a few orders, but say the market is quiet. Quotations are as follows: Best iron rivets, section carriage and wagon box, black rivets, tinned do., coopers' rivets and tinned swedes rivets, 60 and 10 per cent.; swedes iron burrs are quoted at 55 per cent. off; copper rivets, with the usual proportion of burrs, 45 per cent. off and coppered iron rivets and burrs, in 5-lb. carton boxes are quoted at 60 and 10 per cent. off list.

BOLTS AND NUTS.—There is no change to note in bolts and nuts this week, and the discounts are quoted as follows: Norway carriage bolts, 55 per cent.; common, 50 per cent; full square carriage bolts, 55 per cent.; machine bolts, 50 and 5 per cent.; coach screws, 66 2-3 per cent.; sleighshoe bolts, 65 and 5 per cent.; blank bolts, 50 and 5 per cent.; bolt ends, 50 and 5 per cent.; plough bolts, 50 and 5 per cent. To any retailer an extra discount of 10 per cent. is allowed. Tire bolts, 67½ per cent.; stove bolts, 67½ per cent. Nuts, square, 3½c. per lb. off list; hexagon nuts, 3⅝c. per lb. off list. To all retailers an extra discount of ½c. per lb. is allowed.

SCREWS.—There is no visible improvement in screws, and discounts are unchanged. Our quotations are as follows: Round head bright, 82½ and 10 per cent.; flat head bright, 87½ and 10 per cent.; brass, round heads, 75 and 10 per cent.; brass, flat heads, 80 and 10 per cent.

CORDAGE.—The market is very quiet and prices are unchanged. We quote: Pure manila, 14c.; British pure manila, 12c.; sisal, 11c.; double lathyarn, 11c.; single lathyarn, 10½c.

BUILDING PAPER.—The movement in building paper is light and prices are the same as last quoted. Our quotations are as follows: Tarred felt, $1.75 per 100 lb.; 2 ply, ready-roofing, 90c. per roll; 3 ply, $1.15 per roll; carpet felt, $2.25 per 100 lb.; dry sheathing, 35c. per roll; tar sheathing, 45c. per roll; dry fibre, 50c. per roll; tarred fibre, 60c. per roll, O K and I X L, 65c. per roll; heavy straw and sheathing, $30 per ton; slaters' felt, 60c. per roll.

SCREEN WIRE CLOTH.—The market is practically at a standstill. The price quoted is $1.40 per 100 square ft.

FIREBRICKS.—Trade is quiet, and the prices are as follows: English, $16 to $22 and Scotch, $17 to $22 per 1,000.

CEMENT.—There is a small amount of business being transacted at last week's quotations. We quote as follows: Canadian cement, $1.90 to $2.25; German, $2.20 to $2.30; English, $2.15 to $2.25; Belgian, $1.70 to $1.95 per barrel ex store, and American, $2.10 to $2.20 ex cars.

STEEL

SANDERSON'S CAST STEEL,
Full line in stock
REELED MACHINERY,
SPRING, TIRE, TOE CAULK,
Best English and American makes. Etc.

A. C. LESLIE & CO.

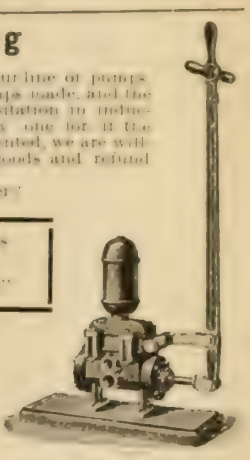
509-512 Merchants Bank Building,
MONTREAL.

A Good Thing

to keep in stock is our line of pumps. They are the best pumps made, and the dealer need have no hesitation in inducing any person to buy one for if the pumps are not as represented, we are willing to take back the goods and refund the money.

Is this not a fair offer?

McDougall Pumps are "Made in Canada."



The R. McDougall Co., Limited,

GALT, ONT.,

Manufacturers of High-Class Pumps

Pig Tin.

"Boustead & Co's" Penang
"Straits"
"Lamb and Flag"

Copper —"Lake"
—"MA"
Galvanized Sheets.

ADAM HOPE & CO.

Hamilton, Ont.

NOVA SCOTIA STEEL & COAL CO., Limited

NEW GLASGOW, N.S.

Manufacturers of

Ferrona Pig Iron

And SIEMENS MARTIN

OPEN HEARTH STEEL

SNOW SHOVELS.—A fair business is being done by jobbers, and our prices are as follows: "Hauptant," $2.25 to $2.40; "Victor," 40 per cent. off; steel railroad shovels, 48 and 5 per cent. off.

FIRE SHOVELS.—There is a moderate trade doing. The discounts are unchanged. Our quotations follow: No. 70, 38½ to 40c. per dozen; No. 55, 55 to 60c.; No. 57, $2½ to 90c.; No. 60, $2½ to 90c.; No. 65, $1.37½ to $1.45; No. 80, 50 to 55c.; "Duplex," No. 7, $1.21; No. 9, $1.52; No. 11, $1.82.

SKATES.—The business for this season is all over as far as the wholesale trade are concerned. We quote: Halifax pattern, 36c. per pair; nickel-plated, 65c. per pair; ladies' nickel-plated, 60c.; per pair; ladies' concave nickel-plated, $1.35; plain hockey, 27c. to $1.35; nickel-plated hockey, 60c. to $2.50; double-end hockey, $1.50 to $3. Skate straps, 35c. to $1.35.

HOCKEY STICKS.—There is still a small movement in this line and the prices are unchanged. Quotations are as follows: Best second growth, goal keepers', $1.20 per doz.; ash, $2.90; elm, $2.25, boys' elm, $1.10; common, 90c. Regulation pucks, $1.50 per doz.

COAL HODS.—Very few coal hods have been sold during the past week. Prices follow: Japanned, 16 in., $4.50 per doz.; 17 in., $4.80; 18 in., $5.10; with gold band, 17-in., $5.10; 18 in., $5.40. Galvanized, 16 in., $6.20; 17 in., $6.50; 18-in., $6.80 per doz. The discount is 45 per cent.

LANTERNS.—There is a fair trade doing in lanterns at unchanged prices. We quote as follows: Tilt, lift or hinge, No. 0, $4 per doz.; Cold Blast, $7 per doz.; dash-board, No. 0, $5.75 per dozen; cold-blast dashboard, $9 per dozen. Extras are as follows: Japanning, 50c. per dozen; copper plating cold blast, $2 per dozen. The prices quoted are f.o.b. London, Hamilton, Toronto, Belleville, Kingston and Montreal.

METALS.

The market for metals has been very steady during the past week with no striking feature. Ingot copper is firm, a slight advance having taken place, and indications point to another within the next few days. Ingot tin has also advanced and is still going up, and it is not at all improbable that it will go 2 or 3c. higher. There is nothing of importance to report from the foreign markets.

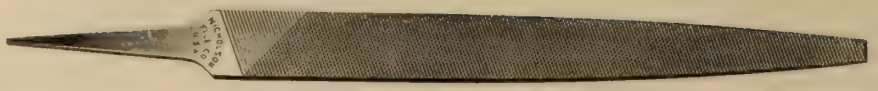
BAR IRON.—There is a fair trade doing and the prices are steady. Prices follow: Merchants' bar, $2; horseshoe iron, $2.25; forged iron, $2.20.

BLACK SHEETS.—A fair movement is reported and quotations are unchanged. We quote: 28 gauge, $2.65; 26 gauge, $2.60; 20 to 24 gauge, $2.50; 8 to 20 gauge, $2.50.

GALVANIZED IRON.—The prices are about the same as last week, and business is reported quiet. Our prices are as follows: No. 28, Queen's Head, $4.40; Apollo, 10½ oz., $4.30; Fleur de Lis, $4.15; Comet, $4.10; "Bell" brand $4.05. For less than case lots 25c. extra is charged.

LEAD PIPE.—A fair business is doing. Composition and waste are quoted at 8c. and ordinary at 7c. The discount is 27½ per cent.

IRON PIPE.—There is no change in the market from a week ago. Prices are as follows: Standard pipe, per 100 feet, in lengths under 19 feet: Black, ¼, $2.10; ⅜, $2.65; ½, $2.85; ¾, $3.65; 1-in.,



NICHOLSON FILE CO.

PROVIDENCE, R.I., U.S.A.

Cast Steel FILES and RASPS, High Grade

FOR HOME AND EXPORT TRADE.

Largest File Manufacturers in the World.

Seven Distinct Factories.

The well-known "Nicholson" and "X. F." brands are made exclusively at our Providence works from best selected steel, by experienced workmen, and are exported to all parts of the globe, and command the highest prices.

DOMINION WORKS:

PORT HOPE, CANADA.

Daily production 600 dozen, including "Globe," "Kearney & Foot," and other brands.

Walter Grose, Selling Agent. Montreal.

THE JOHN MORROW MACHINE SCREW COMPANY, Limited

Manufacturers of

Set and Cap Screws, Special Milled Work, Engine Studs, Etc. Cold Punched Nuts of every variety of finish.

INGERSOLL, ONT.

SILVER-PLATED WARE. We have everything in

Silver-Plated, Hollow, and Flat Ware, Soda and Bar Spoons, etc.

NEW DESIGNS AND LOW PRICES.

A very wide range in Flat Ware—many beautiful pieces.

IF YOU HAVEN'T OUR CATALOGUE, WRITE FOR IT.

E. W. Gilmore & Bro., Agents M. S. Benedict's Goods. BAY STREET, **Toronto**

SOLDER.

Half-and-Half, Wire, Bar, Angle, and Plumbers—all grades.

IF YOU USE, DROP US A LINE.

THE CANADA METAL CO., WILLIAM STREET, **TORONTO.**

IF YOU WANT LIGHT AT SMALLEST COST

Use "Brilliant" or "Radiant Shelby" Incandescent Lamps

SPECIAL PRICES TO LARGE LIGHTING COMPANIES.

Walter Grose, Selling Agent, MONTREAL

Manufactured by The Ontario Lantern Co., Hamilton, Canada.

OUR CATALOGUE

An Encyclopaedia For Builders.

In it you will find full information about all the popular Sheet Metal Building Materials used so universally and by up-to-date workers.

If you're not posted, read up our catalogue—it's full of practical information.

You can't cater to the best and biggest building trade without our lines.

When ordering from us you're certain of highest quality, for that's our specialty.

Metallic Roofing Co., Limited

TORONTO. MONTREAL. WINNIPEG.

$5.20; 1¼, $7.35; 1½, $8.95; 2 in., $12.55. Galvanized, ¼, 33.29; ⅜, $3.45; ½, $3.85; ¾, $5; 1 in., $7.20; 1¼, $10.05; 1½, $12.20; 2 inch, $16.85. Extra heavy pipe, plain ends, are quoted per 100 feet as follows: Black, ½, $4.20; ¾, $5.25; 1 in., $7.55; 1¼, $10.55; 1½, $12.75; 2 in., $17.60. Galvanized, ½, $5.20; ¾, $6.65; 1 in., $9.5; 1¼, $13.25; 1½, $16; 2 in., $21.90. For threads and couplings 5 per cent. is added.

TINPLATES. The local and foreign markets are both quiet. We quote as follows: Cokes, $4.25 and charcoals, $4.75 to $5.25.

SOIL PIPE AND FITTINGS. The market for these lines is quiet and prices are unchanged. The discounts follow: Light soil pipe, 3 to 6 inch, 50 per cent., medium and extra heavy soil pipe, 2 to 6-inch, 60 per cent.; extra heavy soil pipe, 8 inch, 45 per cent.; light fittings, 2 to 6-inch, 50 and 10 per cent.; medium and extra heavy fittings, 2 to 6-inch, 60 per cent.; extra heavy fittings, 8-inch, 45 per cent.

PIG IRON. There is nothing of importance doing. We quote $23.50 to $24.50 ex store, Montreal.

INGOT COPPER. The copper market is very firm and an advance is looked for. We quote $13.50 to $14.50 per 100 lb.

INGOT TIN.—There has been an advance in ingot tin, and we now quote $30 to $32 per 100 lb.

PIG LEAD. The market is quiet and prices steady. In carlots the price is $2.90 and in small lots, $3.25.

STEEL.—Business is quiet and few orders are being booked this week. Prices are unchanged. Quotations are as follows: Sleighshoe, $2.10 to $2.20; tire, $2.20 to $2.25; bar, $2.05; spring, $2.85 to $3; reeled machinery, $2.75; toecalk, $2.60 to $2.90; machinery (iron finish), $2.10; mild steel, $2.05; square harrow, $2.15.

TOOL STEEL. There is nothing to report in this line, but the market prices are very firm. We quote as follows: Black Diamond, 8c.; Sanderson's, 8 to 12c., according to the grade; Jessop's, 13c.; Leonard's, 7½c.; Jonas & Colver's, 10 to 20c.; "Air Hardening," 65c. per lb.

CANADA PLATES.—Galvanized plates are moving freely and the market price is steady. Our quotations are as follows: 52s, $2.70 to $2.80; 60s, $2.85 to $2.90; 75s, $2.80 to $2.85; full polished, $3.75 and galvanized, $4.25 to $4.35; galvanized 70s, $4.45 to $4.55.

TERNE PLATES. We quote $7.50.

COIL CHAIN. The market for coil chain is firm and the demand continues to be brisk. Our quotations are as follows: No. 6, 10c.; No. 5, 9c.; No. 4, 8½c.; No. 3, 7c.; ¼ in., 6½c. per lb.; 5-16, $5; 5-16 exact, $5.25; ⅜, $4.30; 7-16, $4.10; ½, $4; 9-16, $3.80; ⅝, $3.70; ¾, $3.60; ⅞, $3.55; 1 in., $3.50. In carload lots an allowance of 10c. is made.

SHEET ZINC.—There are no sales being made. We quote $5.50 to $5.75.

ANTIMONY. This metal is quiet. We quote 10c.

ZINC SPELTER. There are no orders being received at present. We quote $5.25

SOLDER.—A fairly good trade is doing in solder. We quote: Bar solder, 20c. and wire solder, 18c.

SCRAP METALS.

The scrap metal market is active at present and the prices are firm. All the principal dealers have a large stock on hand, but do not think it will last long, as they expect to be very busy shipping for the next week or so. Our quotations are still as follows: Heavy copper and wire, 9c. per lb.; light copper, 8c., heavy red brass, 10c.; heavy yellow, 8½c.; light brass, 5c.; lead, 2 to 2¼c.; zinc, 2½ to 2¾c.; iron, No. 1 wrought, $15 to $16; No. 2, $7 per ton; machinery scrap, $16.50 to $17; stove plate, $13; malleable and steel, $6; mixed country rags, 60 to 70c. per 100 lb.; old rubbers, 6½ to 6¾c. per pound.

RAW FURS.

The market shows no new feature of importance. Next week, commencing on the 19th inst. the London fur sales take place, and prices will be announced for the following three months. We quote:

HIDES.

There is no change in hides and business continues to be brisk. Our prices follow: No. 1 hides, 7½c.; No. 2, 6½c.; No. 3, 5½c.; calf skins, 8 to 10c., and lambskins, 65c.

MONTREAL NOTES.

Ingot copper is very firm and an advance is looked for.

Ingot tin has advanced this week and we are now quoting it at $30 to $32. It is thought that it will go still higher.

Lennis & Finkelstein, general merchants, Stonewall, Man., have dissolved partnership; Henry Lennis continues.

BEAVER		Large	Medium	Small	Kitts	Fall Beaver, $2.00 to $2.[illegible] per pound		Spring Beaver, [illegible] per pound
BEAVER	Labrador and choice Eastern	$6.00	$5.00	$2.75	$1 1.50			
"	Territory Rocky Mountains and Western							
	Strictly Prime, or, No. 1	6.00	4.00	2.00	50 75			
	Partly Prime, or, No. 2	4.00	3.00	2.00	50			
	Unprime, or, No. 3	3.00	2.00	75	40			
	Flat, weak, or poor, or, No. 4	2.50	50	.25	25			
BEAR		Large	Medium	Small	2	3	4	Cubs Yearlings
BEAR	Black Choice only	15.00	10.00	7.50	6.00	3.00	50	$2.00 to $8.00
"	Brown "	12.00	7.00	5.00				1.00 to [illegible]
BADGER		1	2	3	4			
BADGER	Of all sections	50	25	10	05			
FISHER		Dark	Brown	Pale	2	3	4	
FISHER	Eastern and far North-Eastern	6.50	5.00	5.00	3.00	1.75	50	
"	Territory and Western	6.50	5.00	3.50	2.00	1.00	50	
FOX		Large	Small	2	3	4		
FOX	Red North Eastern and similar fine bright red kinds	4.00	2.75	1.25	75	20		
"	Territory and Western	4.00	2.75	1.40	50	20		
		Dark	Fair	Pale	2	3	4	
"	Cross Value principally as to beauty, also size & richness	10.00	7.00	4.00	2.50	1.50	50	
"	Silver Eastern and far Northern	75.00	50.00	25.00	20.00	9.00	4.50	
"	Pacific Coast, Territory and Western	50.00 60	35.00	20.00	15.00	5.00	2.50	
LYNX		Large	Medium	Small	2	3		
LYNX	Far North Eastern	4.00 5.00	2 to 3.50	2.25	2.00	75	25	
"	Territory and Western	4.00 5.00	2 to 3.50	2.25	2.00	60	20	
MARTEN		Dark	Brown	Pale	2	3	4	
MARTEN	British Columbia, Northern Pacific and similar	7.00	5.00	2.50	1.75	1.00	25	
"	Territory and Western	3.50	2.25	1.50	1.00	60	20	
"	Quebec and Ontario	3.00 3.50	2.25 3.00	2 to 2.25	1.00	50	25	
MINK		Large	Medium	Small	2 Large	2 Small	3	
MINK	Halifax, far North Eastern and choice	4.00	3.25	2.50	2.25	1.50	40	[illegible]
"	Territory and Western	1.50 2.00	1.50	1.00	75		25	[illegible]
MUSKRAT		Spring	Winter	Fall	Kitts			
MUSKRAT	Eastern, best large		10 to 13	8 to 10	2 to 5			
"	Territory and Western		5 to 10	07	2 to 4			
OTTER		Large	Small	2	3	4		[illegible]
OTTER	Labrador and far North Eastern	$10 $14	7.00 10	5.00	2.50	2.00		[illegible]
"	Territory and Western	6.00	4.50	3.50	2.25	50		[illegible]
RACOON		Large	Small	2	3	4		
RACOON		75 1.25	60 75	35 50	25	15		
"	Black Value according to darkness, size and beauty	2.25	2.00	1.00	50	25		
SKUNK		Black	Short St.	Long St.	White			
SKUNK		75 1.25	75	40 50	05 1			
WOLVERINE		Dark	Brown	Pale	2	3	4	
WOLVERINE	Value according to darkness, size and beauty	5.00	4.00	2.50	1.50	[illegible]	25	
CASTOREUM		$5.00 to $6.00 per pound						

THE MARKETS

ONTARIO MARKETS.

HARDWARE.

Toronto, January 16, 1903.

ORDERS from travellers are now coming in more freely. In every respect the season is starting off in better shape than last year. The business reported, both from travellers' orders and by letter, is of a sorting nature, and aggregates in a large volume of trade for this time of year. Prices are steady, almost featureless.

BARB WIRE.—A few inquiries, but not many orders are reported. Base price is as follows: $2.67½ from Cleveland, and 12½c. less in carlots. From stock, Toronto, $3.

GALVANIZED WIRE.—The market is featureless. Prices are unchanged. Our quotations are as follows: Nos. 6, 7 and 8, $3.15 to $3.35 per 100 lb.; No. 9, $2.65 to $2.85; No. 10, $3.20 to $3.40; No. 11, $3.25 to $3.45; No. 12, $2.80 to $3; No. 13, $2.90 to $3.10; No. 14, $3.75 to $3.95; No. 15, $4.30; No. 16, $4.55. Nos. 6 to 9 base from Cleveland are quoted at $2.27½ in less than carlots.

SMOOTH STEEL WIRE.—There is not much movement, but some inquiries are being received. We quote the base price as follows: $2.50 per 100 lb. Oiling, 10c.; coppering, 60c. and tinning, $2 per 100 lb. extra. Shipping points, Toronto, Hamilton, London and Montreal, with freights equalized on those points.

WIRE NAILS.—Orders are coming in nicely. Prices are unaltered. We quote as follows: $2.45 per keg and 5c. less for carlots. The shipping points are Toronto, Hamilton, London, Gananoque and Montreal.

CUT NAILS.—There is nothing doing. We quote $2.50 per keg.

HORSE NAILS.—There is not much doing this week. Prices are unchanged. Discounts are as follows: "C" brand, oval head, 10 and 10 and 7½ per cent.; on "M" brand, 50, 10 and 5 per cent.; on "Monarch," 65 per cent., and "Countersunk" head, 65 per cent.; "Peerless," 50 and 7½ per cent.

HORSESHOES.—Market is quiet and prices are unchanged. Quotations are as follows: Iron shoes, No. 2 and larger, light medium and heavy, $3.45; snow shoes, $3.70; light steel shoes, $3.55; feather weight (all sizes), $4.95; iron shoes, No. 1 and smaller, light, medium and heavy (all sizes), $3.70; snow shoes, $4; light steel shoes, $3.80; featherweight (all sizes), $4.95.

SCREWS.—A fair sorting trade continues at steady prices. We quote as follows: Flat head bright, 87½ and 10 per cent. discount; round head bright, 82½ and 10 per cent.; flat head brass, 80 and 10 per cent.; round head brass, 75 and 10 per cent.; round head bronze, 65 per cent. and flat head bronze, 70 per cent.

RIVETS AND BURRS.—The demand is improving. Boiler rivets are in particularly good request on account of the activity at large boiler works. Quotations are as follows: Iron rivets, 60 and 10 per cent. discount; iron burrs, 55 per cent.; copper rivets, with usual proportion of burrs, 45 per cent.; copper burrs alone, 30 and 10 per cent.

BOLTS AND NUTS.—Business has picked up with a rush, machine shops now being unusually busy. Prices follow: Carriage bolts, common ($1 list), 50 per cent.; carriage bolts, full square ($2.40 list), 55 and 10 per cent.; carriage bolts, Norway iron ($3.00 list), 55 and 10 per cent.; machine bolts, all sizes, 50 and 10 per cent.; coach screws, cone points, 66 2-3 and 10 per cent.; elevator shaft and whiffletree bolts, 50 per cent.

SPADES AND SHOVELS.—Prices are unchanged. The discount is now 45 per cent., and the list price has been reduced $3 per doz. for Olds' goods, $2 for Gray's and $1 for Burns'.

ROPE.—The reduction in sisal has not increased the demand, which continues of a hand to mouth nature. We quote as follows: Pure manila, 14c.; British manila, 12c.; sisal, 11c.; lathyarn, single, 11c. and double, 11½c.; sisal bed cord, 3-cord, 48 feet, 65c.; 60 feet, 80c.; 72 feet, 95c. per doz.

HARVEST TOOLS.—Trade is well booked up. No change in the discounts is noted, they continuing at 60 and 10 per cent.

LAWN MOWERS.—In this line, too, orders for spring delivery are well in. The prices follow: Woodyatt, 12-in. wheels, $7.50; Star, 12-inch wheels, $5.50; Daisy, 12-inch wheels, $4.90; Philadelphia, 10-inch wheels, $6; Ontario, 10-inch wheels, $12.75. The other prices are in proportion.

CUTLERY.—A good business continues, with prices firm.

BUILDING PAPER.—A fair trade is doing at unchanged prices. We quote: Dry sheathing, grey or straw, 35c. per roll; tar sheathing, grey or straw, 45c. per roll; dry fibre, 50c. per roll; tarred fibre, 60c. per roll.

TINWARE AND ENAMELLED WARE.—A good movement continues in milk-can trimmings, but the general trade is moderate.

STOVES AND RANGES.—There is not much doing, but the indications point to an early jobbing season in summer lines.

RANGE BOILERS.—The demand continues heavy. Prices are firm. We quote: 18 and 30 gallon, $6; 35 gallon, $7; 40 gallon, $8; 52 gallon, $12.50; 63 gallon, $19; 82 gallon, $23; 100 gallon, $31, and 120 gallon, $37.

SCREEN DOORS.—The demand is good for spring delivery. We quote as follows: Screen doors, common, 2 or 3 panel, walnut stained, 3-in. style, $6.60; stained, yellow or green, $6.80; in natural colors, oil finish, $8.15; 4 in. style, 20c. per doz. extra.

CEMENT.—There is not much doing as yet. The prices are nominal. Our quotations are as follows: Canadian Portland, $2.80 to $3.20; hydraulic, $1.35 per barrel. At the works the prices are $2.50 to $2.70 per barrel.

PLUMBERS' BRASS GOODS.—The demand keeps excellent, particularly from the Northwest, and as copper, zinc and lead continue firm, prices are steady.

METALS.

Stock-taking having been the order of the day for some time the demand for stock shipment is light. Import business for prompt and forward delivery is of very satisfactory volume. Price conditions are featureless. We quote:

PIG IRON.—The market continues stiff, the demand continuing to be in excess of the supply. Some Scotch and English iron has been quoted here at figures varying from $21.00 to $23.50 per ton, though some No. 1 English is being sold at $24, when it can be had. Prices are as follows: $23 to $25 for No. 1 and $22.50 for No. 2 at the Canadian furnaces. No. 2 Summerlee is quoted at $25 on track, Toronto.

STEEL BOILER PLATES.—We quote $2 per 100 lb. at Pittsburg.

TOOL STEEL.—There is a good demand at steady prices. Quotations are: "B C" and "Black Diamond," 10 to 11c.; Jessop's, 'Morton's and Firth's, 14c.; Jonas & Colver's, 10 to 20c.; ditto, "Air Hardening," 70c. per lb.; Chas. Leonard's, 8c. to 9c.; Park's "Silver," 12 to 14c.; Park's Special," 15 to 20c.

MILD STEEL.—The prices are steady. We quote $1.90 per 100 lb. at Pittsburg and $2.75 per 100 lb. on track, Toronto.

SPRING STEEL.—The demand is normal, but the mills are still behind their orders. We quote $3.50 per 100 lb. on track, Toronto.

BAR IRON.—Prices are firm as the market keeps active. We quote the base price: $2.05. Extras cut to length while rolling: 2 ft. and over, 10c. per 100 lb., 1 ft. and under 2 ft., 15c.; under 1 ft., 20c.; over 20 ft. by special agreement, according to length and size.

BLACK SHEETS.—The demand is quiet and prices are unchanged. We quote as follows: Common, $3.15 for 28 gauge and dead flat, $2.50 for 26 gauge.

CANADA PLATES.—Some movement in small lots is reported. Quotations are: All dull, $2.90 to $3; half-polished, $2.85 to $3.10 and all-bright, $3.75 to $3.85.

GALVANIZED SHEETS.—A fair business is doing at steady prices. We quote: Queen's Head, $4.50 for 28 gauge; American, $4.40 for 24 gauge; Bell brand, $4.30 for 28 gauge; Gordon Crown, $4.50 for 28 gauge.

TIN.—The demand is active. Prices are firm at $29 to $30 per 100 lb.

TINPLATES.—The demand for spot shipment is improving and prices are firmer. We quote as follows: Charcoals, $4.75 to $5 and cokes, $4.25 to $4.50 per box.

COPPER.—The demand is normal, last week's demand being maintained. Prices follow: Ingot copper, $13 and sheet copper, $22 to $23 per 100 lb.

BRASS.—This is in fair demand. The discount is 15 per cent.

LEAD.—The market is stronger. Prices are unchanged at $3.50 per 100 lb. for pig lead and $3.75 for bar lead.

IRON PIPE.—Business keeps brisk with prices stiff. We quote per 100 ft.: Black pipe, ⅛-in., $3; ¼-in., $2.30 to $2.40; ⅜-in., $2.65; ½-in., $2.85; ¾-in., $3.65; 1-in., $5.20; 1¼ in., $7.35; 1½-in., $8.95; 2-in.,

$12.55; 2½ in., $20 to $21; 3 in., $24 to $25; 3½ in., $30 to $32; 4 in., $37.50 to $38.

ZINC SPELTER.—There is not much doing. We quote 5 to 6c. per lb.

ZINC SHEETS.—Business has improved. We quote the base price as follows: Cask lots, 86 to 86.25 and part casks, 86.25 to 86.50.

SOLDER.—A good demand is noted. Prices are steady at 20c. for guaranteed half and half, and 17 to 18½c. for wiping.

ANTIMONY.—Business is in small lots. The price is steady at 89 per ton.

HIDES, SKINS AND WOOL.

HIDES.—The market is weak and there is a large supply. Prices are as follows: No. 1 green, 7½c.; No. 2 green, 6½c.; No. 1 green, steers, 8c.; No. 2 green, steers, 7c.; cured, 8¼ to 8¾c.

CALF SKINS.—This is an off-season for calf skins, and business is dull. We quote as follows: Veal skins, 6 to 14 lb. inclusive, No. 1, 10c.; No. 2, 8c.; do., 15 to 20 lb. inclusive, No. 1, 9c.; No. 2, 7c.; deacons (dairies), 60 to 70c. each.

SHEEPSKINS.—These find a ready sale in consequence of the improvement in the wool market. We quote 80 to 90c.

WOOL.—Fleece wool is pretty well marketed. There is a fair demand from the mills for pulled wools and various grades of foreign wools. Our prices are as follows: Unwashed wool, 8 to 8½c.; fleece wool, 15c.; pulled wools, super, 15 to 16c. and extra, 19 to 20c.

TALLOW.—The market is very dull. We quote 5¾ to 6c. per lb., on track, Toronto, and 6¼ to 6½c. out of store.

SEEDS.

The market for seeds is quiet and the condition practically unchanged. Alsike is offering in limited quantities at $6 to $7.25 per bushel. Red clover is quoted from $6.50 to $7. Timothy, $1.60 to $2 per bushel, prepaid aboard at outside points. For extra choice to fancy qualities a little more may be paid, and for lower grades prices are below these.

PETROLEUM.

The demand continues active. An advance of ½c. is reported by The Queen City Oil Company this week. The Union Petroleum Company have not made any change, their prices being as follows: Lily White, Canadian, 17½c. in bbls.; Silver Light, American, 19½c. in bbls.; Crystal Spray, water white, American, 20½c. in bbls.; Pennoline, best American imported, 22c. in bbls. In bulk, 2c. less. The Queen City Oil Company quote as follows: Sarnia Prime White, 18c.; Sarnia Water White, 20c.; Family Safety, 20½c. in bbls.; Pratt's Astral, 20c. in bulk.

OLD MATERIAL.

Iron scrap is high, the receipts being light, owing to the abundance of snow. We quote: Heavy copper and wire, 10c. per lb.; light copper, 8 to 8½c.; heavy red brass, 9½c.; heavy yellow brass, 8 to 8½c.; light brass, 5 to 5½c.; lead, 2 to 2½c.; scrap zinc, 3c.; iron, No. 1 wrought, $13 per net ton; No. 2 wrought, $4.50; machinery cast scrap, $15.50 to $16; stove plate, $10; malleable and steel, $6 to $6.50; old rubbers, 6½c. per lb. and country mixed rags, 50c. per 100 lb.

MARKET NOTES.

Turpentine is 3c. higher.

NOVA SCOTIA MARKETS

Halifax, January 12, 1903.

THE hardware trade has not been very heavy during the last week, only the small business natural at this season of the year keeping the wheels of trade slowly moving. Therefore, much attention is being given to sorting up of store stocks and making everything in proper shape for the rush of spring trade when it comes on.

* * *

Encouraging reports are coming in from various sections of the country, and this enables the wholesalers to gauge pretty accurately how much stock of various kinds they will have to keep on hand and their orders are being made up accordingly. The consensus of opinion seems to be that there is a good year's trade ahead and preparation is being made accordingly.

* * *

Building materials are decidedly firm with a fair demand, which will increase largely in a month or two. Roofing material has advanced and quotations now are: Three-ply, $1.20 per roll; two-ply, 95c.; tarred felt, $1.80; tarred sheathing, 15c.; dry sheathing, 35c. The price of wire nails remains unchanged at the recent decline. There has been considerable talk at times during the last year with reference to the greater manufacture of the latter product in Canada. In fact, it was thought a few months ago that Sydney, the Nova-Scotian iron centre, would have a large wire nail factory. It is claimed, however, that without a large increase in the duty it would be useless to compete against the United States manufacturers. This is no doubt one of the points which would come up in Mr. Tarte's late campaign for higher protection, or in the Conservative leader's announcement in favor of "adequate protection." The present price of wire nails, however, is quite satisfactory to the consumers.

* * *

There is no especial change in the cordage situation, except that sisal has been reduced to 11c. base to make it on a parity with manila. The dealers predict that higher prices will prevail later in the season, and wholesalers who are confident of this will probably be large buyers at present quotations. There is little doing in cordage just now, but the spring demand will soon open.

* * *

There have been no price changes in oils during the past month or so. Turpentine is now quoted at 79c.; raw linseed oil is quoted at 75c., in bbls.; boiled, 78c.—in both cases 5c. additional being charged for smaller quantities. There is not a heavy business in these doing at present. Illuminating oil remains unchanged. The principal portion of the local supply is brought here in tank steamers and stored in a large tank on the shore of the Bedford Basin, above the city. A steamer arrived about ten days ago with 775,000 gallons.

* * *

The exports from Halifax for the week ending the 10th, amounted to $125,391, of which about $86,000 is attributed to shipment of deals to Great Britain, where there is a good demand at remunerative prices. The apportionment is as follows: To Great Britian, $74,651; United States, $36,872; Newfoundland and St. Pierre, $13,868.

R. C. H.

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The original and only Genuine Preparation for Cleaning Cutlery
6d. and 1s. Canisters
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Steel Carriage and Wagon Jacks,
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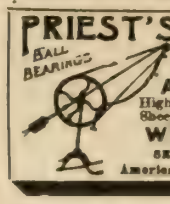
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NEWMAN'S INVINCIBLE
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Strong, Quick, Reliable, Effective.
Will close a door against any pressure of wind. Far ahead of ordinary door springs, pneumatic or otherwise. Ask your wholesaler.
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Oneida Community Goods
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In all sizes and styles. May be had of all jobbers throughout Canada.
Factory—NIAGARA FALLS, ONT

..A..
STANDARD.
The cost of Axes per million feet of lumber taken out should be the best Standard. Under this Standard the CROWN JEWEL is the cheapest Axe in the market.

Dundas Axe Works, Dundas, Ont.
W.L. Haldimand, Jr., Eastern Agent, Montreal.

MANITOBA MARKETS.

Winnipeg, January 12, 1903.

BUSINESS is moving steadily, and present, it is satisfactory and all though the volume is not large at indications point to a heavy spring trade.

The Implement men are busy closing up the winter business. Nearly all the implement houses sell carriages and sleighs, and as snow came early this winter, the sale of cutters and fancy sleighs has been large. The outlook for the carriage trade in the spring is good.

Quotations are as follows:

Barbed wire, 100 lb		$3 25
Plain twist		3 25
Staples		3 65
Oiled annealed wire	10	3 42
"	11	3 48
"	12	3 56
"	13	3 66
"	14	3 76
"	15	3 91

Annealed wires (unoiled) 10c. less.

Cut Nails—		Wire Nails—	
2d 1 in	$4 10	1 in	$4 20
3d Fin 1⅛ in	4 10	1⅛ in	4 20
3d 1¼ in	3 75	1¼ "	3 85
4d 1½ in	3 50	1½ "	3 60
5d 1¾ in	3 50	1¾ "	3 60
6d 2 in	3 40	2 "	3 50
8d 2½ in	3 25	2½ "	3 35
10d 3 in	3 20	3 "	3 30
20d 4 in	3 15	3½ "	3 25
30d 4½ in	3 10	4 "	3 20
40d 5 in	3 10	4½ "	3 20
50d 5½ in	3 10	5 "	3 20
60d 6 in	3 10	5½ "	3 20
		6 "	3 20

Horsenails, 40 per cent. discount.

Horseshoes, iron, No. 0 to No 1	4 30
No. 2 and larger	4 15
Snow shoes, No. 0 to No. 1	4 55
No. 2 and larger	4 40
Steel, No. 0 to No. 1	4 40
No. 2 and larger	4 15

Bar iron, $2.70 basis.
Swedish iron, $4.75 basis.

Sleigh shoe steel	2 85
Spring steel	3 25
Machinery steel	3 50
Tool steel, Black Diamond, 100 lb	8 50
Jessop	13 00
Sheet iron, black, 10 to 20 gauge, 100 lb.	3 50
18 to 22 gauge	3 75
24 guage	3 90
26 guage	4 00
28 gauge	4 10
Galvanized Iron, American, 16 gauge	4 00
18 and 20 gauge	4 00
22 and 24 gauge	4 50
26 gauge	4 50
28 gauge	4 75
30 gauge	5 00

Extra sheets, 36 in. wide an advance of 25 p.c. per 100 lb.

Apollo, 10¾ oz	5 00
28 guage	4 75
26 "	4 50
24 "	4 50
22 gauge	4 50
20 and 18 guage	4 25
16 gauge	4 00
Queen's Head, 24 gauge	4 75
26 guage	5 00
28 "	5 25
Genuine Russian, per lb	11
Imitation " "	07
Tinned, 24 gauge, 100 lb	8 00
26 gauge	8 25
Tinplate, IC charcoal, 20 x 28, box	10 00
" IX "	12 00
" IXX "	14 00
Ingot tin	33
Canada plate, 18 x 21 and 18 x 24	3 25
Sheet zinc, cask lots, 100 lb	7 00
Broken lots	7 50
Pig lead, 100 lb	5 00
Wrought pipe, black up to 2 inch	50 an 10 p.c.
" Over 2 inch	50 p.c.
Rope, sisal, 7-16 and larger, basis	$11 75
Manila, 7-16 and larger, basis	14 75
Solder	20
Axes, chopping	$ 7 50 to 12 00
" double bitts	12 00 to 18 00

Screws, flat head, iron, bright	87½
Round " "	82½
Flat " brass	80
Round " "	75
Coach	65 p.c.
Bolts, carriage	50 p c.
Machine	50 and 5 p.c.
Tire	60 and 5 p.c.
Sleigh shoe	65 p.c.
Plough	40 p c
Flat head stove	60 and 5 p.c.
Round head	60 and 5 p.c.
Elevator	60 p c.
Rivets, iron	50 p.c.
Copper, No. 8	32
" No. 12	36
Coil chain, 3-16 inch	10½
" ¼ inch	8¼
" 5-16 inch	5½
" ⅜ inch	5¼
" 7-16 inch	5
" ½ to ¾ inch	4¾
Spades and shovels	40 and 5 p.c.
Harvest tools	60 and 10 p.c.
Axe handles, turned, s. g. hickory, doz.	$2 50
No. 1	1 50
No. 2	1 25
Octagon extra	1 75
No. 1	1 25
Files common	70, and 10 p.c.
Diamond	60
Ammunition, cartridges, Dominion R.F.	50 p.c.
Dominion, C.F., pistol	30 p.c.
" military	15 p.c.
American R.F.	30 p.c.
C.F. pistol	5 p.c.
C.F. military	10 p.c. advance.

Loaded shells:

Eley's soft, 12 gauge black	16 50
chilled, 12 gauge	18 00
soft, 10 gauge	21 00
chilled, 10 gauge	23 00
Shot, Ordinary, per 100 lb	6 00
Chilled	6 50
Powder, F.F., keg	4 75
F.F.G.	5 00
Tinware, pressed, retinned.	70 and 10 p.c.
" " plain	75 and 2½ p.c.
" pieced	
Japanned ware	37½ p.c.
Enamelled ware, white	45 p.c.
" Famous	50 and 10 p.c.
" Imperial	50 and 10 p.c.

PETROLEUM.

Water white American	24½c.
Prime white American	23½c.
Water white Canadian	23c.
Prime white Canadian	21½c.

SCRAP.

No. 1 cast iron	$14 to $15 per ton.
No. 2 "	5 to 6 "
Wrought iron scrap	5 "
Copper (heavy)	7c. per lb.
Yellow brass (heavy)	7½c.
Light brass	5c. to 6c. "
Lead pipe, or tea lead	2c. to 2½c. "
Zinc scrap	1c. "

PAINTS, OILS AND GLASS.

Turpentine, pure, in barrels	$ 83
Less than barrel lots	88
Linseed oil, raw	71
Boiled	74
Lubricating oils, Eldorado castor	27½
Eldorado engine	26½
Atlantic red	29½
Renown engine	41
Black oil	19½ to 21½
Cylinder oil (according to grade)	55 to 74
Harness oil	56
Neatsfoot oil	1 00
Steam refined oil	85
Sperm oil	2 00
Pure castor oil, first pressure	11
Lubricating	10
Glass, single glass, first break, 16 to 25 united inches	2 25
26 to 40 per 50 ft.	2 50
41 to 50 " 100 ft.	5 50
51 to 60 " " "	6 00
61 to 70 per 100-ft. boxes	6 50
Putty, in bladders, barrel lots per lb.	2½
kegs "	2¾
White lead, pure per cwt.	6 00
No. 1 "	5 75
Prepared paints, pure liquid colors, according to shade and color, per gal.	$1.30 to $1.90

NOTES.

The Western Hardware Company is a new claimant for business at Regina. It is proposed to do a general hardware trade.

It is probable that English binder twine may be offered on the Winnipeg market this coming season. Samples are already on exhibition here.

The annual meeting of the Winnipeg Implement and Carriage Dealers' Association was held Saturday afternoon in the Board of Trade rooms.

George Napier has bought the bankrupt stock of W. A. Irving, at Austin, and will put in a new and complete line of shelf and heavy hardware.

J. W. Martin, the vice-president of The Gurney Stove Company, is visiting Montreal, Hamilton, and other eastern points in the interests of the business.

The McLaughlin Carriage Company's fine new building will be ready for occupation shortly. The Canada Cycle and Motor Co. are leasing the premises formerly occupied by The McLaughlin Company.

ALL RIGHT AGAIN.

The Canada Hardware Co., Montreal, have everything in working order after the fire, and are now ready to look after all orders. Their travellers are all on the road again.

NEW ASSISTANT MANAGER.

E. M. Cote, for the past 22 years connected with Frothingham & Workman, has been appointed assistant manager for the Canada Hardware Co., Montreal.

ATTRACTIVE LINE OF HAMMOCKS.

The Hoffman-Corr Co., 118 Bay street, Toronto, have now stocked in their warehouse an exceedingly attractive line of hammocks. This firm are making preparations to get a considerable slice of the hammock trade this year, so it would be well for hardwaremen to correspond with them before placing their orders for this line.

A NEW AGENCY.

Decatur, Bull & Co., Montreal, have been appointed sole agents in Canada for the Hay-Budden Manufacturing Company's anvils. This New York company turns out more anvils than any other makers in the world, and although it is the first time they have had an agency in Canada, their anvils are as well known here as in the United States. Decatur, Bull & Co. have experienced an immense demand for them, and they have a full line of vises to accompany the anvils.

The People's Almanac of 1903, a supplement to The Gazette, Montreal, appeared a few days ago. The cover is made quite attractive by a cut of the Canadian flag printed in two colors.

PROFITS FOR EMPLOYES.

IN a double circular, one to the stock holders and the other to the officers and employes, The United States Steel Corporation announces its intention to inaugurate a system whereby the humblest workman on its rolls may, if he desires, become a permanent stockholder, and share in the profits of the Corporation.

The scheme is the result of months of preparation by the finance committee of the Corporation, and the circulars are signed by G. W. Perkins, chairman. The plan is said to have originated with Mr. Perkins.

The plan inviting officers and employes to participate is divided into two parts. Part one prescribes that from the earnings of the Corporation during the year 1902 there will have been set aside at least $2,000,000, and as much more as is needed for the purchase of at least 25,000 shares of preferred stock, which will be offered to employes of the Corporation and constituent companies.

At present the Corporation and subsidiary companies employ 168,000 men, whom it is proposed to divide into six classes, ranging from their receiving $20,000 a year or over down to men earning $800 yearly or less. The preferred stock will be offered to any employe during January at $82.50 per share. (Its closing price on December 31 was $85.87½.) Employes can subscribe for an amount of stock not exceeding the sum represented by a certain percentage of their salaries.

WHAT CONSTITUTES PROFITS.

The question of what constitutes profits is to be determined entirely by the finance committee, which, it is stated, will have no interest in the profit sharing plan. If $80,000,000 is earned in the coming year, $800,000 will be set aside, one half to be distributed in cash quarterly, the other half to be reserved until the end of the year, and invested in preferred stock, the stock thus purchased to be divided one-half to employes entitled thereto, the other half to remain with the treasurer of the Corporation. Each shareholder is to receive a certificate for his interest containing these provisions:

First—If he remains continuously in the service of the Corporation or of one or another of its subsidiary companies for five years, the stock shall be delivered to him, and he may do as he likes with it.

Second—If he dies or becomes totally and permanently disabled while in the employ of the Corporation or of one or another of its subsidiary companies, the stock will be delivered to his estate or to him.

Third—He can draw the dividends declared on the stock while it is held for his account, and he remains in the employ of the Corporation or of one or another of its subsidiary companies.

MUST WORK FOR FIVE YEARS.

Fourth—That if, without previous consent voluntarily, he shall have quitted the service of the Corporation or of its subsidiary companies, he shall forfeit all right to this stock, and in such case it will be held in a fund, which, at the end of five years, will be divided among such employes as shall have complied with the conditions.

Thus 25 per cent. of all the money set aside in this profit-sharing plan will be held for five years, and will be given to such only as at the end of that period shall be in the employ of the Corporation or of one or another of its subsidiary companies from and after January 1, 1903.

High officials of the Steel Corporation declined to-day to discuss the reported approaching retirement of President Schwab.

BUSINESS CHANGES.

PARTNERSHIPS FORMED AND DISSOLVED.

STONEHOUSE & WILSON, agricultural implement agents, Ottawa, have dissolved partnership. The business will be continued by W. G. Wilson.

Nesbitt & Story, agricultural implement agents, Peterboro', Ont., have dissolved partnership.

Mann & Ross, general merchants, of Ototoks, have dissolved partnership, Gilbert Ross retiring.

Mr C E SONTUM, Christiana, Norway.

Commercial Agent for the Canadian Government for Norway, Sweden, Denmark and Finland. Norwegian Commissioner at the World's Fair, Chicago, from whom an interesting letter appears in another column

Goulet Freres, Montreal, Que., have dissolved partnership. A new partnership has been registered.

Hemphill & Lathem, blacksmiths and carriage builders, Maple Ridge, Que., have dissolved partnership.

Whitman &. Co., general merchants, of Emerson, Man., have dissolved partnership. J. W. Armstrong and H. H. Hall have retired.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

Sheridan & Co., general merchants, of Beeton, Ont., have assigned in trust.

D. Lacerte, general merchant (late), has assigned to D. W. Adam, Prince Arthur.

The sheriff is in possession of the stock of T. H. Logan, general merchant, of Carberry, Man.

Holstein Bros., general merchants, of Vermachar and Arden, Ont., have assigned to Richard Tew.

Dodgson Bros., general merchants, of Duart, Ont., have assigned to C. S. Scott, Hamilton. A meeting of the creditors was held on the 12th inst.

SALES MADE AND PENDING.

The business of John Dunnell, blacksmith, St. Marys, Ont., is advertised for sale.

E. Henry, general merchant, Waskada, Man., is advertising his business for sale.

F. E. Benor, general merchant, Creemore, Ont., has sold his business to D. J. Downey.

Cahill Bros., general merchants, Lake Talon, Ont., have sold out to Chas. H. Lamarche.

The Hardware Manufacturers' Agency, hardware importers, of London, Ont., have sold out to T. L. Broderick.

G. Grondin, general merchant and hotel keeper, of Notre Dame du Portage, Que., is advertising his business for sale.

The Smith & Fergusson Co., Limited, hardware merchants and implement agents, Regina, N.W.T., have sold their implement business to R. E. Mickleborough.

NEW FIRMS AND CHANGES.

L. Rousseau & Frere, machinists, of Quebec, have registered.

The Federal Oil Company, of Montreal, is seeking incorporation.

A. McFarlane & Co., metal brokers, etc., Montreal, have registered.

The Londonderry Iron and Mining Co., Limited, Montreal, has registered.

Thuron & Lalonde, general merchants, of The Brook, Ont., are removing to Hammond.

The Simplex Railway Appliance Company, of Canada, Limited, has been incorporated.

Hastings & Kiltie have succeeded Hastings & McDowell, general merchants, of Sintaluta, N.W.T.

The Hull Co., Limited, of Findlay, Man., are applying for incorporation as general merchants.

FIRES.

Mills, Stanley & Co., general merchants, Hamilton, Ont., have been burned out; insured.

DEATHS.

George E. Bell, hardware merchant, of Toronto, is dead.

Angus M. McLean, general merchant, of Bathurst, N.S., is dead.

TRADE CHAT.

John Young, of Wingham, Ont., has removed to London, Ont., to accept a position in a wholesale hardware house.

The firm of Greenleaf & Son, of Belleville, dealers in sporting goods, bicycles, typewriters, electrical goods, etc., are putting in a line of shelf hardware.

The paragraph which recently appeared in HARDWARE AND METAL to the effect that The Yukon Hardware Co., Limited, had purchased the stock of McLennan, McFeely & Co., Limited, at Dawson and Vancouver, was only partly correct. It was the stock in Dawson only which the former firm had purchased.

HEATING AND PLUMBING

GAS V. ELECTRICITY.

THERE is no doubt whatever that the extension of electric lighting has put the gas companies on their mettle, and that consumers are now getting better as well as cheaper gas than would have been the case had no such competitor as electricity appeared upon the scene, says Ironmonger. The almost feverish haste with which the gas company in my neighborhood recently substituted incandescent fittings and mantles for the old-fashioned flat-flame burners, and more recently still supplied brand new lanterns with handsome porcelain reflectors throughout the district, was admittedly done to keep out the electric light, and not from any motive of philanthropy or benevolent desire to dispel the obscurity which formerly prevailed. Near where I live a few electric arc lamps have been set up, and the effect at night is decidedly pleasing, but, when after a certain hour the arc lamps are switched off and the lower glow lamps are switched on, the contrast is painfully striking. Incandescent electric lamps for street lighting are, in truth, a dismal failure, and vastly inferior to incandescent gas.

For indoor lighting, however, electric glow-lamps offer the advantages of cleanliness, convenience, and freedom from air vitiation, and where cost is no object this method of illumination undoubtedly scores. But for tradesmen who find it necessary to practise economy, electric lighting is rather too expensive. This view of the matter is cleverly set forth in a pamphlet issued by certain provincial gas companies, in which the experience of various municipalities with gas and electric lighting are succinctly narrated, the most striking testimony in favor of gas being that given by the Liverpool city council, who, after making their own electricity for some time for street lighting, have arrived at the conclusion that gas is quite as effective, while costing much less than electricity.

Another serious drawback attending the substitution of electricity for gas in public buildings, especially churches and chapels, is the unpleasant down-draughts which frequently result owing to the glow lamps giving off less heat than the gaslights, and being insufficient to counteract the flow of cold air on to the heads of the audience. The use of hot water pipes placed 20 to 25 feet above the floor is said to cure the evil, but as it is costly as well as troublesome to instal pipes in such a position in existing buildings, the tendency seems to be to revert to a partial use of gas in electrically-lighted buildings so as to check the down-draught nuisance. If judiciously introduced the two kinds of light go very well together, while decoratively the dual system can be harmonized without difficulty.

JOURNEYMEN PLUMBERS' OFFICERS.

The following officers have been elected by the Toronto Local Union No. 46, of the Plumbers, Steam and Gasfitters' at the regular meeting held on Wednesday night: President, J. A. Dougan; vice-president, W. J. Storey; recording-secretary, W. N. Braybon; financial secretary, P. McCann; treasurer, F. Maxwell; inside guard, C. Horn; outside guard, J. H. Brown; trustees, D. McMillan, T. McCann and F. Jenkins. Sick Committee.—F. Butters, J. S. Grassick, D. Cruickshanks and A. Gill. Finance Committee.—A. Lowery, J. Priestly and C. Randell. Delegates to Building Trades' Council.—J. A. Dougan, J. Richards and W. N. Braybon. Executive Committee.—J. A. Dougan, W. N. Braybon, J. Richards, P. McCann and F. Maxwell.

THE COST OF GAS MANTLES.

There is a price below which a reliable gas mantle cannot be produced. A writer in The Scientific American, who is evidently versed in the practical manufacture of mantles, contributes to a contemporary the information that the chemicals in 1,000 mantles cost $17.50; the fabric prepared, $13; the shaping, $11; coating, $3.75; boxing, labelling and packing, $3.75; profit and selling expenses, $6; total, $60.

TORONTO PLUMBERS "AT HOME"

The Toronto journeymen plumbers will hold their annual "At Home" in the Temple Building on Friday evening, January 30. President J. A. Drogan is chairman, and W. A. Braydon, secretary of the committee who have the affair in hand, so a good time is assured, as has been the case with the social affairs of this union in the past. Tickets will be $2; single tickets, $1.25.

BUILDING NOTES.

THE Imperial Bank has decided to erect an office building at the corner of St. James and McGill streets, Montreal.

Thomas Welch and J. G. Weir are erecting new houses in Otonabee, Ont.

The farmers about Hartney, Man., will erect a 70,000-bushel elevator near the Canadian Northern track early next summer.

There were over 40 dwellings and many fine business blocks erected in Louisburg, C.B., last year, and this year it is expected to be equally as busy.

J. R. Eaton has the contract for building a 200 x 45 ft. factory for The Dominion Wrought Iron Wheel Co., of Orillia, Ont. The building will be metal-clad.

It is reported in Winnipeg that the Canadian Northern Railway have purchased an entire block in that city on which to erect a large hotel and station.

The building outlook for the season of 1903 is the rosiest in the history of Winnipeg, says The Telegram, of that city, and from present indications should be about 50 per cent. ahead of last year. At least two new bank buildings will be constructed, and there are several warehouses, either under construction or to be erected. A big Chicago firm is going to build residences here in the coming spring on a very extensive scale. It is its intention to put up at least 100 good residences. This will be a boon, and will greatly help the people who are clamoring for homes.

MONTREAL.

The property at the southwest corner of St. James and McGill streets, formerly occupied by Thomas May & Co., and which was destroyed by fire in January, 1901, has been purchased by the Imperial Bank, and they will build in the spring. The bank will occupy the ground floor and the rest of the building will be used as offices. Taylor & Gordon will be the architects.

TORONTO PLUMBERS STILL BUSY.

While there are not many important contracts being secured just now there is no lack of work for Toronto plumbing houses, as there are many contracts still uncompleted and much repair work caused by the steady cold weather of the last day or two. A big rush of work is looked for in the spring.

A Good Paint Business

Are you after it?

There are going to be some surprises in the paint business in 1903.

The biggest surprise will be the enormous sales for those who go after it.

Get after it with a paint that has a record. Cheap paint won't help you.

RAMSAY PAINTS will get you a slice of this big business as it has done for hosts of others.

Want to try?

A RAMSAY & SON MONTREAL | **EST'D 1842** | **PAINT MAKERS**

MURALO

THE PERFECT WALL TINT.

We have nothing old fashioned to offer in this line

Muralo is the latest, up-to-date, only perfect cold water wall tint in the world.

Muralo is entirely different from any other so-called cold water wall tint.

Muralo is beautiful, sanitary, easy to work, finely milled, well advertised, and well backed up.

Muralo sells.

AGENTS:

A. RAMSAY & SON, - - - - MONTREAL
THE J. H. ASHDOWN HARDWARE CO., Limited, - WINNIPEG
McLENNAN, McFEELY & CO., - - - VANCOUVER

Makers

THE MURALO COMPANY, New Brighton, Borough of Richmond, New York.

Booth Copper Co., Limited

Cuts Copper and Brass

SHEETS—TUBES—RODS

to any size.

FULL STOCK ALWAYS ON HAND.
PROMPT SHIPMENTS.

The BOOTH COPPER CO., Limited

119-123 Queen St. East,
TORONTO.

CORDAGE

ALL KINDS AND FOR ALL PURPOSES.

Manila Rope	Lathyarn
Sisal Rope	Shingleyarn
Jute Rope	Bale Rope
Russian Rope	Lariat Rope
Marline	Hemp Packing
Houseline	Italian Packing
Hambroline	Jute Packing
Clotheslines	Drilling Cables
Tarred Hemp Rope	Spunyarn
White Hemp Rope	Pulp Cord
Bolt Rope	Lobster Marlin
Hide Rope	Paper Cord
Halyards	Cheese Cord
Deep Sealine	Hay Rope
Ratline	Fish Cord
Plow Lines	Sand Lines

"RED THREAD" Transmission Rope from the finest quality Manila hemp obtainable, laid in tallow.

CONSUMERS CORDAGE COMPANY, Limited

Western Ontario Representative—
WM. B. STEWART,
Tel. 94. 27 Front St., West, Toronto.

MONTREAL, QUE.

THE GUELPH ACETYLENE SYSTEM.

THE Guelph Acetylene Gas Generator Company, Limited, Guelph, Ont., are introducing their apparatus on the British market as well as throughout Canada. The apparatus is made on the carbide to water system. The machine consists of a gas holder for storing the gas, and the generator, the upper part of the latter containing two cylinders, divided into compartments, in which the carbide is placed. The lowering of the gas-holder as consumption proceeds automatically empties the compartments, one at a time, and allows the carbide to fall into the water on to a wire grate. As the gas comes off it bubbles up through the body of cold water, which cools it at once and removes any impurities which might otherwise pass off with it. Between the generator and the holder the gas passes through a condenser. When all the compartments of the cylinder are empty it may be taken out for re-filling, use being made in the meantime of the other, so that by alternately filling these receptacles a constant supply of gas can be had. The regulation of the supply of carbide prevents any more gas going into the holder than it is arranged to hold. A dial outside the generator indicates which holder is in use. The residue resulting from the decomposed carbide sinks to the bottom of the generator tank and is drawn off through a grate, there being no escape of gas while this is being done. The advantages claimed for the system are the automatic regulated supply of carbide, the impossibility of after or excessive generation, complete extraction of gas from the carbide, purity of gas, absence of smell, and simplicity of mechanism.

BUILDING PERMITS ISSUED.

TORONTO.

D. Schwalm, for pair dwellings at 176-178 Ossington avenue, to cost $4,000.

Wm. Hall, two dwellings near Dundas street on Boustead avenue, to cost $1,400; W. Hall & Son, builders.

The Acme Loan and Savings Co., six dwellings, 191-201 Shaw street, to cost $10,800; James Claxton, builder.

Metropolitan Bank, for $1,500 alterations to bank premises, corner Bathurst and College streets; Darling & Pearson, architects.

The York, Loan and Savings Co., for two dwellings at 250-266 Roncesvalles avenue, to cost $1,500 each; R. H. Sanderson, architect.

PLUMBING AND HEATING NOTES.

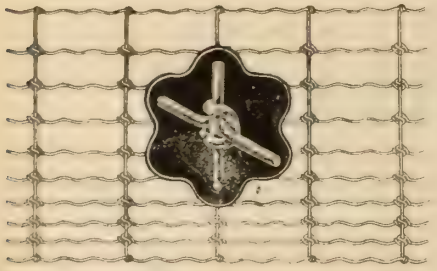
W. Plaxton, of C. & W. Plaxton, plumbers, Winnipeg, is dead.

The trouble between Lemmon, Claxton & Lawrenson and the Plumbers and Sheet Metal Workers' Unions at Kingston, Ont., has been amicably settled.

Frank McKnight leaves this week for New York, where he will take up studies in steam heating. Mr. McKnight is one of Owen Sound's enterprising young men, who is taking a thorough technical course at his occupation as a plumber and steamfitter.

Tenders are to be asked for electric-wiring the Hamilton, Ont., city hall. They will be subject to plans prepared by the city engineer and to the approval of the fire underwriters' inspector. All tenderers to employ union labor.

The Canadian Pacific Railway have inaugurated a new department on the Atlantic Division and have appointed W. W. Husband as agricultural agent, who will assist in every way the agricultural and industrial development of the country. Dairying and cattle raising, by the latest methods, will be encouraged, as also will potato and apple-growing.



IDEAL Woven Wire Fencing

COMPLETE IN THE ROLL, READY TO ERECT.

A GOOD SELLER

because the use of No. 9 Hard Spring Wire for both Stays and Horizontals makes it the

Strongest and Best.

WRITE FOR SAMPLE AND PRICES.

THE McGregor-Banwell Fence Co., Limited.

WINDSOR, ONT

"Pullman" Lawn Sprinkler

IS YOUR ORDER IN?

Send for Folder No. 14.

Pullman Sash Bal. Co.

Rochester, N.Y., U.S.A.

NAILS

Right Prices

Quick Shipments

Quality Guaranteed

Also

STAPLES

Write, Telegraph or Telephone

Page Wire Fence Co.

Limited

Walkerville, Ontario

ASSISTANT WANTED.

Bright young man with thorough knowledge of the hardware trade, and full of bright up-to-date ideas to assist in the editorial department of HARDWARE AND METAL. State experience and present salary. Address Editor HARDWARE AND METAL, Toronto or Montreal.

FOR SALE.

FOR SALE—OLD ESTABLISHED HARDware Business in rapidly growing town of Collingwood. It has good connection and increasing trade; owner retiring. Apply to J. Henderson, Collingwood. (5)

DO YOU WANT A SET OF TINNER'S OR Plumber's tools at a bargain? If so write Byers, Giegerich, Green Co., Limited, Kaslo, B.C. (5)

HARDWARE—GOOD PAYING BUSINESS, excellent location, sales mostly cash, stock $4,000, all first-class. Owner going into manufacturing. Will sell quick at price on dollar. Address care London Fence Machine Co., London, Canada. (tf)

AN OPENING. BEST AND MOST SUCCESSful hardware business in first-class Western Ontario town, 2,500 population. Agricultural district equal to any in Canada. Good live stock, value over $4,000. Proprietor going into manufacturing. Splendid opportunity, must sell quick. Address "Hardware," care London Fence Machine Company, London, Ontario. (tf)

STEVENS

OUR NEW CATALOGUE IS READY FOR DISTRIBUTION AND IT IS FULL OF INFORMATION VALUABLE FOR THE DEALER. SHALL WE NOT MAIL YOU A COPY?

YOU CANNOT AFFORD TO BE WITHOUT OUR ARMS. YOUR JOBBER HAS THEM.

J. Stevens Arms & Tool Co., P.O. Box 217 Chicopee Falls, Mass., U.S.A.

THOS. BIRKETT & SON CO., Limited, Wholesale Hardware Merchants, Ottawa, Ont.

Barb Wire,
Hay Wire,
Cut Nails,
Wire Nails,
Cordage,
Glass,
Etc.

The Only Exclusive Wholesale Hardware Firm Between Montreal and Toronto.

Tarred and Dry Sheathing,
Tarred Felt,
Rosin, Pitch,
Chopping Axes,
Broad Axes,
Cross Cut Saws,
Etc.

A complete stock of Lumbermen's and Builders' Hardware always on hand. **A Trial Solicited.**

PRICES RIGHT. ASK FOR PRICES.

Use Syracuse Babbitt Metal

IT IS THE BEST MADE.

For Paper and Pulp Mills, Saw and Wood Working Machinery, Cotton and Silk Mills, Dynamos, Marine Engines, and all kinds of Machinery Bearings.

Wire, Triangular and Bar Solder, Pig Tin, Lead, Ingot Copper, Ingot Brass, Antimony, Aluminum, Bismuth, Zinc Spelter, Phosphor Tin, Phosphor Bronze, Nickle, etc., always in stock.

Canadian Works, Montreal, P.Q.
American Works, Syracuse, N.Y.
Head Office American Works, 94 Gold Street, New York.

Syracuse Smelting Works

ATKINS HIGH-GRADE, CROSS-CUT SAWS

ARE SUPERIOR TO ALL OTHERS IN MATERIAL, TEMPER, WORKMANSHIP, FINISH AND CUTTING QUALITIES.

OUR VICTOR, TUTTLE TOOTH AND SEGMENT GROUND SAWS ARE THE FAVORITES IN THE CAMPS

E. C. ATKINS & Co.,

LEADING MANUFACTURERS OF HIGH-GRADE, CROSS-CUT, HAND, BAND, CIRCULAR, HACK, BACK, WOOD AND SMALL SAWS OF ALL KINDS.

Factories and Home Office: INDIANAPOLIS, IND., U.S.A.

Write for Catalogue and Prices

American Steel & Wire Co.

New York: Empire Building.
Montreal: New York Life Building.
Chicago: The Rookery.

BARB WIRE. GALVANIZED PLAIN WIRE.
PLAIN TWIST CABLE FENCING.

Telegraph and Telephone Wire, Mattress, Broom, Weaving Wires of every description, Rail Bonds, Bale Ties, Special Wires for all purposes. Springs, Horse Shoes, Wire Rope, Cold Drawn Steel Shafting.

ADVERTISING FRAUDS.

By J. L. Troy.

THE question of publicity, "advertising," is one of prime importance to the progressive business man. How to get the best results for the least money is a matter which interests every advertiser who has a message to convey to the public. Every up-to-date business man concedes that advertising well and judiciously placed in mediums of recognized worth and circulation pays. The selection of the proper medium requires careful consideration, as many unworthy fake schemes are constantly being foisted on the advertising public. There are more fakers in the advertising line possibly than in any other calling, due principally to the fact that the average business man is not so well posted in the matter of advertising as he might be. The average business man is altogether too willing to give ear to the plausible story of the slick advertising faker, who has, according to his own story, the best thing in the advertising line on earth to offer.

Some of the advertising fakes now worked successfully, particularly on this side of the line, are old. Notwithstanding all that, there are merchants thoughtless enough to try them and pay largely for the privilege of trying. Those are the merchants who will tell you that they spent two or three thousand dollars, as the case may be, last year in advertising, and that results were not satisfactory. All the money wasted in fake schemes is charged to advertising. The writer knows one firm that spent twelve hundred dollars last year, out of a total appropriation of two thousand, in fake advertising schemes purely and simply. This firm complained they did not get adequate returns for the amount spent in advertising and condemn advertising in unmeasured terms.

The reputable daily or weekly newspaper of known circulation for the retailer is unquestionably the best he can employ to reach the buying public. For the manufacturer, wholesaler or jobber, a reliable trade paper should be employed to carry his announcements to the merchant. We advise the advertising public to give a wide berth to the oily-tongued advertising faker. He arrives in our midst wearing a suave debonnair air, knows it all, is very smooth and plausible and usually catches the business man napping, and, of course, works him for an order.

He comes sometimes as the self styled agent of some respectable fraternal society from whom he gets permission to get up a programme for a concert or entertainment. His modus operandi is this: He secures permission from the secretary or some person else in authority in some fraternal or other society organization or trade union to get up a programme, he agreeing to furnish the programme free of charge. He then goes among the business people soliciting advertisements from them in the name of the organization which gave him the privilege, levying blackmail purely and simply until he reaps a rich harvest.

Then, again, there is the faker who gets up hotel advertising, such as hotel registers, combination counter stands for hotels, blotters for the writing table, clocks set in a frame containing advertisements, writing desks with ads. in the back, etc. The gentleman who gets up this form of advertising, first gets the assent of the hotel proprietor to his proposition to furnish him with a register, or some other requisite free of charge. The next step is to secure the names of those from whom the hotelman buys his supplies.

After the names have been secured the slick advertising faker goes around and solicits advertisements in the name of the hotel proprietor. Another case of blackmail, but he gets the advertisements and afterwards the cash.

Another is the so-called industrial number for some paper. The ad. faker in this case goes to some publisher of a weekly or daily and agrees to pay a certain sum of money for a certain number of copies of the paper to be published on a certain day, and distributed with the regular edition. That done, he proceeds to write a short sketch about the town, publishing a cut of the city hall and chief magistrate, perhaps. The rest of the number is made up of write-ups of the business houses for which he charges so much per line. He will tell an advertiser that the number of copies printed will be so much, when, as a matter of fact, not over one-fourth the number promised will be printed—often even less than that.

The fellow with the calendar fans, notions, and countless other things, all more or less worthless fakes appears on the scene quite frequently and gets his share of what is going.

The merchant who pays his money for such a class of advertising as we have just mentioned does not get value for his money. He is the man who will tell you that he spent so much money last year in advertising and it did not pay him, but when you come to analyze his advertising account you will find that the greater portion he wasted in some fake proposition or scheme.

A special Christmas publication recently secured nearly 200 advertisers. On the promise of 15,000 circulation several men used it who do not advertise in any of their local papers. As a matter of fact, only 200 copies were printed. They were used by the faker to leave with each advertiser when he collected his account.

Profitable advertising is not an accident; it is the result of careful thought along common-sense lines. If the advertiser is new in the business it would be well for him, perhaps, to consult with some of his friends in business who have advertised extensively and made a success of it. If he has no such friend in business with whom he can consult, then he should take into his confidence a man experienced in advertising, a capable honest man connected with some well-known honest publication, listen to his advice, and be guided by what he tells him. Always remember one thing—don't listen to the unknown advertising faker who is here to-day and away to-morrow. He is not out for your good, he is after your dollars.

Advertising well and judiciously placed in respectable newspapers and trade journals of known circulation pays, and pays well, but your money is absolutely thrown away when invested in fake advertising schemes.

"AFTER MANY DAYS."

The office Specialty Company, manufacturers of desks and office furniture, had an advertisement in the spring trade number of "Hardware and Metal" two years ago.

The other day they received an order through that advertisement from the Anglo-Egyptian Bank, Gibraltar, for a complete outfit of roll-top desks, chairs, and other office furniture for that bank. This paragraph will probably be the first intimation that The Office Specialty Co. have that they owe this order to "Hardware and Metal." Unfortunately, no matter how good his intentions are, the average writer, who makes inquiry or sends an order in response to an advertisement, seldom gives the source from which he got his information.

FRANK MILLER'S

HARNESS PREPARATIONS.

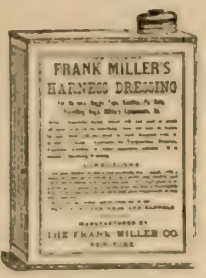
FRANK MILLER'S

HARNESS DRESSING

Recognized as

"THE STANDARD."

Produces a brilliant jet black gloss which will not peel or smut and to which dirt will not stick.



Frank Miller's

Harness Soap

Unrivaled for cleaning and softening Harness. Put up in cakes, pans, boxes and tubs.

FRANK MILLER'S

Harness Oil.

Preserves and softens the leather, thus adding life.

The highest quality of oil on the market.

HORSE BLANKETS— Jutes and Dutch Kerseys

HORSE COVERS— Black and Brown Waterproofs

SWEAT PADS— Standard Widths and Sizes

Enquiries Solicited.

HENRY F. FALKINER

60 George Street - TORONTO

If you want the BEST in the world, get WRIGHT'S.

COLD BLAST LANTERN

GET THE ORIGINAL.

We lead, others imitate.

E. T. WRIGHT & CO.,

Manufacturers. *HAMILTON, ONT.*

LAMB FENCE

HARD WIRE, CROSS BAR.

The H. R. LAMB FENCE CO., Limited, London, Ont.

Want Ads.

In this paper cost 2 cents per word each insertion, payable strictly cash with order. Many large business deals have been brought about through advertisements of 20 or 30 words. Clerks can be secured, articles sold and exchanged, at small expenditure. Don't forget to send stamps or postal order when sending in copy. When replies come in our care 5 cents additional must be included for forwarding same.

MacLEAN PUBLISHING CO., Limited
Montreal and Toronto

Steward & Romaine Mfg. Co.

EXPANSION and TOGGLE BOLTS

For fastening all kinds of material to Brick Stone or Cement.

124 North Sixth St., Philadelphia, Pa.

GALVANIZING

Our plant is modern, and capacity large Prices O.K. Other branches

WINDMILLS, PUMPS, TANKS, FOUNDRY WORK ETC., ETC.

Ontario Wind Engine & Pump Co., Limited,
805 Atlantic Ave., Toronto.

STOVE BRICK

Fire Clay and Asbestos, Furnace Cement.

All kinds of Fire Clay products made to order from patterns. Write for Price List.

JONES BROS., BRACONDALE, P.O., ONT. (NEAR TORONTO)

H. & R. SINGLE GUN AUTOMATIC AND NON-EJECTING.

12, 16 and 20 Guage. Steel and Twist Barrels

Superior in Design, Workmanship and Finish, and the most popular Gun on the Market.

"Simplest "Take Down" Gun Made.

HARRINGTON & RICHARDSON ARMS CO.

Also makers of H. & R. Revolvers.

Catalog on request. Worcester, Mass., U.S.A.

THE CELEBRATED

NATIONAL CUTLERY CO. SHEARS

Acknowledged the best and fully warranted.
Not connected with any Shear Combination.

Tailors' Shears
Trimmers
Ladies' Scissors
Barbers' Shears
Tinners' Snips

DECATUR, BULL & CO., Sales Agents, MONTREAL

Established 1832. Cable Address. "BLISS."

MANUFACTURERS

Wood Turnings, Hand, Bench and other Screws Mallets, Handles, Vises Clamps, Tool Chests Croquet, Lithographs Wood Toys, Novelties

and also the celebrated

Wood's Patent Car Cate

For Street and Steam Railroad Cars.

The R. BLISS MFG. CO.

Pawtucket, R.I., U.S.A

Canadian Representative: ALEXANDER GIBB, 13 St. John St., MONTREAL.

75 YEARS. *ESTABLISHED 1825.* *75 YEARS.*

Cut Book 16 Page 54 ads.

NEW ONTARIO IRON RANGE.

THE new iron range in Ontario, north of Sudbury, discovered by State Railroad Commissioner Chas. S. Osborn, of Sault Ste. Marie, Mich., was privately financed long ago, and will be privately developed. An offer, it is understood, of $2,000,000 has been tendered and refused.

The range is located in what is known as the Moose Mountains, and iron formation extends over 30 or 40 miles. The principal discoveries of apparent greatest value have been made in that portion of the range along the west branch of the Vermilion River, prolonging northwest and southeast into the township of Hutton, in the Nipissing District. Out of this township to the northwest, the range runs into an unsurveyed territory of the Algoma District.

The company whose organization was announced in The New York Commercial, control five miles of land along the formation, and cover the largest discoveries made up to the present time.

The range has been visited and inspected by many of the leading ore experts of the United States and Canada, and at least one from England, Germany, and Sweden.

A most thorough and complete magnetic and geological survey of the country controlled by the two companies has been made by Professor Kenneth Leith, of the University of Wisconsin, and also a member of the United States Geological Survey. It was Professor Leith who made the survey and maps of the Mesaba and Vermilion ranges for the Government, spending five years on the Vermilion range alone in carrying on this work.

Consequently, it is acknowledged he knows more than anyone else of the Vermilion range, and is not likely to be mistaken when he says that the Moose Mountain range is the same as the Vermilion in age and formation, except the ore of one is hematite and the other a magnetite.

The Moose Mountain range, according to the statements of Professor Leith, is more regular and strongly defined on the surface. He estimates there is in sight at present on the properties of the companies, without practically any exploration or development, at least 10,000,000 tons of 60 per cent. ore, providing the ore prolongs to a depth of 250 feet. At a depth of 1,000 feet, the ore in sight would be more than 40,000,000 tons. Ore of the same character is now being mined at a depth of 2,000 feet.

Of ore of a lower grade, but yet valuable, Professor Leith estimates that there are 140,000,000 tons in sight, at a depth of 250 feet. To carry the figures to a depth of 1,000 feet is to stagger the imagination.

H. D. Fisher, discoverer of the Menominee range, says this latest discovery is the greatest of which he has ever known, excepting the Mesaba range.

The work accomplished up to the present time has consisted in locating and securing titles to the properties, road building, camp building, diamond drilling, trenching, cross-cutting, and test pitting. In this work there has been expended over $100,000.

It is expected a railroad will be built into the property by the middle of next season, and already applications have been made for the sale or lease of iron properties and for town sites.

REGINA STORE CHANGES HANDS.

The property and business owned and operated by J. A. Kerr, as a hardware store, has changed hands and will soon be in full charge of The Western Hardware Company. The new firm is composed of three of the brightest and most promising of the younger business men of the town, each one an acknowledged master in his own department. T. W. Peart, of The Smith & Fergusson Company, will take charge of the store and stock of hardware, furniture and furnishings. G. H. Barr will handle the finances, and our old friend, Arthur Jackson, also of The Smith & Fergusson Company, will have charge of the tinshop and mechanical department. With such heads of departments there cannot be any doubt as to the ultimate success of the undertaking. We extend our congratulations to our enterprising young friends and bespeak for them a share of the public patronage which they will undoubtedly merit.—Regina, N.W.T., Standard.

THE LAKE ST. JOHN VALLEY.

EVERY day Canadians are having their eyes opened to the wonderful possibilities of their country. New regions with immense natural resources are being constantly brought to their attention. Usually these new fields of enterprise are situated thousands of miles away, either in the Far West or in the Far North. But there is a district of Canada which is being at present exploited that lies not two hundred miles from the ancient capital. This is The Lake St. John Valley, which for extent and resources is second to no other district in the Dominion.

Conjointly, the Quebec and Lake St. John Railway and The Lake St. John Colonization Society have issued a handsome souvenir book about this district, entitled, "Wheat Fields and Industries of Northern Quebec." The contents read in many parts like a fairy tale and the numerous large illustrations bear out the wonders related in the reading matter. The object of the book in its own words is "to tell of the attractions which the Lake St. John country possesses for the farmer and the farm laborer, both in its wheat and dairy lands; for the European workman in its mills and factories; for the lumberman and the miner, and especially for the capitalist and the speculator who have money to invest in rich forests and mining lands, and in the magnificent waterfalls which furnish such cheap and easy methods of developing the great natural resources of this wonderfully rich and fertile country."

This object has been amply accomplished in the half-hundred pages of this souvenir book. The contents are methodically arranged and the important points receive their due emphasis.

The reason for using Apollo galvanized iron is: it is the best iron: works easiest: makes the best job, and costs least for labor.

American Sheet Steel Company, New York

Representatives for Canada
B. & S. H. Thompson & Company
53 St. Sulpice Street
Montreal

ROYAL-CANADIAN

is H. Boker & Co's. best concaved plain Razor. Finest Quality without waste on fancy work. Lowest price for the very finest grade of goods.

The brand is registered at Ottawa.

For sale by all Leading Wholesale Houses.

CURRENT MARKET QUOTATIONS.

January 16, 1903.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

TIN

Lamb and Flag and Straits 56 and 28-lb. ingots, 100 lb.	$29 00	$30 00

TINPLATES

Charcoal Plates Bright

M.L.S., equal to Bradley	Per box
I C, usual sizes	$6 75
I X "	8 25
I X X "	9 75
Famous, equal to Bradley	
I C	6 75
I X	8 25
I X X	9 75
Raven and Vulture Grades	
I C, usual sizes	5 00
I X "	6 00
I X X "	7 00
I X X X "	8 00
D C, 12½x17	4 50
D X	5 25
D X X	6 00

Coke Plates Bright

Bessemer Steel	
I C, usual size, 14x20	4 00
I C, special sizes, base	4 50
20x28	9 00

Charcoal Plates Terne.

Dean or J. G. Grade	
I C, 20x28, 112 sheets	8 50
IX, Terne Tin	10 50

Charcoal Tin Boiler Plates.

Cookley Grade	
X X, 14x56, 50 sheet bxs. } " 14x60, " " 14x65, " }	7 00

Tinned Sheets

72x30 up to 24 gauge	8
" " 26 "	8 50

IRON AND STEEL

Common bar, per 100 lb		2 05
Refined " "		2 45
Horseshoe Iron "		2 40
Hoop steel, 1½ to 3-in. base		2 90
Sleigh shoe steel, "		2 10
Tire steel	2 30	2 50
Reeled machinery		3 00
Toe calk steel	2 85	3 00
T. Firth&Co.'s tool steel, per lb	0 12½	0 13
Jessop's tool steel		0 14
Morton's tool steel	0 12½	0 13
Black Diamond and "B C" tool steel	0 10	0 11
Chas. Leonard's tool steel	0 08	0 09
Park's "Silver" tool steel	0 12	0 14
" "Special"	0 15	0 20
Jonas & Colver's tool steel	0 10	0 20
" "Air Hardening"		0 70
Drill steel, per lb	0 08	0 10

BOILER TUBES.

	Per foot
1½, 1¾ and 4 inch	0 09
2½ in	0 16
3 in	0 13
3½ in	0 16
4 in	0 31

STEEL BOILER PLATE

¼ in	2 50	2 60
3-16 in	2 60	2 70
⅜ in and thicker	2 50	2 60

BLACK SHEETS

	Com	D.Fl.
10 and 12 gauge	2 55	2 75
18 gauge	2 85	3 00
20 "	2 85	3 00
22 to 24 gauge	2 95	3 25
26 "	3 05	3 50
28 "	3 15	

COPPER WIRE.

Discount, 50 per cent.

CANADA PLATES

All dull, 52 sheets	2 90	3 00
Half-polished	3 00	3 10
All bright	3 75	3 85

IRON PIPE

Black pipe		Per 100 feet.
⅛ inch	3 00	3 25
¼ "	2 30	2 40
⅜ "		2 65
½ "		2 85
¾ "		3 65
1 "		5 20
1¼ "		7 35
1½ "		8 95
2 "		12 55
2½ "		21 00
3 "		25 00
3½ "		32 00
4 "		38 50
4½ "		45 00
5 "		48 00
6 "		63 00
Galvanized pipe		
¼ inch		3 20
⅜ "		3 45
½ "		3 85
¾ "		5 00
1 "		7 20
1¼ "		10 05
1½ "		12 20
2 "		16 85

Malleable Fittings. Discount 30 p.c.
Cast Iron Fittings.
On all cast iron fittings, including plugs, bushings, unions and nipples, 50 & 10 p.c. dis.
All others, discount 60 p.c.

GALVANIZED SHEETS

	G.C.	Comet	Bell	Queen's Head
16 gauge				
18 to 24 gauge	4 05	3 75	3 75	4 05
26 "	4 25	4 00	3 90	4 25
28 "	4 50	4 25	4 05	4 50

American brands, $4 40 for 28 gauge.
Less than case lots 10 to 15c. extra.

CHAIN

Proof coil, 3-16 in., per 100 lb.			
" ¼ "		7 85	8 10
" 5-16 "		5 25	5 50
" ⅜ "		4 50	4 75
" 7-16 "		4 25	4 50
" ½ "		4 20	4 50
" 9-16 "		4 05	4 50
" ⅝ "		4 00	4 50
" ¾ "		4 00	4 50

Halter, kennel and post chains, 40 to 40 and 5 per cent.

Cow ties	40 p.c.
Tie out chains	65 p.c.
Stall fixtures	35 p.c.
Trace chain	45 p.c.

Jack chain, iron, single and double, discount 35 p.c.
Jack chain, brass, single and double, discount 40 p.c.

COPPER

Ingot		Per 100 lb.
Casting		13 50
Lake Superior.		
Bars		
Cut lengths, round, ½ to ¾ in	23 00	25 00
" round and square, 1 to 2 inches	23 00	25 00
Sheet		
Plain, 14 oz., and light, 16 oz., 14x48 and 14x60	22 00	22 50
Plain, 14 oz., and light, 16 oz., irregular sizes	22 50	23 00
Tinned copper sheet		24 00
Planished		32 00
Braziers (in sheets)		
4x6 ft., 25 to 30 lb. each, per lb		0 23
" 35 to 45 " "		0 22
" 50-lb. and above "		0 21

BOILER AND T.K. PITTS

Plain tinned, per lb	0 28
Spun, per lb	0 32

BRASS

Rod and Sheet, 14 to 30 gauge, 15 per cent

Sheets, hard rolled, 2x4	0 23
Tubing, base, per lb	0 23½

ZINC SPELTER.

Foreign, per 100 lb	5 50	6 00
Domestic " "		

ZINC SHEET

5-cwt. casks	6 00	6 25
Part casks	6 25	6 50

LEAD

Imported Pig, per 100 lb	3 50
Bar, per lb	0 05
Sheets, 2½ lb. sq. ft., by roll	0 06¼
Sheets, 3 to 6 lb. "	0 06

NOTE.—Cut sheets ½c. per lb., extra. Pipe, by the roll, usual weights per yard, lists at 7c. per lb. and 37½ p.c. dis. f.o.b. Toronto.

NOTE.—Cut lengths, net price, waste pipe 8 ft. lengths, lists at 8c.

SHOT.

Common, $6.50 per 100 lb.; chilled, $7.00 per 100 lb.; buck, seal and ball, $7.50. Discount, 22½ p.c. Prices are f.o.b. Toronto, Hamilton, Montreal, St. John and Halifax. Terms, 3 p.c. cash, freights equalized.

SOIL PIPE AND FITTINGS

Light soil pipe, discount, 45 per cent.
" " fittings, discount 50 per cent.
Med. and Extra heavy pipe and fittings, dis. 50 and 10 per cent.
7 and 8 in. pipe, discount 45 per cent.

SOLDER

		Per lb.
Bar, half and half, guaranteed		0 20
Bar, half-and-half, commercial	0 19	0 19½
Refined		0 19
Wiping	0 17	0 18½

ANTIMONY

Cookson's	per lb.	0 10

WHITE LEAD

		Per 100 lb.
Pure	5 00	5 25
No. 1	4 62½	4 87½
No. 2	4 25	4 50
No. 3	3 87½	4 12½
No. 4	3 50	3 75
Munro's Select Flake White		5 75
Elephant and Decorators Pure		5 25
Brandram's B B Genuine		7 00
" " No. 1		6 00
"Monarch" brand		6 12½
Decorator's Pure		5 25
Essex Genuine		5 50

RED LEAD

Genuine, 560 lb. casks, per cwt	$4 75
Genuine, 100 lb. kegs, "	5 00
No. 1, 560 lb. casks, per cwt	4 25
No. 1, 100 lb. kegs, per cwt	4 50

WHITE ZINC

Extra Red Seal	0 06	0 08
No. 1	0 05½	0 07
No. 2	0 05	0 06

DRY WHITE LEAD

Pure, casks	5 25
Pure, kegs	5 50
No. 1, casks	5 00
No. 1, kegs	5 25

PREPARED PAINTS

In ¼, ½ and 1 gallon tins.

Pure, per gallon		1 25
Second qualities, per gallon		1 00
Barn (in bbls.)	0 60	0 90
The Sherwin Williams paints		1 40
Canada Paint Co.'s pure		1 25
Toronto Lead & Color Co.'s pure		1 25
Sanderson Pearcy's pure		1 20
Stewart & Wood's Champion pure		1 00
Standard Paint Co.'s "New Era"		1 30
The Francis Frost Co.'s "Ark" Brand		1 25
The Francis Frost Co.'s British Navy deck		1 50
Hollywood paste paint		1 10
" liquid paint		1 [illegible]
" floor paint		1 [illegible]

COLORS IN OIL.

25 lb. tins, Standard Quality.

Venetian red, per lb	0 04½	0 06
Chrome yellow	0 12	0 14
Golden ochre	0 08	0 10
French "		0 06
Marine black		0 09
Chrome green		0 10
French Imperial green		0 12
Signwriters' black		0 16
Burnt umber		0 11
" sienna		0 11
Raw umber		0 11
" sienna		0 11

COLORS, DRY

Common ochre, bbls	1 20	1 [illegible]
Yellow ochre (J F L S), bbls		2 [illegible]
Yellow ochre (La Belle)	1 15	1 [illegible]
Brussels ochre		2 00
Venetian red (best), bbl	1 75	2 00
English oxides, per cwt	3 00	3 [illegible]
American oxides, bbls	1 25	2 [illegible]
Canadian oxides, bbls	1 25	[illegible]
Super magnetic oxides, 93 p.c.	2 00	[illegible]
Burnt sienna, pure, per lb		[illegible] 10
" umber, " "		[illegible] 10
Raw umber		[illegible]
Drop black, pure		[illegible]
Chrome yellow, pure		[illegible]
Chrome greens, pure, per lb	[illegible]	[illegible]
Golden ochre	[illegible]	[illegible]
Ultramarine blue, in 28 [illegible] boxes, per lb	[illegible]	[illegible]
Fire proof mineral, per 100 lb		[illegible]
Genuine Eng. Litharge, per lb		[illegible]
Mortar color, per 100 lb	[illegible]	[illegible]
Pure Indian red, No. 45 [illegible]	[illegible]	[illegible]
Whiting, bbl	[illegible]	[illegible]
English vermilion [illegible]		[illegible]

BLUESTONE

Casks, for spraying, [illegible]	0 07
100 lb. lots, do	0 08

WADE & BUTCHER'S "SPECIAL" Razors

Are unequalled for quality and finish.

JAMES HUTTON & CO., - MONTREAL

Sole Agents for Canada

PUTTY

Bulk in bbls	1 90
Bulk in less quantity	2 05
Bladders in bbls	2 25
Bladders in kegs, boxes or loose	2 40
Bladders in 25-lb. tins	2 35
Bladders in 12½-lb. tins	2 65
Bladders in bulk or tins less than 100 lb.	2 90

VARNISHES

In 5-gal. lots	Per gal	Net
Carriage, No. 1	1 50	1 60
Pale durable body	4 10	4 25
" rubbing	2 85	3 20
Gold size, japan	2 85	3 00
No. 1 brown japan	0 85	0 90
Elastic oak		1 50
Furniture, extra		1 25
" No. 1	....	1 10
Hard oil finish	1 65	1 75
Light oil finish	1 40	1 60
Damar	1 70	1 85
Shellac, white	2 35	2 45
" orange	2 25	2 35
Turpentine, brown japan	1 25	1 30
" black japan	0 85	1 20
" " No. 1	0 50	0 75
Elastilite varnish, 1 gal. can, each		2 00
Granitine floor finish, per gal		2 75

Maple Leaf coach enamels; size 1, $1.20; size 2, 70c; size 3, 40c each.

Sherwin-Williams kopal varnish, assorted case, from ½ pts. to 1 gal., $2.50.

CASTOR OIL.

East India, in cases, per lb.	0 09½	0 10
" small lots	0 10	0 10½

COD OIL, ETC.

Cod oil, per gal	0 50	0 55
Pure olive	....	1 20
" neatsfoot		0 90

GLUE.

Common	0 08	0 09
French medal	0 10	0 14
Cabinet sheet	0 12	0 13
White, extra	0 18	0 20
Gelatine	0 25	0 30
Strip	0 18	0 20
Coopers	0 19	0 20
Huttner	0 15	0 16

HARDWARE.

AMMUNITION

Cartridges

B. B. Caps Dominion, 50 and 5 per cent.
Rim Fire Pistol, discount 40 p.c., American.
Rim Fire Cartridges, Dominion, 50 and 5 p.c.
Central Fire Pistol and Rifle, 10 p.c., Amer.
Central Fire Cartridges, pistol sizes, Dominion, 30 per cent.
Central Fire Cartridges, Sporting and Military, Dominion, 15 per cent.
Central Fire, Military and Sporting, American, add 5 per cent. to list. B. B. Caps, discount 40 per cent., American.
Loaded and empty Shells, "Trap" and "Dominion" grades, 25 per cent. Rival and Nitro, 10 per cent. advance on list.
Brass Shot Shells, 55 per cent.
Primers, Dom., 30 per cent.; American, $1 60.

Wads	per lb.
Best thick white felt wadding, in ½-lb. bags	$1 00
Best thick brown or grey felt wads, in ½-lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 99
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 each, 8 gauge	0 55
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10 gauge	0 25
Thin card wads, in boxes of 1,000 each, 8 gauge	

Chemically prepared black edge grey cloth wads, in boxes of 250 each	Per M.
11 and smaller gauge	0 60
9 and 10 gauges	0 70
7 and 8 "	0 90
5 and 6 "	1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 "	1 65
5 and 6 "	1 90

ADZES.

Discount 20 per cent.

ANVILS

Wright's, 80-lb. and over	0 10¾
Hay Budden, 80-lb. and over	0 09¼
Brook's, 80-lb. and over	0 11¼

AUGERS.

Gilmour's, discount 65 and 5 per cent. off list.

AXES.

Chopping Axes		
Single bit, per doz.	5 50	10 00
Double bit, "	11 00	18 00
Bench Axes, 40 per cent.		
Broad Axes, 25 per cent.		
Hunters' Axes	5 50	6 00
Boys' Axes	5 75	6 75
Splitting Axes	6 50	12 00
Handled Axes	7 00	10 00

AXLE GREASE.

Ordinary, per gross	5 75	6 00
Best quality	13 00	15 00

BATH TUBS.

Zinc	6 00

Copper, discount 15 per cent. off revised list.

BATHS.

Standard Enameled.

5½-inch rolled rim, 1st quality	24 00
5½ " " " 2nd "	20 00

BABBIT METAL.

"Tandem," A	per lb.	0 27
" B	"	0 21
" C	"	0 11½
Frictionless Metal	"	0 23
Hercules	"	0 15

Syracuse Smelting Works:

Aluminum, genuine	0 45
Government, "	0 44
Tough, "	0 40
Hard, "	0 40
Dynamo	0 30
Special	0 25
Harmony	0 22
Car Box	0 20
Extra	0 15

The Canada Metal Co.:

Imperial, genuine	0 40
Metallic	0 30
Hercules	0 20
Star	0 15
No. 1	0 12
No. 2	0 10
No. 3	0 06
No. 4	0 05

BELLS

Hand

Brass, 60 per cent.
Nickel, 55 per cent.

Cow

American make, discount 63⅔ per cent.
Canadian, discount 45 and 50 per cent.

Door.

Gongs, Sargant's	5 50	8 00

" Peterboro', discount 45 per cent.

Farm.

American, each	1 25	3 00

House

American, per lb.	0 35	0 40

BELLOWS.

Hand, per doz.	3 35	4 75
Moulders', per doz.	7 50	10 00

Blacksmiths', discount 40 per cent.

BELTING.

Extra, 60 per cent.
Standard, 60 and 10 per cent.
No. 1, not wider than 6 in., 60, 10 and 10 per cent.
Agricultural, not wider than 4 in., 75 per cent.

BITS.

Auger.

Gilmour's, discount 60 and 5 per cent.
Rockford, discount 50 and 10 per cent.
Jennings' Gen., net list.

Car.

Gilmour's, 47½ to 50 per cent.

Expansive.

Clark's, 40 per cent.

Gimlet.

Clark's, per doz	0 65	0 90
Diamond, Shell, per doz	1 00	1 50
Nail and Spike, per gross	2 25	5 20

BLIND AND BED STAPLES.

All sizes, per lb.	0 07¾	0 12

BOLTS AND NUTS.	Per cent.
Carriage Bolts, common ($1 list)	55 and 10
" " full sq. ($2.40 list)	55 and 10
" " Norway Iron ($3 list)	50 and 10
Machine Bolts, all sizes	50 and 10
Plough Bolts	50 and 10
Blank Bolts	50 and 10
Bolt Ends	50 and 10
Sleigh Shoe Bolts	65 and 10
Coach Screws, cone point	66⅔ and 10

Nuts, square, all sizes, 3¾c. per lb. off.
Nuts, hexagon, all sizes, 4c. per lb. off.
Stove Rods, per lb., 5½ to 6c.
Nuts, in 50-lb. lots, ¼c. per lb. extra; in less than 50-lb. lots, ½c. extra.

BOOT CALKS.

Small and medium, ball	per M.	4 25
Small heel	"	4 50

BRIGHT WIRE GOODS.

Discount 62½ per cent.

BROILERS.

Light, discount 65 to 67½ per cent.
Reversible, discount 65 to 67½ per cent.
Vegetable, per doz., discount 37½ per cent.

Henis, No. 8	per doz.	6 00
Henis, No. 9	"	7 00
Queen City	"	7 50

BUTCHERS' CLEAVERS.

German	per doz.	6 00	11 00
American	"	12 00	20 00

BUTCHER KNIVES

Bailey's	per doz.	0 60	6 30

BUILDING PAPER, ETC.

Tarred Felt, per 100 lb.	1 75
Ready roofing, 2-ply, not under 45 lb., per roll	0 90
Ready roofing, 3-ply, not under 65 lb., per roll	1 15
Carpet Felt ... per ton	45 00
Dry Sheathing ... per roll, 400 sq. ft.	0 35
Tar " ... " 400 "	0 45
Dry Fibre ... " 400 "	0 50
Tarred Fibre ... " 400 "	0 60
O. K. & I. X. L. ... " 400 "	0 65
Resin-sized ... " 400 "	0 40
Oiled Sheathing ... " 600 "	1 10
Oiled " ... " 400 "	0 70
Roof Coating, in barrels ... per gal.	0 17
Roof " small packages "	0 25
Refined Tar ... per barrel	4 50
Coal Tar ... "	4 00
Coal Tar, less than barrels ... per gal.	0 15
Roofing Pitch ... per 100 lb.	0 85

BULL RINGS.

Copper, $2.00 for 2½-inch, and $1.90 for 2-inch.

BUTTS.

Wrought Brass, net revised list.

Cast Iron.

Loose Pin, discount 60 per cent.

Wrought Steel.

Fast Joint, discount 65, 10 and 2½ per cent.
Loose Pin, discount 65, 10 and 2½ per cent.
Berlin Bronzed, discount 70, 70 and 5 per cent.

Gen. Bronzed	per pair	0 40	0 65

CARPET STRETCHERS.

American	per doz.	1 00	1 50
Bullard's	"	....	6 50

CASTORS.

Bed, new list, discount 55 to 57½ per cent.
Plate, discount 52½ to 57½ per cent.

CATTLE LEADERS.

Nos. 31 and 32	per gross	8 50	9 50

CHALK.

Carpenters' Colored, per gross	0 45	0 75
White lump ... per cwt.	0 60	0 65
Red	0 05	0 06
Crayon ... per gross	0 14	0 18

CHISELS.

Socket, Framing and Firmer.

Broad's, discount 60 and 10 per cent.
Warnock's, discount 50 and 10 per cent.
P. S. & W. Extra, discount 60 and 10 per cent.

CHURNS.

Revolving Churns, metal frames—No. 0, $8; No. 1, $8.50; No. 2, $9.00; No. 3, $10.00; No. 4, $12.00; No. 5, $16.00 each. Ditto, wood frames, 20c. each less than the above. Discounts: Delivered from factories, 53 per cent.; from stock in Montreal, 51 per cent. Terms 4 months or 3 per cent. cash in 30 days.

Churn frames, including bearings, levers, etc. Nos. 0, 1, 2 and 3, wood, $2.40; and 4 and 5, $2.65. Metal frames, 25c. extra. Discount 15 per cent., net 30 days.

CLIPS.

Axle, discount 65 per cent.

CLOSETS.	Net.
Plain York or Ontario Syphon Jet	$9 60
Emb. " " "	10 20
Fittings	1 00
Plain Elgin or Teu. Syphon Washout	6 00
Emb. " " "	6 60
Fittings	1 25
Low Down Elgin or Teutonic, plain	9 60
Low " " " emb.	10 20
Plain Richelieu	3 75
Emb. "	4 00
Connections	1 25
Low Down Ontario Syphon Jet, plain	11 70
Low " " " emb'd.	12 30
Closet connection	1 25
Basins, P.O., 14-in.	0 70
Basins, oval, 17 x 14-in.	1 50
Basins, " 19 x 15-in.	2 25

COMPASSES, DIVIDERS, ETC.

American, discount 62½ to 65 per cent.

CONDUCTOR PIPE.

Plain or Corrugated

2-inch	per 100 feet	3 00
3 "	" "	4 00
4 "	" "	5 25
5 "	" "	6 75
6 "	" "	9 00

CRADLES, GRAIN

Canadian, discount 20 to 25 per cent.

CROSSCUT SAW HANDLES

S. & D., No. 3	per pair	0 17½
S. & D., " 5	"	0 22½
S. & D., " 6	"	0 15
Boynton pattern	"	0 20

DOOR SPRINGS.

Torrey's Rod (15 p.c.), per doz.	....	2 00
Coil "	0 88	1 60
English "	2 00	4 00

DRAW KNIVES.

Coach and Wagon, discount 50 and 10 per cent.
Carpenters', discount 60 and 10 per cent.

Has it Ever Occurred to You

that you could largely increase your business, confer a favor upon us, and benefit your customers by advising them to use our Building Papers, Roofing Felts and Wire Edged Ready Roofing ?

We will guarantee to supply you with the best of material, but, you must do the missionary work among your customers.

The Paterson Mfg. Co., Limited

Toronto and Montreal.

DRILLS

Hand and Breast

Millar's Falls, per doz , net list

DRILL BITS.

Morse, discount 37½ to 40 per cent
Standard, discount 50 and 5 to 55 per cent

FAUCETS.

Common, cork-lined, discount 35 per cent

EAVETROUGHS.

10 inch . . . . per 100 ft 3 10

ELBOWS (stovepipe.)

5 and 6-inch, common . . . per doz 1 20
7-inch . . . . . . " 1 35
Polished, 15c per dozen extra.

ESCUTCHEONS

Discount 40 per cent

ESCUTCHEON PINS

Iron, discount 40 per cent

FACTORY MILK CANS

Discount off revised list, 40 per cent.

FILES AND RASPS.

Great Western . . . . . .70 and 10 per cent.
Arcade . . . . .70 " 10 "
Kearney & Foot . . . . . . .70 " 10 "
Disston's. . . . . .70 " 10 "
American . . . . .70 " 10 "
J Barton Smith . . . . . . .70 " 10 "
McClellan . . . . .70 " 10 "
Eagle . . . . .70 " 10 "
Nicholson, 60 and 10 to 60, 10 and 5 "
Royal . . . . .80 "
Globe . . . . .70 to 75 "
Black Diamond, 60 and 10 to 60, 10 and 5 per cent.
Jowitt's, English list, 25 to 27½ per cent.
Nicholson File Co.'s "Simplicity" file handle, per gross 85c. to \$1.50.

GLASS.

Window. Box Price.

Size United Inches.	Star Per 50 ft.	Star Per 100 ft.	D Diamond Per 50 ft.	D Diamond Per 100 ft.
Under 26	2 20	4 25	. . . .	6 25
26 to 40	2 40	4 65	. . . .	6 75
41 to 50	. . . .	5 10	. . . .	7 50
51 to 60.	. . . .	5 35	. . . .	8 50
61 to 70	. . . .	5 75	. . . .	9 75
71 to 80.	. . . .	6 25	. . . .	11 00
81 to 85.	. . . .	7 00	. . . .	12 55
86 to 90		7 75	. . . .	15 00
91 to 95.	. . . .	. . . .	. . . .	17 50
96 to 100. . . .	. . . .	. . . .		20 56

GAUGES.

Marking, Mortise, Etc

Stanley's, discount 50 to 55 per cent

Wire Gauges.

Winn's, Nos. 26 to 33 each 1 65 2 40

HALTERS

Rope, ⅜-inch . . . . . . per gross .
Rope, ½ " . . . " . . 9 00
Rope, ¾ to ⅞-inch . . . . " . 14 00
Leather, 1-inch. . . . . per doz. 3 87½ 4 00
Leather, 1¼ " . . . " 5 15 5 20
Web. . . . . " 1 87 2 45

HAMMERS

Nail

Maydole's, discount 5 to 10 per cent Canadian discount 25 to 27½ per cent.

Tack

Magnetic . . . . . per doz. 1 10 1 20

Sledge

Canadian . . . . . . per lb 0 07½ 0 08½

Ball Pean

English and Canadian, per lb 0 22 0 25

HANDLES

Axe. . . . per doz net 1 50 3 00
Store door . . . . . per doz 1 00 1 50

Fork

C & B , discount 40 per cent , revised list.

Hoe

C & B , discount 40 per cent., revised list

Saw

American . per doz 1 00 1 25

Plane.

American . . . . per gross 3 15 3 75

Hammer and Hatchet.

Canadian, discount 40 per cent

Cross-Cut Saws

Canadian . . . per pair . 0 13¾

HANGERS doz pairs

Steel barn door. 5 85 6 00
Stearns, 4-inch 5 00
" 5-inch 6 50
Lane's covered
No. 11, 5-foot run 8 40
No 11½, 10 foot run 10 80
No 12, 10-foot run. 12 60
No 14, 15-foot run. 21 00
Lane's O.N T track, per foot . . . 0 04½

HARVEST TOOLS

Discount 60 and 10 per cent

HATCHETS.

Canadian, discount 40 to 42½ per cent

HINGES.

Blind, Parker's, discount 16⅔ per cent
Heavy T and strap, 4-in , per lb . . 0 06½
" " 5-in , " . . . 0 06¼
" " 6-in , " 0 06
" " 8-in , " . . . 0 05¾
" " 10-in , " 0 05½
Light T and strap, discount 65 and 5 per cent
Screw hook and hinge
6 to 10 in. . . . . per 100 lb . . . 4 50
12 in. up. . . . . " . . . 3 25
Spring. . . . . . . per gro pairs 10 50

HOES.

Garden, Mortar, etc , discount 60 to 60 and 10 per cent
Planter. . . . . per doz 4 00 4 50

HOLLOW WARE

Discount 45 and 5 per cent

HOOKS

Cast Iron

Bird cage. . . . . per doz 0 50 1 10
Clothes line . . . . . . " 0 27 0 63
Harness. . . . . " 0 72 0 88
Hat and coat . . . . . per gro 1 00 3 00
Chandelier . . per doz 0 50 1 00

Wrought Iron.

Wrought hooks and staples, Canadian discount 47½ per cent

Wire

Hat and coat, discount 45 per cent
Belt . per 1,000 0 60
Screw, bright, discount 55 per cent

HORSE NAILS

"C" brand, 40, 10 and 7½ per cent off list } Oval
"M" brand, 50, 10 and 5 per cent } head
Countersunk, 65 per cent
"Monarch," 65 per cent
"Peerless" 50 and 7½ per cent dis

HORSESHOES

Iron Shoes	F O B Montreal No 2 and larger	No 1 and smaller
Light, medium and heavy	3 35	3 60
Snow shoes	3 60	3 85
Steel Shoes		
Light	3 45	3 70
Featherweight (all sizes)	4 85	4 85

F O B Toronto, Hamilton, London and Guelph, 10c per keg additional
Toe weight steel shoes 6 70

JAPANNED WARE

Discount 45 and 5 per cent off list, June 1899

ICE PICKS

Star per doz 3 00 3 25

KETTLES

Brass spun, 7½ per cent discount off new list
Copper per lb 0 30 0 50
American, 60 and 10 to 65 and 5 per cent

KEYS

Lock, Canadian dis 40 to 40 and 10 per cent
Cabinet, trunk and padlock,
American . per gross 0 60

KNOBS

Door, japanned and N.P , per doz. . . 1 50 2 50
Bronze, Berlin . per doz 2 75 3 25
Bronze, Genuine " 6 00 9 00
Shutter, porcelain, F & L screw . . . per gross 1 30 4 00
White door knobs per doz 0 95 1 00

HAY KNIVES

Net prices

LAMP WICKS

Discount, 60 per cent

LANTERNS

Cold Blast . . . per doz 7 00
No 3, "Wright's" . . " 8 50
Ordinary, with O burner " 4 00
Dashboard, cold blast " 9 00
No 0 . . . " 5 75
Japanning, 50c per doz. extra

LEMON SQUEEZERS

Porcelain lined . . per doz 2 20 5 60
Galvanized . . . . . " 1 87 3 85
King, wood . . " 2 75 2 90
King, glass . . " 4 00 4 50
All glass . . . . . " 0 50 0 90

LINES

Fish . . . . per gross 1 05 2 50
Chalk . . . . . . " 1 90 7 40

LAWN MOWERS

Woodyatt, 12-in wheel . . . 7 50
Star " 5 50
Daisy " . 4 90
Philadelphia, 10-in wheel 6 00
Ontario, " . 12 75
Discount, 50 per cent

LOCKS

Canadian, 40 to 40 and 10 per cent
Russell & Erwin. . per doz 3 00 3 25

Cabinet

Eagle, discount 30 per cent

Padlocks

English and Am per doz 0 50 6 00
Scandinavian " 1 00 2 40
Eagle, discount 20 to 25 per cent

MACHINE SCREWS

Iron and Brass

Flat head, discount 25 per cent
Round head, discount 20 per cent

MALLETS

Tinsmiths per doz 1 25 1 50
Carpenters', hickory, " 1 25 3 75
Lignum Vitae " 3 85 5 00
Caulking, each 0 60 2 00

MATTOCKS

Canadian per doz 5 50 6 50

MEAT CUTTERS

American, discount 33⅓ per cent
German, 15 per cent
Gem each 1 15

MILK CAN TRIMMINGS

Discount 25 per cent

NAILS	Cut	Wire
2d and 3d	3 45	3 45
3d	3 10	3 12
4 and 5d	2 85	2 95
6 and 7d	2 75	2 80
8 and 9d	2 60	2 60
10 and 12d	2 55	2 55
16 and 20d	2 50	2 50
30, 40, 50 and 60d (base)	2 45	2 45

Cut nails in carlots 5c less
Wire nails in carlots are \$2 40
Cut nails in carlots are \$2 40 base
Galvanizing 2c per lb net extra
Steel cut nails 10c extra
Miscellaneous wire nails, discount 75 per cent
Coopers nails, discount 30 per cent
Flour barrel nails, discount 25 per cent

NAIL PULLERS

German and American 1 [illegible] [illegible]

NAIL SETS

Square, round and octagon per gross [illegible] 4 [illegible]
Diamond 12 00 1[illegible]

POULTRY NETTING

2-in Mesh, 19 w g , dis 60, 10 and 5 per cent
2-in Mesh, 18 w g and heavier 50 p c

OAKUM

Navy per 100 lb [illegible]
U S Navy " 7 [illegible]

OILERS

McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 00
Zinc and tin, discount 50, 50 and 10 per cent
Copper per doz 1 25 3 [illegible]
Brass " 1 50 3 [illegible]
Malleable, discount 25 per cent

GALVANIZED PAILS

Dufferin pattern pails, discount 45 per cent
Flaring pattern, discount 45 per cent
Galvanized washtubs, discount 45 per cent

PIECED WARE

Discount 40 per cent off list June 1899
10-qt flaring sap buckets, discount 40 per cent
6, 10 and 14 qt flaring pails dis 40 per cent
Creamer cans, discount 40 per cent

PICKS

Per dozen 6 00 9 00

PICTURE NAILS

Porcelain head per gross 1 35 1 50
Brass head " 0 40 1 00

PICTURE WIRE

Tin and gilt, discount 75 per cent

PINE TAR

½ pint in tins per gross 7 [illegible]
1 " " " [illegible]

PLANES

Wood bench, Canadian discount 40 per cent American discount 50 per cent
Wood, fancy Canadian or American, 37½ to 40 per cent

PLANE IRONS

English per doz 2 00 5 00

PLIERS AND NIPPERS

Button's genuine per doz pairs, discount 37½ to 40 per cent
Button's imitation per doz 5 00 9 00
German " 0 60 2 60

PLUMBERS BRASS GOODS

Standard Compression work, dis 60 per cent
"J M T" Cushion work discount 50 per cent
Fuller work discount 65 per cent
6 dozen lots and over of the above extra discount 10 per cent
Lever handle Stops and Waste discount [illegible] per cent With, in lots of 2 dozen and over an extra discount of 10 per cent
"J M T" Globe Angle and Check Valves discount [illegible] per cent
Standard Globe Angle and Check Valves discount 65 per cent
"J M T" Radiator Valves, discount [illegible] per cent
Standard Radiator Valves, discount [illegible] per cent
Patent Quick Opening Valves discount [illegible] per cent
No 1 compression bath cock [illegible]
No 4 [illegible]
No 7 Fuller's [illegible]
No 4½ [illegible]
Patent Compression Cushion [illegible] cock, hot and cold [illegible]
Patent Compression Cushion [illegible] cock, No 2208 2 [illegible]
Square head brass cocks, discount [illegible] per cent
[illegible]
Competition Globe Angle and Check Valves discount [illegible]
Competition Quick Opening Radiator Valves discount [illegible]

WINDOW GLASS —TO IMPORT.

Prompt Deliveries

EVERY KIND OF PLATE AND WINDOW GLASS IN STOCK.

BENT GLASS of all kinds, our own manufacture. **Closest Prices.**

TORONTO PLATE GLASS IMPORTING CO.,

Hill & Rutherford

Warerooms and Offices—135 to 143 Victoria St.
Bending Works—209 to 213 Victoria St.

TORONTO

PRESSED SPIKES

Discount 22½ per cent

PULLEYS

Hothouse	per doz	0 55	1 00
Axle	"	0 22	0 33
Screw	"	0 27	1 00
Awning	"	0 35	2 50

PUMPS

Canadian cistern	1 80	3 60
Canadian pitcher spout	1 40	2 10

PUNCHES

Saddler's	per doz	1 00	1 85
Conductor's	"	9 00	15 00
Tinners', solid	per set		0 72
" hollow	per inch		1 00

RANGE BOILERS

Dominion, 30 gallon	net		6 00
" 35 "	"		7 00
" 40 "	"		8 00
Ronald's Galvanized, 30 gallon,	"		7 40
" " 35 "	"		8 40
" " 40 "	"		9 60
Copper, 30 gallon	"		22 00
" 35 "	"		24 00
" 40 "	"		28 00

Discount off copper boilers 15 per cent.

RAKES

Wood, per doz net 1 20 up.

RAZORS. per doz.

Elliot's	4 00	18 00
Geo. Butler & Co.'s	4 00	18 00
Boker's	7 50	11 00
" King Cutter	12 50	15 00
Wade & Butcher's	3 60	10 00
Theile & Quack's	7 00	12 00
Bailey's	6 00	12 00
Bailey's Brantford	10 00	11 00
Cayo Magnetic		15 00
Griffon Barber's Favorite		10 75
Griffon No. 65		13 00
Griffon Safety Razors		13 50
Griffon Stropping Machines		13 50

REGISTERS

Discount 40 per cent

RIVETS AND BURRS

Iron Rivets, black and tinned, discount 60 and 10 per cent.
Iron Burrs, discount 55 per cent
Extras on Iron Rivets in 1-lb cartons, ½c per lb.
Extras on Iron Rivets in ½-lb cartons, 1c per lb.
Copper Rivets, with usual proportion burrs, 45 per cent. discount. Cartons, 1c per lb. extra, net.
Copper Burrs only, discount 30 and 10 per cent.
Extras on Tinned or Coppered Rivets, ½-lb. cartons 1c per lb

RIVET SETS

Canadian, discount 35 to 37½ per cent

ROPE, ETC

Sisal	0 12
Pure Manilla	0 14
"British" Manilla	0 12
Cotton, 3-16 inch and larger	0 16
" 5-32 inch	0 21
" ¼ inch	0 22
Russia Deep Sea	0 15
Jute	0 08
Lath Yarn single	0 11
" double	0 11
Seal hard cord, 48 feet per doz	0 65
" 60 feet "	0 80
" 72 feet "	0 95

RULES

Boxwood, discount 55 and 10 per cent.
Ivory, discount 37½ to 40 per cent

SAD IRONS

Mrs. Potts, No 55, polished	per set	0 70
" No 50, nickle plated	"	0 80

SAND AND EMERY PAPER

B & A sand discount, 40 and 5 per cent
Emery discount 40 per cent
Garnet (Raymond's) 5 to 10 per cent advance on list

SAP SPOUTS.

Bronzed iron with hooks ....per 1,000 9 50

SAWS

Hand, Disston's, discount 12½ per cent.
S & D., discount 40 per cent.
Crosscut, Disston's per foot 0 35 0 55
S & D., discount 35 per cent on Nos 2 and 3
Hack, complete each 0 75 2 75
" frame only 0 75

SASH WEIGHTS.

Sectional ....per 100 lb.	2 50	2 75
Solid "	1 75	2 00

SASH CORD.

Per lb 0 23 0 30

SAW SETS. per doz

Lincoln and Whiting	4 75
Hand Sets, No. 1 Woodyatt (Morrill)	4 25
X-Cut Sets, No 3 Woodyatt (Morrill)	9 50

SCALES.

Burrow, Stewart & Milne
Imperial Standard, discount 40 per cent.
Weigh Beams, discount 35 per cent
Champion Scales, discount 55 per cent.
Fairbanks standard, discount 35 per cent
" Dominion, discount 55 per cent
" Richelieu, discount 55 per cent.
Warren's new Standard, discount 40 per cent.
" " Champion, discount 55 per cent.
" Weighbeams, discount 35 per cent.

SCREW DRIVERS.

Sargent's ...per doz. 0 65 1 00

SCREEN DOORS.

Common doors, 2 or 3 panel, walnut stained, 3-in style, ...per doz. 6 60
Common doors, 2 or 3 panel, yellow and green stained, 3-in. style, ..per doz 6 80
Common doors, 2 or 3 panel, in natural colors, oil finish ....per doz. 8 15
4-in. style 20c. per dozen extra.

SCREWS.

Wood, F. H., bright and steel, discount 87½ and 10 per cent.
Wood, R. H., bright, dis. 82½ and 10 per cent
" F. H., brass, dis. 80 and 10 per cent.
" R. H., " dis. 75 and 10 per cent.
" F. H., bronze, dis. 75 per cent.
" R. H. " dis. 70 per cent.
Drive Screws, dis. 87½ and 10 per cent
Bench, wood ...per doz. 3 25 4 00
" iron " 4 25 5 00
Set, case hardened, dis 60 per cent.
Square Cap, dis 50 and 5 per cent
Hexagon Cap, dis. 45 per cent.

SCYTHES.

Per doz. net 5 00 8 00

SCYTHE SNATHS.

Canadian, discount 40 per cent.

SHEARS.

Bailey Cutlery Co., full nickeled, discount 60 and 2½ per cent.
Bailey Cutlery, Japan Handles, discount 67½ per cent.
Seymour's, discount 50 and 10 per cent

SHOVELS AND SPADES

Canadian, discount 40 and 5 per cent

SINKS.

Cast iron, 16 x 24	0 85
" 18 x 30	1 00
" 18 x 36	1 40

SNAPS.

Harness, German, discount 25 per cent
Locks, Andrews 4 50 11 50

SOLDERING IRONS.

1, 1½ lb	per lb	0 37
2 lb. or over	"	0 34

SQUARES

Iron, No 493	per doz	2 40	2 55
" No 494	"	3 25	3 40

Steel, discount 60 to 60 and 5 per cent
Try and Bevel, discount 50 to 52½ per cent.

STAMPED WARE.

Plain, discount 75 and 12½ per cent off revised list
Retinned, discount 75 per cent off revised list

STAPLES.

Galvanized	3 25	3 50
Plain	2 90	3 15

Coopers, discount 45 per cent
Poultry netting staples, discount 40 per cent.

STOCKS AND DIES.

American discount 25 per cent

STONE.

Washita	per lb.	0 28	0 60
Hindostan	"	0 06	0 07
" slip	"	0 09	0 09
Labrador	"		0 13
" Axe	"		0 15
Turkey	"		0 50
Arkansas	"		1 50
Water-of-Ayr	"		0 10
Scythe	per gross	3 50	5 00
Grind, 2-in., 40 to 200 lb., per ton			25 00
" " under 40 lb. "			28 00
" under 2 in. thick, "			29 00

STOVEPIPES.

5 and 6 inch, per 100 lengths		7 00
7 inch	" "	7 50

ENAMELINE STOVE POLISH.

No 4, 3 doz. in case, net cash		4 80
No. 6, 3 doz in case, "		8 40

TACKS, BRADS, ETC

Cheese box tacks, blued 80 and 12½
Trunk tacks, black and tinned 85
Carpet tacks, blued 80 and 15
" " tinned 80 and 20
" " (in kegs) 40
Cut tacks, blued, in dozens only 80
" ¼ weights 60
Swedes cut tacks, blued and tinned
In bulk 80 and 10
In dozens 75
Swedes, upholsterers', bulk ....85, 12½ and 12½
" brush, blued and tinned bulk 70
Swedes, gimp, blued, tinned and japanned 75 and 12½
Zinc tacks 35
Leather carpet tacks 55
Copper tacks 50
Copper nails 52½
Trunk nails, black 65 and 5
Trunk nails, tinned 65 and 10
Clout nails, blued 65 and 5
Chair nails 35
Patent brads 40
Fine finishing 40
Lining tacks, in papers 10
" " in bulk 15
" " solid heads, in bulk 75
Saddle nails, in papers 10
" " in bulk 15
Tufting buttons, 22 line, in dozens only 60
Tin capped trunk nails 25
Zinc glaziers' points 5
Double pointed tacks, papers 90 and 10
" " " bulk 40
Shoe nails 60
Clinch and duck rivets 45

TAPE LINES.

English, ass skin ...per doz.	2 75	5 00
English, Patent Leather ...	5 50	9 75
Chesterman's ...each	0 90	2 85
" steel ... each	0 80	8 00

TINNERS' SNIPS.

Bailey's, discount 25 per cent.

THERMOMETERS

Tin case and dairy, discount 75 to 75 and 10 per cent.

TRAPS (steel.)

Game, Newhouse, discount 25 per cent
Game, H & N., P. S. & W., 65 per cent
Game, steel, 72½, 75 per cent

TROWELS.

Disston's, discount 10 per cent
German ... per doz 4 75 6 00
S & D., discount 35 per cent

TWINES.

Bag, Russian	per lb		0 27
Wrapping, cotton, 3 ply			0 19
" " 4-ply			0 23
Mattress	per lb	0 33	0 45
Staging	"	0 27	0 35

VISES.

Wright's		0 13½
Brook's		0 12½
Pipe Vise, Hinge, No. 1		3 50
" " " No. 2		5 50
Saw Vise	4 50	9 00

ENAMELLED WARE.

White, Princess, Turquoise, Blue and White, discount 50 per cent
Diamond, Famous, Premier, discount 50 and 10 per cent
Granite or Pearl, Imperial, Crescent, discount 50, 10 and 10 per cent.

WIRE.

Smooth Steel Wire.

No. 0-9 gauge		$2 50
10 "		6c. extra.
11 "		12c. "
12 "		20c. "
13 "		30c. "
14 "		40c. "
15 "		55c "
16 "		70c. "

Add 60c. for coppering and $2 for tinning.
Extra net per 100 lb.—Oiled wire 10c., spring wire $1.25, special hay baling wire 30c., best steel wire 75c., bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb. hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.
Fine Steel Wire, discount 25 per cent. List of extras: In 100-lb. lots: No. 17, $5 No. 18, $5.50 No. 19, $6 No. 20, $6.65 No. 21, $7 No. 22, $7.30 No. 23, $7.65 No. 24, $8 No. 25, $9 No. 26, $9.50 No. 27, $10 No. 28, $11 No. 29, $12 No. 30, $13 No. 31, $14 No. 32, $15 No. 33, $16 No. 34, $17. Extras net tinned wire, Nos. 17-25, $2 Nos. 26-31, $4 Nos. 32-34, $6. Coppered, 5c. oiling, 10c in 25-lb bundles, 15c. in 5 and 10-lb. bundles, 25c. in 1-lb. hanks, 25c in ½-lb. hanks, 38c. in ¼-lb. hanks, 50c. packed in casks or cases, 15c. bagging or papering, 10c.
Brass wire, discount 62½ per cent. off the list.
Copper wire, discount 62½ per cent. net cash 30 days, f.o.b factory.
Galvanized wire, per 100 lb. Nos. 4 and 5, $3.70 to $3.90. Nos. 6, 7, 8, $3.15 to $3.35. No. 9, $2.65 to $2.85. No. 10, $3.20 to $3.40. No. 11, $3.25 to $3.45. No. 12, $2.80 to $3. No. 13, $3.90 to $4.10. No. 14, $3.75 to $3.95. No. 15, $4.30. No. 16, $4.30. Base sizes, Nos 6 to 9, $2.27½ f.o.b. Cleveland. In carlots 12½c. less.
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VOL. XV. MONTREAL AND TORONTO, JANUARY 24, 1903. NO. 4.

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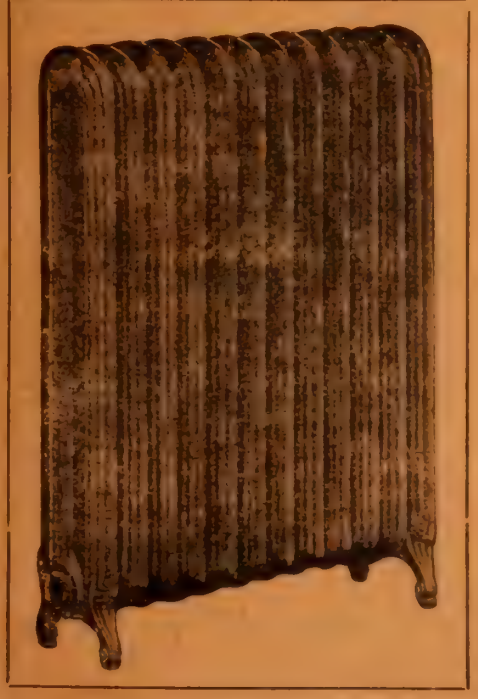

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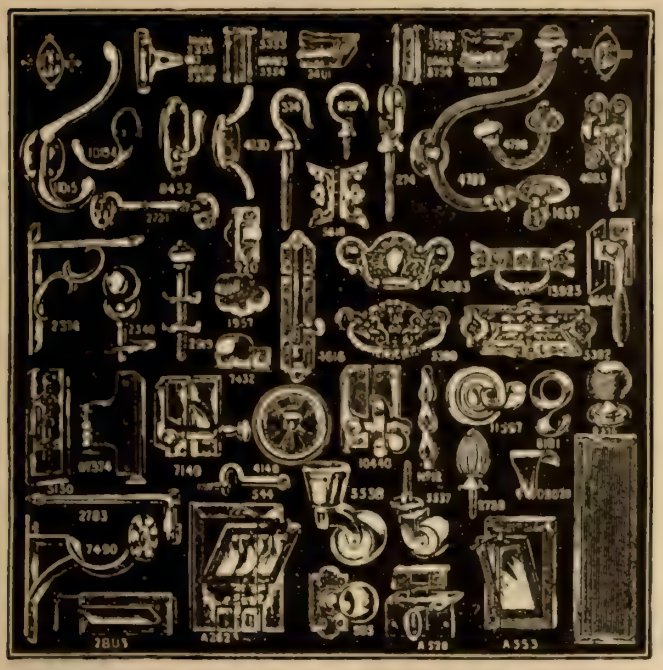

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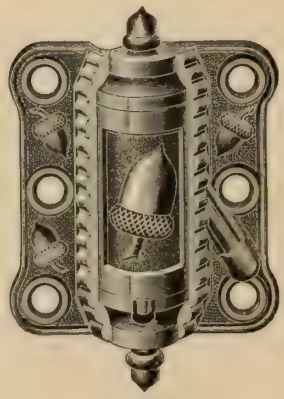

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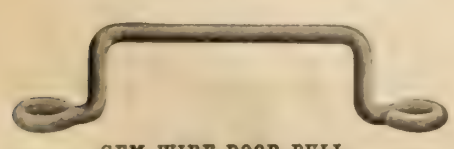

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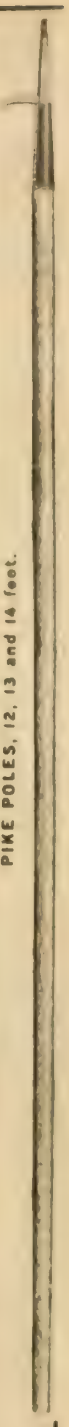

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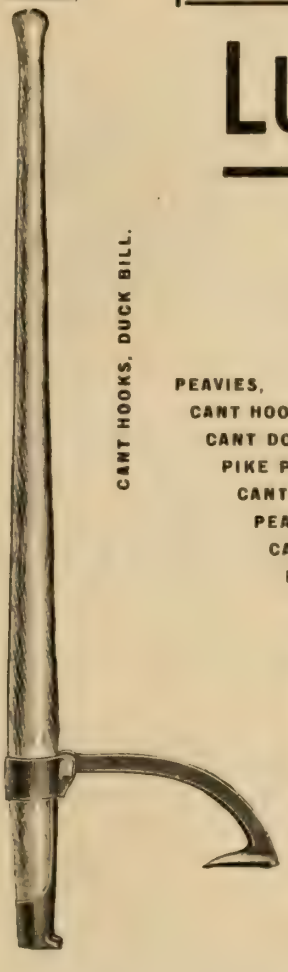

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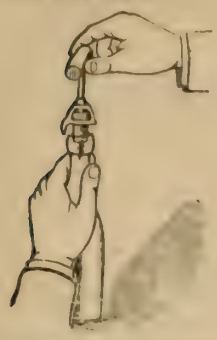

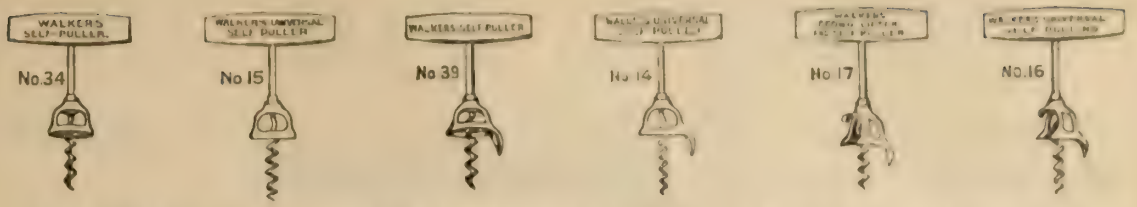

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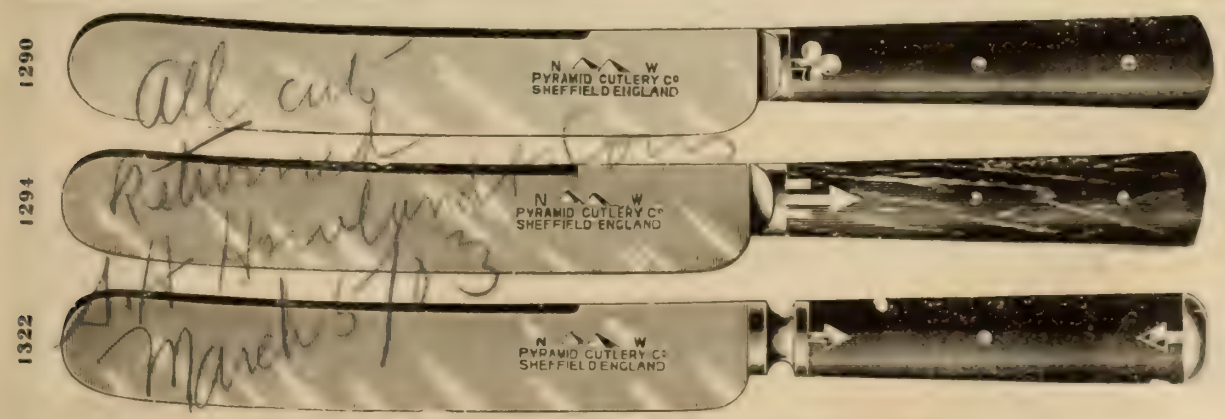

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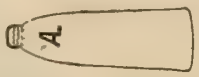

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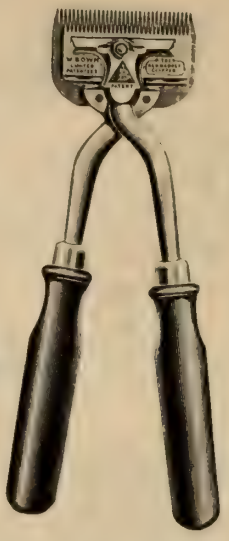
Lowest prices on Mantles, Shades, Chimneys, Globes and Sundries.

AUER LIGHT CO., MONTREAL.

BOWN'S "NEWMARKET" Clipper.

PATENTED 1874.

The King of Centre-Adjustment Clippers still remains unsurpassed after a run of nearly THIRTY YEARS



The Improved B. PATTERN "NEWMARKET" may now be obtained from all jobbers.

Detachable Plates.
Improved Cap with Long Bearing.
Rigidity and Easy Running.
Accurately Machined and Perfectly Fitted.

All Parts Interchangeable.

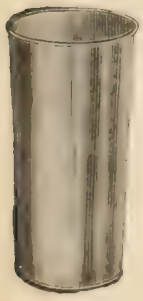
MANUFACTURED SOLELY BY

BURMAN & SONS, LIMITED

BIRMINGHAM, ENGLAND.

Supplies for the Maple Syrup Season.

Sap Buckets . . .



—EXTRA DEEP AND STRAIGHT.
—THREE SIZES.

They possess many advantages over the ordinary flaring Buckets—being small in diameter they do not catch the rain or snow, and as they are very deep, they hang perpendicularly, and consequently will not overflow until full.

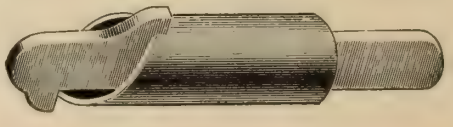
—Covers supplied if required.
—They nest close for shipping or storing.

We can also supply the ordinary Flaring or Western Sap Pails.

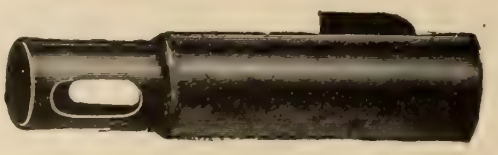
E. T. Sap Spouts.

MADE OF RETINNED STEEL—STRONG AND DURABLE.

Only require a ⅜-in. hole in tree.
It does not cover the inside surface of the hole; therefore a larger amount of sap is obtained.
Packed in card-board boxes.



Maple Leaf Sap Spouts.



Made in Bronzed Steel.
Require a ½-in. hole.
Has a shoulder which prevents it being driven in too far.
The hole in the tree is not exposed to wind and snow; consequently, sap will flow longer.
Packed in card-board boxes.

Syrup Cans, round or square.

Plain or decorated. Made in ¼, ½, and 1 gallon sizes.
Either Wine or Imperial Measure.

A full stock carried in all lines; orders shipped promptly.

KEMP MANUFACTURING COMPANY,

TORONTO, CANADA.

HARDWARE AND METAL

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LOWER PRICES ON WIRE.

REDUCTIONS in barb and galvanized wire are reported this week. The base price of barb wire is now $2.55 from Cleveland, a reduction of 12½c., though the price of carlots is only lowered 10c., the quotation now being $2.45. From stock, Toronto, the price is $2.80, a decline of 20c. Three numbers of galvanized wire, Nos. 9, 12 and 13, show reductions of 15c., the prices being: No. 9, $2.50; No. 12, $2.65; No. 13, $2.75.

The cause of the reduction is the competition of German wire, which has been selling somewhat freely, about 5 per cent. of last year's total consumption of wire in Canada, having come from Europe. Toronto jobbers state that it is generally conceded that wire produced in Montreal or Cleveland reaches the consumer in much better shape than does the wire which has had to cross the big salt-water pond. Yet the price made a demand for it and an attempt is being made to satisfy the entire Canadian market with Montreal or Cleveland wire, hence the reduction.

THE LATE SENATOR WOOD.

NO death in Canada of recent years, among the ranks of business men, has probably excited so much interest and regret as the demise of Senator Wood of Hamilton.

We believe, with one exception, that his active interest in the hardware trade extended over a larger number of years than any other man in it, while the firm of which he was the honored head is known far and wide throughout the country.

But aside altogether from his long sevice and the importance of the firm with which he was connected he possessed a genial and striking personality that brought him into prominence in public as well as in commercial life.

While in the House of Commons, and later as a member of the Senate, he applied to the affairs of State the business principles which for over half a century had been the foundation of his success in commercial life. He is gone. And while he has not for some years taken a very active part in the affairs of his own business, the commercial interests of the country as well as the affairs of State will lose by his departure.

A SCARCITY OF COKE.

THE effect of the coal strike is now being felt in Canada in a new way. The output of coke has been curtailed owing to the heavy demand for soft coal for fuel. As a result of this the blast furnace at Hamilton has been compelled to reduce its output. On Friday last the following letter was sent out by The Hamilton Steel and Iron Co., Limited, to some of the largest purchasers of pig iron:

We regret to advise you that owing to the difficulty we are experiencing in getting coke forward we have been obliged to slow down our blast furnace which, of course means a reduction in our product. We are putting forth every effort to get the railway companies and the coke companies to ship the coke but so far the measure of our success has been small. We notify you as to this condition of affairs as you may wish to procure some pig iron elsewhere in order to ensure you against any stoppage at your works.

"This is more serious than one might think," said the manager of one of the largest foundries in Canada to HARDWARE AND METAL. "The blast furnaces are now sold months ahead of their output, and a stoppage of such a furnace so important to Ontario founders might mean that more than one foundry or machine shop in the Province would be much embarrassed, if not compelled to shut down."

How serious the situation may be will, of course, depend on future developments which will be followed with an interest almost akin to anxiety.

BUSINESS MEN IN UNIVERSITY AFFAIRS.

MCGILL UNIVERSITY	TORONTO UNIVERSITY
[illegible]	Sir W R Meredith
[illegible]	Min Minister of Education
[illegible]	Hon Chas Moss.
[illegible]	James Loudon, M A
[illegible]	Maurice Hutton, M.A
[illegible]	John Hoskin, K C
[illegible]	Rev N Burwash, M A
[illegible]	Rev J R Teefy, M A
[illegible]	Rev J P Sheraton, M A, D D
[illegible]	Rev W Caven, D D
[illegible]	R Ramsay Wright, M A, B Sc
[illegible]	R A Reeve, B A, M D
[illegible]	J Galbraith, M A, C E
[illegible]	Hon Edward Blake, M A, K C, M P
[illegible]	Larratt W Smith, K C
[illegible]	Hon Sir Wm Mulock, K C M G, M A, K C, M P
[illegible]	G M Wrong, M A
[illegible]	A Kirschmann, Ph D
[illegible]	A H F Lefroy, M A
[illegible]	A McPhedran, M B
[illegible]	A Primrose, M B, C M
[illegible]	Rev E J O'Neill
[illegible]	J. J. Cassidy, M.D
[illegible]	Hon S H Blake, B A
[illegible]	N. W. Hoyles, B.A
[illegible]	Rev J. Ballantyne, B.A.
[illegible]	W M Clark, Esq, K C
[illegible]	A J Bell, B.A., Ph.D
[illegible]	J Squair, B.A
[illegible]	Z A Lash, K C
[illegible]	D J G. Wishart, B.A., M D, C M
[illegible]	W Oldright, M.A., M.D
[illegible]	Rev. W P. Dyer, M.A., D.D.
[illegible]	J. Mills, M.A
[illegible]	J B Willmott, D.D S., M.D S.
[illegible]	W H. Ellis, M.A., M B
[illegible]	F. H. Torrington, Mus Doc
[illegible]	C S. Heelmer, Phm.B
[illegible]	A Smith, F.R.C.V S
[illegible]	A. Baker, M.A.
[illegible]	W Dale, M.A
[illegible]	Hon Sir J A Boyd, M A., LL D
[illegible]	A. B. Aylesworth, M.A
[illegible]	J. Chisholm, B.A.
[illegible]	J L Macdougall, M A, C.M.G.
[illegible]	A B. Macallum, M.A., M.B., Ph D
[illegible]	J H Coyne, B.A.
[illegible]	W Houston, M A.
[illegible]	W. J. Loudon, B.A.
[illegible]	C G Snider, B A.
[illegible]	J King, M.A
[illegible]	A H Reynar, M A
[illegible]	A R Bain, M A
[illegible]	J J. Maclaren, M A
[illegible]	A. Carman, M.A., D.D.
[illegible]	F C Colbeck, B A
[illegible]	W. R. Riddell, B.A., LL D
[illegible]	Hon W P R Street, LL B
[illegible]	W H B Aikins, M D
[illegible]	I H Cameron, M B
[illegible]	J M McCallum, B A, M D
[illegible]	A H Wright, B A, M D
[illegible]	C H Mitchell, C E
[illegible]	J Henderson, M A
[illegible]	H I Strange, B A

THERE is a storm gathering in Ontario, chiefly among business men, over Provincial University affairs. It is growing slowly, but it is coming.

The Province has contributed liberally to the financial support of the apex of its much-vaunted educational system, and it has sent from every county the young men no country in the world has ever produced better raw material—to be moulded into great citizens. Instead, it has turned out indifferent lawyers, doctors and clergymen by the dozen.

The results have been most disappointing; and it is the fault of the system, and the system is due to the inferior administration.

On the other hand, McGill, the leading Quebec university, is doing such good, practical work for the students handed over to her charge that Toronto citizens some of them identified with Toronto University—are actually sending their sons to Montreal to be trained. Graduates of Toronto University often have difficulty in getting a start in life: recently, every engineering student in McGill University had an offer of a place long before he graduated.

Compare the governing bodies of both institutions in the parallel columns above. This is the direct explanation. A similar comparison of the teaching staffs is the indirect, for they are selected by the governors. One is a committee of giants most of them men with world-wide reputations; great men; men who have accomplished great things. The other has a few men who are undoubtedly leaders in their special fields, but the majority have never made mark enough in anything to be entrusted with a scheme for training the greatest asset Canada has, and there is not one business man in the whole body.

Toronto University is run by clergymen, doctors, lawyers and musicians. The whole aim is to lay out a course to train men for these professions and the country is overrun with them.

Canada has developed in the last few years from a colony to a nation—to be reckoned with in the commercial affairs of the world. We must not only hold a place, but we must aim to lead. We can only lead by thoroughly educating our young men in the most practical way. We are now far behind many other countries in this respect, and it is only by the natural intelligence of our people that we have progressed so far.

While a comparison is made with McGill College, it is not for the purpose of exciting unfriendly rivalry, but to show Ontario, from an example at her doors, what progress is being made. McGill is far in advance of Toronto, but she has still much to do in some respects before she comes into the company of some of the United States and European colleges. But with her great resources and her broad-minded, able Principal she should soon hold her own with any college in the world.

The time will come before long when the interests of Canada will demand an understanding between all our colleges to prevent a certain amount of overlapping and for doing more effective work.

A PLAN THAT FAILED.

THE profit-sharing system of doing business has many advocates, as indeed have all plans of conducting business in which employers and employes have a financial interest in the firm or company. But, perhaps, of them all, that wherein the stock is given to the employes or where the year's profits are shared and used to buy their stock in the company has the least chance of becomming successful. The object of all such methods, apart from the philanthropic motives which may guide some employers, is to inspire in the workers that same desire for the company's success as exists in the minds and hearts of the proprietors. But this result is not likely to be assured where the stock is given instead of being sold to the employe. In the latter case he has a direct interest in getting value for money invested, just as has the employer.

A case where the profit-sharing system failed was that of The American Window Glass Co., of Pittsburg. In 1900, 5,000 shares of the common stock of the company were to be given to the workmen's association. The men did not have to invest any money. They were to have representation on the board, and the stock was to be paid for out of the dividends. It was turned over to the workmen in this way at $30 a share. In return for this the workmen were to give nothing but their full attention to the work, with a view to furthering the business of the company.

In spite of this, out of the 1,700 pots which was the capacity of the company's factories, only 1,000 were operated, owing to the fact that the workmen did not supply skilled labor, and the company had to withdraw its profit-sharing plan.

THE DEPRESSION IN GERMANY.

IT is practically impossible to sustain an industry under the strain of unnatural conditions. A better illustration of this would hardly be found than is given by the condition of the iron and steel industries of Germany to-day, as evidenced by the following from Kuhlow's German Trade Review, Berlin :

In the Iron and Steel Trades of Germany matters up to now have continued to progress from bad to worse, and a feeling of despondence largely prevails amongst those best competent to judge as to prospects in the near future. The more sanguine look for a change later on, but few expect that any real improvement will be reached until pools and syndicates are done away with and prices come to be regulated in a natural way. At present German consumers are paying artifically high prices, while artifically low ones are quoted for export, and a striking instance of the extravagancies which this price policy has reached was afforded in a statement just made at a meeting of Rhine-Westphalian Boiler works. A resolution was adopted by these manufacturers asserting that the existing difficult plight of their industry was intensified by the fact that the export price of German plates and pipes for boilers is so low that they can be shipped abroad, reimported, and transported into the heart of Germany at a lower cost than by purchasing them direct from the rolling mills.

The latest reports from Rhenish-Westphalia represent the feeling in the trade as one of growing uncertainty. The home consumption of crude iron is diminishing, and sales are made under harder conditions. The wire trade is described as suffering especially from low prices at home and growing competition abroad. On the other hand, building operations have kept up well during the autumn, and this has created a steady demand for girders and other structural forms of steel. Even in this department, however, dealers are now slow to to place orders, as they expect lower prices.

German iron and steel manufacturers, in their desire to prevent the demoralization threatened their industries by the depression prevailing in that country during the last year or two, organized a large syndicate or pool to control prices on the home market and for export. They argued that if they could export a large enough proportion of their production they could maintain prices at home, so they contributed to a fund out of which a liberal bonus is paid for every ton of their lines exported. The result has been as manifested in the extract above, prices were raised at home and lowered for export. Owing to the depression, the demand for iron and steel materials became reduced as prices advanced. Then a large proportion had to be exported, so prices were again lowered, and an attempt to recoup this loss was made by further enhancement of values on the home market. The ultimate result is the absurd conditions above noted, and Kuhlow's Trade Review, an organ of the manufacturing interests of the country, now says that pools and syndicates must be done away with.

HAVE ATTENDED TO BUSINESS.

SPECULATION is altogether too rife among business men, especially in the cities, throughout Canada to-day. It is, therefore, refreshing to read the following statement from Mr. Wm. Murray, Vancouver, manager of the Canadian Bank of Commerce :

Vancouver to day possesses an air of solidity it never had before. Men of sound business principles are at the head of the business institutions of the city. The wholesale as well as the retail trade of the city is in exceptionally fine shape. Business men during the past twelve months have been attending strictly to the management of their various enterprises, and leaving outside speculation severely alone, with a result which has been greatly beneficial to them individually, and also to the community. Real estate shows a healthy condition and while many turnovers have been made within the past eight months it is most gratifying to note that property purchasers have proved builders, and not much land is moving for the purposes of speculation.

Vancouver is to be congratulated, in the first place that its business men have realized that they will make the best permanent progress by concentrating their energies on their own business enterprises; and in the second place that the land of the city is going into the hands of progressive business men rather than into the grip of those who would hold it for the rise in values due to, the improvement of adjacent properties.

BANK BRANCH WANTED

"HARDWARE AND METAL would do a good turn to many business men," said a wide-awake traveller the other day, "if it would suggest to some of those new banks the advisability of establishing a branch bank at Cardinal, Ont. The chartered bank nearest to that town is at Pre-cott, 12 miles away to the west. The nearest on the east is Morrisburg, 15 miles distant, though there is a private bank at Iroquois. On the north there is none nearer than Kemptville, too far away to be considered. You can readily see that as Cardinal is a progressive village, as The Edwardsburg Starch Co has a large pay-roll, and as there is an excellent farming country about the place, that there is abundant room for a branch bank there."

A study of these conditions will readily convince one that there is much truth in the arguments advanced by the "Knight of the Grip." In any case the matter is worthy of the attention of some of our progressive financial institutions.

BRIGHT PROSPECTS FOR BICYCLES.

THE future of the bicycle trade can now safely be said to be assured as the prospects were never brighter than they appear to-day.

It is interesting to know that this is not the booming of a fad, but the demand of a staple article, as it is now an acknowledged fact that the bicycle is not only a necessity and a great convenience, but a healthy pastime. This is thoroughly realized in Canada, England and Australia at the present time judging from the number of orders that are being taken by the leading firm of bicycle manufactures in Canada and from the busy appearance of their factory.

The falling off in the bicycle' business was principally attributed to the introducing of various outside amusements, whereas, perhaps, if the truth were known, the chief reason for this was the fact that manufacturers of bicycles and bicycle sundries discontinued advertising.

It is quite evident that they realize this fact now judging from the attractive advertising that is being done throughout Canada at the present time, and we understand that the policy of advertising in the different forms will be followed out quite extensively during the coming season. Agents and dealers are beginning to realize the benefits to be derived therefrom as indicated by the orders already received for bicycles and bicycle sundries. Added to this the fact that the business is now in the hands of respontible dealers assures a bright outlook for the coming season.

Hardware men throughout the country are beginning to realize that bicycle sundries are in their line and a well assorted stock is almost a necessity and will prove profitable.

We believe the coming season will see a return of the good old wheeling days, and that we will see strings of bicycles on the roads ridden by pleasure and health-seekers. This means that the owners of wheels will soon be looking them out and giving them a general overhauling, when, perhaps, a new pair of pedals, grips or handlebars will be needed and to-day they will look for these articles at the hardware store.

COMMENT ON CURRENT TOPICS

DOCTORS in Toronto are prescribing anthracite coal for some of their patients, claiming that bituminous is injurious to their health. This is surely a new departure in medical practice.

* * *

The British flag was hauled down the other day by the Board of Governors of the Cork Lunatic Asylum. It is to be hoped the act will not be taken seriously by the British Government. One can never tell what impulse will lead people in asylums to do.

* * *

Toronto is still wrestling with the smoke nuisance question, and a few days ago the Board of Control passed over to the tender mercies of the Legislation and Reception Committee the by-law which is designed to govern the nuisance. Whether it will, like its predecessors, go up in smoke, remains to be seen.

* * *

It beats everything the way ambitious towns in Ontario are scrambling after beet sugar factories.

* * *

Toronto's new City Council is still inflated with the gas-ownership idea.

* * *

In New York beans are being used as fuel and in Toronto as a substitute for potatoes. Varied, evidently, is the utility of the white bean.

* * *

Coal is King and millions of people on this democratic continent are elbowing each other to make obeisance to him.

* * *

In coal we have a subject for reciprocity, as well as an article for fuel.

* * *

The public have not yet been enticed back to the speculative stock market. It is fortunate. He who ventures into the speculative market is always in danger of being tossed by the "bulls" or squeezed by the "bears."

* * *

Canada's trade is growing by leaps and bounds, and the leaps and bounds do not appear to be overstrained, either.

* * *

At the annual banquet of the Brantford Board of Trade the other night, Hon. J. I. Tarte declared that Canada had reached a solemn stage in her history. She has, and Mr. Tarte is a living example. The Premier took his speeches seriously and compelled him to resign his portfolio in the Cabinet.

* * *

Hon. Joseph Chamberlain, whose presence in South Africa is creating so much interest, was once in the screw-manufacturing business, which possibly accounts for the fact that he is able to "screw up" so much courage.

* * *

Marconi would save a great deal of time in crossing and recrossing the Atlantic if he could utilize his wireless system for transportation purposes.

* * *

The duty on lead is naturally a weighty subject.

* * *

The physical health of Alfred Beit, the South-African millionaire, appears to be the very antithesis of his financial condition. Possibly he would be glad to exchange with those of us with whom the conditions are the reverse.

* * *

The two political parties in Ontario have lately so effectually painted each other black that the independent spectator must have arrived at the conclusion that there are two of a kind. There is one thing, however, for the good name of the country: Neither of them are as black as they are painted.

* * *

A letter to The London Times, says that the movement for taking settlers from Great Britain to Canada is assuming national proportions. This is a matter for congratulation. Hitherto the "national proportions" have been of the opposite description.

* * *

Lord Charles Beresford, who is now on a visit to this continent, has established his reputation as a good fighter; but he talks too much to be considered a good talker.

* * *

Sweden is to have a match combination, a syndicate of five companies having purchased the majority of the shares in The Vulcan Company, the output of which has amounted to about one-fourth of the total production of matches in Sweden. We may now confidently look for less friction, and, consequently, greater safety.

* * *

One of the immigration commissioners is of the opinion that the export of barley to Great Britain will prove profitable. Ten or twelve years ago the whole country thought that. The United States had put a prohibitory duty on Canadian barley, and our export trade to that country shrank from important to insignificant proportions. We were to be recompensed by growing two-rowed barley and selling it in Great Britain. But our attempts proved abortive, and to some extent, at least, on account of the penchant of too many shippers to mix the two-rowed with other descriptions of barley. And to-day our export barley trade is 95 per cent. smaller than it was when the McKinley tariff was raised up against it. We are not, however, scarcely as bad as those without hope, for last year we sent 345,936 bushels of barley to Great Britain, whereas 11 years ago the quantity was only 27,132 bushels. But, then, 11 years ago we sent nearly 10,000,000 bushels to the United States, while the sum total of last year was but 17,161 bushels.

* * *

Another Conservative Senator has passed away. Five years ago the Government supporters in the Senate were in what appeared to be a hopeless minority; now they have a substantial "working majority." Death seems to be more partial to the Liberal Government at Ottawa than the electors are to the Conservative Opposition in Ontario.

* * *

With coal extraordinarily high in price, and with the temperature unpleasantly low, one has good reason for believing that King Coal and Jack Frost are working in harmony to the discomfort of consumers.

* * *

The price of gas has been reduced 10c. per 1,000 feet in Toronto. But ways and

WIRE NAILS
TACKS
WIRE

Prompt Shipment

The ONTARIO TACK CO.
Limited
HAMILTON, ONT.

means have yet to be devised to reduce the cost of aldermanic gas in the "Queen City."

* * *

The Monroe Doctrine, interest in which is again being revived on account of the Venezuelan difficulty, was 79 years old last month. Like nearly all doctrines, political as well as religious, it has undergone some fundamental changes as a result of the machinations of heterodox politicians. "With the existing colonies or dependencies of any European Power, we have not interferred and shall not interfere," declared one of the clauses in President Monroe's message enunciating the Doctrine. The clauses which were designed to restrain the United States are no longer allowed to do duty; it is only those clauses that were designed to keep a restraint on the nations of Europe that are now considered orthodox.

* * *

Canning's name has often been associated with the Monroe Doctrine. It is true that he suggested to the United States Ambassador the principles which were afterwards laid down in the famous message of President Monroe. But his expressed idea was that Great Britain and the United States should jointly promulgate the Doctrine that any attempt of the four European continental Powers, composing the "Holy Alliance," to destroy the independence of the new South-American Republics, would be considered a cause for united action on the part of the two countries. In President Monroe's Cabinet there was at first a decided disposition to fall in with the views of Canning. The views of Jefferson and Madison, both of whom had previously occupied the presidential chair, were equally favorable. But John Quincy Adams, Secretary of State in Monroe's Cabinet, was strongly opposed to co-operation with Great Britain and finally persuaded a majority of his confreres to adopt his view. And the message, which Monroe afterwards submitted to Congress was actually drawn up by Mr Adams.

* * *

There is nothing surprising in the good results shown in the last report of E. W Gillett Co., Limited. Baking powder and yeast ought to raise a good business.

HOCKEY GAMES IN MONTREAL.

Lewis Bros. & Co.'s hockey team defeated the G.N.W. and C.P.R. team by a score of 5 to 1 on Monday night.

The following is a result of the games played by The Canada Paint Co. so far this season: Dominion Button Co., draw, 2—2; Union Bank, draw, 4—4; Northern Electric Co., 2—1 in favor of The Canada Paint Co. They now lead the manufacturers' league.

Just as good as the S. W. Paints

We make just as good varnishes as we do paints. Like our paints, they are just as good for each purpose as can be made.

THE SHERWIN-WILLIAMS VARNISHES

can be depended upon to give the very best results. They are right—always.

We use only high-grade materials—the materials that tend to produce durability.

We employ the most approved methods of manufacture—the methods that bring easy working, proper flowing, and drying qualities.

We give minute attention to detail. It is the careful aging and careful watching of the small details which turn out a varnish always the same—an article that will always give good results.

We are conducting our varnish business on the same basis that proved so successful in our paint industry, offering for each use a varnish which we are satisfied is best suited for that use.

If you believe in good varnishes—varnishes that are good to sell and good to use, write to-day for prices and further information.

THE SHERWIN-WILLIAMS CO.
PAINT AND VARNISH MAKERS
CLEVELAND, CHICAGO, NEW YORK, NEWARK, BOSTON, KANSAS CITY, SAN FRANCISCO, LOS ANGELES, MINNEAPOLIS, MONTREAL, TORONTO, WINNIPEG.

CATALOGUES, BOOKLETS, ETC.

OUR ERROR.

WE are sorry to notice that last week when refering to catalogue "B," issued by the Taylor-Forbes Co., Guelph, Ont., we spoke of it as a "trade calendar." As this catalogue covers many lines that hardwaremen are particularly interested in we rectify the error so that the trade may not neglect to secure a copy of such a usefull work.

EXPANSION AND TOGGLE BOLTS.

The Seward and Romsine Manufacturing Co., Philadelphia, Pa., have issued a skeleton catalogue for 1903, giving a brief but well illustrated outline of the patent single and double expansion and toggle bolts which they are placing on the market this year. The reputation of the lines made by this firm, bolts, stay drills, cap and bonnet nuts, special brass and iron bolts of all kinds, is so high and so well established that the trade, to keep in touch with this up-to-date line of goods, will find it advisable to write for a copy of this catalogue, which will be sent to all readers of HARDWARE and METAL.

ACTINOLITE CEMENT ROOFING.

There is no test of quality like the test of time. There is, therefore, strong argument in the claim that as Actinolite cement roofs have stood the strain of Canada's cold winters and hot summers for over 20 years, and has necessitated no repairs in that time, the article must be particularly valuable for this purpose. One of the neatest booklets received by HARDWARE AND METAL for many weeks was sent to us this week by Joseph James, Actinolite, Ont., manufacturer of the product. This booklet gives full information regarding the nature of and the uses to which this material can be put, and also contains several letters from parties who have used it and commend it most [illegible]ously. The Paterson Manufacturing Co. are agents for this material in Toronto, and A. McArthur & Co. for it in Montreal. Readers of HARDWARE AND METAL can get these booklets on application.

AMUSEMENT STAMPS IN WINDSOR

THE Windsor, Ont., branch of the Retail Merchants' Association of Canada held their regular monthly meeting in their rooms, 16 Opera Block, on January 15. There was a large attendance, every line of business in the Border City being represented.

The principal topic of discussion was the talking off the shorts of the Association to have the by-law regarding the use of trading stamps enforced. The by-law, which is a verbatum copy of the Toronto by-law, was passed by the city council in June last, at which time The Dominion Trading Stamp Company was doing a rushing business in Windsor. Although the by-law did not come into force until three months after the date of its passage, the above-named company pulled stakes and was out of the city within a week.

Soon after The Trading Stamp Company quit here, a concern, which flourishes in Detroit, called The Amusement Stamp Company, introduced their business in Windsor. This scheme is worked on precisely the same lines as the trading stamps, with the addition of the privilege of buying ferryboat tickets and admission to the theatres and cheap shows in Detroit with the stamps.

A firm of grocers were induced to handle these stamps and resigned from membership in the Association for that purpose. War has been waged for the last three months against this firm, but through the apathy and opposition of the police department, the Association, up till now, have been unable to have the by-law enforced against this firm. It came out at the meeting that the city solicitor had given an opinion that the by-law was defective and would not reach the firm, they having resorted to a subterfuge in the shape of a stamped announcement on the books containing the stamps that they would redeem them in cash at their store.

Some of the members at the meeting wanted to let the matter drop, but Secretary Davis, of the Windsor branch, who is 2nd vice-president of the Association, said "No. I am a Briton and consequently a fighter, and this thing is going to be fought out if it takes all summer," and so the merry war goes on.

The committee appointed at the December meeting to arrange for the annual At Home, asked for further time to report, which was granted.

Hon. President Geo. B. Nairn, president of the Grocers' Section, called for a short session of the grocers after the adjournment of the general meeting, which was held, and some important business transacted.

The plumbers and hardware dealers expect to have a section formed during the present month, and the druggists will nicely follow in the near future.

IVER JOHNSON REVOLVERS

ARE ABSOLUTELY SAFE.

ACCIDENTAL DISCHARGE IS IMPOSSIBLE.

WHAT MORE COULD BE SAID?

Send for recently published catalogue.

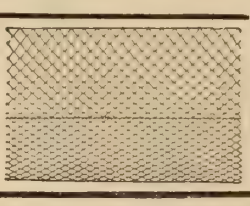
SAFETY HAMMER AUTOMATIC.

IVER JOHNSON'S ARMS & CYCLE WORKS,

New York Office: 99 Chambers St.

FITCHBURG, MASS.

NOTE CLOSE MESH AT BOTTOM



Page Acme Poultry Netting

A bird cannot fly through as small a hole as it can crawl through, so Page Poultry Netting is made with small meshes at bottom and large at top. No. 12 gauge wire top and bottom—no sag. Get Page fences and gates—they're best.

The Page Wire Fence Co., Limited, Walkerville, Ont.
Montreal, P.Q., and St. John, N.B. 8

ALABASTINE.

ALABASTINE has been on the market for more than twenty years, and is known to be reliable. Is thoroughly advertised, and in demand. To sell anything else for coating walls, it must necessarily be on the recommendation that it is the same thing, ***or just as good as Alabastine.***

ALABASTINE is ready for use by the addition of cold water, made so by the inventor, Mr. M. B. Church, who was the first to produce a cold-water preparation that is thoroughly practical, that has superseded all hot-water mixtures and forced other manufacturers to ***undertake*** the use of the cold water process, which process is protected by ***Canadian Letters Patent.***

ALABASTINE hardens with age, and repeated coats may be added from time to time without the necessity of removing old coats when desired to renew. This effects a great saving to the user.

ALABASTINE is made in Canada, by Canadian labor, and from rock taken from Canadian mines. The trade supplied by Wholesale Hardware and Paint Dealers. Also by

THE ALABASTINE CO., LIMITED, - - PARIS, ONT.

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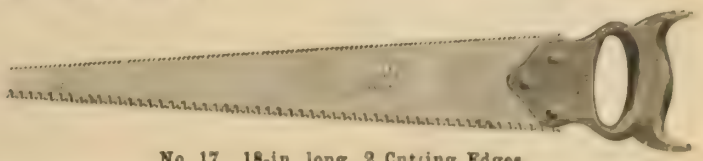
37-39 West Front Street, **Toronto.**

WHOLESALE ONLY

PRUNING SAWS

No. 16. 18-in. long, 1 Cutting Edge.



No. 17. 18-in. long, 2 Cutting Edges.

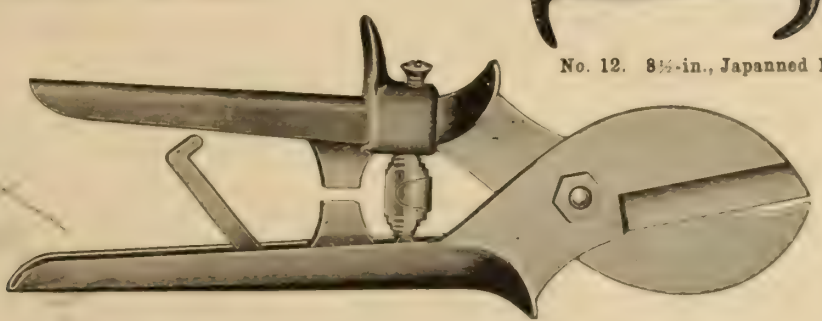
PRUNING SHEARS

No. 1636. 8-in., Flat Steel Spring, Black.

No. 7191. 8½-in., Flat steel Spring, Bow Handle.

No. 0. 9-in., Japanned Handle, Spiral Brass Spring.

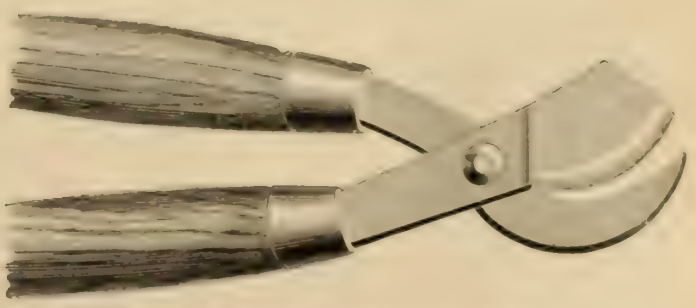
No. 12. 8½-in., Japanned Handle, Flat Steel Spring.



No. 450. 8-in., Cronk's Solid Steel, Cast Steel Blades.

TREE PRUNERS

Complete with Poles,
6, 8, 10, 12 feet



No. 35. Cast Steel Blades, 26-in. Handles.
" 38. " " " 41 in. "

FOR SHEEP SHEARS AND DEHORNERS, SEE OUR HARDWARE CATALOGUE.

H. S. HOWLAND, SONS & CO. LIMITED, **Toronto.**

WE SHIP PROMPTLY.

Graham Nails are the Best.

OUR PRICES ARE RIGHT.

Factory: Dufferin Street, Toronto

MACHINERY

THE TOOL-MAKER.

WHAT shop has not had their troubles with the incompetence and sloven methods of the tool-maker? This class of blacksmiths never seem to realize or think that they "burn money" when they overheat a piece of steel that costs time, patience and money to finish before being hardened, and with "That's good enough," plunge a tool in the water that is black on one side and a bright yellow on the other, and wonder why it water-cracks when it is taken out. If such smiths as this had to pay for every piece spoiled in this way I think it would finally teach them to be more careful in their methods and make better workmen of them, writes Thomas Beasley in Shop Talks.

The trouble with most tool-smiths is that they hurry their heats along too fast, not allowing time for their steel to get thoroughly heated through. This is to be avoided at all times, as the centre of any piece of tool steel either to be forged or hardened, should be relatively the same heat all the way through; then the strain is the same inside and out and the danger of water-cracks in hardening is reduced to the lowest point.

To illustrate this point, here is what I saw happen to a tool-smith once. He was hardening a large pair of forging machine dies and had heated one and dipped it into a barrel of water and, on taking it out, it cracked all to pieces. Naturally he was surprised and asked my opinion about it, and I found, on examination, that he had taken it out only partly cooled, and, of course, the inside began to expand faster than the heat travelled, consequently something had to give.

THE CHARCOAL IRON INDUSTRY.

Few branches of the iron trade have shown a greater tenacity of life than that which deals with the manufacture of charcoal iron, says an English trade paper. It is not 100 years since more than one-half of all the iron produced in the world was made with this fuel. On the American continent, mainly as a result of the wealth of forest lands still available, and the vast range of demand for a multiplicity of requirements, some 400,000 tons of charcoal iron are still annually produced, including Canada and the United States. On the European Continent the principal charcoal iron producer is Russia, which, until less than a quarter of a century ago, had a very trifling iron output from mineral fuel, but now produces mainly coke pig iron. Britain's contribution to the world's charcoal iron output is limited to the output of one furnace, worked on the West Coast by Harrison, Ainslie & Co. Germany does not produce more than 8,000 tons of charcoal iron annually, while France nearly doubles this quantity, having turned out over 7,000 tons in the first half of 1902. Swedish pig iron continues to be mainly produced with charcoal fuel, which is essential to the maintenance of that specially high quality at which Swedish manufacturers aim, and without which their iron would have but little chance in competition with the much cheaper brands of Continental Europe and the United States.

MACHINERY AND ELECTRICAL NOTES.

CHIEF ROE, of the London, Ont., fire department, has been instructed to get estimates of the cost of a steam engine, a chemical engine and an extension ladder.

President M. C. Burr and Director T. N. Minnie, of The Centrifugal Windmill Co., Limited, were in Toronto last week buying machinery for their factory.

The boiler and two carloads of electrical machinery have arrived for The Macdonald Engineering Co., Owen Sound, Ont., to supply power for their new elevator.

The Canadian Fire Engine Co., of London, Ont., on January 15 completed the shipment of three steam fire engines under contract with Trenton and Merrickville, Ont., and Pugwash, N.S.

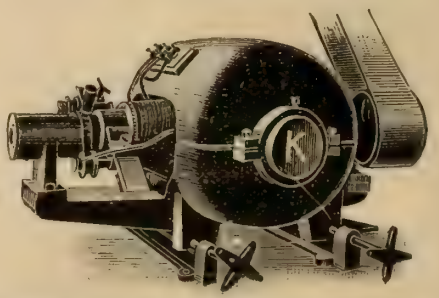
Shannon & Co.'s sawmill, located about 25 miles north of Prince Albert, Man., was burned to the ground last week and considerable machinery was destroyed. This will be renewed at once.

The Truro, N.S., Foundry and Machine Co. shipped one carload of boiler and fittings from The Mexican and Nova Scotia Gold Mining Co. This company is making rapid progress under the able management of George W. Stuart.

SIGNAL FOR RAILWAY CROSSINGS.

An automatic signal lantern has been introduced by the Leipzig, Germany, street railway companies, which is designed to prevent accidents at crossings. The apparatus consists of two boxes arranged one above the other, each having two sides fitted with red, and the other two with green glass, the red being above the green. Cars on one line cause the incandescent lamps in the upper box to glow – cars on the other line, the lower one. This causes, on the approach of a car, owing to the arrangement of the glass in the box a green light to appear on one line, which indicates free passage, and a red light on the second line signals "stop." This does away with the necessity of having the conductor run ahead to inspect the crossing and signal to the motorman when the line is clear. Signals are also visible in the day time, as reflectors shut out the light of the sun, and the apparatus is well lighted from the inside.

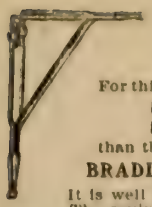
The town of Listowel, Ont., will apply for legislation at the forthcoming session of the House to enable it to acquire the plant of The Listowel Gas and Electric Light Company, and to raise money on five-year debentures to pay for it. The proposal has been ratified by a by-law recently submitted to the ratepayers.



Kay Electric Dynamo and Motor Co., Limited

Manufacturers of Dynamos and Motors for all purposes, both direct and alternating currents. Special attention given to repairs

Office and Works, 219-221 Queen St. East, Toronto.
Phone Main 1251. Estimates cheerfully given.



Will Hold Up a Shelf!

That's what a shelf bracket is for.
For this purpose there can be
NOTHING BETTER
NOTHING CHEAPER
than the . . . .
BRADLEY STEEL SHELF BRACKET

It is well **Japanned, Strong** and **Light.** The saving in freight is a good profit, aside from the **lower price** at which the goods are sold.

☞ Order direct or through your jobber.

ATLAS MFG. CO., New Haven, Conn., U.S.A.

Bargains in New and Rebuilt Machinery.

BOILERS.

44-in	x 162-in, 46 3-in	Tubes, Horizontal
48-in	x 192-in, 33 4-in	" "
38-in	x 131-in, 28 3-in	" "
60-in	x 134-in, 21 4-in	" "
30-in	x 72-in, 15 2-in	" "Economist
40-in	x 76-in, 28 2-in	" Self Contained
28-in	x 54-in x 34-in	Water Tube Marine
20-in	x 32-in, 174 ¾-in	Copper Tubes, Vertical
30-in	x 96-in, 55 2-in	Tubes
12-in	x 44-in, 13 2-in	" No 2 Petrie
12-in	x 40-in, 9 2-in	" No 1 "
20-in	x 42-in, 19 2-in	" Upright
36-in	x 72-in, 55 2-in	" "
30-in	x 60-in, 54 2-in	" Submerged Tubular

ENGINES.

4½-in	x 6-in,	No 1 Jewel Automatic, New
5-in	x 7½-in,	No 2 " " "
6-in	x 7½-in,	No 3 " " "
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11-in	x 10-in,	Peerless Automatic, Leonard
10-in	x 10-in,	" " "
2½ to 4½ H P		Marine Gasoline Engines
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Close prices, and full description of any piece of machinery sent on request

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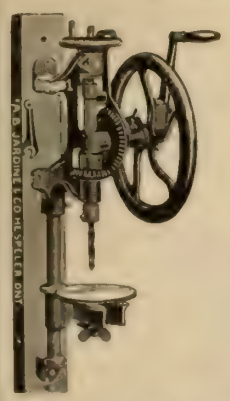

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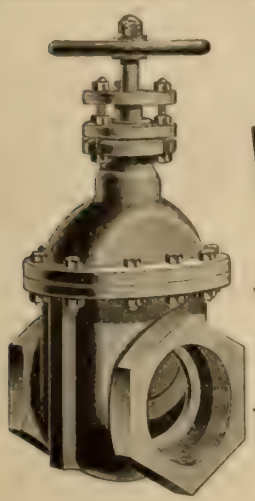
Blacksmiths' Hand Drills.

The very best.

A. B. JARDINE & CO.
HESPELER, ONT.



We Make Good

VALVES

Write for Catalogue. It tells all about them.

The Kerr Engine Co.
LIMITED
Walkerville, Ont.

THE ADAMS STOVE PIPE REGISTER.

Design Patented June 29, 1897.

Design Patented August 31, 1897.

Made by

The Adams Company
Dubuque,
Iowa, U.S.A.

"THE PEERLESS"

is the best Bolster Spring ever produced. A fine line for the hardware trade. **Write Us for Prices.**

JAMES WARNOCK & CO., - GALT, ONT.

G. A. Crosby & Co. of Ontario,

SARNIA, ONT. LIMITED

Manufacturers of

Patent Automatic Can Making Machinery, Presses, Dies and Special Machinery for Working Sheet Metal.

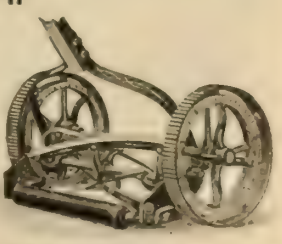
Steel Frame Churn.

DAVID MAXWELL & SONS,

ST. MARYS, ONT., CANADA.

"Maxwell Favorite Churn"

Patented Features: Improved Steel Stand, Roller Bearings, and Foot and Hand Lever Drive, and Detachable Driving Link. Improved for season of 1903. Steel or Wood Frame as desired.



LAWN MOWERS.

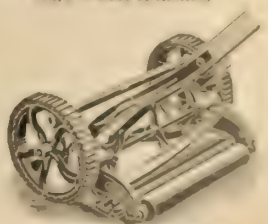
High and Low Wheels, from 12-in. to 20-in. widths. Cold Rolled Steel Shafting, Crucible Steel Knives and Cutting Plate.

If your Wholesale House does not offer you these articles

"THE MAXWELL" Lawn Mower
High Wheel 10 inches.

SEND DIRECT TO US.

Wheelbarrows. In four different sizes.



MAXWELL MOWER.
Steel Low Wheel

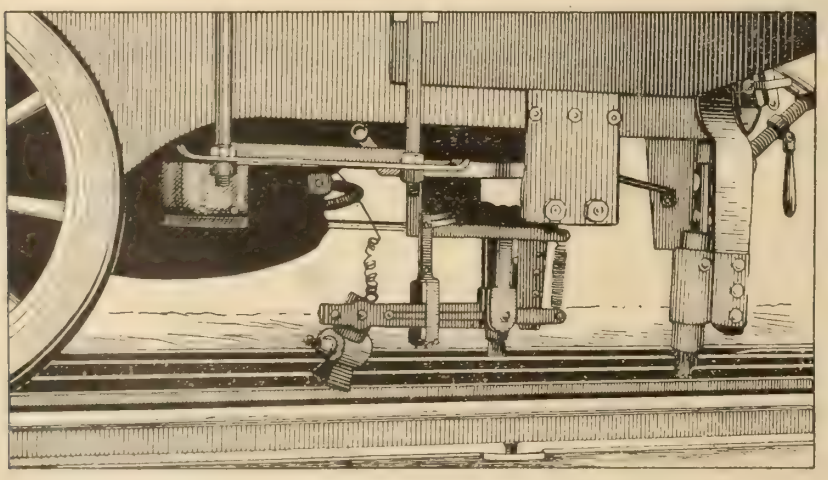
NEW SAFETY DEVICE FOR RAILWAYS.

By F. H. Mason, United States Consul at Berlin.

THE American newspapers of November 13 contain a press telegram announcing that on the day previous a new electral device for preventing collision between railway trains has been tested with entire success in the presence of a board of experts on one of the State lines near Frankfort. Since any improvement which can effectively reduce the danger of accident in railway travel appeals so directly to popular interest, it has been deemed timely to submit a brief account of this new device, which seems to mark an important advance step in the solution of a difficult and perplexing problem.

It is the joint invention of Hubert Pfirmann and Max Wendorf, and its construction and method of operation are as follows: Midway between the rails is laid a light third rail of the ordinary T pattern, the joints of which are so connected as to form a continuous conductor.

Midway under the forward part of the engine is hung the working instrument, an electrical apparatus inclosed in a square case or jacket occupying a cubic foot of space. The instrument is connected with a contact shoe (see illustration), which slides along the third rail and by wires



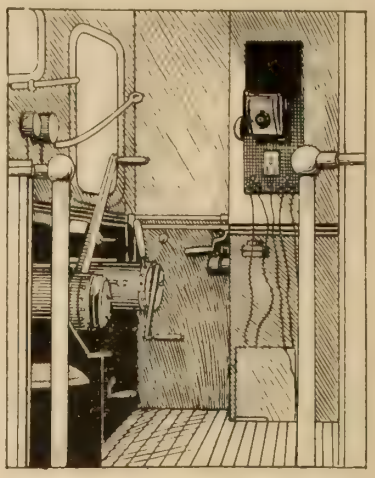
Contact Shoe on Third Rail

with a telephone and electric alarm bell in the cab of the engine-driver, and a red incandescent lamp which is lighted by the same impulse which rouses the alarm bell into action. A further improvement of the device sets the electric brakes on the engine or entire train simultaneously with the alarm signal which sounds the bell and lights the lamp. The apparatus is so adjusted and arranged that the engineer can at any moment, by touching a lever, satisfy himself that it is in full working condition.

The tests on November 12 were conducted on the main line from Frankfort to Hanau, between the stations Sachsenhausen and Goldstein, and a translation of the official report will illustrate concisely the working of the apparatus. Two locomotives, numbered respectively 290 and 1420, had been equipped with the new device and the experiments proceeded as follows: Engine 290, drawing a special train and approaching Sachsenhausen at full speed, received the danger signal and came to a full stop; the driver of 290 then asked by telephone the cause of the signal and received from the keeper of a grade crossing, half a mile in front, word that a wagon had broken down in crossing the track and obstructed the line. After ten minutes' wait, the engineer of 290 received word by telephone that the obstruction had been cleared away and thereupon resumed his trip.

A mile farther on, the signal on 290 again sounded, and the driver was informed, by telephone as before, that the semaphore round a curve and more than half a mile distant was set at "halt." Thereupon engine 290 slowed down and proceeded cautiously, sounding its whistle at short intervals, the telephone bell in the drivers' cab ringing continuously until the curve was rounded, when the ringing ceased, notifying the engineer that the semaphore had changed to "track clear." Thereupon 290 resumed full speed.

In the tests to prevent collision, engine 1420 came up rapidly from behind and on the same track as 290, which had slowed down and was proceeding cautiously in consequence of reported danger in front. The moment that 1420 came within 1,000 meters (1,093 yards) of 290, the signal on both engines began to ring and their red lights to glow. Thereupon 1420 halted, the driver inquired of 290 in front the cause of the alarm, and a complete understanding between the two trains was immediately established. An important point in this connection is that in practice



Telephone Alarm Bell and Light in Cab.

the same warning signal is sounded upon every engine equipped with the apparatus which is on the same track and within the prescribed radius—a kilometer or a mile, as the case may be—from the engine and train which cause the obstruction. If a semaphore be falsely set at safety, the train may run past it into a block in which another engine is halted or moving with perfect security that warning will be given in ample time to prevent a collision under any and all conditions of darkness, fog, storm, or mistaken instructions. The invention has other minor points of usefulness, but the foregoing will be sufficient to indicate the general method of its operation and the measure of its efficiency. In effect, it puts the engine driver of every train into instantaneous touch with other trains, switchmen, and station and crossing keepers in his neighborhood and keeps ever before his eye and ear an automatic and infallible signal which springs into activity the moment that his locomotive, whether running forward or backward, comes within the radius of danger from collision. What ghastly wrecks might be spared, what precious lives saved, what a sense of added security given to multitudes of railway travelers, what delays avoided under certain atmospheric conditions, by a device which puts the man behind the headlight, rushing on through night and fog and storm, into instant and unerring touch with the train next in front and with those whose duty it

is to watch and guard the safety of the line! That the present invention is yet perfected and fully adapted to practical use is not to be prematurely assumed; but, in the judgment of those whose opinions are entitled to respect, the way has been pointed out and the germ of a new effective system discovered.

The German Government has directed that a section of track be equipped with the apparatus for careful, practical experiments, and it is reported that the Government of Russia has obtained license to test it in actual service on its new military lines now under construction in Siberia.

A HARDWARE MERCHANT MARRIED.

On Tuesday, last week, Harry J. L. Brathwaite, the genial hardwareman, of Kearney, Ont., was united in marriage to Miss Grace W. Bingham, daughter of Wesley Bingham, Manning avenue, Toronto. After the ceremony an informal reception was held, after which over 50 relatives and intimate friends sat down to a daintily prepared breakfast. Mr. and Mrs. Brathwaite left in time to take the 10 o'clock train to Montreal, after which they will go to their new home in Kearney. HARDWARE and METAL joins with the many friends of Mr. Brathwaite in wishing him and his bride many enjoyable and prosperous years together.

A $50,000 BLAZE.

A fire that resulted in damage to the amount of $50,000 broke out shortly after one o'clock on Monday morning in the cut nail and horse nail factory of Peck, Benny & Co., 61 Mill street, Montreal. The loss is entirely covered by insurance.

So far had the fire progressed when discovered that the watchman, who had been in the engine-room making ready for the day's work, saw first the flames bursting forth from the building. In a short time the entire fire brigade of the city was on the scene, and for an hour and a half worked hard before the fire was under control. Between the heavy smoke which at times made it almost impossible to see, and the very cold weather, it being then about 15 degrees below zero, great difficulty was experienced.

It was out of the question to save the nail mill, but the rolling mill and other large plants in the vicinity, among them the Livingstone Linseed Oil Works, were saved by the efforts of the firemen, assisted by a heavy fire wall on the west of the nail factory.

The insurance on the building, plant and stock was divided among the following companies: Aetna, $3,000; Alliance, $2,000; Commercial Union, $2,500; Hartford, $2,500; Liverpool and L. and G., $5,000; London and Lancashire, $2,500; London Assurance, $3,000; North America, $2,000; North British and Mercantile, $2,000; Northern, $2,000; Norwich Union, $2,000; Phoenix of Brooklyn, $3,000; Phoenix of London, $4,000; Quebec, $1,500; Royal, $7,500; Scottish Union and National, $2,500; Western, $3,000.

TO BOOM PORT SIMPSON.

A syndicate of Vancouver and Victoria people are organizing to boom Port Simpson, B. C., in order to make a land speculation profitable to them. The have secured an option on 176 acres of land fronting for about quarter of a mile on the harbor at Port Simpson, and they claim that either the Grand Trunk Pacific or the Canadian Northern will make that place their terminus. They, therefore, propose to sub-divide the land they now control into 1,100 building lots, which they will sell at $100 each. The company will, under the style of the Port Simpson Land & Improvement Co., advertise the land in all parts of Canada.

D. W. Flack, general merchant, Swan Lake, N.W.T., has sold out.

PRATT & WHITNEY'S Standard Taps and Dies.

No. 4 Set—Lengths of Die Stock, 48-in. Six Dies U. S. Standard Cutting 7/8-in., 1-in., 1 1/8-in., 1 1/4-in., 1 3/8-in., 1 1/2-in. Other sizes carried in stock. We are sole Canadian Agents for these tools, and will be pleased to furnish catalogues and prices on application.

THE FAIRBANKS COMPANY,

MONTREAL. - - - - VANCOUVER.

Window and Interior Displays

Timely Hints and Suggestions.

WE WANT YOUR ASSISTANCE.

IN order to make this department a decided success and to enable us to give the greatest assistance, we want you to send us photographs of any design you have adopted in your windows or interior which you think worthy of notice. These we will publish and criticize. If the design is of special construction, state how it was built, the foundation used, etc.

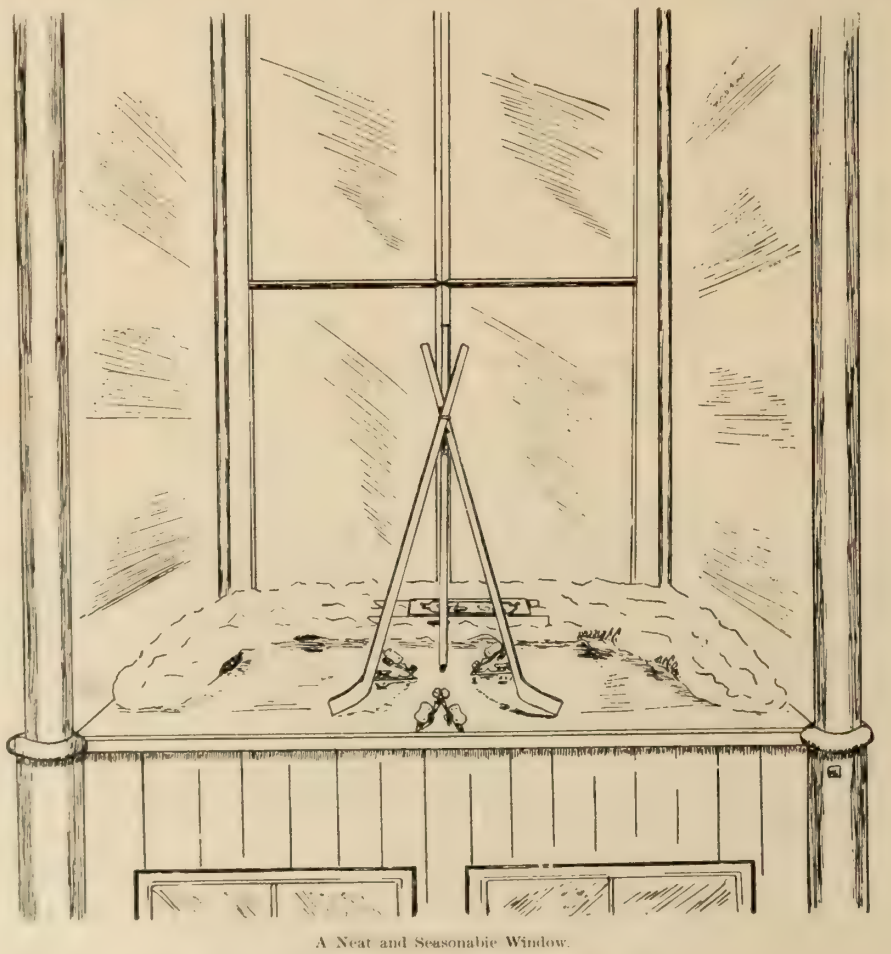
For some time at least we are prepared, where desired, to pay the necessary expenses incurred by the merchant in the taking of any picture which we think suitable for publication.

By the use of illustrations in this department every merchant will be benefitted, and suggestions and photographs of window dressing or store interiors will be credited to the sender.

Lend us your assistance, and not only yourselves but your brother merchants all over Canada will appreciate your trouble.

TO PHOTOGRAPH THE WINDOW.

Perhaps many of our readers do not know how to photograph a window, and, having tried, have not obtained a picture worth sending. In taking photographs it is well to remember that it is extremely difficult to take a picture by day, as the light being better outside than in the window causes reflections on the glass. Night is the best time. If you must have the picture by day you will probably have to obtain the services of a couple of boys to hold a screen behind the camera in order to shut out the buildings across the street. This is not so difficult as it would appear. The camera will not be more than the width of the sidewalk, or 8 or 10 ft. away from the window and a screen 8 or 10 ft. in height, held close behind the camera, should obscure the buildings on the opposite side of the street. This screen can be made of dark bunting or cheap cloth of any kind, fastened to two rods. The early morning just before sunrise is the best time for daylight pictures, as the light is clear and the annoyance of people walking on the street is avoided. Remember that in any case the window must be lighter than the exterior.



A Neat and Seasonable Window.

In taking pictures by night have your window as well lighted as possible, but have the lights themselves concealed from the street. If you have a good lens, a half a minute's exposure may be sufficient, but the length of exposure depends entirety on the light and the quality of lens. The size of the diaphragm also counts, as the larger it is the more light is admitted and the shorter the exposure necessary, but a smaller diaphragm gives sharpness to the picture. In a photo by night the passing of people between the camera and the window does not interfere with the picture.

In photographing interiors, all that is necessary to remember is that you must not face a window if it can be avoided, as the halation blurs the surrounding space. It is far more satisfactory to use flash lights for this purpose. There are flashes on the market that cost only 25c. for seven, and a failure with them has seldom been seen. Instructions for flash-light pictures will be given to anyone desiring them. If a merchant is not clear on any point in photographing windows or interiors, we will be pleased to supply him with any information he desires.

With photographs send a short description of the window or interior to assist us in determing how the display was constructed or the effect aimed at.

THIS WEEK'S ILLUSTRATION.

The striking feature of the design given in the accompanying illustration is the small number of articles shown. The floor of the window is a mirror, and around the sides is piled cotton batting to represent snow. A mirror of any size may be used and the edges concealed by the batting. In the edges of the batting can be placed sod in small pieces, assisting the effect of the edge of a pond. Although the window is a hockey window the sleigh at the back relieves a possible monotony in the stretch of white.

WINNIPEG IMPLEMENT BANQUET.

ONE of the most successful banquets ever held was given by the Winnipeg Implement Men's Association on Monday evening, last week. Among those present were: H. W. Hutchinson, of The Fairchild Co.; J. E. Ruby, of The Frost & Wood Co., Limited; Geo. Forsythe, of The Massey-Harris Co., Limited; J. J. Buggie, Canadian Moline Plough Co.; F. W. Peters, general freight agent of the C.P.R.; L.H. Hartshorn, American Abell Co.; A. E. Kennaston, American Abell Co.; A. C. McRae, McRae Carriage Co.; G. W. Erb, Waterous Engine Co.; J. D. Balfour, Balfour Implement Co.; A. M. Stewart, Stewart & Metcalfe; A. E. Mott, Cockshutt Plow Co.; R. McKenzie, McLaughlin Carriage Co.; J. G. Norris, manager of The Garr-Scott Co.; R. H. Potter, Champion Harvester Co.; J. B. McCutcheon, Nichol & Sheppard; H. Donaldson, McCormick Harvesting Machine Co.; A. G. Watson, of The Watson Co.

Toastmaster J. E. Ruby proposed the first toast, "The King," which was received by singing the National Anthem.

"Our Country" was proposed and responded to by T. L. Metcalfe, the solicitor for the Association. In a happy speech he referred to the conditions of the country, which made him happy that he was a British subject and a Canadian, and particularly that he was a resident of Manitoba and of Winnipeg. The peace and prosperity of the country was great, and the feelings between Canada and the United States were of the most friendly nature. England and the United States had met in bloody war in the past, but in the future he was confident that they would march side by side for the advancement of Christianity, trade and commerce, and do lasting good in the world. He believed that in the near future there would be greater population west of the great lakes than in the east. Not that the east would not advance, but that the west would advance faster.

"The Implement Interests, 1883-1903," was responded to by H. W. Hutchinson. He said that it was just 20 years since he had arrived in Winnipeg, and that there had been many changes in the implement business since then. The limited amount of railway facilities, the sparseness of population and general conditions made competition very keen. Not only that, but there was jealousy and ill-feeling between the different firms. In the old days the only railways were from Emerson to Winnipeg, a main line west to Moosomin, and east to Port Arthur. In 1886 a line was built to Manitou, and from Regina to Prince Albert. The freight rates were very high, as much as $150 for a car of wagons, whereas now the rate was only $167. Following the boom many came west with only $100 to start farming, who were entirely unfit for the occupation. This meant that there was much valueless paper floating around, and the implement men got more than their share of it.

COMPARATIVE PRICES.

Mr. Hutchinson then went on to compare the prices on implements in 1883 and 1903. A 14-inch breaker in 1883 cost $26, to-day $20; an American plow cost $27, now $20; a Canadian plow cost $24, now $18; a farm wagon $110, now $90; a farm sleigh $50, now $27; a binder $350, now $150; a mower $105, now $45; rakes, $45, now $35, etc. He then explained that to-day the farmers of Manitoba and the Northwest were getting their implements at prices as cheap or cheaper than the farmers of Dakota. He estimated that the business done in farm implements in Manitoba and the Northwest for last year amounted to almost $15,000,000.

NEW HARDWARE FIRM.

H. A. Couse, of this town, and Andrew Rougvie, of Goderich, have associated themselves in partnership and have purchased the hardware business of E. M. Marshall, which the latter gentleman has carried on here in the Carter block on East Front street for some years past. The deal was completed yesterday and the new proprietors will take possession of the premises as soon as stock-taking is completed. Mr. Rougvie will arrive here from Goderich this week and will become a resident of Sarnia. The hardware business at present conducted by Mr. Couse on West Front street will be continued indefinitely in the store now occupied — Sarnia Observer, January 13.

"SUN" BRAND CEMENT.

The Sun Portland Cement Co., Limited, of Owen Sound, have been on the market with their "Sun" brand since October last, and it is said that this brand has already gained a good reputation for itself. The capacity of their plant for the coming season will be between 400 and 500 barrels per day. The company is under the management of Jas. A. Cline, formerly a hardware merchant and furniture manufacturer of Wingham.

Contrast!

"**Happy** is the Farmer who uses the **Paris Green** manufactured by The Canada Paint Company for he shall find comfort!"

. . . . .

"**Unhappy** is the Colorado Potato Bug which partakes of the Paris Green manufactured by the Canada Paint Company for he shall receive a speedy death!"

The Canada Paint Company Paris Green is manufactured from a formula which gives it the highest possible place as an insecticide. It is undoubtedly the best that can be made.

As we manufacture direct from the essential chemicals, we are able to guarantee a uniformly superior article, and always **in advance** of the Government Standard. Beware of imported greens. They are so unsatisfactory. Dealers should write The Canada Paint Company for handsome show card. It will be expressed free.

PAINT, OIL AND BRUSH TRADES

DEVELOPING THE PAINT TRADE.

THAT the paint trade can be develop[illegible] by close attention and progres[illegible] methods seems to be generally agreed to by the jobbers as well as by retailers who have given the matter some thought. A feature which contributes materially to such a possibility, is the general desire of mankind to have his property as attractive as his neighbors.

This has been illustrated by several ex[illegible]mples which have come under the notice of the Pennsylvania Railroad Company. The company have, in several instances, built a station house and residence com[illegible]bined for its agents in out of the way places. In each case the residences were painted a bright color, and it seems that the effect on the farmers living in the neighborhood, were so influenced by the appearance of the gay little station, that one by one, barns and farmhouses, from hillside to valley, will take on coatings just like their dignified and prim neigh bor. The appearance of the hamlets is entirely changed, so that pas-engers, in stead of having to look upon colorless, bleak, and sombre-hued roofs and weather-beaten houses, see neat little cottages surrounded by livid-colored outhouses.

Hardwaremen can carry out the same idea, first, by painting attractively their own stores and residences, then by influencing, in such ways as present themselves, their neighbors to follow their example. The result will be satisfaction for their neighbors, and increased results for them selves. It is by such methods as these that trade is expanded when it seems to have reached its natural limitations.

PAINT WORKS THREATENED.

A fire broke out on Tuesday morning in the premises of McColl Bros. & Co., var nish and oil manufacturers, etc., 533 St. Paul street, Montreal, and for a short time threatened to develop into a very disastrous one. A barge standing near a number of barrels of oil, exploded, and the fire extended to a large bale of wa-te. The fire commenced to spread rapidly, but on the arrival of the firemen upon the scene, it was soon placed under control. The damage was slight.

HERBERT HENRY ELLIS.

H. H. Ellis has received the appoint ment from The Canada Paint Company as traveller for the territory known as South and Northwestern Ontario. Mr. Ellis is a popular sal-sman, who under-stands the requirements of the hardware and paint trade thoroughly, and his friends are congratulating him heartily upon the fact of his being allied to The Canada Paint Company, whose manufac-tures are so widely known.

PAINT MEN IN MONTREAL.

H. A. Sherwin, president of The Sher-win-Williams Paint Company; W. H. Cot-tingham, general manager; J. C. Beard-slee, general superintendent, were in Montreal last week looking after the in-terests of the new factory to be built there. They are more than satisfied with the Canadian business, and expect it will double itself in the course of the next few years.

THE OWEN SOUND LINSEED MILL.

WITH a capital of $100,000 The Ontario Lindseed Oil Company, Limited, has been incorporated, to carry on the manufacture of linseed oil and oil cake in Owen Sound, Ont., the chartered headquarters of the firm, says The Owen Sound Times. The officials of the new organization follow: F. G. Sanderson, St. Marys, president and man-aging director; John Parker, Owen Sound, secretary-treasurer; Aaron Read, Owen Sound, and Isaac M. Levan, Wood-stock, directors. The company introduces two able men in Owen Sound's industrial undertakings in ex-Mayor Read and I. M. Levan, Principal of the Woodstock Colle-giate Institute. Lots 23 and 24 Water street west, on which property the mill will be located, has been surveyed. Chas. F. Elmes, sr., of The Charles F. Elmes Engineering Co., of Chicago, accompanied by George F. Gray, architect, of the same city, were in town on Tuesday. The former is recognized as the leading manu-facturer of linseed-oil machinery on the continent, while the latter makes a spe cialty of designing mills for the manufac-ture of this product. On Tuesday, these gentlemen, accompanied by F. G. Sander son, S. J. Parker, John Parker and A. Read, all directors of the company, went down to the property and spent some time there making measurements and sec-uring other information necessary for the experts. Mr. Elmes left for Toronto on Tuesday, and Mr. Gray for Chicago yes terday morning. J. Parker, secretary treasurer of the company, said to The Times to-day: "We are sparing no ex-pense to make the plant thoroughly mod ern. Our agreement with the corporation calls for buildings and plant to cost at least $25,000. Our buildings and plant will cost nearly twice that amount. It will be a six-press mill, capable of being enlarged to a twelve-press mill, or nearly as large as the Livingstone mill, which is a 15 press, and the largest in Canada. The buildings will be of stone, partly three and partly two-storeys high, and the oil tanks will be of steel." Mr. Parker added that the material would be hauled to the site as soon as practicable, and that the machinery would be ready to be installed as soon as the buildings were up. The plant will be ready for operations when the new seed arrives, and, in fact, will work on old seed if it can be ontained.

PAINT AND OIL NOTES.

The assets of John McArthur & Co., paint dealers, etc., have been sold.

Desmarais & Fils have registered as painters and contractors, Shawenegan Falls, Que.

The Toronto Union of Painters and Decorators' have notified the master painters of that city that on and after April 15 next, they will demand 35c. per hour, instead of 30c., the sum now paid them.

The paint manufacturers of Montreal, Toronto and Brantford have decided to offer no objections to a duty on lead and lead products, if their products, white lead, paints, etc., are included in the lines further protected.

PAINT AND OIL MARKETS.

TORONTO.

TURPENTINE and putty provide the features of the week. Putty has stiffened, the rise ranging from 10 to 15c. Turpentine also shows an ad-vance of 1c. in the week, and prophesies are freely made that prices will go mate rially higher. The demand is f airly strong, but not as active as jobbers an-ticipated. Linseed oil is firm, owing to the stiffness of seed on the home market, and the high prices of oil in England. We quote:

WHITE LEAD.—Ex-Toronto, pure white lead, $5 to $5.25; No. 1, $4.62½ to $4.87½; No. 2, $4.25 to $4.50; No. 3, $3.87½ to $4.12½.; No. 4, $3.50 to $3.75 in packages of 25-lb. and upwards; ½c. per lb. extra will be charged for 12½-lb. pkgs.; genuine dry white lead in casks, $5.02½.

RED LEAD.—Genuine, in casks of 560 lb., $4.50; ditto, in kegs of 100 lb., $5;

Don't Stand in Your Own Light.

You are standing in your own light if you are not carrying a line of "Ark Brand" Paints.

"Ark Brand" is an absolutely honest paint that will not crack, chalk nor peel, and that invariably gives satisfaction. Here's what one of our representatives says about it.

MESSRS FRANCIS-FROST CO., Limited, Toronto, Ont.

DEAR SIRS,—After a fair trial of your "Ark Brand" Paints (as a practical painter), I take the opportunity to write you and give you my honest opinion on "Ark Brand" Paints. I have taken some trouble in testing the various brands of prepared paints, both Canadian and American, and I have no hesitation in saying that "Ark Brand" Paints have proved the most satisfactory of any of them, and I consider them the very best paints for any outside work on the market to-day, taking price and quality into consideration. As for your celebrated floor paint I can sell more of your brand and give better satisfaction than any other kind I have tried. You are at liberty to use my name in recommendation of your paints.

Yours Respectfully,

JAMES D. SMITH, Painter and Decorator.

The experience of his in handling "Ark Brand" can be yours if you will carry the line.

The Francis-Frost Co., Limited.
Toronto.

Canadian Distributing Agents for Grippin's Crack Filler.

THE ONLY ONE.

HOLLYWOOD PAINT

is the only manufactured paint on the market to-day that can be used when an architect's specifications call for lead and oil. That is why the dealers are selling such large quantities.

Write us a card for particulars.

The Hollywood Paint Co. Limited.

HAMILTON, CANADA.

RE-ACTING WASHER

The quickest acting, readiest selling, and most generally satisfactory Rotary Washing Machine on the market.

The only regret your customers will have after buying one of these excellent machines is that they did not know about it sooner.

They require them, you should stock them, we can supply them. Order each.

The Dowswell Manufacturing Co., Limited

HAMILTON.

W. L. HALDIMAND & SON, Montreal, Eastern Agents.

No. 1, in casks of 560 lb., $3.75; ditto, in kegs of 100 lb., $4.25.

LITHARGE.—Genuine, 6 to 6½c.

WHITE ZINC.—Genuine, French V.M., in casks, $6.25. Lehigh, in casks, $6 to $6.25.

SHINGLE STAIN.—In 5-gallon lots, 60 to 75c. per gallon.

PARIS WHITE.—90c. to $1 per 100 lb.

WHITING.—65c. per 100 lb.; Gilders' whiting, 80c.

GUM SHELLAC.—In cases, 35 to 37c.; in less than cases, 40 to 42c. per lb.

LIQUID SHELLAC.—Pure orange, in bbls., $2.25 to $2.35; white, $2.35 to $2.45 per gal.; in less quantities, 10c. extra.

GLUES.—Broken sheet, in 200-lb. bbls., 8½c. per lb.; cabinet glue, in bbls., 12c.; emery glue, in bbls., 17½c.; bookbinders', ground, 10½c.; finest American, white, 19c.; No. 1 American white, 15c. per lb.

PUTTY.—Bladders, in barrels, $2.10; bladders, in 100 lb. kegs, $2.25; bulk in barrels, $1.80; bulk, less than barrels, and up to 100 lb., $2.05; bladders, bulk or tins, less than 100 lb., $2.75.

PARIS GREEN.—Petroleum bbls., 14c. per lb.; arsenic kegs, 14½c.; 50 and 100-lb. drums, 15c.; 25-lb. drums, 15½c.; 1-lb. packages, 16c.; ½-lb. packages, 18c.; 1-lb. tins, 16c.; ½-lb. 18c.

PLASTER PARIS.—New Brunswick, $2 per barrel.

PUMICE STONE.—Powdered, $2.50 per cwt. in bbls. and 4 to 5c. per lb. in less quantity; lump, 10c. in small lots and 8c. in bbls.

LIQUID PAINTS.—Pure, $1.20 to $1.40 per gallon; No. 1, $1.10 per gallon.

BARN PAINTS.—65 to 70c. per gallon.

CASTOR OIL.—English, in cases, 9 to 9½c. per lb., and 10 to 10½c. for single tins.

LINSEED OIL.—Raw, 1 to 2 bbls., 61c.; boiled, 64c.; 3 to 5 barrels, raw, 60c.; boiled, 63c.; 6 to 9 barrels, raw, 58c.; boiled, 61c. delivered. To Toronto, Hamilton and London, 2c. less. All quantities of 10 barrels and over of linseed oil sold only f.o.b., Toronto, Hamilton, London and Guelph.

TURPENTINE.—Single bbls., 86c.; 2 to 3 bbls., 85c. delivered. Toronto, Hamilton and London, 1c. less. For less quantities than barrels, 5c. per gallon extra will be added, and for 5-gallon packages, 50c. and 10-gallon packages, 80c. will be charged.

GASOLINE AND BENZINE.—We quote as follows: Benzine, 19¼c. and gasoline, ordinary, 21¼c. and engine, 22¼c. f.o.b. Toronto.

MONTREAL.

Notwithstanding the uncertain movements of the travellers, in consequence of the storms and snow blockades, the paint grinders report a pretty brisk business for this time of the year. The week has been phenomenal for bookings and shipment of white lead. In fact, it is now almost on a par with coal, and the dealers find it difficult to make the supply go around, and to satisfy the demands of the trade calling out for white lead, and, like Oliver Twist, wanting more. Turpentine keeps firm, and with the supplies coming forward in an inactive and limited way, it would not surprise the trade if higher figures are asked. There has been a reduction of 10c. all around in the price of putty. Other branches feel healthier on the strength of the increasing spring demand. We quote:

GROUND WHITE LEAD.—Best brands, Government standard, $4.90 to $5.15; No. 1, $4.67½ to $4.77½; No. 2, $4.30 to $4.40; No. 3, $3.92½ to $4.02½; No. 4, $3.55 to $3.65 all f.o.b., Montreal. Terms, 4 months, or 3 per cent. off for cash in 30 days.

DRY WHITE LEAD.—$5 in casks, and in kegs, $5.25.

DRY WHITE ZINC.—Pure dry, in casks, 6¼c.; in 100-lb. kegs, 6¾c. No. 1 zinc, in casks, 5¼c.; in 100-lb. kegs, 5¾c.

WHITE ZINC (ground in oil)—Pure, 25-lb. irons, 8c.; No. 1, 7c.; No. 2, 6c.

PUTTY.—We quote: Bulk, in barrels, $1.80 per 100 lb.; bulk, in less quantity, $1.95; bladders, in barrels, $2.10; bladders, in 100 or 200-lb. kegs or boxes, $2.25; in tins, $2.20 to $2.50; in less than 100-lb. lots, $2.75 f.o.b., Montreal, Ottawa, Toronto, Hamilton, London and Guelph. Maritime Provinces, 10c. higher, f.o.b., St. John and Halifax. Three per cent. discount for cash in 30 days.

ORANGE MINERAL.—Casks, 7c.; 100-lb. kegs, 7¼c.; smaller quantities, 8¼c.

RED LEAD.—Genuine red lead, in casks, $4.50; in 100-lb. kegs, $4.75; in less quantities, $5.75 per 100 lb. No. 1 red lead, casks, $4.25; kegs, $4.50, and smaller quantities, $5.50.

LITHARGE.—Ground, casks, 5c.; less quantities, 5½c.; flake litharge, casks, $5.25; smalls, $5.75 per 100 lb.

LINSEED OIL.—Raw, 1 to 4 barrels, 60c.; boiled, 63c.; raw, 5 to 9 barrels, 59c.; boiled, 62c. Terms, net cash in 30 days. Delivered in Ontario, between Montreal and Oshawa, at 2c. per gallon advance.

TURPENTINE.—Single barrels, 82c.; 2 to 4 barrels, 81c. Terms, net cash in 30 days.

SHELLAC VARNISH.—Pure white, $2.35 to $2.45; orange, $2.25 to $2.35.

MIXED PAINTS.—$1.20 to $1.40 per gallon.

CASTOR OIL.—8¾ to 9¼c. in wholesale lots, and ½c. additional for small lots.

SEAL OIL.—48 to 50c.

COD OIL.—35 to 37½c.

PURE CANADIAN PARIS GREEN.—Petroleum barrels, 13¼c. per lb.; arsenic kegs, 13½c.; 50 and 100-lb. drums, 14c.; 25-lb. drums, 14½c.; 1-lb. packages, 15c.; ½-lb. packages, 17c.; 1-lb. tins, 16c.; ½-lb. tins, 18c.

PURE ENGLISH PARIS GREEN.—Petroleum barrels, 14¼c.; arsenic kegs, 14½c.; 50 and 100 lb. drums, 15c.; 25-lb. drums, 15½c.; 1-lb. paper boxes, 16c.; 1-lb. tins, 17c.

WINDOW GLASS.

TORONTO.

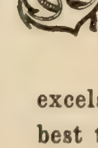
Prices are steadily stiffening, and the present would appear to be a safe time for retailers to lay in stocks of window glass, as the prices are likely to be advanced when there is a better understanding among the jobbers. We quote as follows: Under 26-in., $4.25; 26 to 40 in., $4.65; 41 to 50 in., $5.10; 51 to 60 in., $5.35; 61 to 70 in., $5.75; 71 to 80 in., $6.25; 81 to 85 in., $7; 86 to 90 in., $7.75. Toronto, Hamilton and London. Terms, four months, or 3 per cent., 30 days. Discount, 15 per cent.

MONTREAL.

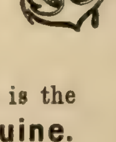
The glass market has improved slightly since last week, and a few large orders have been secured. Our representative was informed that the price of glass for importation by the first steamer was somewhat lower than last year, but in all probability would not alter the prices now quoted. Our quotations are as follows: First break, 50 ft., $2; second, $2.10 for 50 ft.; first break, 100 feet, $3.80; second break, $4; third break, $4.50; fourth break, $4.75.

TO CONTROL

in your district the best liquid paint in the market is worth your attention.



"ANCHOR" LIQUID PAINT



excels all others. The White Lead used in its manufacture is the best the world can produce.—"Brandram's" B.B. Genuine.

BRANDRAM BROS & CO. BRANDRAM'S B.B. WHITE LEAD MANUFACTURERS LONDON ENGLAND

Send us a post card and let us tell you all about it.

HENDERSON & POTTS

HALIFAX and MONTREAL

DEATH OF SENATOR A. T. WOOD.

AFTER an attack of pleurisy, which lasted but nine days, Hon. Andrew Trew Wood, member of the Canadian Senate, and one of Hamilton's most progressive business men, died at his home at 9.45 o'clock Wednesday morning.

The late Senator Wood was born at Mountnorris, Armagh, Ireland, in 1826, being the eldest son of eight children. He was given a sound English and mathematical education, and in 1844 he removed to New York, which city he left two years later to go to Toronto, where he entered the employ of the late James S. Ryan, hardware dealer. While in the latter's employ he was sent to Hamilton to manage a branch in that city. In 1848 he engaged with William Atkinson & Son, wholesale and retail hardwaremen, where he made rapid progress and won a high reputation with the trade. In November of the next year, at the death of Mr. Atkinson, he purchased the firm's retail branch, which he carried on for some time.

His advent in the wholesale hardware business was in 1852, when he bought out the business of Benjamin Miller & Co., which he carried on alone until 1859, when he formed a partnership with Matthew Leggatt. This partnership continued for 30 years, during which time the firm's business extended until it was recognized as an important factor in the hardware business in nearly every section of Canada.

When, in 1899, Mr. Leggatt retired, the present firm, Wood, Valance & Co., was formed, the deceased's son, William A., and George and William Valance being admitted into the company. The firm continues with branches in Toronto, Winnipeg and Vancouver.

While in no sense a speculator, the late Mr. Wood was associated with several companies which have contributed to the industrial prosperity of Hamilton. He was one of the first promoters of the Wellington, Grey and Bruce Railway, took an active part in the bonus campaign, and was a director of the company during its existence till it was absorbed by the old Great Western Railway Company. He also aided in promoting the Hamilton and Lake Erie and Hamilton and Northwestern Railway lines. He was the original organizer of The Ontario Cotton Mills Company, now The Ontario Cotton Company, of which he was president for a number of years, and of which he was director till his death. He was a director of The Hamilton Bridge Works Company for a number of years; also of the Bank of Hamilton. He was vice-president of The Hamilton Provident and Loan Company, with which he was connected since its inception. He was one of the promoters of the smelting works and was a large shareholder in The Hamilton Iron and Steel Company. He was also interested in other enterprises.

Outside of business matters he was public-spirited, progressive and alert. He had, too, been president of the old Mechanics' Institute and of the Hamilton Board of Trade.

He was a staunch Liberal in politics, and in the general elections in January, 1874, he was elected to the House of Commons, his colleague being Aemilius Irving, K.C. At that time the trade question was one of the issues before the people, and Mr. Wood declared himself in

The Late Senator A. T. Wood

favor of protection for revenue purposes, with due regard to the fostering of home manufacturing industries. Messrs. Wood and Irving were unseated on petition, and were re-elected in May, 1875. While in Parliament at that time Mr. Wood was chairman of the Manufacturers' Committee for four years, and he always took a leading part in the debates on matters affecting trade and commerce.

He was again, in 1896, elected to the Dominion Parliament, his colleague then being T. H. Macpherson. In 1900 Mr. Wood, who was a partner of J. V. Teetzel, K.C., for election purposes, was defeated along with Mr. Teetzel, their successful opponents for Parliamentary honors being S. Barker and F. C. Bruce. Mr. Wood was appointed to the Senate on January 21, 1901.

The late Mr. Wood was twice married. First, in 1851, to Mary E., eldest daughter of the late William Freeman, of Saltfleet, by whom he had two sons and a daughter. His surviving son, eldest daughter of the late George H. White, one of the pioneer settlers of York, C.W., was married to him in 1863, and by her he had three daughters. The children are William A., of Hamilton; George D., of Winnipeg; Mrs. Read, Toronto; Mrs. Bert Walsh, Toronto; Mrs. Robert Hobson and Mrs. Olmsted, wife of Dr. Ingersoll Olmsted, of Hamilton.

A GOOD YEAR FOR HARDWAREMEN.

A BUOYANT spirit was manifested by the members of the hardware section of the Toronto Board of Trade at the meeting on Monday afternoon. This spirit was also reflected in the address of Peleg Howland, who has been chairman of the section for the past year.

At the same time Mr. Howland utters a note of warning against overbuying, which the trade would do well to heed in the next year or two.

Mr. Howland's report was as follows:

Gentlemen,—Inquiry in the different branches of trade by this section confirms the general opinion that business has been good during 1902, prices being comparatively steady, the demand large, and the losses small.

Troubles, besides those ordinarily incident to business, have, however, existed, such as unreasoning competition, difficulty in obtaining goods, owing to either limited capacity of manufacturers, or shortages in supply of raw material.

Railroads have been slow in making deliveries, because of congestion of freight and shortage of rolling stock.

Complaints also are made that trade has been hampered by the difficulties of the St. Lawrence route and the lack of facilities at the port of Montreal.

The outlook is bright for at least the first half of 1903, the country, as a whole, being in perhaps a better condition for the consumption of goods than ever before.

The tendency to over trade, though hard to resist in such times, should be guarded against, and a careful outlook kept for signs of a change.

The burden of the higher freight rates, which came into effect on January 1, cannot entirely be shifted to the consumer, and will help towards increasing the expense of conducting business already largely enhanced by general conditions.

The movement on foot for an increase in the tariff, which is being inaugurated by the manufacturers, if successful, must affect all branches of this business, and should be carefully watched by the members of the section. Whether there will be any result has not, as yet, been publicly indicated.

PELEG HOWLAND,
Chairman.

The following officers were elected for 1903:

Chairman—A. A. McMichael.
Vice-Chairman—T. G. Dexter.
Secretary-Treasurer—Paul Jarvis.
Executive—Miles Vokes, S. Samuel, F. H. Watson, J. J. Garrisbope, J. M. Taylor and J. H. Patterson.

STOVES AND TINWARE

AND ALLIED TRADES

GURNEY CO.'S CONVENTION.

On Tuesday and Wednesday, the managers and salesmen of The Gurney Foundry Company, Limited, met in convention at the firm's general offices, Toronto, to discuss matters of interest to the trade and to the firm's customers. Those who were present: Edward Gurney, president; W. H. Carrick, vice-president and general manager; W. E. Gurney, 2nd vice-president; F. B. Skinner, treasurer; T. B. Alcock, secretary; James Hickey, superintendent; W. J. Hallarn, general jollier, Toronto; C. L. Lightfoot, manager of the British-Columbian agency, at Vancouver; James Drewe, manager of the Manitoba agency, at Winnipeg; R. J. Lockhart, vice-president and manager of The Gurney-Massey Company, Limited, Montreal; J. Lockhart, J. H. Wynne and J. E. Carron, salesmen in Quebec and the Maritime Provinces; J. A. Fairbairn, R. G. Wright, A. B. G. D. Tisdale, A. G. McNaughton, E. J. Brewer, E. C. Hancock, C. S. Williams and W. L. Helliwell, salesmen in Ontario.

The proceedings opened with remarks by President Gurney, Manager Carrick and Vice-President W. E. Gurney. Then a symposium was held, each traveller and manager giving for the benefit of all suggestions on general topics, as well as demonstrations on ranges, stoves and heaters, gas ranges and goods, and on other heating goods. On Wednesday afternoon a visit was made to the new plant, which is being erected, and which the staff were pleased to see is being rapidly pushed to completion.

The convention terminated in a fitting manner on Wednesday evening, when the firm banqueted the members at the National Club, where, after a thoroughly appreciated repast, oratory, music, and travellers' yarns combined to put everybody in the best of humor and ready to start out on the morrow to do the biggest year's business yet recorded.

FOUNDRY WILL BE ENLARGED

The St. John Foundry Company, organized in March last, has been so successful that enlargements and extensions of the business are now contemplated, says The St. John, N.B., Globe. The company was promoted by John E. Wilson, and its management has been largely in his hands, so the success attained may, in a great measure, be attributed to his energy and ability. The company started operations in its factory on Brussels street, with 14 hands, and the business has been conducted under serious disadvantages, not the least of these being the scarcity of coal. Still, everything has gone along so satisfactorily, that it is now contemplated to lease land adjoining the factory, on which an option has been obtained, and to build thereon an extension in which the growing business of the company can be handled. It is planned to go into the manufacture of stoves, ranges, etc., and to put on the market a line of goods that St. John will be proud of. Application will be made for an increase in the capital stock of the company from $6,000 to $20,000, and stock will be offered to some of the financial men of the city, who may feel like investing in the enterprise.

THE M'CLARY CO. OF LONDON—AFTER THE FIRE.

Energy and brains are the most suitable words that can be applied to the rapidity and thoroughness with which the debris and the destruction of the recent fire have been made to disappear.

The contracts for rebuilding were all made a week ago, and the work is progressing in double-quick time. The inside of the burned building is all thoroughly cleaned up and new flooring put in, and already the stamping machinery is in full running order, and every day's output is as heavy as at any time prior to the big blaze.

The branch managers, A. D. Kinnelly, of Toronto; A. A. Brown, of Montreal; and J. W. Driscoll, of Winnipeg, made their annual visit to London to confer with the managers there, reviewing the business of last year, and planning and arranging for 1903.

The reports from the various offices are exceedingly gratifying; the business of 1902 has been a record-breaker—all predicting, too, that the year on which we had now entered would exceed the last. The outlook for the company is very promising. Mrs. Driscoll accompanied her husband on his trip east from Winnipeg.

W. H. L.

London, January 21, 1903.

DIRECTIONS FOR STOVES AND FURNACES.

MUCH comment has been caused of late by the fatalities directly due to coal gas in badly ventilated houses, and the general verdict seems to be that many people are ignorant of the proper methods of using their stoves and furnaces.

That there is much ignorance of this matter is well known to all persons intimate with the stove and furnace trade. This is often due, in part, to carelessness on the part of the householder, but in many cases a remedy lies with the dealer who puts in the stove or furnace.

It should be an established rule of the trade that where a furnace is installed directions regarding its use should be printed and pasted up as near to it as possible. These directions should be so clear and comprehensive that the householder should have no trouble in carrying them out. It would be best if the directions were prepared and printed by the manufacturer of the stove, but where the maker does not do so, the retailer should protect his own interests by doing it. If this were always done there would be less complaint regarding the working of furnaces, for often the furnace gets the blame for troubles that are due solely to ignorance or carelessness on the part of the attendant.

Directions regarding the use of stoves are also advisable. It is well known that when properly handled a stove will give better results, will be more economical than when its proper care is not understood by its owner. The owner, of course, blames the stove, whereas if full directions were given with the stove such trouble would probably be obviated, and instead of a dissatisfied customer the dealer would have a pleased one.

AMONG THE TRADE.

James Martin, of Gillies & Martin, foundrymen, Listowel, Ont., died at his home in Teeswater, on Wednesday, last week, aged 68 years. Mr. Martin retired from active connection with the Listowel foundry last summer, on account of his failing health.

E. A. Runions, tinware and hardware dealer, Cardinal, Ont., has sold out to J. E. Magee, of the same town. Mr. Magee is well known in Cardinal and vicinity, and should make a success of the business

MANTELS, GRATES and TILE.

Are any of your customers building a new house? If so, why not try and sell them a mantel as well as hardware? They will want one, and it will pay you. Write us for catalogue and price.

THE BATTY STOVE & HARDWARE CO.

76 York St., TORONTO.

The Selling Qualities

Or our splendid range

The Imperial Oxford

make them the most desirable stock you can handle.

THEIR DIFFUSIVE FLUE CONSTRUCTION
FRONT DRAW-OUT GRATE
OVEN THERMOMETER
DRAW-OUT OVEN RACK

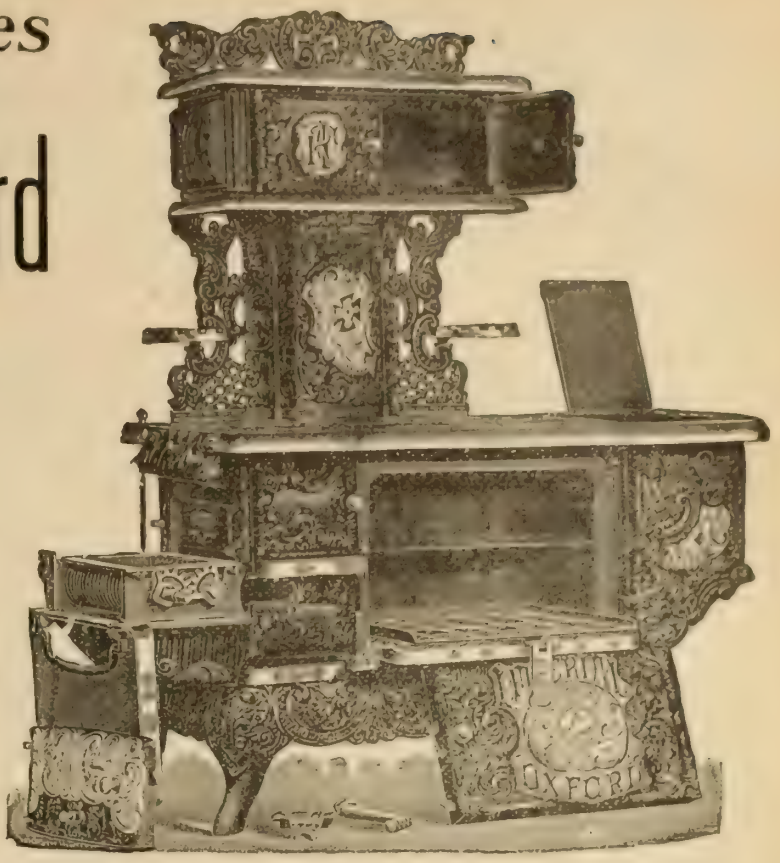
and other improved features, give them a quickly appreciated precedence over other ranges.

Housewives everywhere praise them enthusiastically.

Customers realize their superiority on sight—sales are easy.

They're the popular range of Canada.

Send us your address at once.



THE GURNEY FOUNDRY CO., Limited

TORONTO. WINNIPEG. VANCOUVER.

THE GURNEY-MASSEY CO., LIMITED, MONTREAL.

Established 1860. Incorporated 1865.

"Eureka" Cheese Factory Milk Cans.

PATENTED JANUARY, 1 01

BROAD HOOP PATTERN.

Made of 22 gauge, 1 0 centre hoops. Always supplied swedged unless ordered otherwise.

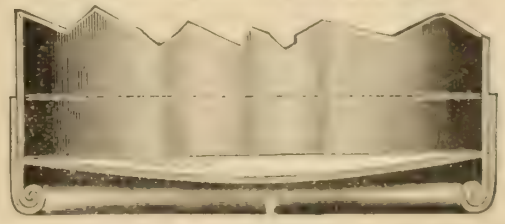
We also make "Eureka" Cans, 24 gauge, with centre hoops; and old style Cans with either slip or rest covers, swedged or not swedged.

Milk Cans and Milk Can Trimmings.

"FLUSH" SIDE HANDLES

Means no more bruised, nor broken milk cans, as is the case with protruding handles.

(See how the outer Rim and Inner are rolled in.



SECTION OF OUR PATENT MILK CAN BOTTOM.

This demonstrates the popularity of

Davidson's Patent Milk Can Bottoms.

YOU should buy our Milk Cans and Trimmings, because our Broad Hoop Bottom has all the advantages of a seamless bottom without the strain that spinning entails. The rim is turned in with edge of bottom, giving double thickness and heavy rolled edges that will not tear factory floors nor waggons.

They have no air spaces which make soldering difficult, but sufficient space is left between bottom proper and rim to allow body of can to be inserted 1/16 of an inch, making permanent joint.

Bottoms are thus sweated in with half the solder.

Bottoms are concave, draining to the centre, therefore are easier to wash out.

They will not corrode like those which drain to the side. They have flush side handles.

Top bands are "SHOULDERED" and have cut out at joint, making neater and cleaner joint than half those than with old style hoop.

All bands have retinned edges.

For durability, finish and economy in making up, our Trimmings are unequalled.

The Thos. Davidson Mfg. Co., Limited Montreal, P.Q.

INDUSTRIAL GOSSIP

DAVID McNAIR, Vancouver, B.C., is head of a company which has paid $11,000 for a site on Burrard Inlet, on which they will erect a large shingle mill.

The Guelph Railway Company is asking for power to establish the Guelph Radial Railway, with connections, embracing Elora, Fergus, Arthur, Mount Forest, Erin, Puslinch Lake, Galt, Hespeler, and Preston, and for legislation to enable the ratepayers of the city of Guelph to subscribe for $25,000 stock in the same.

The last Manitoba Gazette gives notice that The Manitoba Windmill and Pump Company, Limited, of Brandon, seeks incorporation at a capital of $20,000, to deal in pumps, windmills, and machinery. The applicants are J. McDiarmid, Truman Newton, G. F. Williamson, J. M. Riesberry and L. E. Williamson, all of Brandon.

London, Ont., papers announce that the city expects a building boom in the spring. As for Brantford, says The Courier, the place is too much on the hustle to wait for spring conditions. Right in midwinter, the large new Cockshutt Plow factory is in course of rapid construction; the doubling of The Pratt and Letchworth works is in full swing, and new houses are making their appearance on all sides.

The local unions constituting the Toronto Metal Council will be more or less involved in a general movement for the adoption of the nine-hour day: Pattern makers, molders, coremakers, machinists, brass workers, metal polishers, boilermakers, and iron shipbuilders, blacksmiths, electrical workers, and the allied metal mechanics. In all these trade special efforts have been directed during the past year towards strengthening their organizations, and the metal workers now believe they are strong enough to enforce their demands.

At the C.P.R. Board meeting on Monday, last week, it was decided to go on with the Arcola, Alta., extension as soon as the spring opens up. The contract for the work has not yet been awarded, but the president says contractors are now looking over the plotted line, which runs from Regina to Arcola. G. E. Jeykel, of Montreal, who constructed some portion of Sir William Van Horne's Santiago de Cuba Railway, has been up there and expects to get the contract, or a portion thereof. Work will commence from the Regina end, and hundreds of teams, principally mules, will be engaged in the work.

OTTAWA STEEL CASTING COMPANY.

The Baldwin Iron Works on Bridge street have changed hands. They have been purchased by a newly-formed concern known as The Ottawa Steel Casting Company. One of the moving spirits in the new concern is Ald. Askwith. The present premises will be extended, blast furnaces put in, and a general business done in foundry and steel-casting work. The industry already gives employment to a good number of men, but it is probable that as a result of the change and extension of the business the staff will be considerably increased. The new company has great faith in the industrial development of the Chaudiere.

DEERING WORKS TO START SOON.

Manager Kennedy, of the Deering division, International Harvester Company of America, Hamilton, Ont., states that as soon as the necessary electric power can be supplied them by The Cataract Power Company, they would be ready to start operations. It is expected that The Cataract Company will be able to furnish the necessary electric energy during the coming week. The work on the several big buildings now in process of construction is being rapidly pushed forward, the contractors taking every advantage of the present mild weather. Several of the heads of factory departments are now in the city, and it will not be many days before active operations are begun at the big institution.

BUSY PORT ARTHUR.

The merchants of Port Arthur are looking forward to a busy summer. Rumors are afloat of a large amount of work which is to be gone on with at this place, commencing early in the spring, among which is said to be the erection of a storage elevator by the C.P.R.; another elevator and coal docks by the C. N.R., and other improvements by these two companies, which will give employment to considerable labor. There is also a possibility of The Pigeon River Lumber Company increasing their large industry by the erection of a number of wooden manufactories, which would mean a large influx of labor to this place. There is to be a lot of building, as at the present time contracts have been let for a number of modern dwellings, and it is not unlikely that the business blocks will be added to.

A NEW STEEL COMPANY.

A Sydney, N.S., correspondent writes that a company, The Canadian Steel and Coal Company, have organized to carry on business there. The company have acquired an interest in the Cape Breton Railway, formerly owned by The Dominion Securities Company; also the property known as the New Campbellton Mines, and 4,000 acres of iron-ore deposits at tidewater in Quebec. It is the intention of the company to develop on a large scale coal properties in this county, and ultimately to establish a large iron and steel industry, either in Quebec or Cape Breton, but probably in the latter place. The company's property in Cape Breton covers about 12,000 acres and they own about 5,000 acres in Quebec.

Natashquan, in Quebec, where the company owns iron properties, is situated on the north shore of the St. Lawrence, opposite the Island of Anticosti. This shore, for hundreds of miles, contains deposits of magnetic iron, which have been worked to some extent in days gone by and experimented with from time to time, but never with any degree of success owing to the property contained in this iron, titanium, as it is called.

MR. STARR RETIRES.

January 31 ends the business year of the firm of C. E. Starr & Son, hardware merchants, Wolfville, N.S. After that date C. E. Starr retires from the firm, in which he has been actively engaged for over 30 years. The business will be taken over by Illsley & Harvey, while G. S. Starr, son of C. E. Starr, retains an interest.

A number of improvements will be made in the building for the further convenience of the firm in conducting their growing business, and the salesroom will also be enlarged.

The firm have sent out to their customers a circular announcing this change, and also offering special bargains during this month.

Mr. Starr has well earned a rest after a long and active career as an honorable business man, and we hope, with all who know him, that he may live long to enjoy it.

Illsley & Harvey, who succeed him, have the name of being energetic and experienced men. There is no doubt of their being successful.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

A CHATTEL mortgagee is in possession of the stock of H. C. Maas, hardware merchant, of Toronto.

Parker & Co., general merchants, of Hawkesbury, have assigned to A. Hagar.

J. U. St. Armand, general merchant, of St. Genevieve de Batiscan, Que., has assigned to P. P. Martin.

Telesphore Pelletier, general merchant, Cape Chatte, Que., is offering to compromise at 15c. on the dollar.

A meeting of the creditors of C. G. Folkes, general merchant, of Shanotick, Ont., will be held on January 22.

PARTNERSHIPS FORMED AND DISSOLVED.

The St. Henri La Vorturier, Ferreur, carriagemakers, of St. Henri de Montreal, Que., have dissolved partnership.

Allen & McIvor, hardware merchants, Goderich, Ont., have dissolved partnership, George L. Allen continuing.

Johnson & Besette, general merchants, Village Richelieu, Que., have dissolved partnership; a new partnership has been registered.

Robert McIntosh, agricultural implement and lumber merchant, of Saskatoon, N.W.T., is admitting his brother into partnership.

SALES MADE AND PENDING.

Stephen Smith, general merchant, of Maryland, Que., has sold out.

The business of S. J. Bond, harness dealer, Mount Brydges, Ont., is for sale.

Currie & Burland, agricultural implement agents, Souris, Man., have sold out.

Sivain & Emerson, harness dealers, of Roland, Man., have so,d out to David Hardy.

Norman Fanson, harness dealer, Pilot Mound, Man., has sold out to G. W. Brisbin.

E. M. Marshall, hardware merchant, Sarnia, Ont., has sold out to Conse & Rongvie.

Herman Goski, general merchant, Copperclift, Ont., has sold out to John R. McKinnon.

R. W. Hamill, agricultural implement agent, Carlyle, Man., has sold out to Lawlor & Co.

The stock of William Irving (estate of), hardware merchant, Austin, Man., has been sold to George Napier.

A. J. Stockwell, hardware and implement merchant, Esteran, N.W.T., has sold out the implement business.

G. Grondin, general merchant and hotel keeper, of Notre Dame du Portage, Que., advertises his hotel for sale.

NEW FIRMS AND CHANGES.

C. D. Fontaine & Co., St. Cyrille de Wendover, have registered as general merchants.

G. F. Hodgins, general merchant, of Shawville, Que., is opening a branch at Maryland.

The Manitoba Windmill and Pump Co., Limited, Brandon, Man., are applying for incorporation.

J. L. Gibson, agricultural implement agent, Wolseley and Sintaluta, N.W.T., has been succeeded by O. Tourigny.

The G. T Baird Co., Limited, lumber and general store merchants, of Perth, N.B., are applying for incorporation.

The Martineau Co., manufacturers of iron, Quebec, are applying for a charter.

T. Copeland, hardware merchant, Winnipeg, has gone out of business.

The Marshall-Wells Company, wholesale hardware merchants, Winnipeg, are applying for authority to increase their capital from $50,000 to $500,000.

FIRES.

The plant of The Hamilton Powder Company, Montreal, at Beloeil, has been burned.

J. D. Frier, general merchant, Waterford, N.B., has been burned out; partially insured.

The Peck Rolling Mills Company, Montreal, nail manufacturers, have been burned out; insured.

The stock of Leeder & Parsons, general merchants, Quyon, Que., has been slightly damaged by fire; insured.

DEATHS.

J. U. Ireland, general merchant, Gourock, Ont., is dead.

Walter Mullett, of the firm of Walter Mullett & Son, blacksmiths, Bancroft, Ont., is dead.

Hon. A. G. Wood, of the firm of Wood, Valance & Co., wholesale and retail hardware merchants, Hamilton, Ont., and of Geo. D. Wood & Co., wholesale hardware merchants, Winnipeg, is dead.

DEATH OF THE OLDEST RAILROAD LOCKMAKER.

THOMAS SLAIGHT, president of The Thomas Slaight Lock and Manufacturing Company, of Newark, N.J., died on Sunday, January 4, 1903, at the age of 83 years. He was born in New York City, January 8, 1820.

At the early age of 15 years (in 1835), he apprenticed with Dr. Sol. Andrews, who, at that time, was a celebrated lock manufacturer at Perth Amboy, N.J. In 1841, he went with Day, Newell & Day, bank-lock manufacturers in New York City. In 1844 he came to Newark to take charge of the plant of Henry C. Jones, whose specialty was padlocks.

In July, 1849, Mr. Slaight started in business for himself, and from the start he was so successful, that, in 1856, he built and occupied the large building at 113-115 N.J.R.R. Ave., where his business is still located. His specialties were the various styles of railroad locks of the finest grade, and also Government locks. In March, 1901, on account of advancing years, Mr. Slaight incorporated his business under the name of The Thomas Slaight Lock and Manufacturing Co., he being made the president.

David D. Slaight, who has been associated with his father in the business for nearly 20 years, will succeed him as president of the company.

THE B. GREENING WIRE CO., LIMITED.

A REPRESENTATIVE of "Hardware and Metal" was very much struck on a recent visit to the premises of The B. Greening Wire Company, Limited, Hamilton, Ont., with the immense growth within the last 12 months. They now occupy their handsome and commodious offices which they have built up on the site of the old office, occupied by them for the last 10 years, and from the increase in the staff employed there, would give some idea of the largely increased business this firm are enjoying.

There is a special three-storey brick building put up this year for the manufacture of poultry netting, which they have only been making one season, but which has gained such a reputation on the market that they have already had to put up this special building and double their plant, and now they are fully sold up to their capacity up to the end of March. They have added very largely to their weaving plant, and put up a new tower for painting fly cloth which alters the appearance of the building altogether.

This firm have now been manufacturing wire rope and weaving heavy cloth for upwards of 50 years, and can justly claim to be not only pioneers in that line of business, but also in wire drawing. They manufacture every class of wire for all purposes, besides the products of wire, such as wire rope of different grades, wire cloth from the heaviest steel mining screens, slab or refuse burner tops for sawmills, all kinds of drying floors, such as oatmeal and malt kiln, woollen and cotton-drying floors, for grain-cleaning machinery in grist mills, threshing machines and fanning mills, down to the finest wire cloth.

Also, perforated metals in steel, zinc, brass, copper and aluminum, and, in fact, everything that can be made in wire.

The firm are descendants from an old family in England that have always been in the wire business. Nathanael Greening, having started the firm that is in existence to-day at Warrington, England, in 1799. The present firm here, having been started by Benjamin Greening in 1872 and incorporated by his son, S. O. Greening, president of the present company, in 1889.

The firm have a warehouse at No. 122 St. Paul street, Montreal, for the convenience of their eastern customers, where they have a full line of everything they manufacture, with J. H. Hanson in charge, but all the manufacturing and bookkeeping is done at the headquarters in Hamilton.

Hamelin Bros. & Co., general merchants, of Melita, Man., are applying for incorporation.

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

Montreal, January 23, 1903.

HARDWARE.

TRADE during the past week has improved considerably, and orders for spring delivery are coming to hand in large numbers. A fair business is being done in the setting up trade, and dealers say this trade is better than it has been for years. There has been a decline of 10c. per 100 lb. in barb wire, and all shipments, as well as stock on hand, will be guaranteed until May 1. There is also some talk of a duty being placed on barb wire in March. Mrs. Potts' sad irons, both plated and plain, have advanced about 5 per cent. Stanley planes are about 5 to 8 per cent. higher, and levels, about 10 to 15 per cent. There are also a couple of changes in galvanized wire, that we would draw to the attention of our readers. At present there is every indication of a heavy spring trade, as already there is quite a movement in freezers, harvest tools, shovels and spades, wire cloth, barb wire, fence wire, spring hinges and lawn mowers.

LAWN MOWERS.—A few orders have come to hand during the week. Prices are as follows: 10½ in. wheel by 12-in cutter, $7.50; by 14-inch cutter, $8.00; by 16-inch do, $8.50; by 18-inch do, $9.00; by 20-inch do, $10.00. Star, 9-inch wheel by 12-inch cutter, $5.50; by 14-inch do, $5.75; by 16-inch do, $6. Daisy, 8-inch wheel by 12-inch cutter, $4.90; by 14-inch do, $5.10; by 16-inch do, $5.30. Philadelphia pattern, 7½-inch wheel by 10-inch cutter, $6; by 12-inch do, $6.50; by 14-inch do, $7; by 16-inch do, $7.50. Grass boxes are quoted as follows: 12-inch, $2.25; 14-inch, $2.25; 16-inch, $2.50; 18-inch, $2.50; 20-inch, $2.75. The discount on all the above is 50 per cent. off.

BARB WIRE.—There is a small movement in this line, and spring trade is about to start. A decline in price will be noticed in our quotations. We quote: $2.80 per 100 lb., f.o.b. Montreal; $2.45 f.o.b., Cleveland, in carlots of 15 tons; $2.67½ f.o.b., Cleveland, in smaller lots.

GALVANIZED WIRE.—There is very little doing in galvanized wire, and the market is steady. Our quotations are as follows: No. 5, $3.70; Nos. 6, 7 and 8, $3.15; No. 9, $2.55; No. 10, $3.20; No. 11, $3.25; No. 12, $2.65; No. 13, $2.75; No. 14, $3.75. In carlots, f.o.b. Cleveland: No. 5, $2.20; Nos. 6, 7, 8 and 9, $2.15; No. 10, $2.20; No. 11, $2.25; No. 12, $2.30; No. 13, $2.40; No. 14, $2.50. In less than carlots, 12½c. per 100 lb. extra is charged.

SMOOTH STEEL WIRE.—The market remains quiet and prices are unchanged. We quote: Bright and annealed, $2.50 per 100 lb. f. o. b. Montreal, Toronto, Halifax, London, Hamilton and St. John. Net extras per 100 lb. are now as follows: Coppered wire, 60c.; tinned wire, $2; oiling, 10c.; spring wire, $1.25; best steel wire, 75c.; bright soft drawn, 15c.; special hay-baling wire, 30c.

FINE WIRE.—Very few orders are being received. The discount is still 25 per cent. with the following extras: 1 and 2-lb. hanks, 25c per 100 lb.; ½-lb. hanks, 37½c. and ¼-lb. hanks, 50c.

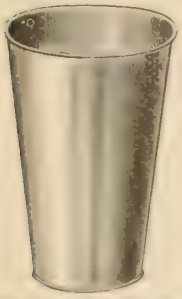
BRASS AND COPPER WIRE.—The market is slow in both these lines, and the discount remains at 62½ per cent.

FENCE STAPLES.—Spring orders are commencing to arrive for fence staples. Our quotations are: $3 per 100-lb. keg for galvanized staples and $2.80 for bright, with 25c. extra for 25 and 50-lb. packages.

WIRE NAILS.—Trade continues to be quiet, and the prices are unchanged. We quote: Carlots, $2.40, and small lots at $2.45 per keg f.o.b. Montreal, London, Hamilton, Toronto, Brantford, Windsor, Ont., and St. John.

CUT NAILS.—The market is somewhat improved. In carlots, the price is $2.40 per keg and in small lots, $2.45 per keg.

HORSE NAILS.—Prices remain firm and a few orders are being received for



STRAIGHT PATTERN.

FLARING PATTERN.

Maple Syrup Season Goods

You may just as well handle the best known and most satisfactory lines of these goods and win the confidence and trade of your customers.

SAP PAILS

We make them in both straight and flaring patterns—three sizes in each.

EUREKA CAST IRON SAP SPILES

are well known and acknowledged to be the best in Canada.

PROMPT SHIPMENT GUARANTEED

THE McCLARY MANUFACTURING CO.

"Everything for the Tinshop."

LONDON, TORONTO, MONTREAL, WINNIPEG, VANCOUVER, AND ST. JOHN, N.B.

ENGLISH
GERMAN
BELGIAN
CANADIAN
AMERICAN
} PORTLAND CEMENTS.

FIRE
BUILDING
ENAMELLED
SILICA
MAGNESIA
} BRICKS.

DRAIN
CULVERT
} PIPES.

F. HYDE & CO.

31 WELLINGTON ST., MONTREAL

. . FULL STOCK . .

Salt Glazed Vitrified

Double Strength Culvert Pipe a Specialty.

THE CANADIAN SEWER PIPE CO.

HAMILTON, ONT. TORONTO, ONT.
ST. JOHNS, QUE

Deseronto Iron Co.

LIMITED

DESERONTO, ONT.

Manufacturers of

CHARCOAL PIG IRON

BRAND "DESERONTO."

Especially adapted for Car Wheels, Malleable Castings, Boiler Tubes, Engine Cylinders, Hydraulic and other Machinery where great strength is required; Strong, High Silicon Iron, for Foundry Purposes.

"MIDLAND"

BRAND

Foundry Pig Iron.

Made from carefully selected Lake Superior Ores, with Connellsville Coke as Fuel. "Midland" will rival in quality and grading the very best of the imported brands.

Write for Price to Sales Agents

Drummond McCall & Co.

MONTREAL, QUE.

or to

Canada Iron Furnace Co.

MIDLAND, ONT, Limited

small lots. We quote the discounts as follows: "C" brand, 10, 10 and 7½ per cent. off; on "M" brand, "Oval," 57½ per cent.; "New City," 57½ per cent; "New Countersunk," 65 per cent.; "Monarch," 65 per cent.; "Peerless," 50 and 7½ per cent.

HORSESHOES.—A fair business is doing and the prices are steady. We quote as follows: Iron shoes, light and medium pattern, No. 2 and larger $3.35; No. 1 and smaller, $3.60; snow pattern, No. 2 and larger, $3.60; No. 1 and smaller, $3.85; X L steel shoes, new light pattern, sizes 1 to 5, No. 2 and larger, $3.45; No. 1 and smaller, $3.70; feather weight, all sizes, 0 to 4, $5; toe weight, all sizes, 1 to 4, $6.25. Shoes, more than one size in a keg, 10c. per keg extra f.o.b. Montreal only.

RIVETS AND BURRS. The market is quiet and few orders are being booked. The discounts are quoted as follows: Best iron rivets, section carriage and wagon box, black rivets, tinned do., coopers' rivets and tinned swedes rivets, 60 and 10 per cent.; swedes iron burrs are quoted at 55 per cent. off; copper rivets, with the usual proportion of burrs, 45 per cent. off and coppered iron rivets and burrs, in 5-lb. carton boxes are quoted at 60 and 10 per cent. off list.

BOLTS AND NUTS. There is nothing new to report this week. Discounts are Norway carriage bolts, 55 per cent.; common, 50 per cent; full square carriage bolts, 55 per cent.; machine bolts 50 and 5 per cent.; coach screws, 66 2-3 per cent.; sleighshoe bolts, 65 and 5 per cent.; blank bolts, 50 and 5 per cent.; bolt ends, 50 and 5 per cent.; plough bolts, 50 and 5 per cent. To any retailer an extra discount of 10 per cent. is allowed. Tire bolts, 67½ per cent.; stove bolts, 67½ per cent. Nuts, square, 3½c. per lb. off list; hexagon nuts, 3¾c. per lb. off list. To all retailers an extra discount of ½c. per lb. is allowed.

SCREWS.—The discounts remain the same and trade is quiet. Prices follow: Round head bright, 82½ and 10 per cent.; flat head bright, 87½ and 10 per cent.; brass, round heads, 75 and 10 per cent.; brass, flat heads, 80 and 10 per cent.

CORDAGE. There is no change to note this week. Quotations are as follows: Pure manila, 14c.; British pure manila, 12c.; sisal, 11c.; double lathyarn, 11c.; single lathyarn, 10½c.

BUILDING PAPER.—A few future orders are being booked, otherwise the market is quiet, and our quotations are as follows: Tarred felt, $1.75 per 100 lb.; 2-ply, ready-roofing, 90c. per roll; 3 ply, $1.15 per roll; carpet felt, $2.25 per 100 lb.; dry sheathing, 35c. per roll; tar sheathing, 45c. per roll; dry fibre, 50c. per roll; tarred fibre, 60c. per roll, O K and I X L, 65c. per roll; heavy straw and sheathing, $30 per ton; slaters' felt, 60c. per roll.

SCREEN WIRE CLOTH.—The spring trade is opening for screen wire cloth, and the prices are quite firm. The price quoted is $1.40 per 100 square feet.

FIREBRICKS.—The prices remain unchanged. We quote: English, $16 to $22 and Scotch, $17 to $22 per 1,000.

CEMENT.—The cement market is quiet, and very little business is being done. Our quotations are as follows: Canadian cement, $1.90 to $2.25; German, $2.20 to $2.30; English, $2.15 to $2.25, Belgian, $1.70 to $1.95 per barrel ex store, and American, $2.10 to $2.20 ex-cars.

A. C. LESLIE & CO.

HEADQUARTERS FOR

IRON, STEEL and METALS

BEST BRANDS AT LOW PRICES TO WHOLESALE BUYERS.

SANDERSON'S STEEL IN STOCK.

509-512 Merchants Bank Building,

MONTREAL.

A Scheme to Make Money

We are in business to make money, and so are you.

If you are handling our line of

PUMPS

you are making money, because there is a good profit in them for you, and then you never hear any complaints about them.

If you are not handling them you had better write us and find out all about this money-making scheme.

The R. McDOUGALL CO., Limited

GALT, ONT.

Pump Manufacturers. Write for Catalogue

Pig Tin.

"Boustead & Co's" Penang
"Straits"
"Lamb and Flag"

Copper —"Lake"
—"MA"

Galvanized Sheets.

ADAM HOPE & CO.

Hamilton, Ont.

NOVA SCOTIA STEEL & COAL CO., Limited

NEW GLASGOW, N.S.

Manufacturers of

Ferrona Pig Iron

And SIEMENS MARTIN

OPEN HEARTH STEEL.

SNOW SHOVELS.—A few sorting up orders are being received, and the prices are as follows: "Hamilton," $2.25 to $2.40; "Victor," 40 per cent. off; steel railroad shovels, 48 and 5 per cent. off.

FIRE SHOVELS.—There is still a fair business being done in fire shovels. The discounts remain unchanged. No. 70, $½ to 40c. per dozen; No. 55, 55 to 60c.; No. 57, $2½ to 90c.; No. 60, $2½ to 90c.; No. 65, $1.37½ to $1.45; No. 80, 50 to 55c.; "Duplex," No. 7, $1.21; No. 9, $1.52; No. 11, $1.82.

HOCKEY STICKS.—A few small orders are still being received by the jobbers. We quote: Best second-growth, goal keepers', $4.20 per doz.; ash, $2.90; elm, $2.25; boys' elm, $1.10; common, 90c. Regulation pucks, $1.50 per doz.

COAL HODS.—The trade in coal hods is about finished for the season. Prices follow: Japanned, 16-in., $4.50 per doz.; 17-in., $4.80; 18-in., $5.10; with gold band, 17-in., $5.10; 18-in., $5.40. Galvanized, 16-in., $6.20; 17-in., $6.50; 18-in., $6.80 per doz. The discount is 45 per cent.

LANTERNS.—A fair trade is doing in this line at our last quotations. We quote as follows: Tilt, lift or hinge, No. 0, $4 per doz.; Cold Blast, $7 per doz.; dash-board, No. 0, $5.75 per dozen; cold-blast dashboard, $9 per dozen. Extras are as follows: Japanning, 50c. per dozen; copper-plating cold blast, $2 per dozen. The prices quoted are f.o.b. London, Hamilton, Toronto, Belleville, Kingston and Montreal.

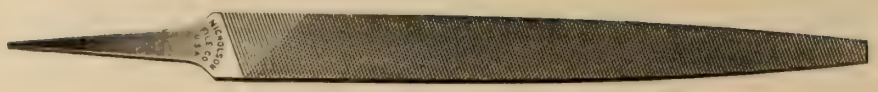
METALS.

The demand for heavy metals is increasing, and pig lead, pig tin and pig copper are all firmer. The pig-iron markets have been none too active, although we hear of a few large orders. All Canadian furnaces are still behind with their orders for some months, and some supplies of Scotch pig iron have been imported, $21 to $24.50 being quoted for No. 2 Summerlee, and $23.50 for Calder, net terms. Sheet zinc is now quoted at $5.75 to $6. On the foreign markets higher prices are being asked for pig iron, but it is doubtful if any business has been done under them. Structural iron and steel is in active movement, though manufacturers have now, for the most part, caught up with the demand and prompt deliveries are no longer insisted upon, except in a few cases. Bar iron is expected to become firmer. Canada plates on the English market are strengthening, and have advanced 2s. 6d. per ton. Terne plates have also advanced 6d. per box, and in sympathy, a firmer feeling is noticeable here. Black sheets, although there has been no actual advance in prices, are very firm on the foreign markets, and higher values may be anticipated. In tinplates, the foreign market has advanced 1½ to 1d. per box, and the market is steady and firmer.

BAR IRON.—Trade is fair, and the market is looked upon as somewhat firmer. We quote: Merchants' bar, $2; horseshoe iron, $2.25; forged iron, $2.20.

BLACK SHEETS.—Trade is fair and prices steady. Quotations are as follows: 28 gauge, $2.65; 26 gauge, $2.60; 20 to 21 gauge, $2.50; 8 to 20 gauge, $2.50.

GALVANIZED IRON.—Business is quiet and the prices remain unchanged. We quote: No. 28, Queen's Head, $4.40; Apollo, 10½-oz., $4.30; Fleur de Lis, $4.15; Comet, $4.10; "Bell" brand $4.05. For less than case lots 25c. extra is charged.



NICHOLSON FILE CO.

PROVIDENCE, R.I., U.S.A.

Cast Steel FILES and RASPS, High Grade

FOR HOME AND EXPORT TRADE.

Largest File Manufacturers in the World.

Seven Distinct Factories.

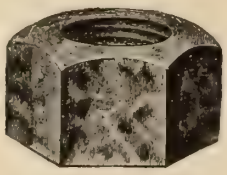
The well-known "Nicholson" and "X. F." brands are made exclusively at our Providence works from best selected steel, by experienced workmen, and are exported to all parts of the globe, and command the highest prices.

DOMINION WORKS:

PORT HOPE, CANADA.

Daily production: 600 dozen, including "Globe," "Kearney & Foot," and other brands.

Walter Grose, Selling Agent, Montreal.



THE JOHN MORROW MACHINE SCREW COMPANY, Limited

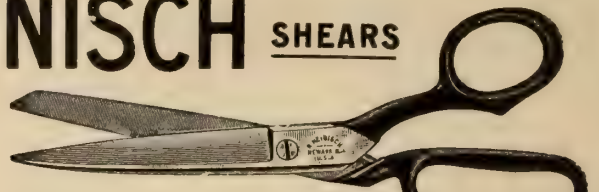
Manufacturers of

Set and Cap Screws, Special Milled Work, Engine Studs, Etc. Cold Punched Nuts of every variety of finish.

INGERSOLL, ONT.

CELEBRATED **HEINISCH** SHEARS

Tailors' Shears,
Trimmers' Shears,
Tinners' Snips, etc.



ACKNOWLEDGED THE BEST.

R. HEINISCH'S SONS CO.

NEW YORK OFFICE, 90 Chambers St.
NEWARK, N.J., U.S.A.

Not connected with any Shear Combination.

SOLDER.

Half-and-Half, Wire, Bar, Angle, and Plumbers—all grades.

IF YOU USE, DROP US A LINE.

THE CANADA METAL CO., WILLIAM STREET, **TORONTO.**

IF YOU WANT LIGHT AT SMALLEST COST

Use "Brilliant" or "Radiant Shelby" Incandescent Lamps

SPECIAL PRICES TO LARGE LIGHTING COMPANIES.

Walter Grose,
Selling Agent, MONTREAL.

Manufactured by
The Ontario Lantern Co., Hamilton, Canada.

LEAD PIPE.—There is a fair business being done. Composition and waste are quoted at 8c. and ordinary at 7c. The discount is 37½ per cent.

IRON PIPE.—The market is fairly active and the prices remain about the same. Standard pipe, per 100 feet, in lengths under 19 feet: Black, ¼, $2.40; ⅜, $2.65; ½, $2.85; ¾, $3.65; 1 in., $5.20; 1¼, $7.35; 1½, $8.95; 2 in., $12.55. Galvanized, ¼, $3.20; ⅜, $3.45; ½, $3.85; ¾, $5; 1 in., $7.20; 1¼, $10.05; 1½, $12.20; 2-inch, $16.85. Extra heavy pipe, plain ends, are quoted per 100 feet as follows: Black, ½, $4.20; ¾, $5.25; 1 in., $7.55; 1¼, $10.55; 1½, $12.75; 2 in., $17.60. Galvanized, ½, $5.20; ¾, $6.65; 1 in., $9.50; 1¼, $13.25; 1½, $16; 2 in., $21.90. For threads and couplings 5 per cent. is added.

TINPLATES.—The local market is still steady and firm, while an advance has taken place on the foreign markets. We quote: Cokes, $4.25 and charcoals, $4.75 to $5.25.

SOIL PIPE AND FITTINGS.—The market is very quiet and prices remain unchanged. Discounts are as follows: Light soil pipe, 3 to 6 inch, 50 per cent.; medium and extra heavy soil pipe, 2 to 6-inch, 60 per cent.; extra heavy soil pipe, 8 inch, 45 per cent.; light fittings, 2 to 6-inch, 50 and 10 per cent.; medium and extra heavy fittings, 2 to 6-inch, 60 per cent.; extra heavy fittings, 8-inch, 45 per cent.

PIG IRON.—The market is firm. We quote $23.50 to $24.50, ex store, Montreal.

INGOT COPPER.—The market continues to be firm. We quote $13.50 to $14.50 per 100 lb.

INGOT TIN.—The market remains the same as last week. We quote $30 to $32 per 100 lb.

PIG LEAD.—The market is quite firm. In carlots, the price is $2.90, and in small lots, $3.25.

STEEL.—A few orders are being booked for steel, and the market is firmer than a week ago. Our quotations are as follows: Sleighshoe, $2.10 to $2.20; tire, $2.20 to $2.25; bar, $2.05; spring, $2.85 to $3; reeled machinery, $2.75; toecalk, $2.60 to $2.90; machinery (iron finish), $2.10; mild steel, $2.05; square harrow, $2.15.

TOOL STEEL.—There is a small movement in tool steel, and the market is steady. Our quotations are as follows: Black Diamond, 8c.; Sanderson's, 8 to 12c., according to the grade; Jessop's, 13c.; Leonard's, 7½c.; Jonas & Colver's, 10 to 20c.; "Air Hardening," 65c. per lb.

CANADA PLATES.—The market is still quite firm, and a fair trade is doing in galvanized plates. We quote as follows: 52s, $2.70 to $2.80; 60s, $2.85 to $2.90; 75s, $2.80 to $2.85; full polished, $3.75 and galvanized, $4.25 to $4.35; galvanized 70s, $4.45 to $4.55.

TERNE PLATES.—In sympathy with the foreign markets, a firmer feeling prevails on the local market. We quote $7.50.

COIL CHAIN.—A brisk demand continues in coil chain. Quotations are as follows: No. 6, 10c.; No. 5, 9c.; No. 4, 8½c.; No. 3, 7c.; ¼ in., 6½c. per lb.; 5-16, $5; 5-16 exact, $5.25; ⅜, $4.30; 7-16, $4.10; ½, $4; 9-16, $3.80; ⅝, $3.70; ¾, $3.60; ⅞, $3.55; 1 in., $3.50. In carload lots an allowance of 10c. is made.

SHEET ZINC.—A slight advance is noticeable in this market. We quote $5.75 to $6.

EASTLAKE SHINGLES

ARE SO EASY TO HANDLE.

They fit together perfectly by means of their patent side lock—can be quickly laid by any handy man—and last so long, being absolutely Fire, Rust, Leak, and Lightning Proof. These are the points that commend them to your customers.

You're not doing all the business you might do, unless you keep Eastlakes in stock.

Metallic Roofing Co., Limited

TORONTO. MONTREAL. WINNIPEG.

ZINC SPELTER.—There is nothing doing in this market. We quote $5.25.

SOLDER.—A fair trade is doing in solder, and the market is steady. We quote as follows: Bar solder, 20c., and wire solder, 18c.

RAW FURS.

The London sales take place this week, and Canadian prices will probably be regulated accordingly, toward the end of the week or a little later. At present there is no change. Good prices prevail all around on this market and offerings are increasing, including coon skins, which are not so scarce as it was thought they would be. With the increased receipts there is also a noticeable improvement in the quality of the skins offering. A Montreal dealer is said to have paid $90 recently for the skin of a black fox. We quote:

SCRAP METALS.

There is a good amount of business being done at present, and dealers report the market quite firm. Considerable shipments have been made of late. Quotations are still as follows: Heavy copper and wire, 9c. per lb.; light copper, 8c.; heavy red brass, 10c.; heavy yellow, 8½c.; light brass, 5c.; lead, 2 to 2¼c.; zinc, 2½ to 2¾c.; iron, No. 1 wrought, $15 to $16; No. 2, $7 per ton; machinery scrap, $16.50 to $17; stove plate, $13; malleable and steel, $6; mixed country rags, 60 to 70c. per 100 lb.; old rubbers, 6½ to 6¾c. per pound.

HIDES.

Hides last week were ½c. lower than our quotations. This week has shown no further decline, but the market has been steadier, and leathers of all sorts seem to be firmer. Lambskins have advanced to

		Large	Medium	Small	Kitts	Fall Beaver [illegible] per pound		Spring Beaver [illegible] per pound	
BEAVER	Labrador and choice Eastern	$6.00	$5.00	$2.75	$1 1.50				
"	Territory Rocky Mountains and Western								
	Strictly Prime, or, No 1	6.00	4.00	2.00	50 75				
	Partly Prime, or, No 2	4.00	3.00	2.00	[illegible]				
	Unprime, or, No 3	3.00	2.00	75	40				
	Flat, weak, or poor, or, No 4	2.50	50	25	25				
		Large	Medium	Small	2	3	4	Cubs	Yearlings
BEAR	Black Choice only	15.00	10.00	7.50	6.00	3.00	50	$2.00 to $8.00	
"	Brown "	12.00	7.00	5.00				1.00 to [illegible]	
		1	2	3	4				
BADGER	Of all sections	50	25	10	05				
		Dark	Brown	Pale	2	3	4		
FISHER	Eastern and far North Eastern	[illegible]	[illegible]	[illegible]	3.00	1.75	50		
	Territory and Western	[illegible]	[illegible]	3.50	2.00	1.00	50		
		Large	Small	2	3	4			
FOX	Red North Eastern and similar fine bright red kinds	4.00	2.75	1.25	75	20			
"	Territory and Western	4.00	2.75	1.40	50	20			
		Dark	Fair	Pale	2	3	4		
"	Cross Value principally as to beauty, also size & richness	10.00	7.00	4.00	2.50	1.50	50		
"	Silver Eastern and far Northern	75.00	50.00	25.00	20.00	[illegible]	4.50		
"	Pacific Coast, Territory and Western	[illegible]	35.00	20.00	15.00	5.00	2.50		
		Large	Medium	Small	2	3			
LYNX	Far North Eastern	4.00 5.00	2 to 3.50	2.25	2.00	75	25		
"	Territory and Western	4.00 5.00	2 to 3.50	2.25	2.00	60	20		
		Dark	Brown	Pale	2	3	4		
MARTEN	British Columbia, Northern Pacific and similar ...	7.00	5.00	2.50	1.75	1.00	25		
"	Territory and Western	3.50	2.25	1.50	1.00	60	20		
"	Quebec and Ontario	3.00 3.50	2.25 3.00	2 to 2.25	1.00	50	25		
		Large	Medium	Small	2 Large	2 Small	3		
MINK	Halifax, far North Eastern and choice	4.00	3.25	2.50	2.25	1.50	40	[illegible]	
"	Territory and Western	1.50 2.00	1.50	1.00	75		25	[illegible]	
		Spring	Winter	Fall	Kitts				
MUSKRAT	Eastern, best large		10 to 13	8 to 10	2 to [illegible]				
"	Territory and Western		5 to 10	07	2 to 4				
		Large	Small	2	3	4		Cubs	
OTTER	Labrador and far North Eastern	$10-$14	7.00-10	5.00	2.50	2.00		[illegible]	
"	Territory and Western	6.00	4.50	3.50	2.25	[illegible]		[illegible]	
		Large	Small	2	3	4			
RACOON		75-1.25	60 75	35 50	25	15			
"	Black Value according to darkness, size and beauty	2.25	2.00	1.00	50	25			
		Black	Short St.	Long St.	White				
SKUNK		75-1.25	75	40 50	05 15				
		Dark	Brown	Pale	2	3	4		
WOLVERINE	Value according to darkness, size and beauty	5.00	4.00	2.50	1.50	75	25		
CASTOREUM		$5.00 to $6.00 per pound.							

75c. We quote as follows: No. 1 hides, 7c.; No. 2 do., 6c.; No. 3 do., cut skins, 8 to 10c.; and sealskins, 75c.

MONTREAL NOTES.

Sheet iron has advanced about 25c. Many fear there will be a decline in barb wire at 10c. and 11c. f.o.b.

ONTARIO MARKETS.

Toronto, January 23, 1903.

HARDWARE.

Since the beginning of the year the business with the hardware jobbers and manufacturers in Toronto has been satisfactory, and from the way business has opened out it looks as though 1903 would be an even better year than 1902. The only disturbing feature at the present time is that the manufacturers are looking for and expecting a change in the tariff. As a consequence, buying is unusually active in some lines that might be affected, and it is believed this business will be missed later in the year. Another disturbing feature is the fact that manufacturers are withdrawing quotations on some staple lines in which they may be a change, which has an unsettling effect. There is no doubt, however, that Canada is in a prosperous condition, as the demand from British Columbia, the Northwest Territories and the Lower Provinces is greater than it has been in the history of the hardware business for some time. The only changes of account are in wire, which have been lowered to meet the competition of European lines. Prices are otherwise steady and featureless.

BARB WIRE.—There is a large tonnage booked for the spring trade. Prices are 10 to 12½c. lower. The base price is now as follows: $2.55 from Cleveland, and 10c. less in carlots. From stock, Toronto, $2.80.

GALVANIZED WIRE.—Orders for spring deliveries are large. Nos. 9, 12 and 13 show a reduction of 15c. We quote as follows: Nos. 6, 7 and 8, $3.15 to $3.35 per 100 lb.; No. 9, $2.50; No. 10, $3.20 to $3.40; No. 11, $3.25 to $3.45; No. 12, $2.65; No. 13, $2.75; No. 14, $3.75 to $3.95; No. 15, $4.30; No. 16, $4.55. Nos. 6 to 9 base from Cleveland are quoted at $2.27½ in less than carlots.

SMOOTH STEEL WIRE.—Orders are coming in well for oiled and annealed. Prices are steady. We quote the base price as follows: $2.50 per 100 lb. Oiling, 10c.; coppering, 60c. and tinning, $2 per 100 lb. extra. Shipping points, Toronto, Hamilton, London and Montreal, with freights equalized on those points.

WIRE NAILS.—Trade has been fairly booked, as an advance is anticipated. We quote $2.45 per keg and 5c. less for carlots. The shipping points are Toronto, Hamilton, London, Gananoque and Montreal.

CUT NAILS.—There is nothing doing. We quote $2.50 per keg.

HORSE NAILS.—An ordinary sorting trade is reported. Quotations on "M" brand have been withdrawn. Prices are unchanged. Discounts are: "C" brand, oval head, 10 and 10 and 7½ per cent.; on "Monarch," 65 per cent., and "Countersunk" head, 65 per cent.; "Peerless," 50 and 7½ per cent.

HORSESHOES.—A good sorting demand with prices steady. We quote as follows: Iron shoes, No. 2 and larger, light medium and heavy, $3.45; snow shoes, $3.70; light steel shoes, $3.55; feather weight (all sizes), $4.95; iron shoes, No. 1 and smaller, light, medium and heavy (all sizes), $3.70; snow shoes, $4; light steel shoes, $3.80; featherweight (all sizes), $4.95.

SCREWS.—A steady trade doing. We quote: Flat head bright, 87½ and 10 per cent. discount; round head bright, 82½ and 10 per cent.; flat head brass, 80 and 10 per cent.; round head brass, 75 and 10 per cent.; round head bronze, 65 per cent. and flat head bronze, 70 per cent.

RIVETS AND BURRS.—A steady demand is noted, and our quotations are as follows: Iron rivets, 60 and 10 per cent. discount; iron burrs, 55 per cent. copper rivets, with usual proportion of burrs, 45 per cent.; copper burrs alone, 30 and 10 per cent.

BOLTS AND NUTS.—A brisk demand continues. There is no change in prices. Carriage bolts, common ($1 list), 50 per cent.; carriage bolts, full square ($2.40 list), 55 and 10 per cent.; carriage bolts, Norway iron ($3.00 list), 55 and 10 per cent.; machine bolts, all sizes, 50 and 10 per cent.; coach screws, cone points, 66 2-3 and 10 per cent.; elevator shaft and whiffletree bolts, 50 per cent.

SPADES AND SHOVELS.—It is early yet, but some orders are being received. Prices are unchanged. Discount is 45 per cent., and the list price has been reduced $3 per doz. for Olds' goods, $2 for Gray's and $1 for Burns'.

ROPE.—Orders are of a small nature. We quote: Pure manila, 14c.; British manila, 12c.; sisal, 11c.; lathyarn, single, 11c. and double, 11½c.; sisal bed cord, 3-cord, 48 feet, 65c.; 60 feet, 80c.; 72 feet, 95c. per doz.

HARVEST TOOLS.—Orders continue to arrive freely. No change in the discounts is noted, they continuing at 60 and 10 per cent.

LAWN MOWERS.—The same is true of this line. Our quotations are as follows: Woodyatt, 12-inch wheels, $7.50; Star, 12-inch wheels, $5.50; Daisy, 12-inch wheels, $4.90; Philadelphia, 10-inch wheels, $6; Ontario, 10-inch wheels, $12.75. The other prices are in proportion.

CUTLERY.—The volume of business is small and prices are steady.

BUILDING PAPER.—A particularly good demand for roofing felt for shanties is noted. We quote as follows: Dry sheathing, grey or straw, 35c. per roll; tar sheathing, grey or straw, 45c. per roll; dry fibre, 50c. per roll; tarred fibre, 60c. per roll.

TINWARE AND ENAMELLED WARE.—A good movement continues in milk-can trimmings, but the general trade is moderate.

RANGE BOILERS.—The demand continues heavy. Prices are firm. We quote: 18 and 30 gallon, $6; 35 gallon, $7; 40 gallon, $8; 52 gallon, $12.50; 63 gallon, $19; 82 gallon, $23; 100 gallon, $31, and 120 gallon, $37.

EAVETROUGH.—No change in prices, and there is a good trade doing.

PLUMBERS' BRASS GOODS.—The activity continues and prices keep firm.

SCREEN DOORS.—Orders for later delivery continue generous. We quote as follows: Screen doors, common, 2 or 3 panel, walnut stained, 4-inch style, $6.60; stained, yellow or green, $7; in natural colors, oil finish, $8.15; 3-inch style, 20c. per dozen less.

CEMENT.—There is not much doing as yet. The prices are nominal. Our quotations are as follows: Canadian Portland, $2.80 to $3.20; hydraulic, $1.35 per barrel. At the works the prices are $2.50 to $2.70 per barrel.

METALS.

The general market is more active and stock shipments have been more active during the past week. Some good round orders have been filled to make up shortages in some lines. The spring outlook, as judged by the orders booked, is very promising.

PIG IRON.—The market is even stiffer than a week ago, owing to the reported reduction of the output of Canadian iron, due to the scarcity of coke. Some English iron has been quoted here at figures varying from $21.00 to $23.50 per ton, though some No. 1 English is being sold at $24, when it can be had. Prices are as follows: $23 to $25 for No. 1 and $22.50 for No. 2 at the Canadian furnaces. No. 2 Summerlee is quoted at $25 on track, Toronto.

STEEL BOILER PLATES.—We quote $2 per 100 lb. at Pittsburg.

TOOL STEEL.—The demand keeps very brisk. Prices are steady, as follows: "B C" and "Black Diamond," 10 to 11c.; Jessop's, 'Morton's and Firth's, 14c.; Jonas & Colver's, 10 to 20c.; ditto, "Air Hardening," 70c. per lb.; Chas. Leonard's, 8c. to 9c.; Park's "Silver," 12 to 14c.; Park's Special," 15 to 20c.

MILD STEEL.—Prices continue steady. We quote $1.90 per 100 lb. at Pittsburg and $2.75 per 100 lb. on track, Toronto.

SPRING STEEL.—The demand is normal, but the mills are still behind their orders. We quote $3.50 per 100 lb. on track, Toronto.

BAR IRON.—Prices are firm as the market keeps active. We quote the base price: $2.05. Extras cut to length while rolling: 2 ft. and over, 10c. per 100 lb., 1 ft. and under 2 ft., 15c.; under 1 ft., 20c.; over 20 ft. by special agreement, according to length and size.

BLACK SHEETS.—The demand is improving. Prices are unchanged. We quote as follows: Common, $3.15 for 28 gauge and dead flat, $2.50 for 26 gauge.

CANADA PLATES.—The stock demand is small, but orders are being freely booked for later delivery. Our quotations are: All dull, $2.90 to $3; half-polished, $2.85 to $3.10 and all-bright, $3.75 to $3.85.

GALVANIZED SHEETS.—There is a more active demand. Prices keep steady. We quote as follows: Queen's Head, $4.50 for 28 gauge; American, $4.40 for 24 gauge; Bell brand, $4.30 for 28 gauge; Gordon Crown, $4.50 for 28 gauge.

TIN.—The demand keeps brisk. Owing to speculation on the London market the prices have been forced up there, and Canadian jobbers have followed suit. The prices are firm at $31 to $32 per 100 lb.

TINPLATES.—Business is more active, with prices stiff. Quotations are as follows: Charcoals, $4.75 to $5 and cokes, $4.25 to $4.50 per box.

COPPER.—The demand for ingot copper is better. Sheet copper is in fair request at firm prices. We quote: Ingot copper, $13 and sheet couper, $22 to $23 per 100 lb.

BRASS.—Unchanged. The discount is 15 per cent.

LEAD. A fair trade is reported. Prices are unchanged at $3.50 per 100 lb. for pig lead and $3.75 for bar lead.

IRON PIPE. Business keeps brisk with prices stiff. We quote per 100 ft., Black pipe, ⅛ in., $3; ¼ in., $2.30 to $2.40; ⅜ in., $2.65; ½ in., $2.85; ¾ in., $3.65; 1 in., $5.20; 1¼ in., $7.35; 1½ in., $8.95; 2 in., $12.55; 2½ in., $20 to $21; 3 in., $24 to $25; 3½ in., $30 to $32; 4 in., $37.50 to $38.

ZINC SPELTER. There is more activity. We quote 5 to 6c. per lb.

ZINC SHEETS. Business is brisk. We quote the base price: Cask lots, $6 to $6.25 and part casks, $6.25 to $6.50.

SOLDER. There is no change. Prices are steady at 20c. for guaranteed half and half, and at 17 to 18½c. for wiping.

ANTIMONY. Business is in small lots. The price is steady at $9 per ton.

HIDES, SKINS AND WOOL.

HIDES. There is a plentiful supply and the market continues weak. We quote as follows: No. 1 green, 7½c.; No. 2 green, 6½c. per lb.; No. 1 green, steers, 8c.; No. 2 green, steers, 7c. per lb.; cured, per lb., 8¼ to 8¾c.

CALF SKINS. Business continues dull. We quote: Veal skins, No. 1, 6 to 14 lb. inclusive, 10c.; No. 2, 8c.; No. 1, 15 to 20 lb. inclusive, 9c.; No. 2, 7c. Deacons (dairies), each, 60 to 70c.

SHEEPSKINS. There is still a good demand for these, and the price for better grades has advanced 5c. We quote 80 to 90c.

WOOL. Fleece wool is pretty well marketed. There is a fair demand for pulled wools and various grades of foreign wools. We quote: Unwashed wool, per lb., 8 to 8½c.; fleece wool, 15c.; pulled wools, super., per lb., 15 to 16c.; ditto, extra, 19 to 20c.

TALLOW. The market continues unchanged. We quote: Tallow, per lb. (on track, Toronto), 5¾ to 6c.; ditto out of store), 6¼ to 6½c.

SEEDS.

The market for seeds remains quiet. We quote as follows: Alsike, prepaid aboard at outside points, per bushel, $6 to $7.25; red clover, prepaid aboard at outside points, per bushel, $6.50 to $7; timothy, prepaid aboard at outside points, per bushel, [illegible] to [illegible]2.

PETROLEUM.

An advance of ½c. is noted by the Union Petroleum Co., prices being as follows: Lily White, Canadian, 18c. in bbls.; Silver Light, American, 19½c. in bbls.; Crystal Spray, water white, American, 21c. in bbls.; Pennoline, best American imported, 22c. in bbls. In bulk, 2c. less. The Queen City Oil Company quote as follows: Sarnia Prime White, 18c.; Sarnia Water White, 20c.; Family Safety, 20½c. in bbls.; Pratt's Astral, 20c. in bulk.

OLD MATERIAL.

The receipts are not yet as liberal as desired, and prices are firm. We quote as follows: Heavy copper and wire, 10c. per lb.; light copper, 8 to 8½c.; heavy red brass, 9½c.; heavy yellow brass, 8 to 8½c.; light brass, 5 to 5½c.; lead, 2 to 2¼c.; scrap zinc, 3c.; iron, No. 1 wrought, $1[illegible] per net ton; No. 2 wrought, $4.50; machinery cast scrap, $15.50 to $16; stove plate, $10; malleable and steel, $6 to $6.50; old rubbers, 6½c. per lb. and country mixed rags, 50c. per 100 lb.

NOVA SCOTIA MARKETS.

Halifax, January 20, 1903.

SINCE the opening of the year the wholesale business in hardware has been extremely dull, only a very limited number of small orders being filled. Stock taking and sorting up has been the order of the day by the subordinates, while the heads of firms have been studying conditions and laying their plans for the months which are to follow and busy months, they have all good reason to think, they will be.

Travellers are now out on their routes, and good spring orders are expected to come in. No doubt, this will be the case, as the conditions throughout the country are bright and encouraging. So far the travellers report that they have been doing well, but it is rather soon after the holiday season to expect heavy business, as the country jobber and retailer seldom commence to take stock and study conditions until the new year opens, and in many cases the work is not yet completed.

The Halifax Shovel Company, which does a good business here, in conjunction with other shovel manufacturers in Canada, have made considerable reductions in their products, ranging from $1 to $2.50 per dozen. One-dollar reduction has been made in spades. The reduction on various grades and staples differs considerably, the greatest being on long handle D No 6, which is $2.50.

Linseed oil is reported at an advance in the English market, but no change has been made locally. Turpentine is firm at late advances, and there is a probability of a further advance. Paints and oils are firm, and these are also expected to advance.

To meet foreign competition there has been a reduction of 10c. in barb wire fencing, which is now quoted at $2.90 base, and 3½ to 4½c. for staples. There is a considerable demand for wire and nails, which were subject to a decline lately, and are now quoted at $2.45 base. In no former season for many years has there been so great a demand for black sheet iron. On account of the scarcity of hard coal, which is still quoted here at $8 to $9, many people had to fit up stoves for heating, instead of furnaces. For the same reason there has been a heavy trade in stoves.

Much interest is being taken in Amherst's new, or rather an enlarged manufacturing concern, under the name of The Maritime Heating Company, reference to which was made in a recent issue of "Hardware and Metal." The promoters are Knight & Black, of The Amherst Foundry Co., and D. W. Robb, of The Robb Engineering Co. They have acquired the right to manufacture the Robb hot water boiler. With increased capital, the new company will largely extend the operations of The Amherst Foundry Co.

The rolling mills at Dartmouth, though not an extensive establishment, as iron working establishments go, has done a heavy business during the past summer and autumn. A great amount of work came in to them through the wreck of the ss Grecian, three miles out of the harbor. The steamer was sold for old junk and broken up. The plates and all available iron work was put through the furnaces and re-rolled into merchantable material. It is said that this kind of reworked iron is very durable and much in demand.

R. C. H.

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters.

'WELLINGTON'
KNIFE POLISH

JOHN OAKEY & SONS, LIMITED
MANUFACTURERS OF
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, England
Agent:
JOHN FORMAN, 644 Craig Street
MONTREAL

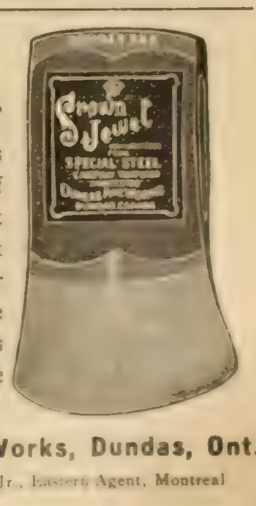
COVERT MFG. CO.
West Troy, N.Y
Steel Carriage and Wagon Jacks,
Harness Snaps, Chain, Rope and Web Goods, etc.
FOR SALE BY JOBBERS AT MFRS. PRICES.

PRIEST'S CLIPPERS
BALL BEARINGS
Largest Variety, Toilet, Hand, Electric Power
ARE THE BEST.
Highest Quality Grooming and Sheep Shearing Machines
WE MAKE THEM.
SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N.H., U.S.A.

NEWMAN'S PATENT
INVINCIBLE FLOOR SPRINGS
Combine all the qualities desirable in a Door Closer. They work silently and effectually, and never get out of order. In use in many of the public buildings throughout Great Britain and the Colonies.
MADE SOLELY BY
W. NEWMAN & SONS, Birmingham.

Oneida Community Goods
HALTERS, COW TIES, SNAPS, etc., etc.,
In all sizes and styles. May be had of all Jobbers throughout Canada.
Factory—NIAGARA FALLS, ONT

..A..
STANDARD.
The cost of Axes per million feet of lumber taken out should be the best Standard. Under this Standard the CROWN JEWEL is the cheapest Axe in the market.



Dundas Axe Works, Dundas, Ont.
W.L. Haldimand, Jr., Eastern Agent, Montreal

MANITOBA MARKETS.

WINNIPEG, January 19, 1903.

THERE is practically no news of any kind in the hardware business this week. Trade is steady. Jobbing houses are making preparations for a heavy spring trade, and a good many are already getting out shipments, and when this is said all is said. There has been no change of price in any line to record for the week.

We quote as follows :

Barbed wire, 100 lb.	$3 25
Plain twist	3 25
Staples	3 65
Oiled annealed wire ... 10	3 42
" ... 11	3 48
" ... 12	3 56
" ... 13	3 66
" ... [illegible]	3 76
" ... [illegible]	3 91

Annealed wires (unoiled) 10c. less.

Cut Nails—		Wire Nails—	
2d 1 in.	$4 10	1 in.	$4 20
3d Fin 1⅛ in.	4 10	1⅛ in	4 20
3d 1¼ in	3 75	1¼ "	3 85
4d 1½ in	3 50	1½ "	3 60
5d 1¾ in	3 50	1¾ "	3 60
6d 2 in	3 40	2 "	3 50
8d 2½ in	3 25	2½ "	3 35
10d 3 in	3 20	3 "	3 30
20d 4 in	3 15	3½ "	3 25
30d 4½ in	3 10	4 "	3 20
40d 5 in	3 10	4½ "	3 20
50d 5½ in	3 10	5 "	3 20
60d 6 in	3 10	5½ "	3 20
		6 "	3 20

Horsenails, 40 per cent. discount.

Horseshoes, iron, No. 0 to No 1	4 30
No. 2 and larger	4 15
Snow shoes, No. 0 to No. 1	4 55
No. 2 and larger	4 40
Steel, No. 0 to No. 1	4 40
No. 2 and larger	4 15

Bar iron, $2.70 basis.
Swedish iron, $4.75 basis.

Sleigh shoe steel	2 85
Spring steel	3 25
Machinery steel	3 50
Tool steel, Black Diamond, 100 lb	8 50
Jessop	13 00
Sheet iron, black, 10 to 20 gauge, 100 lb.	3 50
18 to 22 gauge	3 75
24 guage	3 90
25 guage	4 00
28 gauge	4 10
Galvanized Iron, American, 16 gauge	4 00
18 and 20 gauge	4 00
22 and 24 gauge	4 50
26 gauge	4 50
28 gauge	4 75
30 gauge	5 00
Extra sheets, 36 in. wide an advance of 25 p.c. per 100 lb.	
Apollo, 10¾ oz.	5 00
28 guage	4 75
26 "	4 50
24 "	4 50
22 gauge	4 50
20 and 18 guage	4 25
16 gauge	4 00
Queen's Head, 24 gauge	4 75
26 guage	5 00
28 "	5 25
Genuine Russian, per lb	11
Imitation " "	07
Tinned, 24 gauge, 100 lb	8 00
26 gauge	8 25
Tinplate, IC charcoal, 20 x 28, box	10 00
" IX "	12 00
" IXX "	14 00
Ingot tin	33
Canada plate, 18 x 21 and 18 x 24	3 25
Sheet zinc, cask lots, 100 lb	7 00
Broken lots	7 50
Pig lead, 100 lb	5 00
Wrought pipe, black up to 2 inch	50 an 10 p.c.
" Over 2 inch	50 p.c.
Rope, sisal, 7-16 and larger, basis	$11 75
Manila, 7-16 and larger, basis	14 75
Solder	20
Axes, chopping	$7 50 to 12 00
" double bitts	12 00 to 18 00
Screws, flat head, iron, bright	87½
Round " "	82½
Flat " brass	80
Round " "	75
Coach	65 p.c.
Bolts, carriage	50 p.c.
Machine	50 and 5 p.c.
Tire	60 and 5 p.c.
Sleigh shoe	65 p.c.
Plough	40 p.c.
Flat head stove	60 and 5 p.c.
Round head	60 and 5 p.c.
Elevator	60 p.c.
Rivets, iron	50 p.c.
Copper, No. 8	32
" No. 12	36
Coil chain, 3-16 inch	10½
" ¼ inch	8¼
" 5-16 inch	5½
" ⅜ inch	5¼
" 7-16 inch	5
" ½ to ¾ inch	4¾
Spades and shovels	40 and 5 p.c.
Harvest tools	60 and 10 p.c.
Axe handles, turned, s. g. hickory, doz.	$2 50
No. 1	1 50
No. 2	1 25
Octagon extra	1 75
No. 1	1 25
Files common	70, and 10 p.c.
Diamond	60
Ammunition, cartridges, Dominion R.F.	50 p.c.
Dominion, C.F., pistol	30 p.c.
" military	15 p.c.
American R.F.	30 p.c.
C.F. pistol	5 p.c.
C.F. military	10 p.c. advance.

Loaded shells :

Eley's soft, 12 gauge black	16 50
chilled, 12 gauge	18 00
soft, 10 gauge	21 00
chilled, 10 gauge	23 00
Shot, Ordinary, per 100 lb	6 00
Chilled	6 50
Powder, F.F., keg	4 75
F.F.G.	5 00
Tinware, pressed, retinned.	70 and 10 p.c.
" " plain	75 and 2½ p.c.
" pieced	
Japanned ware	37½ p.c.
Enamelled ware, white	45 p.c.
" Famous	50 and 10 p.c.
" Imperial	50 and 10 p.c.

PETROLEUM.

Water white American	24½c.
Prime white American	23½c.
Water white Canadian	23c.
Prime white Canadian	21½c.

SCRAP.

No. 1 cast iron	$14 to $15 per ton.
No. 2 "	5 to 6 "
Wrought iron scrap	5 "
Copper (heavy)	7c. per lb.
Yellow brass (heavy)	7½c.
Light brass	5c. to 6c. "
Lead pipe, or tea lead	2c. to 2½c. "
Zinc scrap	1c. "

PAINTS, OILS AND GLASS.

Turpentine, pure, in barrels	$ 83
Less than barrel lots	88
Linseed oil, raw	71
Boiled	74
Lubricating oils, Eldorado castor	27½
Eldorado engine	26½
Atlantic red	29½
Renown engine	41
Black oil	19½ to 21½
Cylinder oil (according to grade)	55 to 74
Harness oil	56
Neatsfoot oil	1 00
Steam refined oil	85
Sperm oil	2 00
Pure castor oil, first pressure	11
Lubricating	10
Glass, single glass, first break, 16 to 25 united inches	2 25
26 to 40 per 50 ft.	2 50
41 to 50 " 100 ft.	5 50
51 to 60 " " "	6 00
61 to 70 per 100-ft. boxes	6 50
Putty, in bladders, barrel lots per lb.	2½
kegs "	2¾
White lead, pure per cwt.	6 00
No. 1 "	5 75
Prepared paints, pure liquid colors, according to shade and color, per gal.	$1.30 to $1.90

FOREST CITY GOSSIP.

Office of "Hardware and Metal."
London, Ont., January 22, 1903.

THERE are many people in different countries of the world who still imagine that this Canada of ours is a land of ice and snow, stumps and bears, endless forests, and Indians innumerable, living in huts in the most primitive style. A visit to this wide-awake city would soon dispel this allusion, and eyes would apen with unspeakable wonder and pleasure at the clean, bustling and up-to-date young city, which was considered an impossibility.

Neither is this young London at a standstill; its growth has been rapid, and development is everywhere in evidence; the lovely avenues, public squares, handsome churches and public buildings, as well as the magnificent and solid structures of the wholesale merchants, testify that this is a young giant, healthful, vigorous, and level-headed.

Among the branches of business here that have brought commercial repute to this city is that of hardware. There are some six or seven houses engaged ex-exclusively in the wholesale, shelf and heavy hardware trade, all of whom are a credit to Canada; any one of whom could unblushingly hold up their end in any country in the world. Jack Tar's

ASSISTANT WANTED.

Bright young man with thorough knowledge of the hardware trade, and full of bright up-to-date ideas to assist in the editorial department of HARDWARE AND METAL. State experience and present salary. Address Editor HARDWARE AND METAL, Toronto or Montreal.

THE "SUN" BRAND PORTLAND CEMENT.

We make only one quality and that the best.
Ask us for quotations.

The Sun Portland Cement Co., Limited
OWEN SOUND
JAS. A. CLINE, Managing Director.

Scales

at lower prices than ever offered. Write us.

KERRIGAN HARDWARE CO,
LONDON, ONT.

PAINTS We manufacture these brands :— "LION," "PEERLESS," "OWL," "RAVEN," also Ready-mixed House and Floor Paints, Roof, Barn, Bridge and Brick Paints, Coach Colors, Varnishes, Japans, etc Our prices will interest you. Write us.

The Ottawa Paint Works, Ottawa, Ont.

Standard Paint & Varnish Works
Limited
Makers of High Grade
Varnishes, Japans,
Paints, Colors & Enamels.
Windsor, Ont.

phrase, "From a needle to an anchor," or, as Tommy Aiken puts it, "From a p'r cussion cap to a cannon," are words that can well be applied to the varied and well kept assortments of these amply filled warehouses.

* * *

The thousand of customers of the London wholesale hardware firms are to be found in the cities, towns and villages; away to the north, to the south, to the east and to the west, and among the numerous cross-road shops and general stores of the country, as well as the out lying places of business, in out of the way districts, where a good flourishing trade is done with the surrounding agriculturists.

* * *

There are some 31 commercial travellers, all good looking, honest and hard working, who are almost continually on the road in the interest of the hardware firms alluded to. The writer of this knows "whereof he speaks," and he unhesitatingly attests that no better bunch of men, as a whole, could be selected anywhere, who could better represent the hardware trade, in particular, and the city of London in general.

* * *

The list of manufacturing concerns in London is quite long, and those engaged in making commodities out of brass, iron, steel, wire, etc., give employment to many hundreds of men, with agents and representatives, both in Canada and the United States. In future letters, notice will be taken either collectively or separately of these, as we know that the hardware merchants of this country are a class of traders who just want such information.

* * *

Retail business here, and over Western Ontario, has been quiet since the holidays, and prices of hardware remain unchanged. Hard coal is $12 per ton; soft, $7. Lower prices are not looked for for some time.

* * *

W. B. McKenzie, of McKenzie & McLeod, coal and wood merchants, died last week.

* * *

The manager of our London office will give a very hearty shake to all outside merchants visiting the city, if they call and see him at the Hiscox Building, 365 Richmond street.

W. H. L.

RETAIL HARDWAREMEN TO MEET.

On Tuesday, February 24, a convention of retail hardware merchants will be held in Hamilton to discuss matters of interest to the retail trade. The meeting will be under the auspices of the Retail Merchants' Association. On Thursday, February 19, a banquet will be held by the hardware section of the same organization in Toronto. The following officers have the latter affair in hand: Chairman, E. R. Rogers; vice-chairman, W. E. McFarland; 2nd vice-chairman, G. Pearsall; treasurer, S. J. Casloe; secretary, F. J. Greer; general secretary, E. M. Trowern.

PERSONAL MENTION.

Mr. Fred Stork, of Fernie, B.C., was in Toronto this week doing the wholesale houses and calling upon a number of manufacturers whose lines he handles.

Mr. A. H. Campbell, of A. C. Leslie & Co., Montreal, sailed to-day (Saturday) from New York by ss. Lucania on a business trip to Great Britain and the continent.

Mr. Hugh McLaren, jr., hardware merchant, Port Elgin, Ont., paid HARDWARE AND METAL a visit at their Toronto office on Saturday. Mr. McLaren says business was never better than last year, and this year promises to be as good if not better.

CROWN LIFE.

The Crown Life's calendar partakes more of the nature of an advertisement than a calendar. The make-up of the whole sheet is, however, well worthy of a place on the wall. Around the edge appear the pictures of the directors of the company, thirty-four in number, Sir Charles Tupper heading the line as president. These pictures show up well against a red back ground. The centre of the calendar contains a statement of rates and a sample policy. "Crown Life" is embossed in gold with white edges.

CORDAGE

ALL KINDS AND FOR ALL PURPOSES.

Manila Rope	Lathyarn
Sisal Rope	Shingleyarn
Jute Rope	Bale Rope
Russian Rope	Lariat Rope
Marline	Hemp Packing
Houseline	Italian Packing
Hambroline	Jute Packing
Clotheslines	Drilling Cables
Tarred Hemp Rope	Spunyarn
White Hemp Rope	Pulp Cord
Bolt Rope	Lobster Marlin
Hide Rope	Paper Cord
Halyards	Cheese Cord
Deep Sealine	Hay Rope
Ratline	Fish Cord
Plow Lines	Sand Lines

"RED THREAD" Transmission Rope from the finest quality Manila hemp obtainable, laid in tallow.

CONSUMERS CORDAGE COMPANY,

Limited

Western Ontario Representative
WM. B. STEWART,
Tel. 94 27 Front St., West, Toronto.

MONTREAL, QUE.

MURALO

must not be confounded with any other cold water wall tint, old-fashioned or new.

Muralo is a dry powder, impalpably fine with the purest permanent tone colors; made to make walls beautiful, and the process of manufacture is known only to The Muralo Co.

Muralo can be sold to the farmer, the artisan, or the man of ease, who can get a painter to put it on, or do it himself if he likes; Muralo works easy.

Muralo brings the dealer a handsome profit; that's what you are after, isn't it? Write

AGENTS:

A. RAMSAY & SON, - - - - MONTREAL
THE J. H. ASHDOWN HARDWARE CO., Limited, - WINNIPEG
McLENNAN, McFEELY & CO., - - - VANCOUVER

Makers
THE MURALO COMPANY, New Brighton, Borough of Richmond, New York.

HEATING AND PLUMBING

PUMBING AND HEATING NOTES.

J. H. GARDNER & BROS., plumbers, of Montreal, have dissolved, and a new partnership has been registered.

L. H. Gaudry, plumbers' supplies, Quebec, Que., has assigned.

The Sanitary Plumbing Company, of Granby, Que., have registered to do business.

Fred Stock, of Fernie, B.C., left for his home after a second visit to Toronto this week. Mr. Stock has lately placed large orders for high-class plumbing goods, such as are seldom seen in a town the size of Fernie.

Mr. Wilcox, of Doig & Wilcox, Glenboro', Man., was in Toronto this week. Mr. Wilcox, who is a progressive dealer in plumbing, steamfittings and threshing engine supplies, reports business booming in his district just now.

There is some talk of a curling match between two rinks representing the master plumbers of Toronto and an equal number of architects of that city. The arrangements have not as yet been fully completed, but a "roaring" time may be looked for when the game comes off.

Toronto master plumbers include some staunch Scotchmen in their ranks. The regular monthly meeting af their Association falls on Monday evening next, but as the Caledonian concert is to be held the same evening, the Scottish members brought the weight of their combined influence to bear, so the meeting has been postponed till Tuesday evening.

A meeting of The Canadian Heating and Ventilating Company, Limited, was held on Tuesday in Owen Sound, Ont., but at present no details are offered for publication. The institution has passed the stage of organization, however, and the building of the works is assured. Among the gentlemen identified with the new concern are several prominent manufacturers of iron and steel products, and the industry may eventually become one of great magnitude.

A NOVEL INK-WELL.

The Ideal Manufacturing Company, of Detroit, Mich., have made up one of the most unique ink-wells yet put on the market, being no less than a miniature "Ideal" low down. The bowl is white, the woodwork of oxidized bronze, in imitation of oak grain. A perpetual calendar is placed in the tank, but it may be taken out and shot put in for holding pens or a sponge. The back and floor is nickel-plated. Needless to say these are not for general distribution, but any of the trade can likely get one of them by mentioning "Hardware and Metal" to A. D. McArthur & Co., Toronto, the Canadian agents for this firm.

BUILDING PERMITS ISSUED.

TORONTO.

J. J. Fraser, pair of dwellings, near Bloor street, on Lansdowne avenue, to cost $5,000.

H. F. Squires, pair of dwellings on Beatrice street, near College, to cost $5,500; J. A. Harvey, architect.

C. H. Wilson, pair of dwellings on St. George street, near Dupont street, to cost $6,750; C. Parker, architect.

HAMILTON.

E. B. Patterson, architect, for 40 brick dwellings for The Barton Building Company Limited, to be built on Fullerton avenue, at a cost of $36,000. E. A. Depew is the contractor.

TORONTO JOINT COMMITTEE MEET

A meeting of the Joint Committee, representing the Master Plumbers' Association and the Journeymen Plumbers' Union met on Monday evening.

The principal subject under discussion was the apprenticeship question, particularly the length of time one would have to be employed before getting the tools. As an agreement was not reached, another meeting has been set for Monday, February 2, when, in addition to the matter now in hand, the new plumbing by-law will likely be taken up.

PLUMBING AND HEATING CONTRACTS.

Purdy, Mansell & Company, Toronto, have the contract for hot water heating the R. C. Presbytery, Penetanguishene, Ont.

The John Ritchie Company, Toronto, have contracts for heating 32 drying kilns for Marlett & Armstrong, Oakville; also a plumbing job for the same firm; also the plumbing for The Buffalo Tool and Machine Company, Front street, Toronto.

ACETYLENE STANDS THE TEST.

AN extended series of observations upon the hygiene of acetylene lighting has been recently carried out by M. Masi, a prominent Italian scientist, who made a number of experiments at Rome, says Scientific American. The number of appliances for producing acetylene are considerable, but in many instances their imperfections and defective construction have rendered the use of acetylene less extensive than might be, seeing that it has many advantages and is a more healthful method of lighting. According to the experiments of Grehant, Wehl and Frank, the gas has a harmful influence only upon the air when it reaches the proportion of 46 per cent., and it is only at 79 per cent. that it causes death. When absorbed by the blood in quantities not exceeding 10 per cent., it seems to combine easily with the albuminoid elements. The burner, to give a good light, should work under a pressure equal to 3 or 4 inches of water at least, and be mixed, before burning, with oxygen or an inert gas which permits it to come in contact with a great quantity of air. Messers. Lewes and Hempel have shown that its lighting power is 15 to 20 times that of illuminating gas used in an ordinary burner and from three to five times when in a Welsbach burner. M. Masi carried out some experiments in a chamber fitted up in the cellars of the Institute of Hygiene at Rome, under the most unfavorable conditions as to ventilation, so as to bring out as much as possible the effect on the respiratory organs. He observed also the intensity and steadiness of the flame, the quality of light produced, the heat and the change brought about in the surrounding air. Repeated experiments on these different points showed that acetylene gave superior results. The gas, in burning, consumes less oxygen and gives off less carbonic-acid gas and water vapor than is the case with other methods of lighting, excluding, of course, the electric light. In a confined locality it produces less heat than either gas, candles or petroleum, and it does not give rise to ammonia, nitrous acid or carbon monoxide. He considers that it does not present any more danger from explosion than gas or petroleum, and that it is cheaper for a given candle-power than all other methods of lighting.

THE RIGHT PAINT TO PAINT RIGHT.

Ramsay's Paints have won their way to confidence; being made on just the right principles to retain confidence.

Once a trade is established in **Ramsay's Paints,** it never changes except to increase.

Ramsay's Paints are trade-producers for many of the oldest and best stores in our Dominion.

Ramsay's "ads." help.

A RAMSAY & SON MONTREAL | **EST'D 1842** | **PAINT MAKERS**

The Auer Gas Lamp.

"TURNS NIGHT-TIME INTO DAY-TIME."

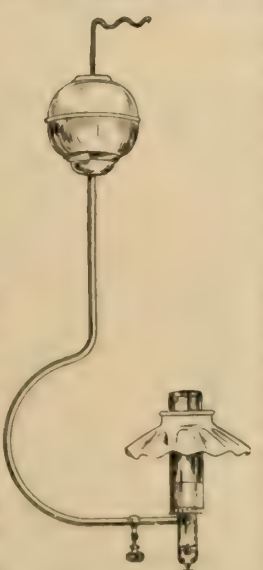
New Styles. Lower Prices.

Are you interested in a lamp which gives 100 candle power?

Are you interested in lighting your store brilliantly? You know it draws trade?

Are you interested in saving half of your bill for coal oil?

Are you interested in having the agency for a lamp which does this?



No. 28
100 Candle Power.

Then write for our Catalogue and Discounts.

EVERY LAMP GUARANTEED.

AUER LIGHT CO., 1682 NOTRE DAME ST., MONTREAL.

Headquarters FOR FREEZERS

WE KEEP THE "Gem"

"Blizzard" and "Crown"

THEY HAVE

Automatic Twin Scrapers.

Cedar Pails, with Electric-Welded Hoops.

Heavy Tin-Plate Cans, with Drawn Steel Bottoms.

RESULTS

QUICK FREEZING, with No Waste of Ice.
HOOPS will not drop off as others do.
THE HEAVY CANS will last a lifetime.

MAKE NO MISTAKE.

Send us your order now, our prices will please you.

CAVERHILL, LEARMONT & CO.,

St. Peter St.,

MONTREAL.

BUILDING NOTES.

THE city engineer of London, Ont., has been instructed to furnish estimates of the cost of the new city hall for that city.

The Toronto Normal School will probably be enlarged.

Alex. McLaren proposes to erect a three storey hotel in Stratford, Ont.

Work on the new stock exchange building for Montreal will begin about May 1.

The Canadian Bank of Commerce will erect new premises for their Dundas, Ont., branch.

Contractor D. B. Whitehead has already contracted to erect 15 residences beyond Louise Bridge, Winnipeg, during the coming season.

The three English hospitals in Montreal have accepted the city's offer, and are now looking for a site for the erection in the western portion of the city of a hospital for contagious diseases.

The Imperial Bank has purchased a building site on Victoria Square, at St. John, N.B., and will erect a modern banking and office building.

The Bank of Montreal are about to spend $350,000 in alterations and an addition to their head office in Montreal, and when completed, it is expected it will be the finest bank building on this continent, if not in the whole world.

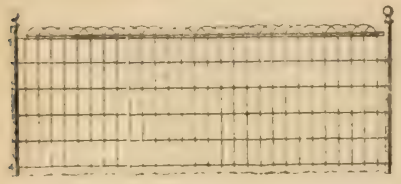
The Nova Scotia Steel and Coal Company have decided to commence at the opening of the spring the erection of 50 miners' cottages at the Big Pond slope. The company will endeavor to have the work done by local contractors if possible.

The plans for the new C.P.R. station for Winnipeg are about completed. The details were suggested by a well-known New York architect, who designed the Place Vigier, the Vancouver, and other handsome structures on the line. The design is said to be somewhat similar to that of the Place Vigier, but much more extensive.

OTTAWA BUILDERS WERE ACTIVE

The annual statement relative to building construction in Ottawa during the year recently closed has been prepared by Building Inspector Pratt. During the 12 months 172 permits were issued, and the value of the structures was $641,845. In the previous year only 397 permits were issued, but more expensive buildings were put up, the aggregate cost exceeding $1,000,000. The building done in 1902 was apportioned as follows: Solid brick, $298,345; brick-veneered, $255,300; stone, $45,500; wood, $42,700.

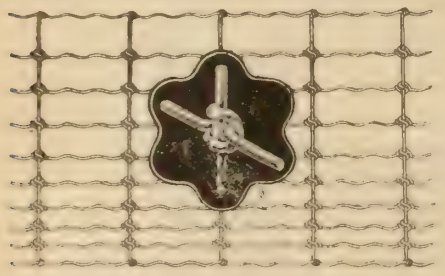
There were 131 local improvements, side walks, etc., made during the year, at a total cost of $136,013, while in 1901 the amount of such works was $114,839.21. In that year 173 local improvements were constructed.



CYCLONE LAWN AND CEMETERY FENCE.

We build it from 24 inch to 42 inch high, from **14c.** to **19c.** per running foot. The best and strongest in the market. We build farm fences and gates of all sizes.

Cyclone Woven Wire Fence Co., Limited
Write for price. TORONTO



IDEAL Woven Wire Fencing

COMPLETE IN THE ROLL, READY TO ERECT.

A GOOD SELLER

because the use of No. 9 Hard Spring Wire for both Stays and Horizontals makes it the

Strongest and Best.

WRITE FOR SAMPLE AND PRICES.

THE McGregor-Banwell Fence Co., Limited.
WINDSOR, ONT

"Pullman" Lawn Sprinkler
IS YOUR ORDER IN?
Send for Folder No. 14.
Pullman Sash Bal. Co.
Rochester, N.Y., U.S.A.

FENCES and GATES
IN WIRE AND IRON.

We can furnish anything required, from a plain wire fence for the farm to an ornate iron fence for residence or public building. Special prices to hardware trade. **Send for catalogues.**

The Dennis Wire and Iron Co.,
LONDON, ONT.

1,000 PRINTED ENVELOPES
For $1.00

We do good printing cheap—500 Noteheads, 500 Envelopes and 500 Statements for $2.50.
Snaps in Stationery of all kinds.
WEESE & CO., Jobbers,
54 Yonge Street, - Toronto.

FOR SALE.

FOR SALE—OLD ESTABLISHED HARDware Business in rapidly growing town of Collingwood. It has good connection and increasing trade; owner retiring. Apply to J. Henderson, Collingwood. (5)

DO YOU WANT A SET OF TINNER'S OR Plumber's tools at a bargain? If so write Byers, Giegerich, Green Co., Limited, Kaslo, B.C. (5)

HARDWARE—GOOD PAYING BUSINESS, excellent location, sales mostly cash, stock $4 000, all first-class. Owner going into manufacturing. Will sell quick at price on dollar. Address care London Fence Machine Co., London, Canada. (tf)

AN OPENING. BEST AND MOST SUCCESSful hardware business in first-class Weste n Ontario town, 2,500 population. Agricultural district equal to any in Canada. Good live stock, value over $4,000. Proprietor going into manufacturing. Splendid opportunity, must sell quick. Address "Hardware," care London Fence Machine Company, London, Ontario. (tf)

SITUATION VACANT.

WANTED—TRAVELLER FOR HARDware line by a manufacturing company, for Montreal city, speaking English and French; state experience. Must have best references Good opportunity for live man—none other need apply. Apply, Box 14, "HARDWARE," Toronto. (4)

STEVENS-MAYNARD JR. RIFLE

The Young Gentleman's Rifle.

The Young Gentleman's Rifle.

If you want the best cheap rifle ever made we have it in the Stevens-Maynard Jr. It will be a great seller this year. Better place order now.

The leading Jobbers handle Stevens products.

J. Stevens Arms & Tool Co., P.O. Box 217 Chicopee Falls, Mass., U.S.A.

THOS. BIRKETT & SON CO., Limited, Wholesale Hardware Merchants, Ottawa, Ont.

Barb Wire,
Hay Wire,
Cut Nails,
Wire Nails,
Cordage,
Glass,
Etc.

The Only Exclusive Wholesale Hardware Firm Between Montreal and Toronto.

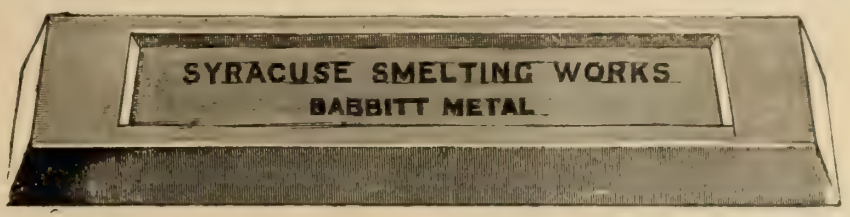
Tarred and Dry Sheathing,
Tarred Felt,
Rosin, Pitch,
Chopping Axes,
Broad Axes,
Cross Cut Saws,
Etc.

A complete stock of Lumbermen's and Builders' Hardware always on hand. **A Trial Solicited.**

PRICES RIGHT. ASK FOR PRICES.

Use Syracuse Babbitt Metal

IT IS THE BEST MADE.



For Paper and Pulp Mills, Saw and Wood Working Machinery, Cotton and Silk Mills, Dynamos, Marine Engines, and all kinds of Machinery Bearings.

Wire, Triangular and Bar Solder, Pig Tin, Lead, Ingot Copper, Ingot Brass, Antimony, Aluminum, Bismuth, Zinc Spelter, Phosphor Tin, Phosphor Bronze, Nickle, etc., always in stock.

Canadian Works, Montreal, P.Q.
American Works, Syracuse, N.Y.
Head Office American Works, 94 Gold Street, New York.

Syracuse Smelting Works

ATKINS

HIGH-GRADE, SILVER STEEL SAWS

Are the FINEST that Money, Experience and Skill can Produce.

No dealer's Stock is complete without them. They are easy to sell. Every saw warranted.

Write for Catalogue and Prices.

H. P. HUBBARD, Sales Agent for Canada.
Toronto Office: 44 Scott St. Tel. Main 1896.

C. ATKINS & CO.

Factories and Home Office: INDIANAPOLIS, IND.

American Steel & Wire Co.

New York: Empire Building.
Montreal: New York Life Building.
Chicago: The Rookery.

BARB WIRE. GALVANIZED PLAIN WIRE.
PLAIN TWIST CABLE FENCING.

Telegraph and Telephone Wire, Mattress, Broom, Weaving Wires of every description, Rail Bonds, Bale Ties, Special Wires for all purposes. Springs, Horse Shoes, Wire Rope, Cold Drawn Steel Shafting.

ADVERTISING AND SHOP MANAGEMENT.

By H. C. W.

THE conduct of a business is in itself largely responsible for the success or non-success of its advertising. The writer has tried to show how much of good and how much of profit may emanate from the office as a source of constant advertising, and is a firm believer in the fact that every man on the floor may do his share. He will not do it if his every effort is toward getting through with the customer, throwing the goods on the shelves, growling at an extra bit of labor and breaking for the outside at the meal or closing hour, regardless of the little undone things that if done make him valuable and are more than noticeable.

PLEASE THE PUBLIC

and they'll talk to you to the extent that it is your very best advertisement. Keep giving them something new to talk of in the arrangement of your store, in taking up new lines, in handling what other stores do not handle, in getting what they want when you do not have it, in your better knowledge of their wants than the other man, in the good address of your clerks, as compared with others, in the arrangement of your stock, your showcases and your wall-cases, in the clever arrangement of your

SHOW WINDOWS,

and these latter are not the least, by any manner of means. As an advertisement. They are not equalled, and as a silent salesman, when rightly treated, every man with experience knows their worth. Overcrowding spoils them as nothing else possibly can. A few good things at a time are enough and often better only one, and that one or with all of them always the price. Price on anything, price on everything, and half the work of selling is done; sometimes all of it, for many goods are brought from your doorway, laid on your counter, the price with them, and all that is asked is the wrapping up.

BUY BARGAINS.

and let it be known you buy them; then give them just as freely. They need not necessarily be shoddy because cheaper than your neighbor's. Good, sound judgment will lead a man right in what he buys as in anything else. Bargain counters need not in any way partake of the 5 and 10 cent stores or the department store. They may be made up in part of stock not saleable at a full or a present value, and the fact that you are known to have them is certainly a long card and a strong card in advertising that costs you less than any other class.

TAKE A TRIP.

Get out occasionally to other towns and other stores; see how other merchants do business. No one of us has it just right, and I doubt not each one of us can learn enough to justify the time and expense of going. Then the knowledge that you go and that you improve each time is in itself a clever advertisement with a much larger class of people than is dreamed of. People like to patronize merchants who are up-to-date and willing to learn.

HAVE YOUR CLERKS POSTED.

Have them know all about the goods they seek to dispose of; who makes

JOHN LOUGHRIN

Main Street, Mattawa.

Shelf and Heavy Hardware

Cooking and Heating . . . **STOVES**

Builders' Hardware.

Edged Tools a Specialty.

Camping Outfits, Guns, Rifles, Ammunition, Fishing Tackle and Sporting Goods of all kinds. Household Furniture, Paints (mixed and dry), Oils, Varnishes, Kalsomines and Brushes of all descriptions, also manufacturers of Tinware of all kinds. Metal Roofing particularly attended to.

A SAMPLE AD.

them, where made, how made and of what material. Nothing so attracts a prospective buyer as to find a salesman who is able to talk to him in this way. No one thing will drive him out so quickly as to drop on to the fact that he is a paid ignoramus on the subject. In a tool department it costs but little time to know the mechanism of a ratchet drill, a chuck or a wrench, or in the sporting-goods corner to know—and be able to tell it—the inner parts and construction of one make of gun as compared with another make; and every customer leaving your store is bound to speak of the cleverness of this man.

RETURN THE MONEY

and without argument, when goods are brought back as unsatisfactory. It is a little bit hard to do it with a smiling face, to see it go back after having once owned it, and yet that one thing has founded the fortune of some of the best merchants this country knows to-day. We may occasionally be imposed on, but even the imposter will talk of it. If it is not done pleasantly the man is ever after your enemy; so is the woman. And the damage done in their repetition of the deal cannot be estimated. On the other hand, the pleasant return and the "come again" is just as liable to bring dozens as the one interested, and your advertisement is made.

YOUR CUSTOMERS

are your best advertisers always. It is sometimes pretty hard to get this fact through the heads of employes, but it is as true as that the sun rises.

Treatment of children.—Have you noted how much a stir is created at the perhaps unintentional injuring of a child's feelings, or the rude neglect because it happens to be a child? Do you know the woman doesn't live who ever forgets or forgives an injury at the hands of employer or employe? Years after you will hear of it through the medium of some near neighbor to whom she has gone with her woe.

Courtesy.—It is an awfully safe rule and a splendid advertisement to never for a moment allow argument or dictation with a customer, to ever and always treat the child with courtesy and kindness and insist on having it done, and, in fact, to yourself set the example of being a gentleman always

YOUR COMPETITOR

should be your friend. If he will not then perhaps you cannot, but it's wise to do our best to that end. Enmity at least need not be created as far as you are concerned. There is no question but that both can do more business, can make more money, when on good terms than the reverse. There is no question but that a friendly state of affairs permits exchange of favors that never come in its absence. But if it must be and he must talk of his neighbor, it's a pretty good advertisement for the other man that he keeps quiet. He rather has the best of it, and as most people will learn the truth, he is also getting a good deal of free advertising. A man who can keep on good terms with his neighbors and competitors is a pretty safe man to buy goods of.—Iron Age.

FRANK MILLER'S

HARNESS PREPARATIONS.

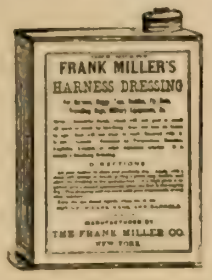
FRANK MILLER'S

HARNESS DRESSING

Recognized as

"THE STANDARD."

Produces a brilliant jet black gloss which will not peel or smut and to which dirt will not stick.



Frank Miller's

Harness Soap

Unrivaled for cleaning and softening Harness. Put up in cakes, pans, boxes and tubs.

FRANK MILLER'S

Harness Oil.

Preserves and softens the leather, thus adding life.

The highest quality of oil on the market.

HORSE BLANKETS—Jutes and Dutch Kerseys

HORSE COVERS—Black and Brown Waterproofs

SWEAT PADS—Standard Widths and Sizes

Enquiries Solicited.

HENRY F. FALKINER

60 George Street - TORONTO

If you want the BEST in the world, get WRIGHT'S

COLD BLAST LANTERN

GET THE ORIGINAL.

We lead, others imitate.

E. T. WRIGHT & CO.,

Manufacturers. HAMILTON, ONT.

LAMB FENCE

A continuation of springs through its entire length

The H. R. LAMB FENCE CO., Limited, London, Ont.

Want Ads.

In this paper cost 2 cents per word each insertion, payable strictly cash with order. Many large business deals have been brought about through advertisements of 20 or 30 words. Clerks can be secured, articles sold and exchanged, at small expenditure. Don't forget to send stamps or postal order when sending in copy. When replies come in our care 5 cents additional must be included for forwarding same.

MacLEAN PUBLISHING CO., Limited
Montreal and Toronto

Steward & Romaine Mfg. Co.

EXPANSION and TOGGLE BOLTS

For fastening all kinds of material to Brick, Stone or Cement

124 North Sixth St., Philadelphia, Pa.

GALVANIZING

Our plant is modern and capacity large. Prices O.K. Other branches

WINDMILLS, PUMPS, TANKS, FOUNDRY WORK ETC., ETC.

Ontario Wind Engine & Pump Co., Limited,
505 Atlantic Ave., Toronto.

STOVE BRICK

Fire Clay and Asbestos. Furnace Cement.

All kinds of Fire Clay products made to order from patterns. Write for Price List.

JONES BROS., BRACONDALE, P.O., ONT (NEAR TORONTO)

H. & R. SINGLE GUN AUTOMATIC AND NON-EJECTING.

12, 16 and 20 Guage. Steel and Twist Barrels

Superior in Design, Workmanship and Finish, and the most popular Gun on the Market.

Simplest "Take Down" Gun Made.

HARRINGTON & RICHARDSON ARMS CO.

Also makers of H. & R. Revolvers.

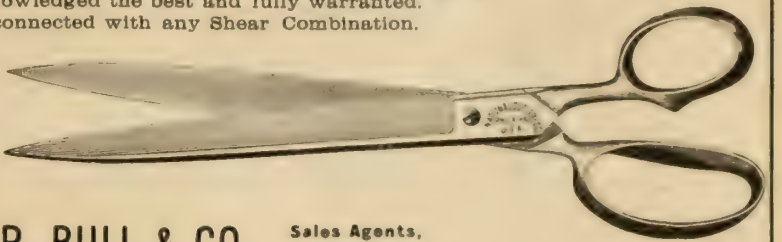
Catalog on request. Worcester, Mass., U.S.A.

THE CELEBRATED

NATIONAL CUTLERY CO. SHEARS

Acknowledged the best and fully warranted.
Not connected with any Shear Combination.

Tailors' Shears
Trimmers
Ladies' Scissors
Barbers' Shears
Tinners' Snips



DECATUR, BULL & CO., Sales Agents, MONTREAL

Established 1832. Cable Address. "BLISS."

MANUFACTURERS

Wood Turnings, Hand, Bench and other Screws Mallets, Handles, Vises Clamps, Tool Chests Croquet, Lithographs Wood Toys, Novelties

and also the celebrated

Wood's Patent Car Gate

For Street and Steam Railroad Cars.

The R. BLISS MFG. CO.

Pawtucket, R.I., U.S.A

Canadian Representative: ALEXANDER GIBB, 13 St. John St., MONTREAL.

75 YEARS. ESTABLISHED 1825. 75 YEARS.

NEWFOUNDLAND PROSPEROUS.

"A WAVE of prosperity is sweeping over the Island of Newfoundland," said Mr. F. J. Hunter, manager of the Bank of Montreal, at St. John's, Nfld., to a Halifax Chronicle reporter on Saturday.

"The business of the Island is in a very healthy condition," he said, "but the price of codfish, the chief staple product of the country, is lower than it has been for many years previous, which, of course, has the effect of curtailing circulation to a very large extent. Prices, also, of this staple in the foreign markets have been extremely depressed, necessitating the holding of fish by the leading exporters for higher prices, both in the markets of the Brazils and the Mediterranean.

THE HERRING FISHERY.

"The herring fishery on the West Coast has been a good one, and it is estimated that American buyers have left $200,000 in gold with the people along the Coast for these fish.

"The lobster fishery is up to the standard, and the prices are exceptionally good. Cod and seal oils have averaged good prices, as well as seal skins."

Mr. Hunter said the feature of the latter was the export to the United States of these skins, instead of only to England, as formerly. Good prices are obtained for these skins, which are used for patent leather, bicycle saddles, etc.

Speaking of the local manufacturing business, Mr. Hunter said they are all doing exceptionally well, and paying handsome dividends. He referred particularly to the manufacturing of boots and shoes, and to the Cordage Company.

THE HAY-BOND TREATY.

Asked as to the feeling regarding the Hay-Bond treaty, Mr. Hunter said: "The feeling of the people of the Island is undoubtedly for the treaty, and the merchants are, without exception, apparently in favor of it. Though the people are in favor of the treaty, they are among the most loyal in the British Empire." He referred to the Newfoundland naval contingent as a splendid body of men, and said that they were now serving under Commodore Montgomerie, on H.M.S. Charybdis, in Venezuelan waters.

"The revenue of the colony during the past year has been the largest on record," said Mr. Hunter. "It is interesting to note that the total value of the imports and exports for the past year had reached the handsome sum of $17,000,000.

THE LUMBER INDUSTRY.

"The lumber business is growing in importance, and forging ahead by leaps and bounds. American capitalists, as well as Canadians, seeing the large area of virgin forests, are purchasing lands and developing on every quarter. So far, the leading lumber interests are owned by The Louis Miller Co., Limited, of Crieff, Scotland. This company expects to have an almost immediate output from its various mills of 40,000,000 feet per annum."

Mr. Hunter said the mineral wealth of the colony was very great, and that the mining of iron, pyrites, and copper, was being pushed in all directions. The iron mines at Bell Island and The Cape Copper Company's properties are being extensively developed. Slate mining, he said, is also being largely developed. This slate is of as good quality as can be found in Wales, and in the course of time will be a valuable adjunct to the exports of the Island.

THE REID SYSTEM.

"The Reid Newfoundland Company are gradually perfecting their vast system of enterprises, and by degrees are getting their system into the same unexcelled shape as the C.P.R. The company's very handsome stone passenger station, for the west end of St. John's, is completed, and their large staff will move in next month.

"The sealing fleet is being prepared for the fishing in March, and it is expected that the usual large catch will be brought in."

Mr. Hunter has been stationed at St. John's for seven years, and he says the people of the Island are of an exceeding kindly disposition, and welcome strangers to their shores, to whom they are in every respect most hospitable. Mr. Hunter is now on his vacation, and this morning he will leave on a trip to the Southern States.

OFFICERS OF NEW YORK MERCHANTS' ASSOCIATION.

A meeting of the board of directors of The Merchants' Association of New York was held on January 16 at the office of the Association to elect officers and organize for the ensuing year. The personnel of the board was somewhat changed at the annual meeting of the members held on the 13th inst. It is now constituted as follows: Wm. F. King, John C. Eames, W. A. Marble, Gustav H. Schwab, D. Le Roy Dresser, Geo. F. Crane, Adolph Openhym, Geo. L. Duval, Geo. Fredk. Victor, Herbert L. Satterlee, Henry R. Towne, Frank Squier, J. Hampden Dougherty, Clarence Whitman, and Clarence W. Seamans.

D. Le Roy Dresser, the president of the Association, tendered his resignation as president, being unable to devote his time to the work of the Association owing to pressure of other business. The following officers were elected for the ensuing year:

Clarence Whitman, of Clarence Whitman & Co., president.

Gustav H. Schwab, of the North German Lloyd S.S. Co., first vice-president.

John C. Eames, of The H. B. Claflin Co., second vice-president.

W. A. Marble, of the R. & G. Corset Co., secretary.

Geo. L. Duval, of Beeche, Duval & Co., treasurer.

The Algoma Supply Company, general merchants, Sault Ste. Marie, has assigned to D. I. Millar; a meeting of creditors will be held on January 22.

APOLLO BEST BLOOM
GALVANIZED IRON

Galvanized iron ought to be soft flat uniform true to gauge.

Apollo is guaranteed to be so.

American Sheet Steel Company, New York

Representatives for Canada
E. & S. H. Thompson & Company
53 Sulpice Street
Montreal

ROYAL-CANADIAN

is H. Boker & Co's. best concaved plain Razor. Finest Quality without waste on fancy work. Lowest price for the very finest grade of goods.

The brand is registered at Ottawa.

For sale by all Leading Wholesale Houses.

CURRENT MARKET QUOTATIONS.

January 23, 1903

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

TIN

Lamb and Flag and Straits 56 and 28-lb. ingots, 100 lb.	$29 00	$30 00

TINPLATES.

Charcoal Plates—Bright

M.L.S., equal to Bradley	Per box.
I C, usual sizes	$6 75
I X "	8 25
I X X "	9 75
Famous, equal to Bradley	
I C	6 75
I X	8 25
I X X	9 75
Raven and Vulture Grades	
I C, usual sizes	5 00
I X "	6 00
I X X "	7 00
I X X X "	8 00
D C, 12½x17	4 50
D X	5 25
D X X	6 00

Coke Plates—Bright

Bessemer Steel	
I C, usual size, 14x20	4 00
I C, special sizes, base	4 50
20x28	9 00

Charcoal Plates—Terne

Dean or J. G. Grade	
I C, 20x28, 112 sheets	8 50
IX, Terne Tin	10 50

Charcoal Tin Boiler Plates

Cookley Grade	
X X, 14x56, 50 sheet bxs.)	
" 14x60, "	7 00
" 14x65, ")	

Tinned Sheets

72x30 up to 24 gauge	8
" " 26 "	8 50

IRON AND STEEL

Common bar, per 100 lb.		2 05
Refined " "		2 45
Horseshoe Iron "		2 40
Hoop steel, 1½ to 3 in. base		2 90
Sleigh shoe steel, "		2 10
Tire steel	2 30	2 50
Reeled machinery		3 00
Toe calk steel	2 85	3 00
T. Firth&Co.'s tool steel, per lb.	0 12½	0 13
Jessop's tool steel	....	0 14
Morton's tool steel	0 12½	0 13
Black Diamond and "B.C." tool steel	0 10	0 11
Chas. Leonard's tool steel	0 08	0 09
Park's "Silver" tool steel	0 12	0 14
" "Special"	0 15	0 20
Jonas & Colver's tool steel	0 10	0 20
" "Air Hardening"		0 70
Drill steel, per lb.	0 08	0 10

BOILER TUBES

	Per foot
1½, 1¾ and 4 inch	0 09
2½ in.	0 16
3 in.	0 13
3½ in.	0 16
4 in.	0 31

STEEL BOILER PLATE

¼ in.	2 50	2 60
3-16 in.	2 60	2 70
⅜ in. and thicker	2 50	2 60

BLACK SHEETS

	Com	D.Fl
10 and 12 gauge	2 55	2 75
18 gauge	2 85	3 00
20 "	2 85	3 00
22 to 24 gauge	2 95	3 25
26 "	3 05	3 50
28 "	3 15	

COPPER WIRE

Discount, 50 per cent.

CANADA PLATES

All dull, 52 sheets	2 90	3 00
Half polished	3 00	3 10
All bright	3 75	3 85

IRON PIPE

Black pipe	Per 100 feet	
¼ inch	3 00	3 25
⅜ "	2 30	2 40
½ "		2 65
¾ "		2 85
⅝ "		3 65
1 "		5 20
1¼ "		7 35
1½ "		8 95
2 "		12 55
2½ "		21 00
3 "		25 00
3½ "		32 00
4 "		38 50
4½ "		45 00
5 "		48 00
6 "		63 00
Galvanized pipe		
¼ inch		3 20
⅜ "		3 45
½ "		3 85
¾ "		5 00
1 "		7 20
1¼ "		10 05
1½ "		12 20
2 "		16 85

Malleable Fittings—Discount 30 p.c.

Cast Iron Fittings—

On all cast iron fittings, including plugs, bushings, unions and nipples, 50 & 10 p.c. dis. All others—discount 60 p.c.

GALVANIZED SHEETS

	G.C.	Comet	Bell	Queen's Head
16 gauge				
18 to 24 gauge	4 05	3 75	3 75	4 05
26 "	4 25	4 00	3 90	4 25
28 "	4 50	4 25	4 05	4 50

American brands, $4 40 for 28 gauge.
Less than case lots 10 to 15c. extra.

CHAIN

Proof coil, 3-16 in., per 100 lb.			
"	¼ "	7 80	8 10
"	5-16 "	5 25	5 50
"	⅜ "	4 50	4 75
"	7-16 "	4 25	4 50
"	½ "	4 20	4 50
"	9-16 "	4 05	4 50
"	⅝ "	4 00	4 50
"	¾ "	4 00	4 50

Halter, kennel and post chains, 40 to 40 and 5 per cent.

Cow ties	40 p.c.
Tie out chains	60 p.c.
Stall fixtures	35 p.c.
Trace chain	45 p.c.

Jack chain, iron, single and double, discount 35 p.c.

Jack chain, brass, single and double, discount 40 p.c.

COPPER

Ingot	Per 100 lb.	
Casting		13 50
Lake Superior		
Bars		
Cut lengths, round, ½ to ⅞ in.	23 00	25 00
" round and square, 1 to 2 inches	23 00	25 00
Sheet		
Plain, 14 oz., and light, 16 oz., 14x48 and 14x60	22 00	22 50
Plain, 14 oz., and light, 16 oz., irregular sizes	22 50	23 00
Tinned copper sheet		24 00
Planished		32 00
Braziers (in sheets)		
4x6 ft., 25 to 30 lb. each, per lb.		0 23
" 35 to 45 " "		0 22
" 50-lb. and above "		0 21

BOILER AND T.K. PITTS

Plain tinned, per lb.	0 28
Spun, per lb.	0 32

BRASS.

Rod and Sheet, 14 to 30 gauge, 15 per cent.	
Sheets, hard-rolled, 2x4	0 23
Tubing, base, per lb.	0 23½

ZINC SPELTER

Foreign, per 100 lb.	5 50	6 00
Domestic " "		

ZINC SHEET

5 cwt. casks	6 00	6 25
Part casks	6 25	6 50

LEAD

Imported Pig, per 100 lb.	3 50
Bar, per lb.	0 05
Sheets, 2½ lb. sq. ft., by roll	0 06¼
Sheets, 3 to 6 lb. "	0 06

NOTE.—Cut sheets ½c. per lb., extra. Pipe, by the roll, usual weights per yard, lists at 7c. per lb. and 37½ p.c. dis. f.o.b. Toronto.

NOTE.—Cut lengths, net price, waste pipe 8 ft. lengths, lists at 8c.

SHOT.

Common, $6.50 per 100 lb.; chilled, $7.00 per 100 lb.; buck, seal and ball, $7.50. Discount, 22½ p.c. Prices are f.o.b. Toronto, Hamilton, Montreal, St. John and Halifax. Terms, 3 p.c. cash, freights equalized.

SOIL PIPE AND FITTINGS

Light soil pipe, discount 45 per cent.
" " fittings, discount 50 per cent.
Med. and Extra heavy pipe and fittings, dis. 50 and 10 per cent.
7 and 8 in. pipe, discount 45 per cent.

SOLDER

		Per lb.
Bar, half and half, guaranteed		0 20
Bar, half and half, commercial	0 19	0 19
Refined		0 19
Wiping	0 17	0 18

ANTIMONY

Cookson's	per lb.	9 00

WHITE LEAD

	Per 100 lb.	
Pure	5 00	5 25
No. 1	4 62	4 87
No. 2	4 25	4 50
No. 3	3 87½	4 12½
No. 4	3 50	3 75
Munro's Select Flake White		5 75
Elephant and Decorators' Pure		6 25
Brandram's B.B. Genuine		7 00
" " No. 1		6 00
"Monarch" brand		6 12½
Decorator's Pure		5 25
Essex Genuine		5 50

RED LEAD

Genuine, 560 lb. casks, per cwt.	$4 75
Genuine, 100 lb. kegs, "	5 00
No. 1, 560 lb. casks, per cwt.	4 25
No. 1, 100 lb. kegs, per cwt.	4 50

WHITE ZINC

Extra Red Seal	0 06	0 08
No. 1	0 05	0 07
No. 2	0 05	0 06

DRY WHITE LEAD

Pure, casks	5 25
Pure, kegs	5 50
No. 1, casks	5 00
No. 1, kegs	5 25

PREPARED PAINTS

In ¼, ½ and 1 gallon tins.

Pure, per gallon		1 25
Second qualities, per gallon		1 00
Barn (in bbls.)	0 60	0 90
The Sherwin-Williams paints		1 40
Canada Paint Co.'s pure		1 25
Toronto Lead & Color Co.'s pure		1 25
Sanderson Pearcy's pure		1 20
Stewart & Wood's Champion pure		1 00
Standard Paint Co.'s "New Era"		1 30
The Francis-Frost Co.'s "Ark" Brand		1 25
The Francis-Frost Co.'s British Navy deck		1 50
Hollywood paste paint		1 40
" liquid paint		1 25
" floor paint		1 25

COLORS IN OIL

25 lb. tins, Standard Quality.

Venetian red, per lb.	0 04½	0 05
Chrome yellow	0 12	0 14
Golden ochre	0 08	0 10
French "		0 06
Marine black		0 09
Chrome green		0 10
French Imperial green		0 12
Signwriters' black		0 16
Burnt umber		0 11
" sienna		0 11
Raw umber		0 11
" sienna		0 11

COLORS, DRY

Common ochre, bbls.	1 20	1 [illegible]
Yellow ochre (J.F.L.S.), bbls.		[illegible]
Yellow ochre (La Belle)	1 15	1 2[illegible]
Brussels ochre		2 [illegible]
Venetian red (best), bbl.	1 7[illegible]	2 [illegible]
English oxides, per cwt.	[illegible]	[illegible]
American oxides, bbls.	1 2[illegible]	[illegible]
Canadian oxides, bbls.	1 2[illegible]	1 [illegible]
Super magnetic oxides, 93 p.c.	2 00	2 [illegible]
Burnt sienna, pure, per lb.		[illegible]
" umber " "		[illegible]
Raw umber		[illegible]
Drop black, pure		[illegible]
Chrome yellow, pure		[illegible]
Chrome greens, pure, per lb.	[illegible]	[illegible]
Golden ochre	[illegible]	[illegible]
Ultramarine blue [illegible] boxes, per lb.	[illegible]	[illegible]
Fire proof mineral [illegible]		[illegible]
Genuine Eng. [illegible]		[illegible]
Mortar color [illegible]		[illegible]
[illegible]	[illegible]	[illegible]
Whiting [illegible]	[illegible]	[illegible]
English vermilion [illegible]		[illegible]

[illegible]

Casks for [illegible]	0 07
100 lb. [illegible]	0 08

WADE & BUTCHER'S "SPECIAL" Razors

Are unequalled for quality and finish.

JAMES HUTTON & CO., - MONTREAL

Sole Agents for Canada.

PUTTY

Bulk in bbls	1 90
Bulk in less quantity	2 05
Bladders in bbls	2 25
Bladders in kegs, boxes or loose	2 40
Bladders in 25-lb. tins	2 35
Bladders in 12½-lb. tins	2 65
Bladders in bulk or tins less than 100 lb.	2 90

VARNISHES

In 5-gal. lots	Per gal	Net
Carriage, No. 1	1 50	1 60
Pale durable body	4 10	4 25
" rubbing	2 85	3 20
Gold size, japan	2 85	3 00
No. 1 brown japan	0 85	0 90
Elastic oak		1 50
Furniture, extra		1 25
" No. 1	....	1 10
Hard oil finish	1 65	1 75
Light oil finish	1 40	1 60
Damar	1 70	1 85
Shellac, white	2 35	2 45
" orange	2 25	2 35
Turpentine, brown japan	1 25	1 30
" black japan	0 85	1 20
" " No. 1	0 50	0 75
Elastilite varnish, 1 gal. can, each		2 00
Granitine floor finish, per gal		2 75

Maple Leaf coach enamels; size 1, $1 20; size 2, 70c.; size 3, 40c. each.
Sherwin-Williams kopal varnish, assorted case, from ½ pts. to 1 gal., $2.50.

CASTOR OIL

East India, in cases, per lb.	0 09½	0 10
" small lots	0 10	0 10½

COD OIL, ETC

Cod oil, per gal	0 50	0 55
Pure olive	...	1 20
" neatsfoot		0 90

GLUE

Common	0 08	0 09
French medal	0 10	0 14
Cabinet sheet	0 12	0 13
White, extra	0 18	0 20
Gelatine	0 25	0 30
Strip	0 18	0 20
Coopers	0 19	0 20
Huttner	0 15	0 16

HARDWARE.

AMMUNITION

Cartridges

B. B. Caps Dominion, 50 and 5 per cent.
Rim Fire Pistol, discount 40 p.c., American.
Rim Fire Cartridges, Dominion, 50 and 5 p.c.
Central Fire Pistol and Rifle, 10 p.c., Amer.
Central Fire Cartridges, pistol sizes, Dominion, 30 per cent.
Central Fire Cartridges, Sporting and Military, Dominion, 15 per cent.
Central Fire, Military and Sporting, American, add 5 per cent. to list. B. B. Caps, discount 40 per cent., American.
Loaded and empty Shells, "Trap" and "Dominion" grades, 25 per cent. Rival and Nitro, 10 per cent. advance on list.
Brass Shot Shells, 55 per cent.
Primers, Dom., 30 per cent. American, $1 60.

Wads	per lb.
Best thick white felt wadding, in ½-lb. bags	$1 00
Best thick brown or grey felt wads, in ½-lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 99
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 each, 8 gauge	0 55
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10 gauge	0 25
Thin card wads, in boxes of 1,000 each, 8 gauge	

Chemically prepared black edge grey cloth wads, in boxes of 250 each	Per M
11 and smaller gauge	0 60
9 and 10 gauges	0 70
7 and 8 "	0 90
5 and 6 "	1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 "	1 65
5 and 6 "	1 90

ADZES

Discount 20 per cent.

ANVILS

Wright's, 80-lb. and over	0 10¼
Hay Budden, 80-lb. and over	0 09¼
Brook's, 80-lb. and over	0 11¼

AUGERS.

Gilmour's, discount 65 and 5 per cent. off list.

AXES.

Chopping Axes		
Single bit, per doz	5 50	10 00
Double bit, "	11 00	18 00
Bench Axes, 40 per cent		
Broad Axes, 25 per cent.		
Hunters' Axes	5 50	6 00
Boys' Axes	5 75	6 75
Splitting Axes	6 50	12 00
Handled Axes	7 00	10 00

AXLE GREASE.

Ordinary, per gross	5 75	6 00
Best quality	13 00	15 00

BATH TUBS.

Zinc	6 00

Copper, discount 15 per cent. off revised list.

BATHS.

Standard Enameled.

5½-inch rolled rim, 1st quality	24 00
5½ " " " 2nd "	20 00

BABBIT METAL.

"Tandem," A	per lb.	0 27
" B	"	0 21
" C	"	0 11½
Frictionless Metal	"	0 23
Hercules	"	0 15

Syracuse Smelting Works:

Aluminum, genuine	0 45
Government, "	0 44
Tough, "	0 40
Hard, "	0 40
Dynamo	0 30
Special	0 25
Harmony	0 22
Car Box	0 20
Extra	0 15

The Canada Metal Co.:

Imperial, genuine	0 40
Metallic	0 30
Hercules	0 20
Star	0 15
No. 1	0 12
No. 2	0 10
No. 3	0 06
No. 4	0 05

BELLS.

Hand

Brass, 60 per cent.
Nickel, 55 per cent.

Cow

American make, discount 63¾ per cent.
Canadian, discount 45 and 50 per cent.

Door.

Gongs, Sargant's	5 50	8 00

" Peterboro', discount 45 per cent.

Farm.

American, each	1 25	3 00

House.

American, per lb	0 35	0 40

BELLOWS

Hand, per doz	3 35	4 75
Moulders', per doz	7 50	10 00

Blacksmiths', discount 40 per cent.

BELTING.

Extra, 60 per cent.
Standard, 60 and 10 per cent.
No. 1, not wider than 6 in., 60, 10 and 10 per cent.
Agricultural, not wider than 4 in., 75 per cent.

BITS.

Auger.

Gilmour's, discount 60 and 5 per cent.
Rockford, discount 50 and 10 per cent.
Jennings' Gen., net list.

Car.

Gilmour's, 47½ to 50 per cent.

Expansive.

Clark's, 40 per cent.

Gimlet.

Clark's, per doz	0 65	0 90
Diamond, Shell, per doz	1 00	1 50
Nail and Spike, per gross	2 25	5 20

BLIND AND BED STAPLES.

All sizes, per lb.	0 07½	0 12

BOLTS AND NUTS.

	Per cent.
Carriage Bolts, common ($1 list)	55 and 10
" " full sq. ($2.40 list)	55 and 10
" " Norway Iron ($3 list)	50 and 10
Machine Bolts, all sizes	50 and 10
Plough Bolts	50 and 10
Blank Bolts	50 and 10
Bolt Ends	50 and 10
Sleigh Shoe Bolts	65 and 10
Coach Screws, cone point	66⅔ and 10

Nuts, square, all sizes, 3¾c. per lb. off.
Nuts, hexagon, all sizes, 4c. per lb. off.
Stove Rods, per lb., 5½ to 6c.
Nuts, in 50-lb. lots, ¼c. per lb. extra; in less than 50-lb. lots, ½c. extra.

BOOT CALKS.

Small and medium, ball	per M.	4 25
Small heel	"	4 50

BRIGHT WIRE GOODS.

Discount 62½ per cent.

BROILERS.

Light, discount 65 to 67½ per cent.
Reversible, discount 65 to 67½ per cent.
Vegetable, per doz., discount 37½ per cent.

Henis, No. 8.	per doz.	6 00
Henis, No. 9	"	7 00
Queen City	"	7 50

BUTCHERS' CLEAVERS.

German	per doz.	6 00	11 00
American	"	12 00	20 00

BUTCHER KNIVES.

Bailey's	per doz.	0 60	6 30

BUILDING PAPER, ETC.

Tarred Felt, per 100 lb.				1 75
Ready roofing, 2-ply, not under 45 lb., per roll				0 90
Ready roofing, 3-ply, not under 65 lb., per roll				1 15
Carpet Felt	per ton			45 00
Dry Sheathing	per roll,	400	sq. ft.	0 35
Tar "	"	400	"	0 45
Dry Fibre	"	400	"	0 50
Tarred Fibre	"	400	"	0 60
O. K. & I. X. L.	"	400	"	0 65
Resin-sized	"	400	"	0 40
Oiled Sheathing	"	600	"	1 10
Oiled "	"	400	"	0 70
Roof Coating, in barrels	per gal.			0 17
Roof " small packages	"			0 25
Refined Tar	per barrel			4 50
Coal Tar	"			4 00
Coal Tar, less than barrels	per gal.			0 15
Roofing Pitch	per 100 lb.			0 85

BULL RINGS.

Copper, $2.00 for 2½-inch, and $1.90 for 2-inch.

BUTTS.

Wrought Brass, net revised list.

Cast Iron.

Loose Pin, discount 60 per cent.

Wrought Steel.

Fast Joint, discount 65, 10 and 2½ per cent.
Loose Pin, discount 65, 10 and 2½ per cent.
Berlin Bronzed, discount 70, 70 and 5 per cent.

Gen. Bronzed	per pair	0 40	0 65

CARPET STRETCHERS.

American	per doz.	1 00	1 50
Bullard's	"	....	6 50

CASTORS.

Bed, new list, discount 55 to 57½ per cent.
Plate, discount 52½ to 57½ per cent.

CATTLE LEADERS.

Nos. 31 and 32	per gross	8 50	9 50

CHALK.

Carpenters' Colored,	per gross	0 45	0 75
White lump	per cwt.	0 60	0 65
Red		0 05	0 06
Crayon	per gross	0 14	0 18

CHISELS.

Socket, Framing and Firmer.

Broad's, discount 60 and 10 per cent.
Warnock's, discount 50 and 10 per cent.
P. S. & W. Extra, discount 60 and 10 per cent.

CHURNS.

Revolving Churns, metal frames No. 0, $8 No. 1, $8.50; No. 2, $9.00; No. 3, $10.00; No. 4, $12.00; No. 5, $16.00 each. Ditto, wood frames, 20c. each less than the above. Discounts: Delivered from factories, 53 per cent.; from stock in Montreal, 51 per cent. Terms 4 months or 3 per cent. cash in 30 days.
Churn frames, including bearings, levers, etc. Nos. 0, 1, 2 and 3, wood, $2.40; and 4 and 5, $2.65. Metal frames, 25c. extra. Discount 15 per cent., net 30 days.

CLIPS.

Axle, discount 65 per cent.

CLOSETS.

	Net.
Plain York or Ontario Syphon Jet	$9 60
Emb. " " "	10 20
Fittings	1 00
Plain Elgin or Teu. Syphon Washout	6 00
Emb. " " "	6 60
Fittings	1 25
Low Down Elgin or Teutonic, plain	9 60
Low " " " emb.	10 20
Plain Richelieu	3 75
Emb. "	4 00
Connections	1 25
Low Down Ontario Syphon Jet, plain	11 70
Low " " " emb'd.	12 30
Closet connection	1 25
Basins, P.O., 14-in	0 70
Basins, oval, 17 x 14-in.	1 50
Basins, " 19 x 15-in.	2 25

COMPASSES, DIVIDERS, ETC.

American, discount 62½ to 65 per cent.

CONDUCTOR PIPE.

Plain or Corrugated.

2-inch	per 100 feet	3 00
3 "	" "	4 00
4 "	" "	5 25
5 "	" "	6 75
6 "	" "	9 00

CRADLES, GRAIN.

Canadian, discount 20 to 25 per cent.

CROSSCUT SAW HANDLES

S. & D., No. 3	per pair	0 17½
S. & D., " 5	"	0 22½
S. & D., " 6	"	0 15
Boynton pattern	"	0 20

DOOR SPRINGS.

Torrey's Rod (15 p.c.), per doz.			2 00
Coil	"	0 88	1 60
English	"	2 00	4 00

DRAW KNIVES.

Coach and Wagon, discount 50 and 10 per cent.
Carpenters', discount 60 and 10 per cent.

Has it Ever Occurred to You

that you could largely increase your business, confer a favor upon us, and benefit your customers by advising them to use our Building Papers, Roofing Felts and Wire Edged Ready Roofing?

We will guarantee to supply you with the best of material, but, you must do the missionary work among your customers.

The Paterson Mfg. Co., Limited

Toronto and Montreal.

DRILLS

Hand and Breast

Millar's Falls, per doz., net list

DRILL BITS.

Morse, discount 37½ to 40 per cent.
Standard, discount 50 and 5 to 55 per cent

FAUCETS

Common, cork-lined, discount 35 per cent

EAVETROUGHS.

10-inch . . . . . per 100 ft 3 10

ELBOWS (stovepipe.)

5 and 6-inch, common . . . per doz 1 20
7-inch . . . . . " 1 35
Polished, 15c. per dozen extra

ESCUTCHEONS

Discount 40 per cent

ESCUTCHEON PINS

Iron, discount 40 per cent

FACTORY MILK CANS

Discount off revised list, 40 per cent.

FILES AND RASPS.

Great Western. 70 and 10 per cent.
Arcade . . . . . . .70 " 10 "
Kearney & Foot . . . . .70 " 10 "
Disston's . . . . .70 " 10 "
American . . . . .70 " 10 "
J. Barton Smith . . . . .70 " 10 "
McClellan . . . . . . .70 " 10 "
Eagle . . . . .70 " 10 "
Nicholson, 60 and 10 to 60, 10 and 5 "
Royal . . . . .80 "
Globe . . . . .70 to 75 "
Black Diamond, 60 and 10 to 60, 10 and 5 per cent
Jowitt's, English list, 25 to 27½ per cent.
Nicholson File Co.'s "Simplicity" file handle, per gross 85c. to $1.50

GLASS.

Window. Box Price

Size United Inches	Star Per 50 ft	Star Per 100 ft	D. Diamond Per 50 ft.	D. Diamond Per 100 ft.
Under 26	2 20	4 25	. . .	6 25
26 to 40	2 40	4 65	.	6 75
41 to 50	. .	5 10	. . .	7 50
51 to 60	.	5 35	. .	8 50
61 to 70		5 75	.	9 75
71 to 80		6 25	.	11 00
81 to 85		7 00	. .	12 55
86 to 90		7 75		15 00
91 to 95	.		.	17 50
96 to 100			.	20 50

GAUGES

Marking, Mortise, Etc

Stanley's, discount 50 to 55 per cent

Wire Gauges

Winn's, Nos. 26 to 33 each 1 65 2 40

HALTERS

Rope, ⅜-inch . per gross .
Rope, ½ " " 9 00
Rope, ¾ to ⅞ inch " 14 00
Leather, 1-inch per doz 3 87½ 4 00
Leather, 1¼ " " 5 15 5 20
Web " 1 87 2 45

HAMMERS

Nail

Maydole's, discount 5 to 10 per cent. Canadian discount 25 to 27½ per cent

Tack

Magnetic . per doz 1 10 1 20

Sledge

Canadian per lb 0 07½ 0 08½

Ball Pean

English and Canadian, per lb 0 22 0 25

HANDLES

Axe per doz net 1 50 3 00
Store door per doz 1 00 1 50

Fork

C. & B., discount 40 per cent., revised list.

Hoe

C. & B., discount 40 per cent., revised list

Saw

American . . . per doz. 1 00 1 25

Plane

American per gross 3 15 3 75

Hammer and Hatchet

Canadian, discount 40 per cent

Cross-Cut Saws

Canadian . per pair . 0 13½

HANGERS doz pairs

Steel barn door. 5 85 6 00
Stearns, 4-inch 5 00
" 5-inch 6 50
Lane's covered
No. 11, 5-foot run 8 40
No. 11½, 10-foot run 10 80
No. 12, 10-foot run. 12 60
No. 14, 15-foot run. 21 00
Lane's O.N.T. track, per foot 0 04½

HARVEST TOOLS

Discount 60 and 10 per cent

HATCHETS

Canadian, discount 40 to 42½ per cent

HINGES.

Blind, Parker's, discount 16⅔ per cent
Heavy T and strap, 4-in., per lb. . . . 0 06½
" " 5-in., " . . . 0 06¼
" " 6-in., " 0 06
" " 8-in., " . . . 0 05¾
" " 10-in., " . . . 0 05½
Light T and strap, discount 65 and 5 per cent.
Screw hook and hinge
6 to 10 in. . . . . per 100 lb. 4 50
12 in. up. . . . . . " . 3 25
Spring . . . . per gro. pairs . . . 10 50

HOES

Garden, Mortar, etc., discount 60 to 60 and 10 per cent.
Planter. . . . . . . per doz 4 00 4 50

HOLLOW WARE

Discount 45 and 5 per cent

HOOKS

Cast Iron.

Bird cage . . . . per doz. 0 50 1 10
Clothes line . . " 0 27 0 63
Harness . . . . . " 0 72 0 88
Hat and coat . . . per gro 1 00 3 00
Chandelier . . per doz 0 50 1 00

Wrought Iron.

Wrought hooks and staples, Canadian discount 47½ per cent

Wire

Hat and coat, discount 45 per cent.
Belt . . . per 1,000 0 60
Screw, bright, discount 55 per cent.

HORSE NAILS

"C" brand, 40, 10 and 7½ per cent. off list } Oval
"M" brand, 50, 10 and 5 per cent } head
Countersunk, 65 per cent
"Monarch," 65 per cent
"Peerless," 50 and 7½ per cent. dis

HORSESHOES

F O B Montreal

Iron Shoes	No. 2 and larger	No. 1 and smaller
Light, medium and heavy	3 35	3 60
Snow shoes	3 60	3 85
Steel Shoes		
Light	3 45	3 70
Featherweight (all sizes)	4 85	4 85

F O B Toronto, Hamilton, London and Guelph, 10c. per keg additional
Toe weight steel shoes 6 70

JAPANNED WARE

Discount 45 and 5 per cent. off list, June 1899

ICE PICKS

Star per doz 3 00 3 25

KETTLES

Brass spun, 7½ per cent. discount off new list
Copper per lb 0 30 0 50
American, 60 and 10 to 65 and 5 per cent

KEYS

Lock, Canadian dis. 40 to 40 and 10 per cent
Cabinet, trunk and padlock,
American per gross 0 60

KNOBS

Door, japanned and N.P., per doz . 1 50 2 50
Bronze, Berlin . . . per doz 2 75 3 25
Bronze, Genuine " 6 00 9 00
Shutter, porcelain, F. & L. screw . . . . per gross 1 30 4 00
White door knobs. . . .per doz. 0 95 1 00

HAY KNIVES

Net prices

LAMP WICKS

Discount, 60 per cent

LANTERNS

Cold Blast. . . . . .per doz. 7 00
No. 3, "Wright's" . . . . " 8 50
Ordinary, with O burner " 4 00
Dashboard, cold blast " 9 00
No. 0 . . . . " 5 75
Japanning, 50c. per doz. extra

LEMON SQUEEZERS

Porcelain lined per doz 2 20 5 60
Galvanized. . . . . " 1 87 3 85
King, wood . " 2 75 2 90
King, glass. . . . . " 4 00 4 50
All glass . . . " 0 50 0 90

LINES

Fish per gross 1 05 2 50
Chalk " 1 90 7 40

LAWN MOWERS

Woodyatt, 12-in. wheel 7 50
Star " 5 50
Daisy " 4 90
Philadelphia, 10-in. wheel 6 00
Ontario, " 12 75
Discount, 50 per cent

LOCKS

Canadian, 40 to 40 and 10 per cent
Russell & Erwin per doz 3 00 3 25

Cabinet

Eagle, discount 30 per cent

Padlocks

English and Am per doz 0 50 6 00
Scandinavian " 1 00 2 40
Eagle, discount 20 to 25 per cent

MACHINE SCREWS

Iron and Brass

Flat head, discount 25 per cent
Round head, discount 20 per cent

MALLETS

Tinsmiths per doz 1 25 1 50
Carpenters', hickory, " 1 25 3 75
Lignum Vitae " 3 85 5 00
Caulking, each 0 60 2 00

MATTOCKS

Canadian per doz 5 50 6 50

MEAT CUTTERS

American, discount 33⅓ per cent
German, 15 per cent
Gem each 1 15

MILK CAN TRIMMINGS

Discount 25 per cent

NAILS	Cut	Wire
2d and 3d	3 45	3 45
3d	3 10	3 12
4 and 5d	2 85	2 95
6 and 7d	2 75	2 80
8 and 9d	2 60	2 60
10 and 12d	2 55	2 55
16 and 20d	2 50	2 50
30, 40, 50 and 60d (base)	2 45	2 45

Cut nails in carlots 5c. less
Wire nails in carlots are $2 40
Cut nails in carlots are $2 40 base
Galvanizing 2c. per lb. net extra
Steel cut nails 10c. extra
Miscellaneous wire nails, discount 75 per cent
Coopers' nails, discount 30 per cent
Flour barrel nails, discount 25 per cent

NAIL PULLERS

German and American 1 85 3 50

NAIL SETS

Square, round and octagon per gross 3 38 4 00
Diamond 12 00 15 00

POULTRY NETTING

2-in. Mesh, 19 w.g., dis. 60, 10 and 5 per cent
2-in. Mesh, 18 w.g. and heavier, 50 p.c.

OAKUM

Navy per 100 lb. 6 00
U. S. Navy " 7 25

OILERS

McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 00
Zinc and tin, discount 50, 50 and 10 per cent
Copper per doz 1 25 3 50
Brass " 1 50 3 50
Malleable, discount 25 per cent

GALVANIZED PAILS

Dufferin pattern pails, discount 45 per cent
Flaring pattern, discount 45 per cent
Galvanized washtubs, discount 45 per cent

PIECED WARE

Discount 40 per cent off list, June, 1899
10-qt. flaring sap buckets, discount 40 per cent
6, 10 and 14-qt. flaring pails, dis. 40 per cent
Creamer cans, discount 40 per cent

PICKS

Per dozen 6 00 9 00

PICTURE NAILS

Porcelain head per gross 1 35 1 50
Brass head. . . . . " 0 40 1 00

PICTURE WIRE

Tin and gilt, discount 75 per cent

PINE TAR

½ pint in tins per gross 7 80
1 " " " 9 60

PLANES

Wood bench, Canadian discount 40 per cent. American discount 50 per cent
Wood, fancy Canadian or American, 37½ to 40 per cent

PLANE IRONS

English per doz 2 00 5 00

PLIERS AND NIPPERS

Button's genuine, per doz. pairs, discount 37½ to 40 per cent
Button's imitation per doz 5 00 9 00
German " 0 60 2 60

PLUMBERS' BRASS GOODS

Standard Compression work, dis. 65 per cent
"J M T" Cushion work, discount 50 per cent
Fuller work, discount 65 per cent
6 dozen lots and over of the above, extra discount 10 per cent
Lever handle Stops and Waste, discount [illegible] per cent. With in lots of 2 dozen and over an extra discount of 10 per cent
"J M T" Globe, Angle and Check Valves, discount 55 per cent
Standard Globe, Angle and Check Valves, discount 65 per cent
"J M T" Radiator Valves, discount [illegible] per cent
Standard Radiator Valves, discount 65 per cent
Patent Quick Opening Valves, discount [illegible] per cent
No. 1 compression bath cock [illegible]
No. 4 " " [illegible]
No. 7 Fuller's [illegible]
No. 4½ " [illegible]
Patent Compression Cushion [illegible] cock, hot and cold [illegible]
Patent Compression Cushion [illegible] cock, No. 2208 [illegible]
Square head brass [illegible]
Competition Globe, Angle and Check Valves, discount [illegible]
Competition Quick Opening Radiator Valves, discount [illegible]

WINDOW GLASS —TO IMPORT.

Prompt Deliveries

EVERY KIND OF PLATE AND WINDOW GLASS IN STOCK.

BENT GLASS of all kinds, our own manufacture. **Closest Prices.**

TORONTO PLATE GLASS IMPORTING CO.,

Hill & Rutherford

Warerooms and Offices—135 to 143 Victoria St.
Bending Works—209 to 213 Victoria St.

TORONTO

PRESSED SPIKES

Discount 22½ per cent

PULLEYS

Hothouse	per doz	0 55	1 00
Axle	"	0 22	0 33
Screw	"	0 27	1 00
Awning	"	0 35	2 50

PUMPS

Canadian cistern	1 80	3 60
Canadian pitcher spout	1 40	2 10

PUNCHES

Saddler's	per doz	1 00	1 85
Conductor's	"	9 00	15 00
Tinners, solid	per set		0 72
" hollow	per inch		1 00

RANGE BOILERS

Dominion, 30 gallon	net	6 00
" 35 "	"	7 00
" 40 "	"	8 00
Ronald's Galvanized, 30 gallon,	"	7 40
" " 35 "	"	8 40
" " 40 "	"	9 60
Copper, 30 gallon	"	22 00
" 35 "	"	24 00
" 40 "	"	28 00

Discount off copper boilers 15 per cent

RAKES

Wood per doz net 1 20 up

RAZORS per doz

Elliot's	4 00	18 00
Geo. Butler's & Co.'s	4 00	18 00
Boker's	7 50	11 00
" King Cutter	12 50	15 00
Wade & Butcher's	3 60	10 00
Theile & Quack's	7 00	12 00
Bailey's	6 00	12 00
Bailey's Brantford	10 00	11 00
Carbo Magnetic		15 00
Griffon Barber's Favorite		10 75
Griffon No. 65		13 00
Griffon Safety Razors		13 50
Griffon Stropping Machines		13 50

REGISTERS

Discount 40 per cent

RIVETS AND BURRS

Iron Rivets, black and tinned, discount 60 and 10 per cent

Iron Burrs, discount 55 per cent

Extras on Iron Rivets in 1-lb. cartons, ½c per lb.

Extras on Iron Rivets in ½-lb cartons, 1c per lb.

Copper Rivets with usual proportion burrs, 45 per cent discount. Cartons, 1c per lb extra, net

Copper Burrs only discount 30 and 10 per cent

Extras on Tinned or Coppered Rivets, ½-lb cartons, 1c per lb.

RIVET SETS

Canadian discount 35 to 37½ per cent

ROPE ETC

Sisal		0 12
Pure Manilla		0 14
"British" Manilla		0 12
Cotton, 3-16 inch and larger		0 16
" 5-32 inch		0 21
" ⅛ inch		0 22
Russia Deep Sea		0 15
Jute		0 08
Lath Yarn single		0 11
" double		0 11
Sisal bed cord 48 feet	per doz	0 65
" " 60 feet		0 80
" " 72 feet		0 95

RULES

Boxwood, discount 75 and 10 per cent

Ivory, discount 37½ to 40 per cent

SAD IRONS

Mrs. Potts, No. 55, polished	per set	0 70
" No. 50, nickle-plated		0 80

SAND AND EMERY PAPER

B. & A. sand, discount, 40 and 5 per cent

Emery, discount 40 per cent

Garnet (Rurton's) 5 to 10 per cent advance on list

SAP SPOUTS

Bronzed iron with hooks per 1,000 9 50

SAWS

Hand, Disston's, discount 12½ per cent.

S. & D., discount 40 per cent

Crosscut, Disston's	per foot	0 35	0 55

S. & D., discount 35 per cent on Nos. 2 and 3

Hack, complete	each	0 75	2 75
" frame only			0 75

SASH WEIGHTS

Sectional	per 100 lb	2 50	2 75
Solid	"	1 75	2 00

SASH CORD

Per lb	0 23	0 30

SAW SETS per doz

Lincoln and Whiting	4 75
Hand Sets, No 1 Woodyatt (Morrill)	4 25
X Cut Sets, No 3 Woodyatt (Morrill)	9 50

SCALES.

Burrow, Stewart & Milne
Imperial Standard, discount 40 per cent
Weigh Beams, discount 35 per cent
Champion Scales, discount 55 per cent

Fairbanks standard, discount 35 per cent.
" Dominion, discount 55 per cent
" Richelieu, discount 55 per cent.

Warren's new Standard, discount 40 per cent.
" " Champion, discount 55 per cent
" Weighbeams, discount 35 per cent.

SCREW DRIVERS

Sargent's	per doz	0 65	1 00

SCREEN DOORS

Common doors, 2 or 3 panel, walnut stained, 4-in. style. per doz. 6 80

Common doors, 2 or 3 panel, yellow and green stained, 4-in. style. per doz 7 00

Common doors, 2 or 3 panel, in natural colors, oil finish per doz. 8 15

3-in. style 20c per dozen less.

SCREWS

Wood, F. H., bright and steel, discount 87½ and 10 per cent.

Wood, R. H., bright, dis. 82½ and 10 per cent
" F. H., brass, dis. 80 and 10 per cent.
" R. H., " dis. 75 and 10 per cent
" F. H., bronze, dis. 75 per cent.
" R. H., " dis. 70 per cent

Drive Screws, dis. 87½ and 10 per cent.

Bench, wood	per doz.	3 25	4 00
" iron	"	4 25	5 00

Set, case hardened, dis. 60 per cent

Square Cap, dis. 50 and 5 per cent

Hexagon Cap, dis. 45 per cent

SCYTHES

Per doz. net	5 00	8 00

SCYTHE SNATHS

Canadian, discount 40 per cent.

SHEARS

Bailey Cutlery Co., full nickeled, discount 60 and 2½ per cent

Bailey Cutlery, Japan Handles, discount 67½ per cent

Seymour's, discount 50 and 10 per cent.

SHOVELS AND SPADES

Canadian, discount 40 and 5 per cent.

SINKS.

Cast iron, 16 x 24	0 85
" 18 x 30	1 00
" 18 x 36.	1 40

SNAPS

Harness, German, discount 25 per cent

Lock, Andrews	4 50	11 50

SOLDERING IRONS

1, 1½ lb	per lb	0 37
2 lb. or over	"	0 34

SQUARES

Iron, No. 493	per doz	2 40	2 55
" No. 494	"	3 25	3 40

Steel, discount 60 to 60 and 5 per cent

Try and Bevel, discount 50 to 52½ per cent

STAMPED WARE

Plain, discount 75 and 12½ per cent off revised list

Retinned, discount 75 per cent off revised list.

STAPLES

Galvanized	3 25	3 50
Plain	2 90	3 15

Coopers', discount 45 per cent.

Poultry netting staples, discount 40 per cent.

STOCKS AND DIES

American discount 25 per cent.

STONE.

Washita	per lb.	0 28	0 60
Hindostan	"	0 06	0 07
" slip	"	0 09	0 09
Labrador	"		0 13
" Axe	"		0 15
Turkey	"		0 50
Arkansas	"		1 50
Water-of-Ayr	"		0 10
Scythe	per gross	3 50	5 00
Grind, 2-in., 40 to 200 lb., per ton			25 00
" " under 40 lb., "			28 00
" under 2 in. thick, "			29 00

STOVEPIPES

5 and 6 inch, per 100 lengths	7 00
7 inch " "	7 50

ENAMELINE STOVE POLISH.

No. 4, 3 doz. in case, net cash	4 80
No. 6, 3 doz. in case. "	8 40

TACKS, BRADS, ETC

Carpet tacks, blued	80 and 15
" " tinned	80 and 20
" " (in kegs)	40
Cut tacks, blued, in dozens only	80
" ¼ weights	60
Swedes cut tacks, blued and tinned	
In bulk	80 and 10
In dozens	75
Swedes, upholsterers', bulk	85, 12½ and 12½
" brush, blued and tinned bulk	70
Swedes, gimp, blued, tinned and japanned	75 and 12½
Zinc tacks	35
Leather carpet tacks	55
Copper tacks	50
Copper nails	52½
Trunk nails, black	65 and 5
Trunk nails, tinned	65 and 10
Clout nails, blued	65 and 5
Chair nails	35
Patent brads	40
Fine finishing	40
Lining tacks, in papers	10
" " in bulk	15
" " solid heads, in bulk	75
Saddle nails, in papers	10
" " in bulk	15
Tufting buttons, 22 line, in dozens only	60
Zinc glaziers points	5
Double pointed tacks, papers	90 and 10
" " " bulk	40
Clinch and duck rivets	45

TAPE LINES.

English, ass skin	per doz	2 75	5 00
English, Patent Leather		5 50	9 75
Chesterman's	each	0 90	2 85
" steel	each	0 80	8 00

TINNERS SNIPS

Bailey's, discount 25 per cent

THERMOMETERS.

Tin case and dairy, discount 75 to 75 and 10 per cent

TRAPS (steel.)

Game, Newhouse, discount 25 per cent

Game, H. & N., P. S. & W., 65 per cent.

Game, steel, 72½, 75 per cent.

TROWELS.

Disston's, discount 10 per cent.

German	per doz.	4 75	6 00

S. & D., discount 35 per cent

TWINES.

Bag, Russian	per lb		0 27
Wrapping, cotton, 3-ply			0 19
" " 4-ply			0 23
Mattress	per lb	0 33	0 45
Staging	"	0 27	0 35

VISES

Wright's		0 13½
Brook's.		0 12¾
Pipe Vise, Hinge, No 1		3 50
" " " No. 2		5 50
Saw Vise	4 50	9 00

ENAMELLED WARE.

White, Princess, Turquoise, Blue and White, discount 50 per cent

Diamond, Famous, Premier, discount 50 and 10 per cent

Granite or Pearl, Imperial, Crescent, discount 50, 10 and 10 per cent.

WIRE.

Smooth Steel Wire.

No. 0-9 gauge	$2 56
10 "	6c. extra.
11 "	12c. "
12 "	20c. "
13 "	30c. "
14 "	40c. "
15 "	55c. "
16 "	70c. "

Add 60c. for coppering and $2 for tinning.

Extra net per 100 lb. Oiled wire 10c., spring wire $1 25, special hay baling wire 30c., best steel wire 75c., bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb. hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.

Fine Steel Wire, discount 25 per cent. List of extras: In 100-lb. lots: No. 17, $5 No. 18, $5.50 No. 19, $6 No. 20, $6 65 No. 21, $7 No. 22, $7.30 No. 23, $7.65 No. 24, $8 No. 25, $9 No. 26, $9.50 No. 27, $10. No. 28, $11 No. 29, $12 No. 30, $13 No. 31, $14 No. 32, $15 No. 33, $16 No. 34, $17. Extras net tinned wire, Nos. 17-25, $2 Nos. 26-31, $4 Nos. 32-34, $6. Coppered, 5c. oiling, 10c in 25-lb. bundles, 15c. in 5 and 10-lb. bundles, 25c. in 1-lb. hanks, 25c. in ½-lb. hanks, 38c. in ¼-lb. hanks, 50c. packed in casks or cases, 15c. bagging or papering, 10c.

Brass wire, discount 62½ per cent. off the list.

Copper wire, discount 62½ per cent. net cash 30 days, f.o.b. factory.

Galvanized wire, per 100 lb. Nos. 4 and 5, $3.70 to $3.90 Nos. 6, 7, 8, $3.15 to $3.35 No. 9, $2.50 No. 10, $3.20 to $3.40 No. 11, $3.25 to $3.45 No. 12, $2.65 No. 13, $2.75 No. 14. $3.75 to $3.95 No. 15, $4.30 No. 16, $4.30. Base sizes, Nos. 6 to 9, $2.27½ f.o.b. Cleveland. In carlots 12½c. less.

Clothes Line Wire, regular 7 strand, No. 17, $4 65; No 18. $2.90; No. 19, $2.60. Hollow 6 strand, No. 17, $4.30; No. 18, $2.70; No. 19, $2.35; No. 20, $2.30, f.o.b. Hamilton, Toronto, Montreal.

WIRE FENCING

Galvanized barb	2 90
Galvanized, plain twist	2 90

Galvanized barb, f.o.b. Cleveland, $2 55½ in less than carlots, and $2 45 in carlots.

COILED SPRING WIRE.

High Carbon, No. 9	$2 75
" No. 11	3 40
" No. 12	2 95

WIRE CLOTH.

Painted Screen, per 100 sq. ft., net 1 40
Terms, 3 per cent. off 30 days.

WASTE COTTON.

Colored	per lb.	0 06
White	"	0 08

WRENCHES.

Acme, discount 35 to 37½ per cent.

Agricultural, discount 60 per cent.

Coe's Genuine, discount 20 to 25 per cent.

Towers' Engineer	each	2 00	7 00
" S.	per doz.	5 80	6 00
G. & K.'s Pipe	"		3 40
Burrell's Pipe	each		3 00
Pocket	per doz.	0 25	2 90

WRINGERS.

Leader	per doz.	30 00	33 00
Royal Canadian.	"		24 00
Royal American	"		24 00
Sampson	"		24 00

Terms, 4 months, or 3 per cent. 30 days

WROUGHT IRON WASHERS

Canadian make, discount 40 per cent.

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Every range fully warranted and guaranteed.

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STOVES and RANGES

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Patent Planished Sheet (Russia) Iron Deweese Wood, Hammered Polished Steel Deweese Wood, Wellsville Polished, Canadian Blue, Oak Stove Body Sheets, Range Steel (Dead Flat), Open Hearth Sheets, American Bessemer Sheets, Bessemer Blue Annealed, Etc., Etc.

Samples furnished on application. Write us with specification of your requirements, for which we shall be pleased to make special figures.

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Standard Railway and Carriage Varnishes
Standard Boat and Spar Varnishes
—Wont turn white from the effects of water and sun.
Standard Piano, Furniture and Decorative Varnishes
Zanzerine Transparent Wood Finishes and Varnishes
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Unsurpassed for Value and Service.
Use LANGWELL'S BABBIT, - MONTREAL.

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GALVANIZED IRON

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Our assortment of Lawn and Garden Supplies is most Complete embracing

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- SEATS
- VASES
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- SHEARS

= Etc. =

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RICE LEWIS & SON, LIMITED

Cor. King and Victoria Streets, TORONTO.

SAMUEL, SONS & BENJAMIN, - - London and Liverpool, England.

M. & L. SAMUEL, BENJAMIN & CO.

General Importers and Exporters and Metal Merchants

27 Wellington St. West, TORONTO, ONT.

We carry in stock a full line of the following goods:

Antimony.

Brass—Sheets, Soft and Hard.
Rods and Tubes.

Canada Plates.

Copper—Bar and Ingot.
Pitts.
Rods and Tubes.
Sheathing, Roofing and Brazier's.

Copperine and Babbitt.

Cotton Waste.

Crucibles.

Eave Trough—Also Spikes and Cond. Hooks.

Iron—Band, Hoop and Rod.
Black and Tinned Sheet.
Galvanized, "Gordon Crown."
Russia, Genuine and Imitation.

Iron Pipe—Black and Galvanized.

Lead—Bar, Pig and Sheet.

Lead Pipe.

Solder—Half and Half and Standard.

Steel Sheets—Common and Dead Flat.

Tin Plates—Charcoal and Coke.

Tin—Bar. Ingot, "L & F." and Straits.

Wire—Bright Iron and Coppered Iron.

Zinc—Sheets and Block.

INQUIRIES SOLICITED. *PLEASE WRITE FOR QUOTATIONS.*

THEY'RE ALL ALIKE

THAT'S THE BEAUTY OF THE

CARBO MAGNETIC

No Saw Edges
No Soft Spots
No Temper Streaks
No Returned Blades to the Dealer
Will Shave for Years Without Requiring Honing

Sold by all Leading Jobbers.

FIRM OF

A. L. SILBERSTEIN

Mfrs. of "Griffon" CUTLERY

BOOKLET COMING— if you'll ask for a copy with trade discount.

453-461 Broadway, NEW YORK CITY.

"C.R.Co." Star

RED RUBBER PACKING

FOR HIGH-GRADE WORK

Good Packing **Good Price**
Good Profits **Good Advertising Matter**

Send for samples, prices and advertising matter.

The Canadian Rubber Co.

MONTREAL TORONTO WINNIPEG

Other Tools are very good Tools, but

"YANKEE TOOLS"

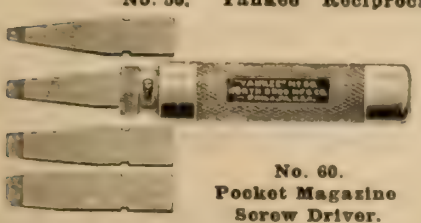
ARE BETTER

No. 15. "Yankee" Ratchet Screw Driver, with Finger Turn on Blade.

No. 30. "Yankee" Spiral-Ratchet Screw Driver, Right and Left Hand.

No. 41. Yankee" Automatic Drill, Eight Drill Points in Handle.

No. 50. "Yankee" Reciprocating Drill, for Iron, Steel, Brass, Wood, etc.



No. 60. Pocket Magazine Screw Driver.

Our "YANKEE" Tool Book tells all about them. Mailed free on application. . . . . .

Manufacturers also of

LIGHTNING, GEM and BLIZZARD Ice Cream Freezers.

Toy Freezers, Ice Shaves and Ice Chippers.

Fluting Machines, Hand Fluters.

Sold by Leading Jobbers in Canada.

NORTH BROS. MFG. CO.,

Philadelphia, Pa., U.S.A.

WIRE

WIRE

Do You Handle Wire?

We manufacture and sell all kinds of Wire.

Hay-Baling Wire.
Oiled and Annealed Wire.
Plain Galvanized Wire.
Galvanized Hard Coiled Spring Wire.

IN CARLOADS, OR LESS THAN CARLOADS.

WRITE FOR PRICES.

The B. Greening Wire Co., Limited

Hamilton, Ont. Montreal, Que.

TRADE MARK

The "Burgon" Patent Sheep-Shearing Machine

TRADE MARK

W WIL KIN SON

is made throughout of highest quality material in conjunction with correct mechanical principles. Will clip a sheep in three or four minutes, and get about 6 oz. more wool than with the old-fashioned Hand Shears. One of the chief objects of our machine is simplicity in construction; every part is interchangeable, thus ensuring satisfaction. The machine is driven by a flexible steel core fitted with universal joints. Will run in any position, and will not burn or break like gut. The Combs and Cutters are made of the finest steel, every one being properly hardened and tempered so as to retain a sharp, keen cutting edge. These can be resharpened and made equal to new in the conrse of a few minutes. You hold the sheep the same as for Hand Shears, the machine does the rest. Can be used for clipping horses by using a differently constructed head.

W.W G

TRADE MARK

Decatur, Bull & Co.,

Sole Canadian Agents,

MONTREAL, QUE.

BURGON & WIL KIN SON

TRADE MARK.

Screen Door Hardware.

STAR COIL DOOR SPRING, Also the GEM.

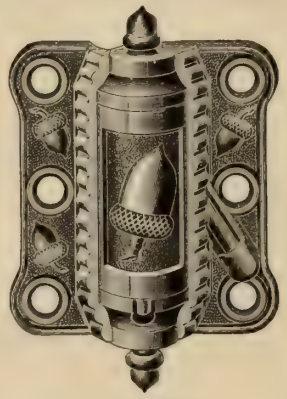
Made of High-Grade Steel Spring Wire and in Various Finishes.

(NON-HOLDBACK)

COLUMBIA
Single and Double Acting.

Spring Hinges
Strong and Handsomely Finished.

(HOLD-BACK)



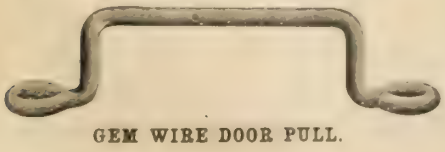
ACORN.

Large STOCK Prompt SHIPMENTS.

TORREY ROD DOOR SPRING.

FOR PRICES WRITE:

The Columbian Hardware Co., Makers, Cleveland, Ohio.



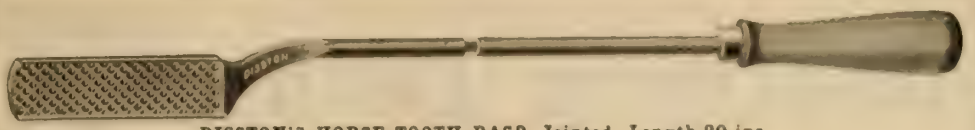
GEM WIRE DOOR PULL.

Lamplough & McNaughton

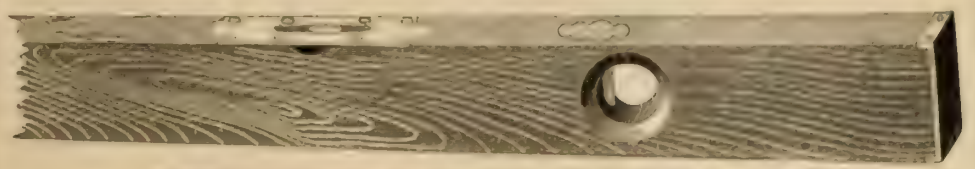
CANADIAN SALES AGENTS,

9 De Bresoles Street, - - - MONTREAL.

DISSTON'S FILES ARE USED THE WORLD OVER.



DISSTON'S HORSE TOOTH RASP, Jointed, Length 20-ins.



DISSTON'S LEVEL, No. 21, 26 to 30-ins., Extra Quality and Finish.

DISSTON'S FILES OUTLAST AND OUTSELL ALL OTHERS.

all RETURNED JAN 31 '94

HENRY DISSTON & SONS

DISSTON'S LONDON PATTERN BRICK TROWEL, 10 to 12-ins.

GOODS OF MERIT

WHY NOT SHARE IT.

DISSTON'S CIRCULAR SAWS, from 1 to 76 ins. diameter.

DISSTON'S NO. 8, PRUNING SAW, enters smallest spaces.

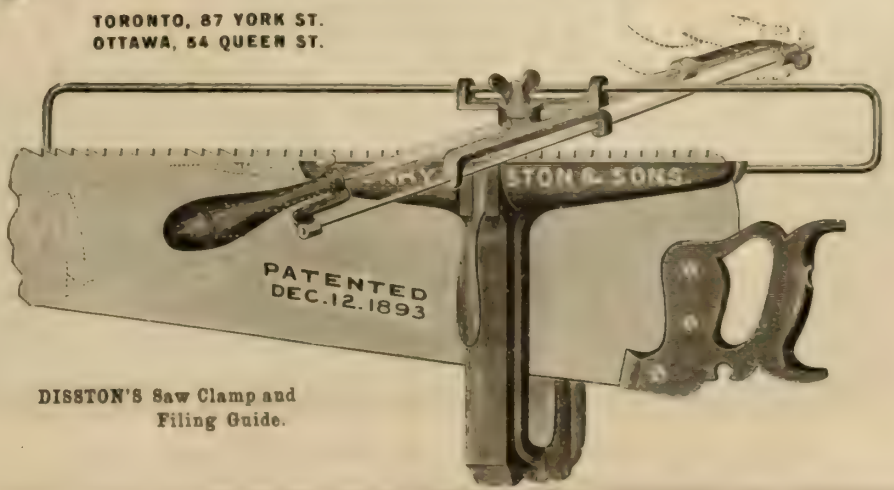
LEWIS BROS. & CO.

WHOLESALE DISTRIBUTORS.

Address all correspondence to **MONTREAL.**

TORONTO, 87 YORK ST.
OTTAWA, 54 QUEEN ST.

DISSTON'S SAWS HAVE NO EQUAL.



DISSTON'S Saw Clamp and Filing Guide.

DISSTON'S SAWS ARE SOLD ON REPUTATION

"Something Doing"

will be the verdict if you are carrying a well-assorted line of our **"BICYCLE SUNDRIES."**

Our **New Catalogue for 1903** will be out on February 1, and it will interest you to get our prices on...

Bells, Pumps, Brakes, Spokes, Lamps,

and everything for the equipment of a Bicycle.

YOU CANNOT AFFORD TO BE WITHOUT THEM.

ACCESSORIES DEPARTMENT:

Canada Cycle and Motor Co., Limited

Branches at:
WINNIPEG, MAN.
VANCOUVER, B.C.

Toronto Junction, Canada.

THE EDINBURGH ROPERIE & SAILCLOTH Co Ld

ESTABLISHED 1750

LEITH SCOTLAND

(TELEGRAPHIC ADDRESS ROPERIE)

MANUFACTURERS OF EVERY DESCRIPTION OF

CORDAGE & CANVAS

MANILA ROPE
SISAL ROPE
NEW ZEALAND ROPE
RUSSIAN ROPE
JUTE ROPE
FISHING LINES
NETTING TWINES
PARCEL TWINES
SPUNYARNS & PACKINGS
SAILING ROPES & CORDS

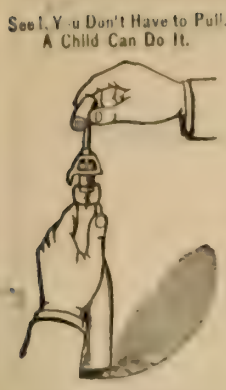
TRADE R E MARK 1750

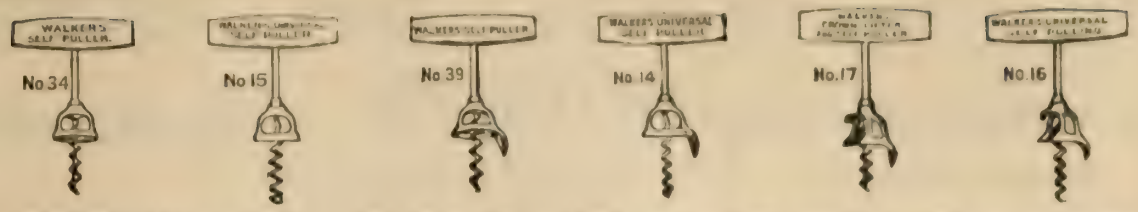
SAILCLOTH
STEAMER CLOTHS
AWNINGS
TENT CLOTHS
DUCKS
PRESSING CLOTHS
TARPAULINGS
CHEMICAL WATERPROOF
SEAMING TWINES
ROPING TWINES

BUYERS OWN SAMPLES MATCHED AT LOWEST TRADE TERMS

ADDRESS ALL COMMUNICATIONS TO OUR CANADIAN OFFICE AND STORES,

THE EDINBURGH ROPERIE & SAILCLOTH CO'Y, Limited, - - 9 St. Peter Street, MONTREAL.





Walker's Self-Pulling Cork Screws

Made of Crucible Steel, Nickel Plated, Polished Wood Handles.

EVERY ONE TESTED AND GUARANTEED. Several imitations on the market, but none as good.

Mfrd. only by ERIE SPECIALTY CO., Erie, Pa., U.S.A.

IRON, METALS, RUBBER.

WANTED—

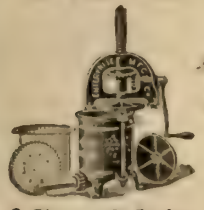
We pay highest market price for scrap metals.
Write us when having anything for sale.

We are headquarters for all kinds of new and old metals, babbitt, solder, etc.

It will pay you to ask for our prices before buying.

FRANKEL BROS., 92 Wellington St., MONTREAL. 116-130 George St, TORONTO.

Sausage Stuffer, Lard and Fruit Press



8 Sizes and Styles

Rapid Grinding and Pulverizing Mills

10 Sizes and Styles for Hand and Power

No. 3, $5.50.

Bone, Shell and Corn Mill

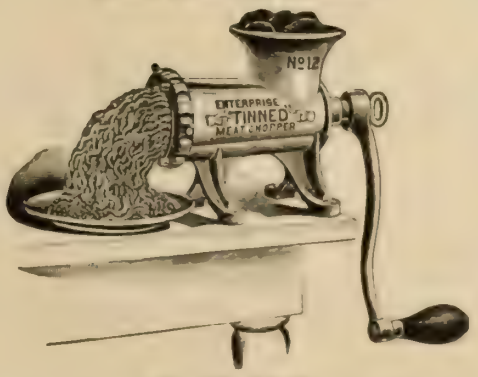
No. 750, $7.50

TRADE "ENTERPRISE" MARK

Meat and Food Choppers

TINNED

40 Sizes and Styles for Hand and Power from $1.00 to $300.00



No 12, $2.75.

Sold by all the leading Jobbers of the Dominion

ILLUSTRATED CATALOGUE MAILED FREE

The Enterprise Mfg. Co. of Pa.

Philadelphia, Pa., U. S. A.

Meat Juice Extractor

No. 21, $2.50

Raisin Seeder

No. 36, $1.00

Cold Handle Polishing IRON

No. 82, $7.50 per doz

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Hardware and Metal Merchant.

A Good Manager

will see that his store gets the best wrapping paper at the right price. Such a one

Will Order

our brown or manilla wrapping papers, which always gives the completest satisfaction. They are strong, durable, good weight and a full 480 sheets to the ream.

CANADA PAPER CO., Limited

TORONTO and MONTREAL.

STANDARD TIN WORKS

MANUFACTURERS OF

TINWARE AND TIN CANS

Fruit Cans, Meat Cans,
Jacketed Oil Cans
Baking Powder Cans,
Lard Pails, Etc.

JAS. A. McGOLPIN
156-162 Duke Street, TORONTO.

Progressive Merchants

Know the advantage of getting for their customers the most modern and improved machinery or goods to do their work cheaper and give better and more permanent results.

It is clearly evident that **FIELD WOVEN COILED SPRING FENCE** gives the best satisfaction, and **LONDON FENCE MACHINES** are by long odds the most improved, most rapid and most complete field weaving machines in the world. It is a surprising fact that it costs less to stretch and weave a rod of fence in a field with a London than to do it in the factory, and the fence is also better value by 25 per cent.

London Fence Machines will sell more wire for you and the two are more profitable than ready-woven fencing.

Our line is well advertised and we offer liberal terms and exclusive agency.

Address—

The London Fence Machine Co., Limited

Head Office and Works, LONDON, ONT.

American Office and Works: Cleveland, Ohio.

Wortman & Ward Manufacturing Co., Montreal, Que., General Agents for Quebec.

A. P. Macdonald, Winnipeg, General Agent for Man. and N.W.T.

Agency: The London Fence Machine Co., Limited, at Summerside, for P.E.I.

Agency: The London Fence Machine Co., Limited, at Kentville, for Nova Scotia.

THE MOST COMPLETE STOCK

Brass and Copper

in Sheets, Tubes, Wire and Rod.

Service Right,
Quality Right, Prices Right

WATERBURY BRASS CO.

122 to 130 Centre St., - New York City.

Always have our classified Stock List before you.

YOURS FOR THE ASKING.

THE LONDON SCALE WORKS

GEORGE M. FOX

(Successor to John Fox.)

Manufacturer of Railroad, Hay and Platform Scales.

91 York Street, LONDON, ONT.

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Hardware and Metal Merchant.

Crown Brand

"Crown"

Crown Brand

Base Ball,
Tennis,
Lacrosse,

also

Many Specialties for Spring Trade.

Write For Catalogue.

Nerlich & Co.,

146-148 Front St. West,
Opposite Union Station,
Toronto.

R. B. BYASS & CO., PORT TALBOT, SOUTH WALES, GREAT BRITAIN.

Largest MAKERS OF

BEST SIEMENS STAMPING ENAMELLING BLACK PLATES,

CIRCLES, RECTANGLES, Etc.

MAKERS of all descriptions of STEEL SHEETS.

Brands "**SKER,**" and "**SKER BEST.**"

Sole Canadian Export Agents,

ROBERT CROOKS & CO., Botolph House, 10, Eastcheap, LONDON, E.C.

Cable address : "CROLLO," LONDON.

IT PAYS TO INVEST

IN OUR ORNAMENTAL

Office Railings, Fences, Grills, Fire Dogs, Etc.

Because they are { Inexpensive / Reliable / Ornamental / Non-Tarnishable.

CANADA FOUNDRY COMPANY.

LIMITED.

Head Office: TORONTO, ONT.

DISTRICT OFFICES

Montreal. Winnipeg. Halifax. Ottawa Vancouver Victoria Rossland

---

Have your store **Bright and Light.**

Install **LUXFER PRISMS** and make Business Easy.

We manufacture and deal in all kinds of

GLASS FOR STORE FRONTS

and INTERIORS

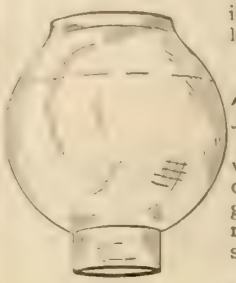
Will make suggestions valuable to your customers. Discount to Trade.

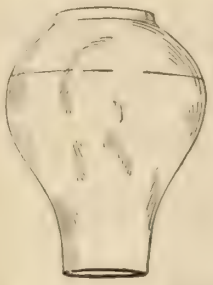
Luxfer Prism Co., Limited

100 King Street West TORONTO.

OUR TRADE A MARK — AUER LIGHT MANTLES LONGEST LIFE & BRIGHTEST — OUR TRADE A MARK

Our Chief Business





is making mantles that last the longest and give the most light. A is indelibly branded on the best mantles made.

Our factory is equipped with up-to-date appliances; our output is the largest; our goods the most reliable—We use nickel steel wire supports.

We handle other goods, in such quantities that we can quote you lower prices than you can import them for. No charge for cases or packing.

Write for our quotations on:

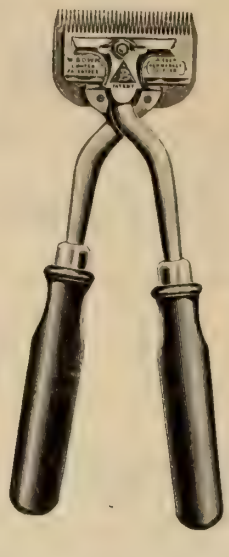
HIGH GALLERIES } Best
LOW " } Quality
HIGH GALLERIES } 2nd
LOW " } Quality
STRAIGHT CHIMNEYS
BARREL "
MICA "
MICA CANOPIES
OPAL SHADES — PEAR GLOBES
APPLE GLOBES — SUNDRIES

AUER LIGHT CO., - MONTREAL.

BOWN'S "NEWMARKET" Clipper.

PATENTED 1874.

The King of Centre-Adjustment Clippers still remains unsurpassed after a run of nearly THIRTY YEARS



The Improved B. PATTERN "NEWMARKET" may now be obtained from all jobbers.

Detachable Plates.
Improved Cap with Long Bearing.
Rigidity and Easy Running.
Accurately Machined and Perfectly Fitted.

All Parts Interchangeable.

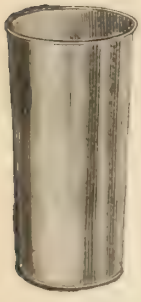
MANUFACTURED SOLELY BY

BURMAN & SONS, LIMITED

BIRMINGHAM, ENGLAND.

Supplies for the Maple Syrup Season.

Sap Buckets . . .



—EXTRA DEEP AND STRAIGHT.
—THREE SIZES.

They possess many advantages over the ordinary flaring Buckets—being small in diameter they do not catch the rain or snow, and as they are very deep, they hang perpendicularly, and consequently will not overflow until full.

—Covers supplied if required.
—They nest close for shipping or storing.

We can also supply the ordinary Flaring or Western Sap Pails.

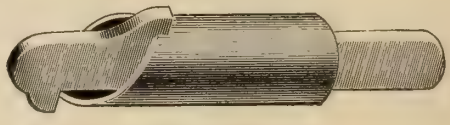
E. T. Sap Spouts.

MADE OF RETINNED STEEL—STRONG AND DURABLE.

Only require a ⅜-in. hole in tree.

It does not cover the inside surface of the hole; therefore a larger amount of sap is obtained.

Packed in card-board boxes.



Maple Leaf Sap Spouts.

Made in Bronzed Steel.
Require a ½-in. hole.
Has a shoulder which prevents it being driven in too far.
The hole in the tree is not exposed to wind and snow; consequently, sap will flow longer.
Packed in card-board boxes.

Syrup Cans, round or square.

Plain or decorated. Made in ¼, ½, and 1 gallon sizes.
Either Wine or Imperial Measure.

A full stock carried in all lines; orders shipped promptly.

KEMP MANUFACTURING COMPANY,

TORONTO, CANADA.

HARDWARE AND METAL

VOL. XV. MONTREAL AND TORONTO, JANUARY 31, 1903. NO. 5.

COMMENT ON CURRENT TOPICS.

THE Alaska boundary question is 78 years old, and it is time Great Britain and the United States had sense enough to settle it. The one is older than Methuselah and the other has seen a century and a quarter.

* * *

Quite a little energy is being developed in Ontario over the question of electric power. But then the development of energy is one of the offices of the electric current.

* * *

Blunders on the part of railway officials there always will be. And what is wanted more than anything else, as a guarantee for the safety of the travelling public, is a mechanical device that will put an effectual check on these blunders.

* * *

It is now claimed that sugar can be made from sawdust. This will encourage us to "saw wood and say nothing."

* * *

Regrettable unpleasantries are surrounding the attempt of Great Britain and Germany to compel reluctant Venzuela to pay her debts. And Germany, with both the press of Great Britain and the United States slinging mud at her, seems particularly to be having a bad quarter of an hour. But a policeman's lot never was a happy one, particularly when duty assigned him to the collection of debts.

* * *

The Toronto News speaks of Hugh Blain, of Eby, Blain & Co,, Limited, as "Mr. Hugh Blain, M.P." Mr. Blain is not an M.P., but he ought to be, and The News is possibly so convinced of this that it inadvertently tacks on the abbreviations that he would wear if his presence indeed graced the House of Commons.

* * *

The fast Atlantic steamship line is that which the slow-acting politicians have been wrestling with for a decade or more.

* * *

An assemblyman in Albany has introduced a Bill compelling packers to date their canned goods. The same old mania. The same old display of ignorance. And some member in the Canadian House of Commons is almost certain to have a similar attack.

* * *

Canada is developing so rapidly these days that it is possible she may eventually enclose within her borders that part of the United States known as Alaska as well as that part lying south of the 49th parallel.

* * *

The opinion obtains that while a good many of us are going short on coal the pockets of the dealers are getting long.

* * *

There is a suit of Stone versus Brooks before the Toronto Assize Court. Evidently the old case of brooks running over stones.

* * *

Complaints are still coming from the Northwest regarding the grain blockade. By-and-bye we shall be having a blockade of complaints. And what then?

* * *

The ranks of those in the United States opposed to ratification of the treaty with Cuba have been strengthened by the addition of the British Government thereto; an alliance of defence and defiance as it were. And the latest news from Washington is to the effect that the allies are likely to come off victors, for the time being at any rate.

* * *

The petition and cross-petition in the North York election case has been dismissed, neither party having any evidence to offer, as, of course, per arrangement. And thus again has the public got what is known in sporting circles as the "double cross."

* * *

Canada does not appear to be at all perturbed over the fact that she is at war with Venezuela. And as long as Jack Frost is on guard there is no danger of the enemy's gunboats ascending the St. Lawrence and entering the Great Lakes, bombarding the chief cites en route.

* * *

If railway accidents keep multiplying during the next few months as they have during the past few weeks, nervous travellers will either take to dirigible balloons or stage coaches.

* * *

Three large locomotive companies in Scotland have amalgamated with a capital of $10,000,000. They will now be able to get up steam and go ahead, while it is no doubt intended that competitors shall be forced off the track.

* * *

The chief danger about the bombardment of the Venezuelan fort by the German gunboats is that damage might be done to the sacred Monroe Doctrine. It is a valuable national asset, and if it were cracked Uncle Sam would feel as bad as would an old maid over the smashing of a piece of pet china.

* * *

Strong measures for meting out adequate punishment for all sorts of political

corruption will be found when public opinion is strong enough to demand the desideratum.

* * *

When the bar congratulates a lawyer on his elevation to the bench it does not follow that drinks are taken over the bar.

* * *

The Alaska boundary question got beyond the bounds of common sense some time ago.

* * *

The manufacturers of rubber goods are trying to get increased protection. In other words, they want the tariff stretched. It is only natural that the tariff on rubber should be elastic.

* * *

The Toronto Street Railway Company have hit upon a new fuel economizing scheme on their cars. The chimney on each car is fixed so that the draft goes down instead of up. At the same time improper language is drawn from the shivering passengers. But that does not bother the company, for corporations have no souls, and consequently will have no account to render in the next world.

CATALOGUES, BOOKLETS, ETC.

DOMINION OILCLOTH CO.

THE calendar presented this year by the Dominion Oilcloth Co., Limited, is large and striking. Unlike many calendars, prominence of the date sheet is not sacrificed to the advertisement. The figures are distinct, and therefore the calendar is useful for the office. The advertisement consists of a half-tone engraving of the factory, surrounded by a wreath of maple leaves in green and red. The background is a bright yellow and the firm's name appears in red with green shadings.

A NEAT NOTICE.

A copy of the notice of the Kentville, N.S., Board of Trade meeting for January 31, 1903, has been sent to us by M. G. DeWolfe, ex-president of the Maritime Board of Trade. It is very neatly gotten up, and does credit both to the directors of the Board of Trade and to the press of the town of Kentville. It might be copied with advantage by larger Boards of Trade than that of Kentville.

BUSINESS MAN'S CALENDAR.

The calendar of Alex. McArthur & Co., manufacturers of tarred felt, Montreal, is a useful one for a business man. Each sheet gives space to three days, with blank spaces opposite the dates for memos. or remarks. Only the business days are recorded on this calendar, Sundays and general holidays not being marked.

BUSINESS CONDITIONS IN BRITISH COLUMBIA.

"TRADE conditions in British Columbia have been satistfactory during the past year," said C. L. Lightfoot, manager of the Gurney Foundry Company's Vancouver branch to HARDWARE AND METAL on Tuesday. "The outlook, too, is promising indeed. Trade is now of large volume, and done along legitimate lines; our business men have been careful and have bought wisely.

"The day is not far past when trading in British Columbia was unstable; many of the retailers were imbued with a mania for speculation, and spent as much time in thinking of and looking after their 'holdings', as they did in minding their regular business. Once buying was frequent, and there was altogether too much changing about. Sometimes a town would spring up in a few months, and then when merchants were catering to the various wants of the people there would be a sudden departure of population, and the merchants would have to move after the trade.

"To-day business is much the same as as in the older sections of Ontario. With the exception of the lead mining industry of the Slocum the industries of the Provence have settled down to solid business and steady expansion.

"The Provincial law prohibiting the exportation of boys has been of great benefit to lumbering interests, just as seems to have been the case in Ontario. Several Seattle mills have comeo ver to British Columbia. Immense plants have been installed in and about Vancouver. The result has been that better lumber and shingles are being made, and the industry is prospering in every way.

"The fishing industry is largely in the hands of the syndicate, which can be depended on to keep it on a steady, solid basis, though, of course, the catch varies from year to year.

"The mining interests are in satistactory shape. At Nanaimo, Comox and Fernie soft coal is being produced in ever-increasing volume. At Canmore anthracite, not equal in quality to Pennsylvanian coal, is mined. The soft coal is in general use for fuel, and plays the mischief with the fire-box.

"Where soft coal is used cast-iron stoves are in general demand, but in the interior towns, where freight has to be carried many, sometimes hundreds, of miles by waggons, steel stoves and ranges are insisted on. The reason is the danger of breakage and the heavy cost of transportation. For instance, to reach Princeton a stove has to go 60 miles on a waggon, and at a cost of $3 a pound. A railway through the district would be a great property, for it would open a grand coal-mining and agricultural country.

"There is, by the way, a railway in prospect. The Coast-Kootenay railway has received a charter to construct a road from Vancouver to Midway, but I do not know what the promoters are doing in the matter now. The rank and file of the people are opposed to land subsidies and public opinion forced to withdrawal of a generous grant to Mackenzie & Mann, which had almost gone through the Provincial House.

"The most vital question before the people of British Columbia to-day is the lead-mining industry. Remember first that the total population of the Province is not greater than that of Toronto ; as the lead-mining industry would, if properly protected, give employment to 1,000 men, many of whom would be married, you can understand the importance to residents of British Columbia of this question. If the labor of 1,000 men in Toronto were dependent on Government action you can realize how powerful the agitation would be to secure that measure.

"The matter is one of importance to the manufacturers and business men of the Dominion, too, for if the employment of an additional 1,000 men gave an impetus to business in British Columbia the influence of the same would be felt in every part of Canada."

The afternoon of January 19 saw the opening of the C. N. R. tile elevator at Port Arthur, when the first stream of wheat was poured into one of the eighty 20,000-bushel tanks. Although the building is not entirely completed, the storage of wheat can be steadily carried on until 2,000,000 bushels have been put away. The elevator is fireproof. It is built altogether of tile, steel and cement, even to the room and foot walks about the tanks, which are laid on steel supports.

WIRE NAILS
TACKS
WIRE

Prompt Shipment

The ONTARIO TACK CO.
Limited
HAMILTON, ONT.

BUSNESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

A. J. CHARBONNEAU, general merchant, Arnprior, Ont., has assigned, and a meeting of his creditors will be held on February 2.

A. Methot, saddler, St. George East, Que., has assigned.

Mitchell Bros. & Co., general merchants, Arthur, Ont., are offering to compromise.

E. H. Breckinridge, general merchant, Aylmer, Que., is offering to compromise.

E. Germaine, general merchant, of St. Bazile, Que., has assigned to V. E. Paradis.

Palmer Bros., general merchants, Bedford, Que., have assigned to J. McD. Hains.

Roussin & Frere, carriagemakers, Montreal, have assigned to Marcotte & Marcotte.

Oct. A. Verette, general merchant, St. Scholastique, Que., is offering to compromise.

Morrison & Co., general merchants, of Bella Colla, B.C., have assigned to Wm. H. Little.

A meeting of the creditors of Parker & Co., general merchants, Hawkesbury, Ont., was held on January 27.

The meeting of creditors of Sheridan & Co., general merchants, Beeton, Ont., has been adjourned to February 3.

A meeting of creditors of J. T. Donovan, general merchant, of Casselman, Ont., was held on January 22.

A meeting of the creditors of Thomas McKissock, contractor, Sault Ste. Marie, Ont., will be held on February 2.

George W. Helwig, hardware merchant, Hanover, Ont., has assigned to Henry H. Miller; a meeting of creditors will be held on February 1.

Ambrose L. Fisher, seed merchant, of Brockville, Ont., has assigned to George A. Dana: a meeting of creditors will be held on February 2.

James Knight, blacksmith, Caledon township, Ont., has assigned to Joseph J. Kelly, and a meeting of his creditors will be held on January 31.

T. J. Mayhew, general merchant, of Thamesville, Ont., has assigned in trust to C. B. Armstrong: a meeting of creditors will be held on February 2.

PARTNERSHIPS FORMED AND DISSOLVED.

E. E. Taylor, general merchant, Crofton, B.C., is admitting J. M. Neal into partnership.

Brownstone & Steinberg, general merchants, Rosenfeld, Man., have dissolved partnership: Mr. Steinberg continues.

McKenzie & Benson, agricultural implement agents, Strathcona, N.W.T., have admitted R. T. Purvis to partnership.

Alex. Anderson, hardware merchant and agricultural implement agent, Saltcoats, N.W.T., has admitted H. R. Smith to partnership.

Six Big Varnish Specialties

The Sherwin-Williams Six Big Varnish Specialties are six big sellers. They are splendid representatives of a full line which we have selected to be pushed as energetically and thoroughly as we know how. You know what that means. They have each proved of big selling value; they are goods for which the painter has frequent use; they are right in quality and right in price.

KOPAL — For general use, outside and inside. A good, honest varnish at a popular price.

MAR-NOT — A durable floor varnish. Has a tough, elastic wear-resisting surface.

Excello — An inside rubbing and varnishing and polishing varnish of exceptional value.

DRY-O-NITE — The master painter's dryer. It mixes perfectly with linseed oil without curdling or separating.

DURABLE SPAR — For marine use and all outside work that must withstand severest exposure.

SHELLACINE — A liquid wood sealer for first coating on interior wood work. Effects exceptional. A trade winner.

We have begun a systematic and vigorous campaign to introduce these products to every painter and decorator on the continent. Our plans include a free distribution of samples, direct advertising, and special helps for the dealer.

If you haven't these goods on your shelves, write us for prices and further information. Do it to-day.

THE SHERWIN-WILLIAMS CO.

PAINT AND VARNISH MAKERS.

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HEADQUARTERS, & PAINT FACTORY, 21 St. Antoine Street, Montreal.
VARNISH FACTORY, St. Patrick Street, Montreal.
TORONTO DEPOT, 86 York Street.
WINNIPEG DEPOT, 147 Bannatyne St., East.

SALES MADE AND PENDING.

H. H. Mann, general merchant, Shetland, Ont., has sold out to John A. Williams.

M. McGuire, agricultural implement agent, Dresden, Ont., has sold out to R. Brewer.

Freeman Bros., general merchants, Freeman, Ont., are advertising their business for sale.

George Brasher, general merchant, of Tillsonburg, Ont., advertises his dry goods stock for sale.

The stock of John McBean & Company, general merchant, Georgetown, is to be sold on February 4.

The stock of H. C. Mass, estate of, hardware merchant, Toronto, is advertised for sale by auction.

The assets of J. T. Donovan, general merchant, Casselman, Ont., are to be sold by auction on February 3.

J. A. Kerr, hardware merchant, Regina, N.W.T., has sold out to The Western Hardware Company. Possession, February 1.

The stock of Dodgson Bros. (estate of), general merchants, of Duart, Ont., is advertised to be sold by auction on January 27.

NEW FIRMS AND CHANGES.

The Canadian Broom Company has commenced business in Ottawa.

J. J. Frith, blacksmith, Boissevain, Man., has been succeeded by Black & Lothiam.

G. L. Nicholson, general merchant, of Riceville, Ont., has opened a branch at Copper Cliff.

Parke & Hutton, agricultural implement agents, Medora, Man., have been succeeded by W. H. Dandy.

Parke & Hutton, agricultural implement agents, Napinka, Man., have been succeeded by W. G. Hicks.

DEATHS

L. A. Noecker, of Noecker & Son, hardware merchants, Drayton, Ont., is dead

RESPONSIBLE FOR WIFE'S PURCHASES.

JUSTICE DAVIDSON delivered an important judgment in Montreal last week regarding the responsibility of a husband for goods ordered by his wife. The suit was brought by J. V. Calcutt, importer, against C. L. Tiffin, alleging that the latter ordered a quantity of household linen worth $1,325.86, to be manufactured specially in Ireland; the goods being now here and ready for delivery.

Mr. Tiffin stated that the goods had been ordered by his wife, from whom he is separated as to property.

It was shown that the order had been sent to Ireland, subject to further orders as to size of cloth, etc. Six months or so afterwards the plaintiff wrote to Mrs. Tiffin inquiring when she wanted the goods delivered. When they arrived they were entered to the debit of her account.

The defendant went with his wife to order the goods. He gave some directions concerning them, and gave his cheque for a previous account. He promised to pay for the goods, and when they arrived said the house was not ready for them, but promised to call.

His wife called on Mr. Calcutt and asked him to store and insure the goods, according to instructions from Mr. Tiffin. When legal proceedings were commenced Mr. Tiffin wrote to say that as his house was not ready for occupancy, he could not have the goods ordered by Mrs. Tiffin brought into it, and that he did not feel bound to pay for them until the goods had been received by him and checked over by a linen expert.

This letter the judge considered to be a formal and explicit recognition of personal liability. The defendant was well known to be the heir of family estates, while Mrs. Tiffin was not yet a resident of Montreal, and her personal means did not justify a purchase of this kind. The court, therefore, considered that the goods were sold on the personal credit of the defendant, Mr. Tiffin.

Another fact tended to fix the responsibility on Mr. Tiffin. He was married in New York State, where he was separate as to property. But the judge pronounced that community of property exists here, as Mr. Tiffin had not proven the foreign domicile which is a precedent to invoking this foreign law. With this fact in view the judge held the defendant responsible even though his wife had made the purchase in person.

The Kennedy Hardware Company, of Toronto, have obtained a charter.

IVER JOHNSON REVOLVERS

ARE ABSOLUTELY SAFE.

ACCIDENTAL DISCHARGE IS IMPOSSIBLE.

WHAT MORE COULD BE SAID?

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SAFETY HAMMER AUTOMATIC.

IVER JOHNSON'S ARMS & CYCLE WORKS,

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FILES. **RASPS.**

WE ARE NOT IN THE TRUST.

Quality of our goods guaranteed and our discounts very liberal. A trial order solicited. Write for discounts.

99 Niagara St., **TORONTO FILE CO.**

CANADIAN GOODS FOR CANADIANS.

GLASS

For buildings and all other purposes.

Our Specialty Art Leaded Glass.

See Our New Catalogue.

Hobbs Manufacturing Co., Limited

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NOBLES & HOARE · NH · LONDON

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CORNWALL ROAD STAMFORD STREET.

LONDON, ENG.

Manufacturers of

HIGH-CLASS VARNISHES ONLY

Which can be obtained direct from the works or from the principal Color Dealers in Canada.

SILVER-PLATED WARE.

We have everything in

Silver-Plated, Hollow, and Flat Ware, Soda and Bar Spoons, etc.

NEW DESIGNS AND LOW PRICES.

A very wide range in Flat Ware—many beautiful pieces.

IF YOU HAVEN'T OUR CATALOGUE, WRITE FOR IT.

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H. S. HOWLAND, SONS & CO., LIMITED.

WHOLESALE ONLY

37-39 West Front Street, **Toronto.**

WHOLESALE ONLY

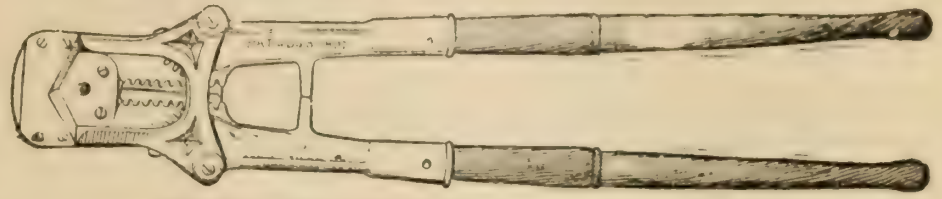
SAP SPOUTS AND BUCKETS.

Sap Spouts, with Hooks.

Sap Buckets, 10 Quarts

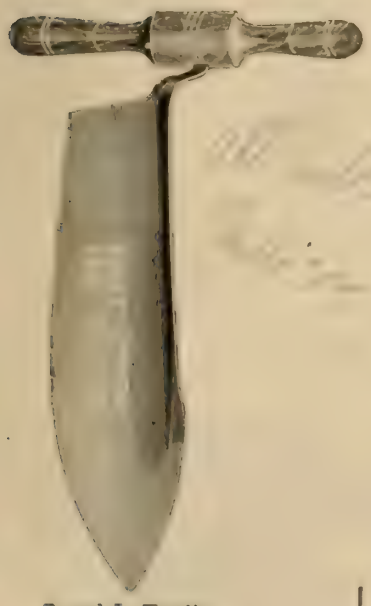
DEHORNERS.

"Perfect" Dehorner.
The main parts are made from Malleable Iron, the Blades from Tool Steel



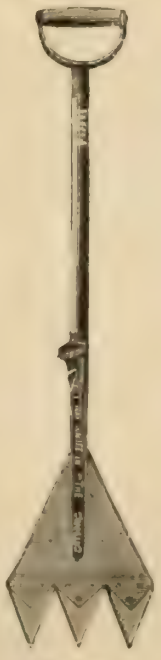
"Keystone" Dehorner, Wood Handles.
" complete with Rope.

HAY KNIVES.

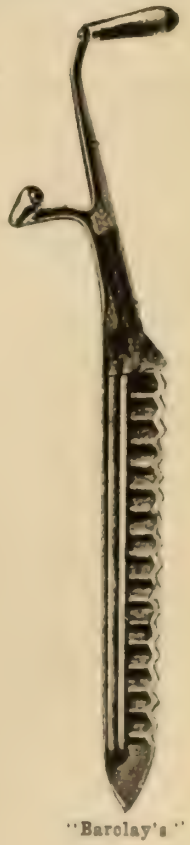


T. and L. Handle.

"Lightning."



"Heath's."



"Barclay's"

SEE OUR HARDWARE CATALOGUE.

H. S. HOWLAND, SONS & CO. LIMITED, Toronto.

LETTER ORDERS SOLICITED.

Graham Nails are the Best.

OUR PRICES ARE RIGHT.

Factory: Dufferin Street, Toronto

MACHINERY

BRITISH MACHINERY TRADES.

IN a comprehensive review of British trade conditions, taken from the Board of Trade statistics, The British Trade Journal says: "Probably the most notable feature of the year in technical engineering has been the progress made in the application of electricity for public and industrial purposes. Most of our cities and towns have now their electric lighting and tramway systems in full operation, while the latter are being continued well into the country districts surrounding industrial centres, and numerous schemes are on foot for tramways or light railways, arranged with a view to acting as cross-country feeders to the main railway and tramway systems for both passenger and goods services. Electricity as a means of power transmission is also daily becoming more highly appreciated in works and factories. We are unable to discover any very marked alterations in the methods of generating and distributing electricity. The high-tension multiphase current system appears to gain favor generally, but there are indications that more care is now taken than formerly to deal with each particular scheme on its merits, and to adopt whichever system is best suited to the conditions prevailing in each locality. There is a tendency also in generating stations to prefer large units of high power rather than more numerous and smaller-sized units. Some impetus has been given to the multiphase power distribution system also by the fact that certain master patents, which have hitherto made it something of a monopoly, have lapsed.

"Probably the most important advances of the year have been in connection with the production of cheap gas and its application for motive-power purposes. It may be taken as a generally admitted fact that the gas engine is more efficient in converting heat into work that the steam engine, but it is only comparatively recently that gas engines of large power have been successfully constructed. We are convinced that the gas-producer and engine are destined to replace the steam boiler and engine to a very large extent in the near future.

"It may be taken for granted that for underground railways the steam locomotive has had its day, but, perhaps, the most significant innovation has been the decision of two important railway companies to electrify portions of their lines. Although no actual progress in construction has been made in connection with the Manchester and Liverpool mono-rail line, we believe that all preliminaries are now complete, and that a start is to be made very shortly, while other schemes of a like nature are well advanced.

STEAM MOTORS.

"In steam-engine installations for land work, while there have been no revolutionary changes, steady progress has been made in the direction of increased efficiency and in details for labor saving. Although boilers of the water-tube type—the Babcock, Stirling, and Climax, are instances—are more largely used, and are entirely successful, those of the Lancashire type are still the prime favorites. The use of the superheated steam as a means of attaining superior economy in high-class installations is likely to become general, and in the present state of knowledge, appears to offer the best opportunities for improvements in steam-engine efficiency. Experience has shown that we have nothing to fear from America as the result of the Glasgow Electricity Department's experiment. We understand that both the Musgrave and Allis engines are working well, but, on the whole, according to the opinions of the most reliable experts, the former are by far the better job.

LOCOMOTIVES.

"It is gratifying to note that our forecasts in regard to our supremacy as locomotive builders have been fulfilled. Certain pessimists freely expressed the opinion two years ago that we were rapidly losing ground in this department, that our foreign and colonial trade was already undermined, and that ultimately home railways would purchase most of their engines abroad. We find instead that British-built locomotives were never so universally esteemed as they are at the present time. Colonial railways having given a trial to American and German engines, are practically unanimous in preferring the British productions. India and Egypt have been excellent customers during 1902, and at the close of the year a most important Japanese contract has, after keen competition of the leading American and German firms, been placed in Scotland, and we hear that the Scotch tender won the day in regard to both the quality of the work offered and the lowness of price.

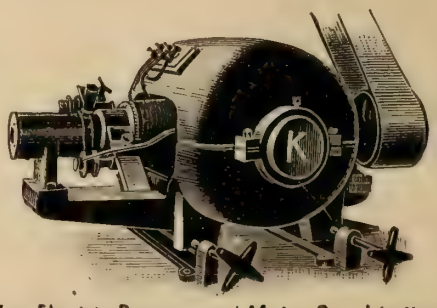
OTHER MACHINERY.

"Our exports of agricultural engines and machinery to European countries have been about normal, but to the colonies, especially South Africa, they have increased considerably. Exports of textile machinery, on the other hand, show a general decline; and there is perhaps no branch of the engineering trade in which prospects are so clouded as in this one."

SOMETHING ABOUT VANADIUM.

CHARLES A. BRAISLER has translated for The American Manufacturer an article on vanadium, recently published in The Journal de l'Electrolyse, which authority declares that if this little-known metal be added to steel, even in such minute quantities as three tenths or five-tenths of 1 per cent., it confers upon it most remarkable qualities. The coefficients of resistance of both iron and steel, under all conditions as of concussion, compression or elongation, are raised from single to double their value by the addition of vanadium; at the same time, its presence renders steel so hard that the union of all these new qualities warrants the reduction of armor plates to half their ordinary thickness. It is indeed difficult to admit that the presence in an alloy of iron or steel of one-third or one-half of one per cent. of any element whatever could have such an intensifying effect and at the same time be so general, which effect is explained by the extreme affinity, under certain circumstances, which vanadium has for oxygen.

This affinity is so powerful that if vanadium, even infinitesimal quantities, be



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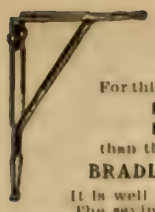
Manufacturers of Dynamos and Motors for all purposes, both direct and alternating currents. Special attention given to repairs.

Office and Works, 219-221 Queen St. East, Toronto.
'Phone Main 1251. Estimates cheerfully given.



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That's what a shelf bracket is for.
For this purpose there can be
NOTHING BETTER
NOTHING CHEAPER
than the . . . .
BRADLEY STEEL SHELF BRACKET

It is well **Japanned, Strong** and **Light**. The saving in freight is a good profit, aside from the **lower price** at which the goods are sold.

☞ Order direct or through your jobber.

ATLAS MFG. CO., New Haven, Conn., U.S.A.

Partial List of New and Second Hand Machinery.

LATHES.

9 in. x 10 ft. Sebastian, with Chuck
14 in. x 48 in. Putnam Speed Lathe
10 in. x 48 in. Bench, with Slide Rest
14 in. Pratt & Whitney Turret Lathe
14 in. x 22 in. x 5 in. Gap Lathe, Sebastian
24 in. x 10 ft. Engine Lathe, London make, NEW
36 in. x 22 ft. Engine Lathe, London make, NEW
18 in. x 8 ft. Engine Lathe, Crosby make, NEW
30 in. x 11 ft. Engine Lathe, American make

IRON PLANERS AND SHAPERS.

12 in. x 12 in. x 27 in., South Bend Co. make
13 in. x 13 in. x 30 in. Hand Planer
7 in. x 7 in. x 40 in., N. H. Baldwin make
24 in. x 24 in. x 60 in., London Tool Co. make, NEW
12 in. Crank Shaper, Mitchell make
20 in. Shaper, Crosby make, NEW
24 in. Shaper, Crosby make, NEW

KEY SEATING MACHINES.

No. 1 Davis Power Key Seater, NEW
Screw Head Slotting Machines, American

My Stock List will help you select that new machine
Yours for the asking

H. W. PETRIE

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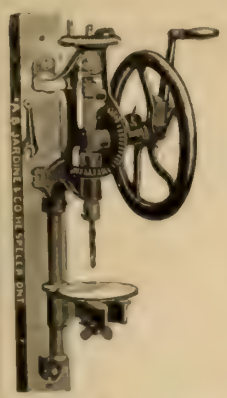

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Blacksmiths' Hand Drills.

The very best.

A. B. JARDINE & CO.
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BUY KERR VALVES.

They give satisfaction every time.

Catalogue on application.

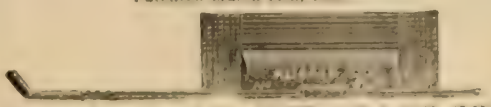
The Kerr Engine Co.
LIMITED
Walkerville, Ont.

DIAMOND EXTENSION FRONT GRATE.

Ends Slide in Dovetails similar to Diamond Stove Back.

Diamond Adjustable Cook Stove Damper

Patented March 14th, 1893



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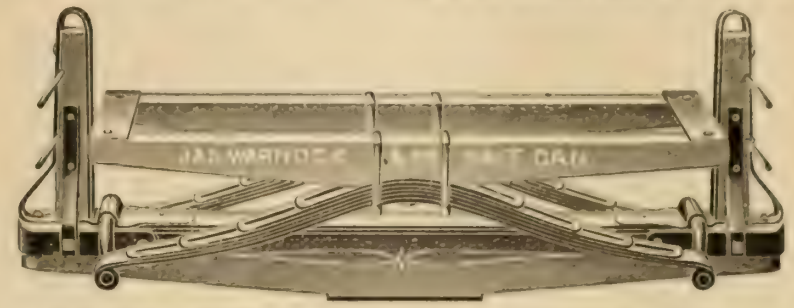
EXTENDED.
4 x 11 to 6 x 21.

For Sale by Jobbers of Hardware.

Manufactured by THE ADAMS COMPANY, Dubuque, Iowa, U.S.A.
" TAYLOR-FORBES CO., Limited. Guelph, Ontario.

"THE PEERLESS"

is the best Bolster Spring ever produced. A fine line for the hardware trade. **Write Us for Prices.**



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G. A. Crosby & Co. of Ontario,

SARNIA, ONT. LIMITED

Manufacturers of

Patent Automatic Can Making Machinery, Presses, Dies and Special Machinery for Working Sheet Metal.

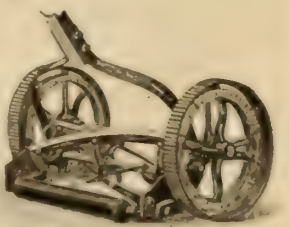
Steel Frame Churn.

DAVID MAXWELL & SONS,

ST. MARYS, ONT., CANADA.

"Maxwell Favorite Churn"

Patented Features: Improved Steel Stand, Roller Bearings and Foot and Hand Lever Drive and Detachable Driving Link. Improved for season of 1893. Steel or Wood Frame as desired.



LAWN MOWERS.

High and Low Wheels, from 12 in. to 20-in. widths. Cold Rolled Steel Shafting. Crucible Steel Knives and Cutting Plate.

If your Wholesale House does not offer you these articles

"THE MAXWELL" Lawn Mower.
High Wheel 10 inches.

SEND DIRECT TO US.

Wheelbarrows. In four different sizes.

MAXWELL MOWER.
Cuts Low Grass.

present in a bath of steel in a state of fusion, it will lead to an immediate and absolute reduction of every trace of iron oxide existing in the mass. To these traces of iron oxide in steel prepared with the utmost care, and inevitable without the use of vanadium, is attributed the tendency of steel to crack and rupture.

A singular characteristic of the vanadium steel is that it does not acquire the maximum hardness through tempering but by reheating to 700 or 800 degrees Cent.

A variety of consequences occur from this, as, for example: A planer, of which the cutting tool was made of vanadium steel, was set to work at its full capacity as to velocity and power. In a short time the tool began to warm, it even reached a red heat, yet it continued to take off the same chips of wrought iron or castings without showing the least effect from the intense heat. It is scarcely necessary to remark that in such a case a tool of ordinary steel would have completely lost its temper and cease to further cut the casting.

HOW TO GET RESULTS.

"THE more hurry the less speed." Such runs the old saying, but the world has come to learn that speedy results are gotten from a systematic hurry, when each moment is filled with some activity, either by brain or body, if not of both together. For the machinist or metal worker, the following rules for making haste are well worth pasting up:

1. Do nothing that you don't have to do. Cut out the non-essentials.

2. Don't hesitate. Begin at once. When you are through, stop, and begin on the next thing.

3. Don't be too particular what part of the job you begin with. Other things being equal, do what is under your hand first, and the next nearest thing next.

4. Don't pause between jobs.

5. Don't go from one job to another until the first is done. Do one thing at a time. It takes time to change your mind.

6. Do your thinking while you are acting, and think about the work now in hand.

7. If you have assistants, use them. At first, do only what they can't do; afterwards, help them out.

8. Do nothing twice. This makes it necessary to do it right the first time.

If you follow these rules and a few more that you can make yourself, you will be able to reduce your working hours about one-half; you won't think you are hurrying; you won't be bored and worn out by your work, and when it is over you can go home and romp with the baby with an approving conscience and a mind at rest.

MACHINERY AND ELECTRICAL NOTES.

THE Canada Corundum Company, of Toronto, Can., have started work on a new mill and the development of waterpower, their intention being to erect a plant with a capacity seven to eight times that of their present mill. It will be well on to the summer before the new plant will be in proper working order. The greater portion of the company's produce is marketed in Canada, the United States and Germany.

The P. R. Cumming Manufacturing Co. Clarksburg, Ont., will instal machinery in a new sawmill shortly.

The main belt and a large flywheel in O. & M. McVean's sawmill at Dresden, Ont., was broken last week.

A 40-horse-power centre-crank engine has been shipped by H. W. Petrie, Toronto, to Jno. Edgley, Bellamy, Ont.

A 45-horse-power boiler and engine was purchased from H. W. Petrie, Toronto by J. E. Ryckman, of Simcoe, Ont.

The Ross Rifle Company are building a factory in Quebec and will put in enough machinery to give employment to over 200 men.

James Gillies, Galt, Ont., intends extending his planing mill and will instal machinery for the manufacture of sashes and doors.

A. F. Dick, Brampton, Ont., has installed a five-horse-power vertical gas engine. This machine was furnished by H. W. Petrie, Toronto.

J. P. Mabee, K.C., and Geo. Wettlanfer, of Stratford, Ont., and others are interested in a proposal to establish a malleable iron works in Stratford.

A fine tool in the shape of a 21-inch x 12 ft. engine lathe was installed in the plant of Madison Williams, manufacturer of water-wheels at Port Perry. This lathe was purchased from H. W. Petrie, Toronto.

The Hanbury Manufacturing Co., of Brandon, Man., are spending $20,000 on the equipment of its new factory. Mr. Clark, of this company, has just returned from making purchases in the United States and in Galt, Ont.

A London, Eng., despatch says that the Scottish locomotive builders have practically completed a combination of the trade in Scotland, the object being to fight German and American competition in foreign markets.

Work on The Montreal Locomotive and Machine Company's factory will be started shortly, says a despatch. It is estimated that 100 locomotives will be built during the first year. E. P. Brophy, of Ottawa, will be managing director of the company, and R. T. Shea, of The Schenectady Locomotive Works, will be superintendent.

A Worcester, Mass., despatch says that a $10,000,000 combine of emery-wheel manufacturers is being planned. Twenty large concerns in different parts of the United States have been asked to join.

Samuel Hollander intends to erect a new machine shop in Vancouver. The building will be 40 by 100 feet, two-storeys and attic. On the ground floor will be a machine shop, 60 by 40 feet and a foundry 40 by 40 feet. The second floor will be fitted to accommodate lighter machinery, and a moulding and pattern department. Mr. Hollander wants to be able to start operations within two months.

SOLDERING ALUMINUM.

AS a result of many inquiries for an effective method of soldering aluminum, The Metal Worker submitted an inquiry to the large aluminum manufacturers of the United States, asking their opinion. The general verdict has been that no such solder has yet been discovered. The following answer, from The New Jersey Aluminum Company, Newark, N.J., is typical. "We do not recommend any aluminum solder that we have seen up to date. The principal difficulty lies in the fact that aluminum, when soldered, will often show itself very strong in the early stages, such as from one day to probably one month. Then it seems that galvanic action sets in, which releases the solder from the aluminum. We have recently seen wares that have been soldered for six months and which were apparently still as good as when first done; but, in practically every case the parts would fall asunder in two or three weeks thereafter. The action seems to be quite sudden when it takes effect. There is a demand for a good aluminum solder, but the only way that this can be proved is to put it into practical use for one or two years. Our idea of the situation is, that unless the metal can be furnished in a purer state than is now the case, soldering will always be impracticable. Silicon seems to be one of the principal impurities. It renders the metal greasy. If it could be eliminated the difficulty of soldering aluminum would be materially reduced."

AMERICAN ENGINE A FAILURE.

A London, Eng., despatch on Thursday states that while presiding at a meeting of the shareholders of the Great Eastern Railway to-day, Lord Claud Hamilton, the chairman, declared that the road had tried an American locomotive for a year and a half, but found it to be a complete failure.

"WOODYATT" and "STAR"

Lawn Mowers FOR 1903.

These high-grade wheels are known in every land, and are constructed of the very best materials money can buy, with simple adjustments and easy to operate.

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TAYLOR-FORBES COMPANY,

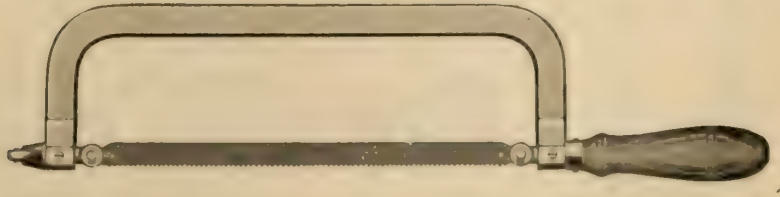
GUELPH, ONT. LIMITED.

Largest Lawn Mower Makers in Canada.

"UNIVERSAL" Hack Saws

Unequalled by any other saw in the market.

The "Universal" Hack Saw Frame.



In this Frame the Blade can be turned four ways. The Body is made of 50-point Carbon Crucible Steel, highly polished and nickle-plated; the Trimmings are all of steel and case-hardened; the Handle is cocobola and is highly polished.

Distance from back of frame to edge of saw, 2¾ inches.

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J. Nicklin & Co.

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REGISTERED SAJONIC TRADE MARK

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Also the following:

Mill Band Fastener.

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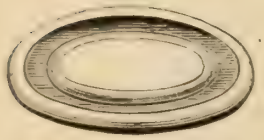
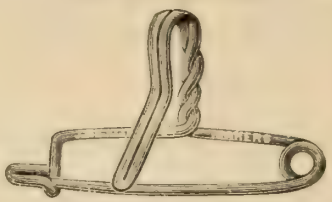


"Utile" Curtain Hook.



INDENTS THROUGH MERCHANTS ONLY.

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INSIST ON HAVING IT

Write for a supply of show cards and advertising novelties.

RAIMES & CO., 164 Duane St., NEW YORK.

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Upon Your Customers

is a good showy display. It is the modern method to induce people to buy, when they would not otherwise realize that they were in need.

Test the merits of this assertion by making a good window display of Housecleaning Goods, including

Boeckh's **Paint Brushes and Brooms,**

and CANE'S NEWMARKET PAILS and TUBS.

Others profit by this method. Why not you?

OPERATING:
Boeckh's Toronto Factories.
Bryan's London Factories.
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President:
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AMALGAMATION OF COMPANIES.

THERE appears to be an erroneous impression abroad among the retail dealers of the country in regard to the effects of amalgamation of companies upon the retail trade in general.

Every amalgamation has for its object the increase of business, and hence of profits, but these profits do not arise out of the increased prices of goods but usually out of the decreased expenses, especially selling expenses. For instance, the various companies, before amalgamation, no doubt employed travellers to represent them who crossed and recrossed each other's ground each carrying his own set of samples and no doubt calling upon the same customers. After the amalgamation, one traveller carrying one set of samples would no doubt be able to cover the same or almost the same ground. It stands to reason also that the amalgamating companies, with increased capital, buying in larger quantities and thus purchasing raw material at lower prices and discounts, turning out larger quantities of goods at a less cost, are able to sell at lower figures than previous to the amalgamation.

The business is also under one executive head and management, and hence the policy of governing the business is the same. There have been a large number of such amalgamations during the last few years, and almost in every instance the tendency has been to lower prices, giving the dealer the benefit of any reduction in the cost of the finished product rather than increase in prices. The output after the amalgamation is large enough to warrant the employment of skilled workmen who are specially adapted for certain lines of work and are kept busy on these lines altogether instead of being shifted around from time to time as in the small factory. One factory may be specially adapted for the manufacture of certain lines of goods, and when the demand is large enough, as it no doubt would be after the amalgamation of interests, this factory may be kept running at these lines altogether, thus perfecting the manufacture.

LEAD COMBINE ORGANIZING.

The cause of those who are agitating for an increased tariff on lead and lead products is strengthened by the fact that the movement towards an amalgamation of the big lead concerns of the United States is now in progress.

The new organization, which has just been incorporated in New Jersey under the style of The United Lead Co., will include 25 of the largest sheet, shot and lead pipe concerns in the United States. The capital stock is placed at $15,100,000, but this amount will be increased when the organization has been completed.

It is a recognized principle that combines are more merciless in their treatment of competitive interests than are ordinary business houses, so it is natural to expect that the lead miners of British Columbia can expect even less consideration from the United States lead combine than they have received from the individual concerns who have virtually tied up their mines.

SOME OPINIONS ON THE LEAD TARIFF.

THOSE interested in the subject in Montreal are still discussing the visit of the lead miners of British Columbia. The feeling among those not directly interested, but who are conversant enough with the matter to give an opinion worthy of consideration, is not in full sympathy with the demands of the Western visitors.

One gentleman says that the lead produced by the British Columbian mines is not up to the standard of English lead, as the silver is not taken out of it properly, leaving it harder than it should be. He does not believe in protecting an inferior article.

Another fails to see why the miners ask for protection on pig lead. "The British Columbian miners have secured practical control of the Canadian market now for pig lead, and it has been gained by the aid of the tariff. Excepting in the case of a small amount of English lead used for certain kinds of shot, we do almost no importing. And yet they ask for a higher tariff; it can only be so that they can raise prices."

An importer said: "If these men want protection why don't they put themselves in a position to supply the Canadian market. The corroding is now all done in the States. There is no plant in Canada for that purpose, and no signs of one being erected. If the duty is raised, the lead will continue to be sent to Chicago for corroding and shipped back again to us. Why should the tariff be adjusted to protect half an industry when its proprietors show no intention of enlarging and completing it?"

A paint manufacturer says: "If the duty is placed on white lead so that Canadian lead miners will have this market to themselves it will mean, in time, that not only all the white lead, but mixed paints as well, will be manufactured at the mines, and the paint manufacturer who doesn't own his own mine will have to go out of business."

The view that the paint manufacturers of the future will be the lead miners is held by more than one in the business. The trend of the trade is considered to be working in that direction.

CANADA AND THE ALASKA BOUNDARY DISPUTE

THE announcement that there are to be no reservations in the Alaska boundary dispute is gratifying to Canadians. When it was first announced that Great Britain and the United States had agreed to submit the dispute to six jurists it was intimated, and particularly by The New York Sun and other American newspapers, that there was to be a reservation of the same points as was contended for by the representatives of the United States on the Joint High Commission of 1898, namely, that no question of occupation and sovereignty regarding these places in Alaskan territory in which the citizens of Russia in the first instance and those of the United States in the second instance had been in peaceful and undisputed occupation and exercise of sovereignty for more than 70 years, should be submitted to the jurists for consideration. Skagway and Dyea are the most important points in the reserved territory.

It was this position, taken by the representatives of the United States, that led to the indefinite adjournment of the Joint High Commission, with the understanding that the boundry question should be referred back to the respective Governments for further diplomatic negotiations. When, therefore, it was intimated in the first despatch that such places as Skagway and Dyea in the disputed territory were not to be submitted to the jurists, Canadians felt they had been compelled to eat the leek with all its attendant humiliating circumstances. While, however, the text of the treaty has not yet been made public, we are sssured by Sir Wilfrid Laurier that there is no reserved points whatever, and that Skagway and Dyea will be accordingly in the territory upon which the six jurists are to adjudicate.

Canada is somewhat sensitive over international disputes of this kind. Possibly fearsome would be a better term. And it is because her experience in such matters has frequently been unpleasant. Being a British colony, she has the idea that she has more than once been sacrificed by the British plenipotentiaries in order to placate the United States. And she has good reason for being possessed of this idea. We all remember Sir John Macdonald's experience of 1871, when he was in Washington associated with the British representatives, negotiating what afterwards became known as the Washington Treaty.

"I must say," wrote Sir John in a letter to Dr. (now Sir Charles) Tupper, "that I am greatly disappointed at the course taken by the British Commissioners. They seem to have only one thing in their minds—that is, to go home to England with a treaty in their pockets settling everything, no matter at what cost to Canada."

Unquestionably there has, within the last few years, been a marked change for the better in public feeling in Great Britain in regard to the importance of Canada. But it is also true that in Government circles the desire to court the favor of the United States is stronger than ever. This is a good thing as far as it goes. But we resent being the sacrificial lamb. Fortunately for Canada the board or court to which the disputed boundary line is to be submitted will be jurists —no doubt the best available—and not politicians.

There are some 30,000 square miles of territory in dispute, but even this is scarcely worth being held up as a source of international discord year in and year out. All that Canada wants is justice. If she gets this she will be satisfied which ever way the award goes.

CONDITION OF OUR INDIANS.

THE annual report of the Department of Indian Affairs, which has just been issued, cannot but be considered as entirely satisfactory. The report reveals the fact that in every tribe the Indians of the Dominion of Canada are steadily advancing in morals, education and industry, while their education in sanitary precautions has, in spite of prevalent epidemics and consumption, brought them through the year with a net gain of 151.

The population this year through the addition of many non-treaty Indians is 108,112, an increase of 8,585 over last year. Their entire income is estimated at over $4,000,000, of which $1,200,000 was earned in wages; and the large increase of $150,000 in this line shows the growing willingness of the Indian to work and provide for himself.

The small percentage engaged in agriculture own over $500,000 worth of farm implements and vehicles, including 87 threshing machines, 391 reapers and 3,121 light driving vehicles.

In the care of live stock the Indian compares favorably with the ordinary farmer, and, since the Government has introduced thoroughbred cattle among them, great interest has been shown in the rearing of cattle, of which they own 35,000 head.

Every day evidence is given of the increasing interest in religion and education, and very fine buildings are being erected for these purposes. There are 283 schools, all but 41 of which are denominational. Twenty-two industrial institutions and 40 boarding-schools are included in this number, and the aggregate enrollment is 9,669. Thirty per cent. are Roman Catholics, while the Anglicans and Methodists claim about 14 and 11 per cent., respectively. Of the whole 108,000, only 12,000 are pagans, and the greater part of these are the new Indians admitted into the treaty.

With 283 schools, 247 churches, real and personal property valued at $22,000,000, wage earnings of $1,250,000, a total income of $4,000,000, and increase of products and industries of almost $200,000, the Indian bids fair to place himself, in a few years, where Government grants will be unnecessary, and the white man will have a worthy neighbor and competitor in his copper-colored brother.

All this is good for the business man, for the more civilized the Indians become, the more of the necessities of civilized life will they naturally require.

Is it possible, now that the bulls have again got control of the stock exchange, that we shall see speculators on the horns of a dilemma?

TORONTO UNIVERSITY AFFAIRS.

QUITE a little interest has been excited by the article which appeared in last week's issue in regard to the unbusiness-like manner in which the affairs of Toronto University are conducted. And we are in receipt of letters from business men and others in regard thereto.

One correspondent, the head of a well-known manufacturing concern, asks whether the lecturers at the University are the best men to decide what students should be taught. If they are the proper kind of lecturers they should be; if not, they should be replaced by those who are. But here again is emphasized the necessity of a good governing body a senate of men of business common sense as well as of cultivated attainments.

Another letter received is from one of the staff of the University, but it is not for publication. The writer takes strong exception to some details of our article, but admits that in the main they are correct. He says they certainly need a more business-like administration. He himself knows something about business affairs and understands that a head of a concern should always be in close touch with the departmental staffs. At present, in Toronto University, they are going on pretty much as they please. They seldom ever have a general meeting of the staff or a much-needed discussion of college affairs.

While he admits we are correct in our criticisms, he hopes the matter will be allowed to drop for the present. They are appealing to the Government for money, which is very much needed. This criticism will tend, he fears, to defeat their application at a time when the Government is very favorable.

We do not agree with him. Now is the time to insist upon a more representative Senate a Senate that will represent the interests of the Province not the clergy, doctors, lawyers, missionaries, dentists, etc. We are mostly agriculturalists, miners, manufacturers and merchants. The Province is able, and will gladly contribute double what she is doing now; but not until she knows she is getting practical returns for it. She will never feel satisfied until there is a different kind of Senate in control. She does not propose to spend more money until she is assured of a college to educate men for something besides the professions.

RED TAPE OR THOUGHTLESSNESS?

MR. JARVIS, secretary of the Toronto Board of Trade, is in receipt of a letter from a Canadian exporter complaining bitterly of the delay in getting documents from the subsidized South-African Line sailing from Montreal.

It appears that this line issues four bills of lading for each consignment, but gives only two to the consignor, at the same time stipulating on the face of each bill that when one is accomplished the others are null and void.

As the banks handle the documents, they must have all negotiable bills of lading issued by the steamship company, but, as two of these are retained by the company, the bank, of course, refuses to recognize the other two. At the same time, there is a fine imposed on goods landing in South Africa before the documents.

The firm in question shipped a consignment on the first steamer, and were only enabled to get their documents through the bank (and that in unsatisfactory form) after several telegrams sent to the steamship company brought a letter which the bank consented to recognize. The same difficulty is being experienced on the Elder-Dempster steamer which recently sailed. A telegram sent to them to forward all the bills of lading has, so far, brought only the answer that two bills are sufficient for the consignor.

The fine imposed in South Africa makes the delay in the receipt of the documents a very serious matter, and exporters cannot, under such circumstances, be blamed for ignoring our own shipping facilities and consigning goods via New York instead of Montreal.

The firm in question has of necessity decided to use the New York route entirely until some more satisfactory and less irritating methods are adopted on the Canadian routes. They feel as strongly as anyone that if proper facilities were afforded the Canadian steamship service should be patronized, but they contend they are unable to do so under present conditions.

OIL COMPANY FLOTATIONS.

THE strike of a second oil well in the Raleigh, Ont., oil field is likely to cause a renewal of the excitement occasioned by the strike of the now famous "Gurd" gusher which led to so much speculative drilling on the Raleigh fields. This second gusher was struck by drillers of the Chatham, Ont., Oil Co., and is reported to have been even more prolific than the "Gurd" was first thought to be. When oil was struck at a depth of 1100 ft. it rose to the top with such force that the well could not be capped for half-an-hour, and a rich flow of high-grade crude oil is expected.

This second strike will probably be made the most of by promoters of companies being organized to carry on drilling operations in the Raleigh fields. Before business men invest in such companies it would be well to hesitate twice. A despatch from Petrolea, Ont., last week said the field was being abandoned by experts after it had been almost a sieve of wells. Some 15 or 20 wells were sunk in a circle around the Gurd well, but yielded no returns. This is the first well to be put down at any distance from the Gurd gusher, which has proven successful.

Dr. Fairbanks, one of the leading oil men of Petrolea, said on examining the Raleigh find, that the Gurd gusher had evidently tapped a small pool, but that there were probably other pools in the field, one of which has now been struck.

In reference to the matter The Petrolea Advertiser says:

> The systematic reports of imaginary flowing wells found in Raleigh are apparently being turned to the advantage of promoters of companies who are endeavoring to follow the Rossland example, and induce investors to subscribe their good money. * * * It is quite proper to organize a company for the purpose of operating for oil if the parties asking for subscriptions are made aware of the true facts of the enterprise, and are made to know that they are taking long chances, and are doing it on a fair and equal footing with the rest of the stockholders; but that is an entirely different proposition from the one we have in mind, where subscriptions are obtained upon the strength of representations as to the existence of producing wells, which in reality are but creatures of the imagination.

It is not likely, when the business men of Canada, and particularly of Ontario, read the above extracts, that they will indulge in any speculative purchases of Ontario oil companies' stock until they are personally conversant with the field which the concern will work. It is a case for mature consideration before the investment is made.

MARKETS AND MARKET NOTES

QUEBEC MARKETS

Montreal, January 30, 1903.

HARDWARE.

ORDERS for spring delivery are coming to hand quite rapidly and the wholesale hardware trade seem to think that the hardware business for 1903 will be far in excess of that of 1902. There have been a good many orders for carriages and loaded sleighs received during the week. In all probability there will be an increase in cotton wrapping twine, cotton clothes lines and cotton rope. An advance of from 10 to 15 per cent in all kinds of rubber hose has been booked since our last report. There is also a change in horse nails, which we would call to the attention of our readers. We might mention that the business in hockey sticks is about done for this season, and there is only a small stock to carry over.

LAWN MOWERS.—A few orders for spring delivery are being received daily. Quotations follow: 10½-in. wheel by 12 in. cutter, $7.50; by 14-inch cutter, $8.00; by 16-inch do, $8.50; by 18-inch do, $9.00; by 20-inch do, $10.00. Star, 9-inch wheel by 12-inch cutter, $5.50; by 14-inch do, $5.75; by 16-inch do, $6. Daisy, 8-inch wheel by 12-inch cutter, $4.90; by 14-inch do, $5.10; by 16-inch do, $5.30. Philadelphia pattern, 7½-inch wheel by 10-inch cutter, $6; by 12-inch do, $6.50; by 14-inch do, $7; by 16-inch do, $7.50. Grass boxes are quoted as follows: 12-inch, $2.25; 14-inch, $2.25; 16-inch, $2.50; 18-inch, $2.50; 20-inch, $2.75. The discount on all the above is 50 per cent. off.

BARB WIRE.—The market is quiet as it is a little early yet for spring orders to start. The prices remain as last quoted. They are as follows: $2.80 per 100 lb. f.o.b. Montreal; $2.45 f.o.b. Cleveland, in carlots of 15 tons; $2.67½ f.o.b. Cleveland, in smaller lots.

GALVANIZED WIRE.—There is a very small movement in this line, and the prices remain unchanged. Our prices are as follows: No. 5, $3.70; Nos. 6, 7 and 8, $3.15; No. 9, $2.55; No. 10, $3.20; No. 11, $3.25; No. 12, $2.65; No. 13, $2.75; No. 14, $3.75. In carlots, f.o.b. Cleveland: No. 5, $2.20; Nos. 6, 7, 8 and 9, $2.15; No. 10, $2.20; No. 11, $2.25; No. 12, $2.30; No. 13, $2.40; No. 14, $2.50. In less than carlots, 12½c. per 100 lb. extra is charged.

SMOOTH STEEL WIRE.—There is nothing of importance to report this week, as the market is still quiet and unchanged. We quote: Bright and annealed, $2.50 per 100 lb. f. o. b. Montreal, Toronto, Halifax, London, Hamilton and St. John. Net extras per 100 lb. are now as follows: Coppered wire, 60c.; tinned wire, $2; oiling, 10c.; spring wire, $1.25; best steel wire, 75c.; bright soft drawn, 15c.; special hay-baling wire, 30c.

FINE WIRE.—Business is dull in fine wire this week. The discount is still 25 per cent. with the following extras: 1 and 2-lb. hanks, 25c per 100 lb.; ½-lb. hanks, 37½c. and ¼-lb. hanks, 50c.

BRASS AND COPPER WIRE.—The discount is 62½ per cent., with the market steady.

FENCE STAPLES.—Business in fence staples is fair for spring delivery, and quotations follow: $3 per 100-lb. keg for galvanized staples and $2.80 for bright, with 25c. extra for 25 and 50-lb. packages.

WIRE NAILS.—The market is quite firm. We quote: Carlots, $2.40, and small lots, $2.45 per keg f.o.b., Gananoque, Montreal, London, Hamilton, Toronto, Brantford, Windsor, Ont., and St. John.

CUT NAILS.—There is somewhat of an improvement in cut nails. In carlots, the price is $2.40 and in small lots, $2.45 per keg.

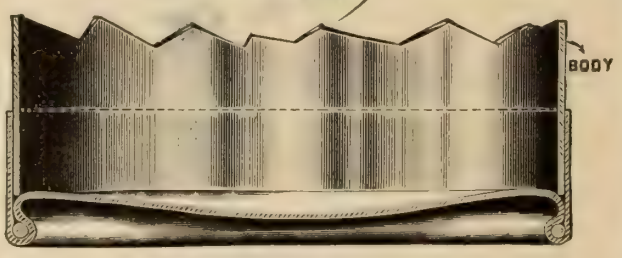
HORSE NAILS.—There are no quotations on "M" brand this week. The prices will be given on application. Other discounts are as follows: "C" brand,

"Samson" Milk Cans and Trimmings

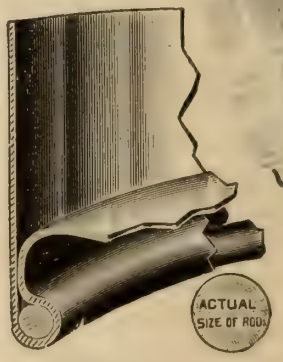
PATENDED, JULY 23, 1900

"Samson" Railroad or Delivery Cans and Trimmings.

"Samson" Dairy Pail Bottoms.



Section of "Samson" Milk Can Bottom



PATENTED, JULY 23, 1900

The "Samson" is the strongest and **ONLY ONE-PIECE** bottom made.
Has no place for dirt or sour milk to lodge—therefore the only sanitary bottom made.
Every bottom in each size is of an exact diameter. Being stamped with a die there can be **NO** variation as in a bottom made in several pieces.
"Samson" Railroad or Delivery Cans and Trimmings are always furnished with Seamless Neck, and Seamless or Bell Cover, which, combined with the "Samson" Bottom, makes this unquestionably the best Railway or Delivery Can ever placed on the Canadian market.
The "Samson" Dairy Pail Bottom is made the same as the "Samson" Milk Can Bottom, and therefore has all its good features.

A complete stock of Tinned Sheet Iron in all gauges and sizes always kept on hand.

The McClary Manufacturing Co.

LONDON, TORONTO, MONTREAL, WINNIPEG, VANCOUVER, AND ST. JOHN, N.B.

"Everything for the Tinshop."

ENGLISH
GERMAN
BELGIAN
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FIRE
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Salt Glazed Vitrified

SEWER PIPE

Double Strength Culvert Pipe a Specialty.

THE CANADIAN SEWER PIPE CO.

HAMILTON, ONT. TORONTO, ONT.
ST. JOHNS, QUE

Deseronto Iron Co.

LIMITED

DESERONTO, ONT.

Manufacturers of

CHARCOAL PIG IRON

BRAND "DESERONTO."

Especially adapted for Car Wheels, Malleable Castings, Boiler Tubes, Engine Cylinders, Hydraulic and other Machinery where great strength is required; Strong, High Silicon Iron, for Foundry Purposes.

"MIDLAND"

BRAND

Foundry Pig Iron.

Made from carefully selected Lake Superior Ores with Connellsville Coke as Fuel. "Midland" will rival in quality and grading the very best of the imported brands.

Write for Price to Sales Agents

Drummond McCall & Co.

MONTREAL, QUE.

or to

Canada Iron Furnace Co.

MIDLAND, ONT. Limited

40, 10 and 7½ per cent. off. Monarch, 65 per cent. "Peerless," 50 and 7½ per cent.

HORSESHOES.—The market is steady and a fair business doing. Our prices are as follows: Iron shoes, light and medium pattern, No. 2 and larger, $3.45; No. 1 and smaller, $3.60; snow pattern, No. 2 and larger, $3.60; No. 1 and smaller, $3.85; X L steel shoes, new light pattern, sizes 1 to 5, No. 2 and larger, $3.45; No. 1 and smaller, $3.70; feather weight, all sizes, 0 to 4, $5; toe weight, all sizes, 1 to 4, $6.25. Shoes, more than one size in a keg, 10c. per keg extra f.o.b. Montreal only.

RIVETS AND BURRS.—Few orders are being booked and the market is without feature. Discounts are as follows: Best iron rivets, section carriage and wagon box, black rivets, tinned do., coopers rivets and tinned swedes rivets, 60 and 10 per cent.; swedes iron burrs are quoted at 55 per cent. off; copper rivets, with the usual proportion of burrs, 45 per cent. off and coppered iron rivets and burrs, in 5-lb. carton boxes are quoted at 60 and 10 per cent. off list.

BOLTS AND NUTS.—The output for the present is very small. Discounts are: Norway carriage bolts, 55 per cent.; common, 50 and 10 per cent.; full square carriage bolts, 55 per cent.; machine bolts, 50 and 5 and 10 per cent.; coach screws, 66 2/3 per cent.; sleighshoe bolts, 65 and 5 per cent.; blank bolts, 50 and 5 per cent.; bolt ends, 50 and 5 per cent.; plough bolts, 50, 5 and 10 per cent. Tire bolts, 67½ per cent.; stove bolts, 67½ per cent. Nuts, square, 3½c. per lb. off list; hexagon nuts, 3¾c. per lb. off list. To all retailers an extra discount of ½c. per lb. is allowed.

SCREWS.—The trade is quiet and prices remain unchanged. We quote as follows: Round head bright, 82½ and 10 per cent.; flat head bright, 87½ and 10 per cent.; brass, round heads, 75 and 10 per cent.; brass, flat heads, 80 and 10 per cent.

CORDAGE.—The market is without any change this week. Quotations follow: Pure manila, 14c.; British pure manila, 12c.; sisal, 11c.; double lathyarn, 11c.; single lathyarn, 10½c.

BUILDING PAPER.—A few orders for future delivery are being received. Prices are as follows: Tarred felt, $1.75 per 100 lb.; 2-ply, ready-roofing, 90c. per roll; 3 ply, $1.15 per roll; carpet felt, $2.25 per 100 lb.; dry sheathing, 35c. per roll; tar sheathing, 45c. per roll; dry fibre, 50c. per roll; tarred fibre, 60c. per roll, O K and I X L, 65c. per roll; heavy straw and sheathing, $30 per ton; slaters' felt, 60c. per roll.

SCREEN WIRE CLOTH.—There is quite a brisk demand for screen wire cloth, with the prices firm. The price quoted is $1.40 per 100 square feet.

FIREBRICKS.—There is not much doing in this market. We quote: English, $16 to $22 and Scotch, $17 to $22 per 1,000.

CEMENT.—Very little business is being done in cement. Prices follow: Canadian cement, $1.90 to $2.25; German, $2.20 to $2.30; English, $2.15 to $2.25; Belgian, $1.70 to $1.95 per barrel ex store, and American, $2.10 to $2.20 ex cars.

SNOW SHOVELS.—The bulk of the business is done for the season, although a few sorting up orders are coming forward. We quote: "Habitant," $2.25 to

Wire Rope.

Whitecross Company's make

BEST QUALITY AT LOWEST PRICES FOR IMPORT.

A. C. LESLIE & CO.

509-512 Merchants Bank Building.

MONTREAL.

Now is the Time

for all the dealers not handling our line of pumps to write us and find out all about our money making scheme.

If you once handle our pumps you will never handle any other kind, for they are so good that they are a standing advertisement for your store.

Write to day to

THE R. McDOUGALL CO., Limited,

GALT, ONT.

Mfrs. of the best pumps made in Canada.

Pig Iron

We offer the following brands, to arrive, viz:

No. 1 "SUMMERLEE."
" 1 "GARTSHERRIE."
" 1 "EGLINTON."
" 1 "CARNBROE."
" 1 "MIDDLESBORO'."
" 3 do.

Write for quotations.

ADAM HOPE & CO.

Hamilton, Ont.

NOVA SCOTIA STEEL & COAL CO., Limited

NEW GLASGOW, N.S.

Manufacturers of

Ferrona Pig Iron

And SIEMENS MARTIN

OPEN HEARTH STEEL.

$2.40; "Victor," 40 per cent. off; steel railroad shovels, 48 and 5 per cent. off.

FIRE SHOVELS.—Business continues to be fair and the discounts remain unchanged. They are as follows: No. 70, 38½ to 40c. per dozen; No. 55, 55 to 60c.; No. 57, $2¼ to 90c.; No. 60, $2½ to 90c.; No. 65 $1.37½ to $1.45; No. 80, 50 to 55c.; "Duplex," No. 7, $1.21; No. 9, $1.52. No. 11, $1.82.

COAL HODS.—There is still a fair demand for coal hods. Quotations are as follows: Japanned, 16 in., $4.50 per doz.; 17 in., $4.80; 18 in., $5.10; with gold band, 17-in., $5.10; 18-in., $5.40. Galvanized, 16-in., $6.20; 17-in., $6.50; 18-in., $6.80 per doz. The discount is 45 per cent.

LANTERNS.—The market is steady at last week's quotations. We quote as follows: Tilt, lift or hinge, No. 0, $4 per doz.; Cold Blast, $7 per doz.; dash-board, No. 0, $5.75 per dozen; cold-blast dashboard, $9 per dozen. Extras are as follows: Japanning, 50c. per dozen; copper-plating cold blast, $2 per dozen. The prices quoted are f.o.b. London, Hamilton, Toronto, Belleville, Kingston and Montreal.

METALS.

The metal market is very active, and the demand for heavy metals still continues to increase. In pig iron, the prices are steady, and all the furnaces are busy filling previous orders, but there seems to be no eagerness on the part of producers of pig iron to make new contracts. Structural forms are in good demand, and steel for bridges, ships, etc., is in active request. Inquiries for steel rails are good, and a report says that orders up to the present in the United States amount to as much as was produced in the whole of 1902. Ingot tin has advanced to $32. It is scarce at present, but speculation is also a feature in its advance. The foreign metal market is firm on nearly all lines. Canada plates have advanced again, this time 2s. 6d. per box. Black sheet iron is from 2s. 6d. to 5s. higher per ton. Coke tinplates have advanced 1½d. per box, and terne plates have also increased 3d. per box. A letter from Birmingham, Eng., under date of January 10, regarding the quarterly meeting of the metal manufacturers in that city on January 8, says: "The market generally was decidedly stronger, and makers, all round, were asking for advances on current quotations; consequently a good deal of business that was in the hands of merchants was referred back for higher limits. Tinplates and Canada plates were also strong."

BAR IRON.—The market is quite firm and a fair trade is doing. We quote as follows: Merchants' bar, $2; horseshoe iron, $2.25; forged iron, $2.20.

BLACK SHEETS.—There is a fair demand and the prices are steady, as follows: 28 gauge, $2.65; 26 gauge, $2.60; 20 to 24 gauge, $2.50; 8 to 20 gauge, $2.50.

GALVANIZED IRON.—There is no change in the prices and business is very quiet. We quote: No. 28, Queen's Head, $4.40; Apollo, 10½ oz., $4.30; Fleur de Lis, $4.15; Comet, $4.10; "Bell" brand $4.05. For less than case lots 25c. extra is charged.

LEAD PIPE.—Only a fair business is being done in lead pipe. Composition and waste are quoted at 8c. and ordinary at 7c. The discount is 37½ per cent.

IRON PIPE.—The market is quire active and the prices firm. Our quotations

NICHOLSON FILE CO.

PROVIDENCE, R.I., U.S.A.

Cast Steel FILES and RASPS, High Grade

FOR HOME AND EXPORT TRADE.

Largest File Manufacturers in the World.

Seven Distinct Factories.

The well-known "Nicholson" and "X F." brands are made exclusively at our Providence works from best selected steel, by experienced workmen, and are exported to all parts of the globe, and command the highest prices.

DOMINION WORKS:

PORT HOPE, CANADA.

Daily production: 600 dozen, including "Globe," "Kearney & Foot," and other brands.

Walter Grose, Selling Agent, Montreal.

THE JOHN MORROW MACHINE SCREW COMPANY, Limited

Manufacturers of

Set and Cap Screws, Special Milled Work, Engine Studs Etc. Cold Punched Nuts of every variety of finish.

INGERSOLL, ONT.

CELEBRATED HEINISCH SHEARS

Tailors' Shears,
Trimmers' Shears,
Tinners' Snips, etc.

ACKNOWLEDGED THE BEST.

R. HEINISCH'S SONS CO.

NEW YORK OFFICE, 90 Chambers St
NEWARK, N.J., U.S.A.

Not connected with any Shear Combination.

SOLDER.

Half-and-Half, Wire, Bar, Angle, and Plumbers—all grades.

IF YOU USE, DROP US A LINE.

THE CANADA METAL CO., WILLIAM STREET, TORONTO.

THE "SUN" BRAND PORTLAND CEMENT.

We make only one quality and that the best. Ask us for quotations

The Sun Portland Cement Co., Limited

OWEN SOUND

JAS. A. CLINE, Managing Director

We have something special in Scales

Also Linseed Oil and Turpentine.

Write us for prices.

KERRIGAN HARDWARE CO, LONDON, ONT.

follow: Standard pipe, per 100 feet, in lengths under 19 feet: Black, ¼, $2.40; ⅜, $2.65; ½, $2.85; ¾, $3.65; 1 in., $5.20; 1¼, $7.35; 1½, $8.95; 2 in., $12.55. Galvanized, ¼, 33.29; ⅜, $3.45; ½, $3.85; ¾, $5; 1 in., $7.20; 1¼, $10.05; 1½, $12.20; 2-inch, $16.85. Extra heavy pipe, plain ends, are quoted per 100 feet as follows: Black, ½, $4.20; ¾, $5.25; 1-in., $7.55; 1¼, $10.55; 1½, $12.75; 2 in., $17.60. Galvanized, ½, $5.20; ¾, $6.65; 1-in., $9.50; 1¼, $13.25; 1½, $16; 2 in., $21.90. For threads and couplings 5 per cent. is added.

TINPLATES. The prices remain unchanged, although another advance has taken place on the foreign market. We quote: Cokes, $4.25 and charcoals, $4.75 to $5.25.

SOIL PIPE AND FITTINGS.—There is practically nothing doing in these lines. We quote the discounts as follows: Light soil pipe, 3 to 6 inch, 50 per cent.; medium and extra heavy soil pipe, 2 to 6-inch, 60 per cent.; extra heavy soil pipe, 8-inch, 45 per cent.; light fittings, 2 to 6-inch, 50 and 10 per cent.; medium and extra heavy fittings, 2 to 6-inch, 60 per cent.: extra heavy fittings, 8-inch, 45 per cent.

PIG IRON.—The prices are very firm, and not much desire for new contracts at present prices. We quote $23.50 to $24.50 ex store, Montreal.

INGOT COPPER.—There is a firm feeling in this market. We quote $13.50 to $14.50 per 100 lb.

INGOT TIN.—Prices are advancing. We quote $32 to $33.50 per 100 lb.

PIG LEAD.—The market continues firm. In carlots, the price is $2.90, and in small lots, $3.25.

STEEL. The outlook for steel is very bright and some good orders are being booked this week. Quotations are as follows: Sleighshoe, $2.10 to $2.20; tire, $2.20 to $2.25; bar, $2.05; spring, $2.85 to $3; reeled machinery, $2.75; toecalk, $2.60 to $2.90; machinery (iron finish), $2.10; mild steel, $2.05; square harrow, $2.15.

TOOL STEEL.—There is a steady demand for tool steel, and the prices are firm. Our quotations are as follows: Black Diamond, 8c.; Sanderson's, 8 to 12c., according to the grade; Jessop's, 13c.; Leonard's, 7½c.; Jonas & Colver's, 10 to 20c.; "Air Hardening," 65c. per lb.

CANADA PLATES.—A fairly good trade is doing in Canada plates, and the market is firm. Our quotations are as follows: 52s, $2.70 to $2.80; 60s, $2.85 to $2.90; 75s, $2.80 to $2.85; full polished, $3.75 and galvanized, $4.25 to $4.35; galvanized 70s, $4.45 to $4.55.

TERNE PLATES. The local market is steady. We quote $7.50.

COIL CHAIN. There is a fair business being done in this line. Prices are as follows: No. 6, 10c.; No. 5, 9c.; No. 4, 8½c.; No. 3, 7c.; ¼ in., 6½c. per lb.; 5-16, $5; 5-16 exact, $5.25; ⅜, $4.30; 7-16, $4.10; ½, $4; 9-16, $3.80; ⅝, $3.70; ¾, $3.60; ⅞, $3.55; 1 in., $3.50. In carload lots an allowance of 10c. is made.

SHEET ZINC.—The market is quite steady. We quote from $5.75 to $6.

ZINC SPELTER. This market is at a standstill. The price is $5.25.

SOLDER. A fair business is being done and the prices are quite firm. We quote: Bar solder, 20c. and wire solder, 18c.

Hayes' Patent Steel Lathing

Has points in its favor that you can't afford to overlook.

In the first place it requires less mortar, and can be more quickly applied than others—most valuable advantages that have been proved by conclusive tests.

Then the sheets are not weakened by stretching in manufacture—they clinch and hold the mortar firmly, making the most rigid lathing you can find.

This gives a fire, water and vermin proof protection, that is really more economical in cost than other styles.

For covering pipe chases, hot-air flues, etc., it is extensively used and proves invaluable.

Read it up in our catalogue and you'll fully understand its superiority.

Metallic Roofing Co., Limited

TORONTO. MONTREAL. WINNIPEG.

The business generally in scrap metals is fair and the prices steady. There is a

RAW FURS.

At the January fur sales in London, which were held last week, the greater number of lines were advanced, although material reductions took place in bear skins, wolf and cat.

The changes were as follows: Racoon, 20 per cent. higher than last March sale; muskrat, 35 per cent. higher than last January; black muskrat, 15 per cent. higher than last January; black and short-striped skunk, 10 per cent. over last March; long-striped skunk, 25 per cent. over last March; white skunk, 40 per cent. over last March; civet cat, same as last March; opossum and mink, each 15 per cent. over last March; marten 12½ per cent over March; baum marten, 15 per cent. over March; Russian sable, pale sorts, 20 per cent. over March, and dark sorts, the same as last March; white, grey and silver fox, 15, 25 and 30 per cent., respectively, over March; red fox, the same as in March; beaver, the same as last January; black and brown bear, 20 per cent lower than March; grizzly and white, the same as March; wolf, 10

		Large	Medium	Small	Kitts	Fall Beaver [illegible] per pound		Spring Beaver [illegible] per pound	
BEAVER	Labrador and choice Eastern	$6.00	$5.00	$2.75	$1 1.50				
"	Territory Rocky Mountains and Western								
	Strictly Prime, or, No. 1	6.00	4.00	2.00	50 75				
	Partly Prime, or, No. 2	4.00	3.00	2.00	50				
	Unprime, or, No. 3	3.00	2.00	75	40				
	Flat, weak, or poor, or, No. 4	2.50	50	25	25				
		Large	Medium	Small	2	3	4	Cubs	Yearlings
BEAR	Black Choice only	15.00	10.00	7.50	6.00	3.00	50	$2.00 to $8.00	
"	Brown "	12.00	7.00	5.00				1.00 to 5.00	
		1	2	3	4				
BADGER	Of all sections	50	25	10	05				
		Dark	Brown	Pale	2	3	4		
FISHER	Eastern and far North-Eastern	6.50	5.00	5.00	3.00	1.75	50		
	Territory and Western	6.50	5.00	3.50	2.00	1.00	50		
		Large	Small	2	3	4			
FOX	Red North-Eastern and similar fine bright red kinds	4.00	2.75	1.25	75	20			
"	Territory and Western	4.00	2.75	1.40	50	20			
		Dark	Fair	Pale	2	3	4		
"	Cross Value principally as to beauty, also size & richness	10.00	7.00	4.00	2.50	1.50	50		
"	Silver Eastern and far Northern	75.00	50.00	25.00	20.00	9.00	4.50		
"	Pacific Coast, Territory and Western	50.00-60	35.00	20.00	15.00	5.00	2.50		
		Large	Medi'm	Small	2	3			
LYNX	Far North Eastern	4.00 5.00	2 to 3.50	2.25	2.00	75	25		
"	Territory and Western	4.00 5.00	2 to 3.50	2.25	2.00	60	20		
		Dark	Brown	Pale	2	3	4		
MARTEN	British Columbia, Northern Pacific and similar	7.00	5.00	2.50	1.75	1.00	25		
"	Territory and Western	3.50	2.25	1.50	1.00	60	20		
"	Quebec and Ontario	3.00 3.50	2.25 3.00	2 to 2.25	1.00	50	25		
		Large	Medium	Small	2 Large	2 Small	3		
MINK	Halifax, far North Eastern and choice	4.00	3.25	2.50	2.25	1.50	40	25	
"	Territory and Western	1.50 2.00	1.50	1.00	75		25	15-25	
		Spring	Winter	Fall	Kitts				
MUSKRAT	Eastern, best large		10 to 13	8 to 10	2 to 5				
"	Territory and Western		5 to 10	07	2 to 4				
		Large	Small	2	3	4		Cubs	
OTTER	Labrador and far North Eastern	$10-$14	7.00-10	5.00	2.50	2.00		$1.00 to $2.00	
"	Territory and Western	6.00	4.50	3.50	2.25	50		25 to 50	
		Large	Small	2	3	4			
RACOON		75 1.25	60 75	33 50	25	15			
"	Black Value according to darkness, size and beauty	2.25	2.00	1.00	50	25			
		Black	Short St	Long St	White				
SKUNK		75 1.25	75	40 50	05 15				
		Dark	Brown	Pale	2	3	4		
WOLVERINE	Value according to darkness, size and beauty	5.00	4.00	2.50	1.50	75	25		

CASTOREUM—.................... $5.00 to $6.00 per pound.

per cent lower than March; wolverine, the same as last March, otter and lynx, each 10 per cent. over last March; wild cat, 10 per cent lower than March, and house-cat, 25 per cent. higher than March; badger, 15 per cent. over March; ermine, the same as in March, grese, 50 per cent. higher than last March; real and bastard chinchilla, the same as last October; nutria, same as March; Australian opossum, wallaby and kangaroo, same as last October; wombat, 5 per cent. over last October; dry-hair seal and Nort-Ameriran rabbit, both the same as March.

The spring sales will commence on March 23, 1903. No change in local prices have been made as yet, nor will dealers admit that there are likely to be any. Prices are very high now, and the feeling in some quarters is that a break may occur. The market is somewhat excited and dealers do not care to make new prices at present. Local prices remain as given on previous page.

SCRAP METALS.

slight advance in heavy and light copper. Scrap iron is in good demand. Our quotations are as follows: Heavy copper and wire, 10c. per lb.; light copper, 9c.; heavy red brass, 10c.; heavy yellow, 8½c.; light brass, 5c.; lead, 2 to 2¼c.; zinc, 2½ to 2¾c.; iron, No. 1 wrought, $15 to $16; No. 2, $7 per ton; machinery scrap, $16.50 to $17; stove plate, $13; malleable and steel, $6; mixed country rags, 60 to 70c. per 100 lb.; old rubbers, 6½ to 6¾c. per pound.

HIDES.

The hide market is active and a slight change will be noticed in our quotations. The reason given for the advance in prices is that the local and outside buyers got up against each other. We quote as follows: No. 1 hides, 8c.; No. 2, 7c.; No. 3, 6c. Calf skins, 8 to 10c. and lambskins, 75c.

MONTREAL NOTES

An advance in rubber hose is noted this week.

Ingot tin has advanced about $2 per 100 lb.

ONTARIO MARKETS.

Toronto, January 30, 1903.

HARDWARE.

BUSINESS during January has been exceptionally good, and though immediate shipments have fallen off somewhat as compared with a week ago, they are still well up to the average. Orders for future delivery are well in in many lines and have been of such volume that the prospects are considered excellent. There seems to be a general belief that the present year will be, as the past year, one of expansion, so retailers have been liberal buyers. The machine shops, too, show exceptional activity and are sending large orders for this season for bolts, rivets and burrs. Prices all along the line are well maintained. Only one change, an advance of 5 per cent. net in stoves, ranges and hollow ware is noted.

BARB WIRE.—Orders are well in but a few are still arriving. No change in the prices. The base price is now quoted as follows: $2.55 from Cleveland, and 10c. less in carlots. From stock, Toronto, $2.80.

COILED SPRING WIRE.—This line is now received with much favor by the trade. Prices are steady, as follows: No. 9, $2.75; No. 11, $3.10; No. 12, $2.95. Freight up to 25c. per 100 lb. allowed on 500 lb. or over. Carlots of 15 tons, 5c. less, with freight up to 20c. allowed.

GALVANIZED WIRE.—Orders have been liberal and seem to be all in. Prices follow: Nos. 6, 7 and 8, $3.15 to $3.35 per 100 lb.; No. 9, $2.50; No. 10, $3.20 to $3.40; No. 11, $3.25 to $3.45; No. 12, $2.65; No. 13, $2.75; No. 14, $3.75 to $3.95; No. 15, $4.30; No. 16, $4.55. Nos. 6 to 9 base from Cleveland are quoted at $2.27½ in less than carlots.

SMOOTH STEEL WIRE.—There are still some orders coming in, particularly for oiled and annealed. We quote the base price as follows: $2.50 per 100 lb. Oiling, 10c.; coppering, 60c. and tinning, $2 per 100 lb. extra. Shipping points, Toronto, Hamilton, London and Montreal, with freights equalized on those points.

WIRE NAILS.—A few sorting-up orders are coming in for immediate shipment; also some for late delivery. We quote as follows: $2.45 per keg and 5c. less for carlots. The shipping points are Toronto, Hamilton, London, Gananoque and Montreal.

CUT NAILS.—Prices are well maintained, but there is nothing doing. We quote $2.50 per keg.

HORSE NAILS.—No change. The demand is small. Quotations on "M" brand have been withdrawn. Prices are unchanged. Discounts are: "C" brand, oval head, 40 and 10 and 7½ per cent.; on "Monarch," 65 per cent., and "Countersunk" head, 65 per cent.; "Peerless," 50 and 7½ per cent.

HORSESHOES.—The trade is normal and without change in prices. We now quote: Iron shoes, No. 2 and larger, light medium and heavy, $3.45; snow shoes, $3.70; light steel shoes, $3.55; featherweight (all sizes), $4.95; iron shoes, No. 1 and smaller, light, medium and heavy (all sizes), $3.70; snow shoes, $4; light steel shoes, $3.80; featherweight (all sizes), $4.95.

SCREWS.—The demand is fair, and we quote: Flat head bright, 87½ and 10 per cent. discount; round head bright, 82½ and 10 per cent.; flat head brass, 80 and 10 per cent.; round head brass, 75 and 10 per cent.; round head bronze, 65 per cent. and flat head bronze, 70 per cent.

RIVETS AND BURRS.—A more active demand is noted, and our quotations are as follows: Iron rivets, 60 and 10 per cent. discount; iron burrs, 55 per cent.; copper rivets, with usual proportion of burrs, 45 per cent.; copper burrs alone, 30 and 10 per cent.

BOLTS AND NUTS.—Machine bolts are particularly active. Other lines are steady. There is no change in prices: Carriage bolts, common ($1 list), 50 and 10 per cent.; carriage bolts, full square ($2.40 list), 55 and 10 per cent.; carriage bolts, Norway iron ($3 list), 55 and 10 per cent.; machine bolts, all sizes, 50, 5 and 10 per cent.; coach screws, cone points, 66 2-3 and 10 per cent.; elevator shaft and whiffletree bolts, 50 per cent.

SPADES AND SHOVELS.—Considerable business is being booked for future delivery, but no immediate shipment orders are coming in. Prices are unchanged. The discount is 45 per cent., and the list price has been reduced $3 per doz. for Olds' goods, $2 for Gray's and $1 for Burns'.

ROPE.—Orders are of a small nature. We quote: Pure manila, 14c.; British manila, 12c.; sisal, 11c.; lathyarn, single, 11c. and double, 11½c.; sisal bed cord, 3 cord, 48 feet, 65c.; 60 feet, 80c.; 72 feet, 95c. per doz.

HARVEST TOOLS.—Orders continue to come in freely. No change in discounts is noted, they continuing at 60 and 10 per cent.

LAWN MOWERS.—The demand keeps up excellently. The prices are as follows: Woodyatt, 12-inch wheels, $7.50; Star, 12-inch wheels, $5.50; Daisy, 12-inch wheels, $4.90; Philadelphia, 10-inch wheels, $6; Ontario, 10-inch wheels, $12.75. The other prices are in proportion.

BUILDING PAPER.—A fair trade is reported. Quotations are as follows: Dry sheathing, grey or straw, 35c. per roll; tar sheathing, grey or straw, 45c. per roll; dry fibre, 50c. per roll; tarred fibre, 60c. per roll.

TINWARE AND ENAMELLED WARE.—A good movement continues in milk-can trimmings, but the general trade is moderate.

RANGE BOILERS.—A good business continues. Prices are firm. We quote: 18 and 30 gallon, $6; 35 gallon, $7; 40 gallon, $8; 52 gallon, $12.50; 63 gallon, $19; 82 gallon, $23; 100 gallon, $31, and 120 gallon, $37.

PLUMBERS' BRASS GOODS.—A good brisk business continues and prices keep firm.

STOVES AND RANGES.—An advance of 5 per cent. in stoves, ranges and hollow ware net is reported in all lines except steel ranges, steel cookers and base burners.

SCREEN DOORS.—Orders are keeping up well. Our quotations are as follows: Screen doors, common, two or three panel, walnut stained, 4-inch style, $6.60; stained, yellow or green, $7; in natural colors, oil finish, $8.15; 3-inch style, 20c. per dozen less.

CEMENT.—Trade is opening up nicely. Prices are 40 to 50c. lower. We quote as follows: Canadian Portland, $2.40 to $2.50; hydraulic, $1.35 per barrel.

METALS.

The general market conditions are very active. Judging from the orders received for future delivery the spring trade in metals will reach a much greater volume than was anticipated. Prices are firm but without change.

PIG IRON.—The market keeps stiff, the founderies still having difficulty in keeping up with current orders. The prices are as follows: $23 to $25 for No. 1 and $22.50 for No. 2 at the Canadian furnaces. No. 2 Summerlee is quoted at $25 on track, Toronto.

STEEL BOILER PLATES.—We quote $2 per 100 lb. at Pittsburg.

TOOL STEEL.—There is no change. The demand keeps brisk. Quotations follow: "B C" and "Black Diamond," 10 to 11c.; Jessop's, Morton's and Firth's, 14c.; Jonas & Colver's, 10 to 20c.; ditto, "Air Hardening," 70c. per lb.; Chas. Leonard's, 8c. to 9c.; Park's "Silver," 12 to 14c.; Park's Special," 15 to 20c.

MILD STEEL.—Prices continue steady. We quote $1.90 per 100 lb. at Pittsburg and $2.75 per 100 lb. on track, Toronto.

SPRING STEEL.—The activity is well maintained. We quote $3.50 per 100 lb. on track, Toronto.

BAR IRON.—Prices are firm as the market keeps active. We quote the base price: $2.05. Extras cut to length while rolling: 2 ft. and over, 10c. per 100 lb., 1 ft. and under 2 ft., 15c.; under 1 ft., 20c.; over 20 ft. by special agreement, according to length and size.

BLACK SHEETS.—The demand is now active. We quote as follows: Common, $3.15 for 28 gauge and dead flat, $2.50 for 26 gauge.

CANADA PLATES.—Small lots are going out freely from stock and orders are liberal for future delivery. Prices are: All dull, $2.90 to $3; half polished, $2.85 to $3.10 and all bright, $3.75 to $3.85.

GALVANIZED SHEETS.—There is still a brisk trade. Prices keep steady, and we quote as follows: Queen's Head, $4.50 for 28 gauge; American, $4.40 for 24 gauge; Bell brand, $4.30 for 28 gauge; Gordon Crown, $4.50 for 28 gauge.

TIN.—The demand is brisk for small lots. Prices are firm at last week's advance. We quote $31 to $32 per 100 lb.

TINPLATES.—Unchanged. We quote as follows: Charcoals, $4.75 to $5 and cokes, $4.25 to $4.50 per box.

COPPER.—Ingot is in fair demand, and sheet copper is active. We quote as follows: Ingot copper, $13 and sheet copper, $22 to $23 per 100 lb.

BRASS.—Unchanged. The discount is 15 per cent.

LEAD.—More inquiries are now being received. The prices are unchanged at $3.50 per 100 lb. for pig lead and $3.75 for bar lead.

IRON PIPE.—The demand keeps brisk and some jobbers are having trouble in filling orders. We quote per 100 ft.: Black pipe, ⅛ in., $3; ¼ in., $2.30 to $2.40; ⅜ in., $2.65; ½ in., $2.85; ¾-in., $3.65; 1-in., $5.20; 1¼ in., $7.35; 1½-in., $8.95; 2-in., $12.55; 2½-in., $20 to $21; 3-in., $24 to $25; 3½ in., $30 to $32; 4-in., $37.50 to $38.

ZINC SPELTER.—Brisk movement. We quote 5 to 6c. per lb.

ZINC SHEETS.—In considerable demand. We quote the base price as follows: Cask lots, $6 to $6.25 and part casks, $6.25 to $6.50.

SOLDER.—A better inquiry. The prices are steady at 20c. for guaranteed half and half, and at 17 to 18½c. for wiping.

ANTIMONY.—Business is in small lots. The price is steady at $9 per ton.

HIDES, SKINS AND WOOL.

HIDES.—There is a good supply and no change in the market. We quote as follows: No. 1 green, 7½c.; No. 2, green, 6½c. per lb.; No. 1 green, steers, 8c.; No. 2 green, steers, 7c. per lb.; cured, per lb., 8¼ to 8¾c.

CALF SKINS.—We quote: Veal skins, No. 1, 6 to 14 lb. inclusive, 10c.; No. 2, 8c.; No. 1, 15 to 20 lb. inclusive, 9c.; No. 2, 7c. Deacons (dairies), each, 60 to 70c.

SHEEPSKINS.—Fairly good supply. We quote 80 to 90c.

WOOL.—The increase in the foreign markets of 5 per cent. will affect us in the spring, but as yet the prices are the same. We quote: Unwashed wool, per lb., 8 to 8½c.; fleece wool, 15c.; pulled wools, super, per lb., 15 to 16c.; ditto, extra, 19 to 20c.

TALLOW.—Tallow is very scarce. We quote: Tallow, per lb. (track, Toronto) 5¾ to 6c.; ditto (out of store) 6¼ to 6½c.

SEEDS.

There is a very active market at present in red clover. Owing to the strong export demand in red clover and timothy prices have materially advanced. We quote: Alsike, prepaid aboard at outside points, per bushel, $6 to $7.25; red clover, prepaid aboard at outside points, per bushel, $6.50 to $7.25; timothy, prepaid aboard at outside points, per bushel, $1.75 to $2.25.

PETROLEUM.

The firmness is still manifest, but the upward tendency seems checked. The Imperial Petroleum Co.'s prices are as follows: Lily White, Canadian, 18c. in bbls.; Silver Light, American, 19½c. in bbls.; Crystal Spray, water white, American, 21c. in bbls.; Pennoline, best American imported, 22c. in bbls. In bulk, 2c. less. The Queen City Oil Company quote as follows: Sarnia Prime White, 18c.; Sarnia Water White, 20c.; Family Safety, 20½c. in bbls.; Pratt's Astral, 20c. in bulk.

OLD MATERIAL.

Deliveries are quiet but the demand is active. An advance of ½c. is noted in heavy copper and wire. We quote as follows: Heavy copper and wire, 10½c. per lb.; light copper, 8 to 8½c.; heavy red brass, 9½c.; heavy yellow brass, 7½ to 8½c.; light brass, 5 to 5½c.; lead, 2 to 2¼c.; scrap zinc, 3c.; iron, No. 1 wrought, $15 per net ton; No. 2 wrought, $4.50; machinery cast scrap, $15.50 to $16; stove plate, $10; malleable and steel, $6 to $6.50; old rubbers, 6½c. per lb. and country mixed rags, 50c. per 100 lb.

NOVA SCOTIA MARKETS

Halifax, January 27, 1903.

THERE is not a heavy trade being done in hardware so far this season, but the travellers continue to take considerable orders for spring delivery, and conditions are encouraging.

* * *

The report of the president of the Board of Trade, at the annual meeting held on January 20, has the following to say of the hardware trade for 1902: "From reports received we are led to believe that the business in hardware and kindred lines doubtless exceeded in 1902 that of any previous year, save 1900-1901, which had the benefit of the exceptional demand made by the construction of the large works at Sydney, C.B.

"The greatest detriment to the trade has been the uncertainty of obtaining supplies during the first part of the year from makers, but new goods are coming forward more freely and the feeling of gratification over a good year's trade is tempered by the thought of the still greater business that might have been done had the goods been procurable.

"Few bad debts have been made, collections have been good, prices not subject to much fluctuation, and although competition has been keen, without doubt the year's business has been fairly profitable."

* * *

Of general conditions, it says: "The outlook for 1903 is satisfactory and prom

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery 6d. and 1s. Canisters

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, LIMITED

MANUFACTURERS OF

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:

JOHN FORMAN, 644 Craig Street

MONTREAL

COVERT MFG. CO.

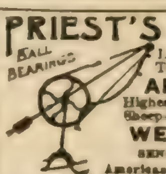
West Troy, N.Y

Steel Carriage and Wagon Jacks.

Harness Snaps, Chain, Rope and Web Goods, etc.

FOR SALE BY JOBBERS AT MFRS. PRICES.

PRIEST'S CLIPPERS



Largest Variety, Toilet, Hand, Electric Power

ARE THE BEST.

Highest Quality Grooming and Sheep-Shearing Machines

WE MAKE THEM.

SEND FOR CATALOGUE TO

American Shearer Mfg. Co., Nashua, N.H., U.S.A.

The Best Door Closer is . . .

NEWMAN'S INVINCIBLE FLOOR SPRING

Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring, and has twice the wear. In use throughout Great Britain and the Colonies. Gives perfect satisfaction. Made only by

W. NEWMAN & SONS,

Hospital St. BIRMINGHAM

Oneida Community Goods

HALTERS, COW TIES, SNAPS, etc., etc.,

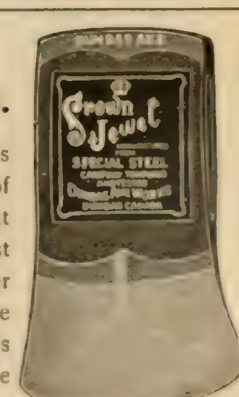
in all sizes and styles. May be had of all Jobbers throughout Canada.

Factory—NIAGARA FALLS, ONT

..A..

STANDARD.

The cost of Axes per million feet of lumber taken out should be the best Standard. Under this Standard the CROWN JEWEL is the cheapest Axe in the market.



Dundas Axe Works, Dundas, Ont.

W.L. Haldimand, Jr., Eastern Agent, Montreal

ising so with the mining interests still extending, and, if the fishing industry is up to the average, we see another good year before us.

* * *

The hardware jobbers of this city send out about 25 travellers, who thoroughly canvass the Maritime Provinces, and of late years have recovered a large part of the trade which went to other centres. Some firms also deal largely with Newfoundland and the Magdalen Islands.

* * *

The distributing element at the present time in hardware is turpentine. This has been subject to a heavy advance, and retail quotations here now, if changes in the primary market were considered, would be 88c., and 93c. in smaller quantities. The quantity in stock is not extensive, and this may result. However, this may be said generally of the business houses here, that changes are not made unless there is an actual necessity, or, if made, they do not run as high as the primary market would warrant. Some dealers are of the opinion that this article may go to $1.

* * *

Linseed oil is also moving upward and quotations are uncertain. No change is expected in quotations here until a distinctly higher value is established in the foreign market.

R. C. H.

MANITOBA MARKETS.

WINNIPEG, January 26, 1903.

BUSINESS is moving along steadily, and no change of price is reported for the week. All jobbing houses are preparing to get orders for spring out early, and special attention is given to building hardware, for which there will be a heavy retail demand in the country this season.

Nearly all dealers handling lumber at country points have doubled and trebled their usual orders for lumber, and delivery is asked from two weeks to a month earlier than usual. Implement men will, as usual, have everything in readiness for a display of their goods during bonspiel and the two following weeks, when the stock conventions and stock judging school will bring in large numbers of farmers from all sections of the Province.

There is a very general feeling of apprehension in the jobbing trade as to getting orders to destination owing to the bad state of all transportation in the West. Never in the history of railroading here have there been so many dead engines. One of the secrets of this trouble, which the roads will not, of course, admit, is due to the practice of laying off shopmen in winter time for economy. Very poor economy it has proved, for the rolling stock has gradually deteriorated until when the strain came it speedily gave out. The coal, on which the companies lay most of the blame, is not responsible for one-half of it.

We quote as follows :

Barbed wire, 100 lb	$3 25
Plain twist	3 25
Staples	3 65
Oiled annealed wire ... 10	3 42
" ... 11	3 48
" ... 12	3 56
" ... 13	3 66
" ... 14	3 76
" ... 15	3 91
Annealed wires (unoiled) 10c. less.	

Cut Nails—		Wire Nails—	
2d 1 in	$4 10	1 in	$4 20
3d Fin 1⅛ in	4 10	1⅛ in	4 20
3d 1¼ in	3 75	1¼ "	3 85
4d 1½ in	3 50	1½ "	3 60
5d 1¾ in	3 50	1¾ "	3 60
6d 2 in	3 40	2 "	3 50
8d 2½ in	3 25	2½ "	3 35
10d 3 in	3 20	3 "	3 30
20d 4 in	3 15	3½ "	3 25
30d 4½ in	3 10	4 "	3 20
40d 5 in	3 10	4½ "	3 20
50d 5½ in	3 10	5 "	3 20
60d 6 in	3 10	5½ "	3 20
		6 "	3 20

Horsenails, 40 per cent. discount.	
Horseshoes, iron, No. 0 to No 1	4 30
No. 2 and larger	4 15
Snow shoes, No. 0 to No. 1	4 55
No. 2 and larger	4 40
Steel, No. 0 to No. 1	4 40
No. 2 and larger	4 15
Bar iron, $2.70 basis.	
Swedish iron, $4.75 basis.	
Sleigh shoe steel	2 85
Spring steel	3 25
Machinery steel	3 50
Tool steel, Black Diamond, 100 lb	8 50
Jessop	13 00
Sheet iron, black, 10 to 20 gauge, 100 lb.	3 50
18 to 22 gauge	3 75
24 guage	3 90
26 guage	4 00
28 gauge	4 10
Galvanized Iron, American, 16 gauge	4 00
18 and 20 gauge	4 00
22 and 24 gauge	4 50
26 gauge	4 50
28 gauge	4 75
30 gauge	5 00
Extra sheets, 36 in. wide an advance of 25 p.c. per 100 lb.	
Apollo, 10¾ oz.	5 00
28 guage	4 75
26 "	4 50
24 "	4 50
22 gauge	4 50
20 and 18 guage	4 25
16 gauge	4 00
Queen's Head, 24 gauge	4 75
26 guage	5 00
28 "	5 25
Genuine Russian, per lb	11
Imitation " "	07
Tinned, 24 gauge, 100 lb	8 00
26 gauge	8 25
Tinplate, IC charcoal, 20 x 28, box	10 00
" IX "	12 00
" IXX "	14 00
Ingot tin	33
Canada plate, 18 x 21 and 18 x 24	3 25
Sheet zinc, cask lots, 100 lb	7 00
Broken lots	7 50
Pig lead, 100 lb	5 00
Wrought pipe, black up to 2 inch....50 an 10 p.c.	
" Over 2 inch	50 p.c.
Rope, sisal, 7-16 and larger, basis	$11 75
Manila, 7-16 and larger, basis	14 75
Solder	20
Axes, chopping	$7 50 to 12 00
" double bitts	12 00 to 18 00
Screws, flat head, iron, bright	87½
Round " "	82½
Flat " brass	80
Round " "	75
Coach	65 p.c.
Bolts, carriage	50 p.c.
Machine	50 and 5 p.c.
Tire	60 and 5 p.c.
Sleigh shoe	65 p.c.
Plough	40 p.c.
Flat head stove	60 and 5 p.c.
Round head	60 and 5 p.c,
Elevator	60 p.c.
Rivets, iron	50 p.c.
Copper, No. 8	32
" No. 12	36
Coil chain, 3-16 inch	10½
" ¼ inch	8¼
" 5-16 inch	5½
" ⅜ inch	5¼
" 7-16 inch	5
" ½ to ¾ inch	4¾
Spades and shovels	40 and 5 p.c.
Harvest tools	60 and 10 p.c.
Axe handles, turned, s. g. hickory, doz.	$2 50
No. 1	1 50
No. 2	1 25
Octagon extra	1 75
No. 1	1 25
Files common	70, and 10 p.c.
Diamond	60
Ammunition, cartridges, Dominion R.F.	50 p.c.
Dominion, C.F., pistol	30 p.c.
" military	15 p.c.
American R.F.	30 p.c.
C.F. pistol	5 p.c.
C.F. military	10 p.c. advance.
Loaded shells :	
Eley's soft, 12 gauge black	16 50
chilled, 12 gauge	18 00
soft, 10 gauge	21 00
chilled, 10 gauge	23 00
Shot, Ordinary, per 100 lb	6 00
Chilled	6 50
Powder, F.F., keg	4 75
F.F.G.	5 00
Tinware, pressed, retinned.	70 and 10 p.c.
" " plain	75 and 2½ p.c.
" pieced	
Japanned ware	37½ p.c.
Enamelled ware, white	45 p.c.
" Famous	50 and 10 p.c.
" Imperial	50 and 10 p.c.

PETROLEUM.

Water white American	24½c.
Prime white American	23½c.
Water white Canadian	23c.
Prime white Canadian	21½c

SCRAP.

No. 1 cast iron	$14 to $15 per ton
No. 2 "	5 to 6 "
Wrought iron scrap	5 "
Copper (heavy)	7c. per lb.
Yellow brass (heavy)	7½c.
Light brass	5c. to 6c. "
Lead pipe, or tea lead	2c. to 2½c. "
Zinc scrap	1c. "

PAINTS, OILS AND GLASS.

Turpentine, pure, in barrels	$ 83
Less than barrel lots	88
Linseed oil, raw	71
Boiled	74
Lubricating oils, Eldorado castor	27½
Eldorado engine	26½
Atlantic red	29½
Renown engine	41
Black oil	19½ to 21½
Cylinder oil (according to grade)	55 to 74
Harness oil	56
Neatsfoot oil	1 00
Steam refined oil	85
Sperm oil	2 00
Pure castor oil, first pressure	11
Lubricating	10
Glass, single glass, first break, 16 to 25 united inches	2 25
26 to 40 per 50 ft.	2 50
41 to 50 " 100 ft.	5 50
51 to 60 " " "	6 00
61 to 70 per 100-ft. boxes	6 50
Putty, in bladders, barrel lots per lb.	2½
kegs "	2¾
White lead, pure per cwt.	6 00
No. 1 "	5 75
Prepared paints, pure liquid colors, according to shade and color, per gal.	$1.30 to $1.90

NOTES.

Jos. Elison is succeeding W. J. Irving as a hardware merchant at Austin.

J. Crowe is opening a new hardware store at Birtle, Man.

Nichol McDonald & Co., manufacturers' agents, are handling the brooms and brushes manufactured by Geo. Hartley, of Fort William.

Very general regret was expressed in Winnipeg over the death of Senator Wood, father of Geo. D. Wood, head of the Geo. D. Wood Hardware Co., Winnipeg, one of the oldest and largest jobbing houses in the west. Senator Wood had many personal friends in the city.

RE-ACTING WASHER

The quickest acting, readiest selling, and most generally satisfactory Rotary Washing Machine on the market.

The only regret your customers will have after buying one of these excellent machines is that they did not know about it sooner.

They require them, you should stock them, we can supply them. Order early.

The Dowswell Manufacturing Co., Limited

HAMILTON.

W. L. HALDIMAND & SON, Montreal, Eastern Agents.

CORDAGE

ALL KINDS AND FOR ALL PURPOSES.

Manila Rope	Lathyarn
Sisal Rope	Shingleyarn
Jute Rope	Bale Rope
Russian Rope	Lariat Rope
Marline	Hemp Packing
Houseline	Italian Packing
Hambroline	Jute Packing
Clotheslines	Drilling Cables
Tarred Hemp Rope	Spunyarn
White Hemp Rope	Pulp Cord
Bolt Rope	Lobster Marlin
Hide Rope	Paper Cord
Halyards	Cheese Cord
Deep Sealine	Hay Rope
Ratline	Fish Cord
Plow Lines	Sand Lines

"RED THREAD" Transmission Rope from the finest quality Manila hemp obtainable, laid in tallow.

CONSUMERS CORDAGE COMPANY,

Limited

Western Ontario Representative—
WM. B. STEWART,
Tel. 94 27 Front St., West, Toronto.

MONTREAL, QUE.

Headquarters FOR FREEZERS

WE KEEP

THE

"Gem"

"Blizzard" and "Crown"

THEY HAVE

Automatic Twin Scrapers.

Cedar Pails, with Electric-Welded Hoops.

Heavy Tin-Plate Cans, with Drawn Steel Bottoms.

RESULTS

QUICK FREEZING, with No Waste of Ice.
HOOPS will not drop off as others do.
THE HEAVY CANS will last a lifetime.

MAKE NO MISTAKE.

Send us your order now, our prices will please you.

CAVERHILL, LEARMONT & CO.,

St. Peter St.,

MONTREAL.

FOREST CITY GOSSIP.

Office of "Hardware and Metal."
London, January 27, 1903.

THE wholesale hardware and metal trade of London, Ont., shows signs of augmentation during last week, the travellers have returned from a week's lagoon, having booked a fair week's business.

* * *

The seasonable weather, with good sleighing in the country districts, is bringing into the towns and villages, customers from every far away corner, causing some demand from outside dealers for staple articles.

* * *

Some slight flurry is caused in the trade by alterations in the price of fence wire. A revision of the price of galvanized plain wire has taken place for shipment out of stock, and the list of prices of December has been superceded. For convenience, I give here in this letter, the price of galvanized wire, f.o.b. London: 4x5, $3.70; 6 to 8, $3.15; 9, $2.50; 10, $3.20; 11, $3.25; 12, $2.65; 13, $2.75; 14, $3.75. Terms, 60 days, or 2 per cent., 30 days. The above is the price to hardware retail merchants in Ontario. Compared with the December list, it will be noticed that only on the three sizes which are most largely used here, has the price lowered, and that only 15c. per cwt. on 9, 12 and 13 gauge.

The hardware wholesale merchants have great warehouses in this city, and the citizens are very justly proud of them. We note, with pleasure, one of the most recently erected, situated on the south-east corner of King and Clarence streets, occupied by James Wright & Co. This structure was completed and occupied by them last September, and is a credit to the enterprise of the firm, as well as to the contractors who undertook the work. The dimensions are 70 ft.x110 ft., with five flats, including the basement. Brick, with stone facings, are entirely fireproof, without ornamentation or fancy scroll work on the roof, the whole has the appearance of solidity and business. Wm. Wright, whose father died four years ago, is now at the head of the concern, and although still a young man, is giving evidence of tact and ability. He is well and ably supported by efficient and experienced managers in the different departments. Their business is chiefly hardware, bar iron and steel, and are manufacturers of carriage trimmings and unfinished carriages. Twenty five hands are employed, and three travellers represent the firm on the road. Goods are shipped by James Wright & Co. to the Pacific Coast, as well as north, south, east and west in the older Provinces.

* * *

A visit to Alfred Westman's new store, Dundas street, found him and his on and employes up to the neck in work. Their new store gives them entire satisfaction; they have an entrance from the market square in the rear as well as the front entrance on Dundas street. The new premises are fitted up in modern style, and their 1½ storeys are laiden with new goods, which are being checked off and arranged on shelves, according to their different classes, as fast as it is possible so to do. When all incoming shipments are received and arranged for spring, the interior will present a handsome and attractive appearance. Mr. Westman is almost the oldest hardware man in London, his business, like London itself, has prospered and grown from small things.

* * *

A very useful pocket price-book, as sweet a little gem as one can conceive, has just been sent to their friends and customers by the firm of D. H. Howden & Co., besides a calendar and indexed memo., a price-list of several leading lines is given. Little kindnesses such as this, from wholesale firms to their customers, are much appreciated.

* * *

No change to note in price of other hardware goods this week. Coal seems to have declined somewhat, the ruling price being $10 for hard, and big manufacturing firms are smiling at the prospect.

W. H. L.

PERSONAL MENTION.

Mr. F. J. Taylor, of The Western Foundry Co., Wingham, Ont., made a business visit to Toronto this week.

Mr. A. A. McMichael, of The James Robertson Co., Limited, Toronto, is on a business trip to Baltimore, Md., this week.

Mr. O. A. Cole, of the Toronto branch of The Philip Carey Roofing Co., has just returned from a business visit to branches of his house in Cleveland and Pittsburg.

Mr. Geo. Henderson, of Henderson & Potts, Halifax, and director of The Henderson & Potts Co., Limited, Montreal, made a business visit to the latter city last week.

Mr. J. D. H. Brown, of Messrs. Moore & Brown, Sault Ste. Marie, Ont., spent a week or so in Toronto, Hamilton and London, where he was cordially welcomed by his many old friends in those cities, particularly in Toronto, where he is exceedingly popular.

CANADIAN NORTHERN RAILWAY.

The Canadian Northern Railway has issued a new time table, which shows the new route of their main line extensions. Instead of proceeding westward from Prince Albert to Edmonton, it goes from Grand View through Saskatoon and Battleford to Edmonton. As this extension will be rapiply pushed through, shippers to the Northwest should secure a copy of the new time table from Wm. Phillips, general agent for the road, King street west, Toronto. The railway will cover a large section of Manitoba and the Northwest from Port Arthur westward, and should be considered by every shipper. When writing to Mr. Phillips mention HARDWARE AND METAL, and full information will be forwarded.

THE "CANADA" BOOM.

THE wide-reaching extent of the advertising which the Canadian Northwest is receiving is shown in a striking manner by the following from The National Builder, the leading architectural paper of Chicago; "Once in a while there appears to be a strong desire in communities for a change of home; like bees in hiving time, the young and restless seem instinctively to want a change. During the last year, thousands of families have left this country and emigrated to Canada to found new homes in the 'Silent Land' where farms can be attained at a very low figure, and where the conditions 'politic,' are about as in the United States, and the language the same. Quoting a contemporary on the subject who says that: 'In the Canadian Northwest there are thousands of miles of fertile prairie soil, well adapted to wheat and other small grains. These lands are cheap. The Canadian Government is anxious for settlers, and there has very cleverly been instituted a promotion scheme which has reached the farmers of the West by the thousand, and so Iowa, Minnesota, Nebraska and the Dakotas, and in a less degree some other States, have contributed multitudes of their best and most thrifty citizens for the prospective upbuilding of Manitoba, Assiniboia, Alberta and perhaps Saskatchewan. In addition Ontario has under way a boom for its north and western country, and an American syndicate is busily exploiting among prospective settlers the alleged superior advantages of its concessions.' The writer points out the fact that there is a scarcity of wood in some of the regions named, and this must be a great drawback to the farmer in a climate where the mercury gets down to 30 or 40 degrees below zero at times. He forgets, however, that the Canadian Northwest is blessed with an abundance of coal; indeed, is brought about by the 'chinook' winds, which come from the Pacific and sweep down through the gorges and passes in the Rocky Mountaine. Yet there is a vast and fertile area, where the winters are nearly as bad as they are in Chicago, and in some places colder."

Window and Interior Displays

Timely Hints and Suggestions.

IT is scarcely within the memory of the present generation when windows in stores were for no other purpose than the letting in of light, and to the next generation such a purpose will appear historical- nay, even mythical.

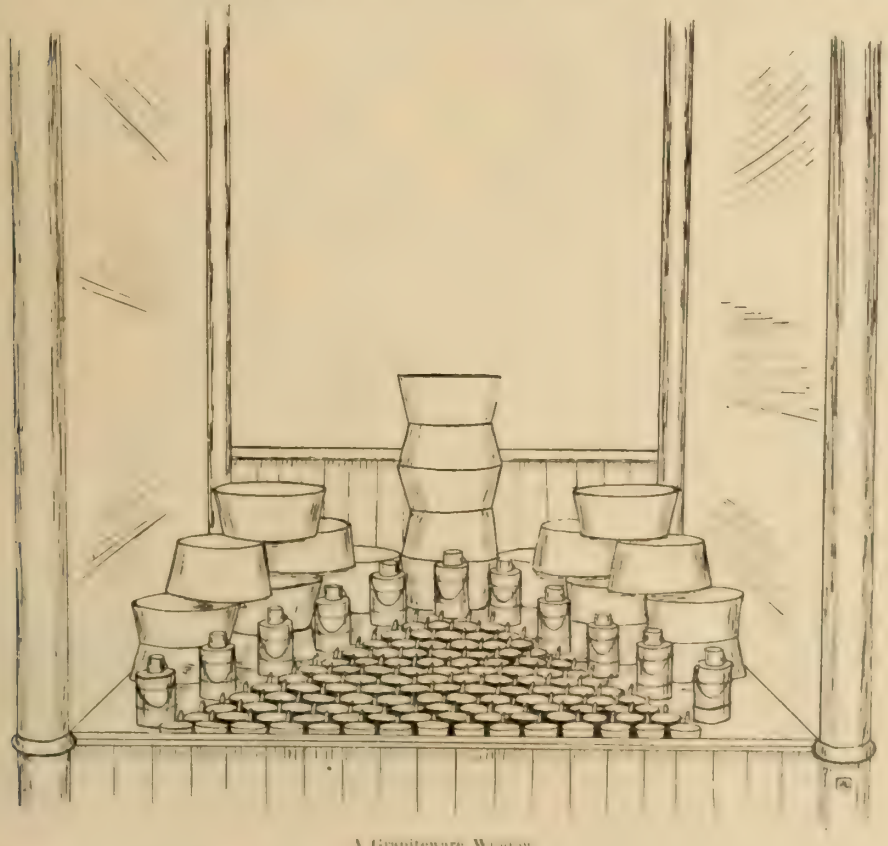
No merchant in these days attempts to succeed without spending much time, trouble and money over his windows. They are the index to his store. In his window he can show 50 things, while his clerk shows one, or, for that matter, ever gets the chance to show one.

Take the case of any successful merchant in a town and you will find every an honest, painstaking and thoughtful man.

We instinctively associate dishonesty and carelessness with untidy appearance, and often as we may be at fault in arriving at such a conclusion, we more often observe the truthfulness of our instincts.

The merchant who shows us a well planned window convinces us that the interior of his store is just as thoughtfully arranged, and we feel sure such care denotes also care in the selection of his stock, both as to quality and quantity.

The untidy, careless window assures us



A Graniteware Window

time that he depends very largely on his window display and store decoration. His competitors may be affable, good natured and jovial, but unless he is a positive boor the one with the good windoes does the business.

There are so many good qualities guaranteed in a merchant by his having a good window that people naturally trust him and feel sure of being suited in his store.

A man who is so artistically inclined as to produce a beautiful display impresses his customers and the people at large as of an untidy interior, and we turn away without any thought of entering if his competitor can please us with his window.

How could a merchant be so inconsistent as to exercise care in the selection of his stock if he cares not at all how that stock is shown.

Merchants often excuse themselves for paying so little attention to their windows by saying they are afraid to undertake it since they have no artistic inclinations and would therefore make only a failure of such attempts.

Every merchant has an assistant and with a little latitude any clerk should be able to arrange a window with some effect. If he can't do it there are others who can and even if you pay a trifle extra for an assistant with ideas that will increase your business, the profit accruing from such an investment should convince any thoughtful man that it is to his advantage to pay the little extra.

Another merchant will say that his business is the oldest in town, people know him and have dealt with him for years and will therefore continue to do so.

Such a man should not be in business. No matter what business he may have done in past years, a progressive merchant coming to town could, in a few months, capture almost all the trade that is worth getting.

Living on a past popularity is one of the dangerous tendencies of modern business.

In this pushing, bustling, hurried age a man must keep right up to the times. The old customer has not time now to go in and inquire if his old dealer has an article he wishes, but will do his business where the windows show him he can get what he wants without waste of time or words.

The business man must continue drawing trade by supplying the demand of the times and not sit content and rest on past laurels.

THIS WEEK'S ILLUSTRATION.

The display is made up entirely of saucepans, dinner pails and pans. In this window all the ware was graniteware, but lacking a supply of this tinware may be used, although the results are not as good. The saucepans are the small size arranged in a V shape from the front of the window. Around the sides are the dinner pails, and back of them again the pans can be built up in any desired way. A great number of variations may be made of this window.

FROST ON THE WINDOWS.

In many stores where the windows cannot be separated from the store frost very often obscures the view. There are different methods of removing and preventing the frost. The best is with an alcohol lamp, the heat of which being very evaporates the frost and dries the glass. Salphuric acid applied with a cotton cloth sweet, allowing no dropping, glycerine and aqua ammonia have all been used successfully. The sulphuric acid is the best, as the ice

of aqua ammonia keeps the frost off for only a short time. Aqua regia, hydrochloric acid, alcohol, benzine, nitric acid or caboli nitrate all work more or less successfully. The Dry Goods Review gives a formula as follows: Equal parts of water and glycerine with a few drops of ammonia (which must be dissolved in warm water) added. If the pane is rubbed with this, frost will not gather.

Some dealers are adopting the scheme of using the frosted window as a counter and spending more time on store decoration. In the window are placed the scales, paper bags, string and a miniature counter built up of canned goods. In this case even if the frost disappears a unique window display is the result.

AN IRON FIRM'S ENTERPRISE.

THE Times and Mirror, Bristol, Eng., in its issue of January 6, says:

"We have been officially informed that a contract has just been concluded between John Lysaght, Limited, the well-known firm of ironmasters, galvanizers, and constructional engineers, of St. Vincent's Ironworks, Bristol, and Houlder Brothers & Company, Limited, of London and Liverpool, under which the fine steamers of the Houlder Line will load regularly with galvanized iron and other general cargo at Avonmouth Docks for Buenos Ayres and other River Plate ports.

"This, the latest enterprise of Messrs. Lysaght, will enable other manufacturers and exporters in the district to ship their goods direct from Bristol, instead of from Liverpool or London as hitherto.

"We understand the local agents for the new line are Bethell, Gwyn & Co., 40 Corn street.

"It is with much satisfaction that we make this important announcement. The boats belonging to Houlder Brothers are familiarly known as 'the Grange' steamers, from the use of the word 'Grange' in their names.

"They are large steamers, and among them may be mentioned the Haversham Grange (11,200 tons), the Beacon Grange (11,000 tons), the Oswestry Grange and the Drayton Grange, (10,000 tons each), and the Langton Grange (9,200 tons).

"For the present the sailings will be monthly, but should the enterprise be supported as it ought to be, a more frequent service will be established.

"This is the third direct line of steamers which the port owes to the public spirit of Messrs. Lysaght, the other two being the Australian and the South African. What is much to be desired is that the shippers of Bristol and the district will back up this great firm in their practical endeavors to make the fullest use of the port of Bristol."

SCHEMES TO ATTRACT VISITORS.

I. N. FORD, the London, England, journalist, recently cabled an interesting article in regard to the schemes practiced by some of the towns in England to attract visitors—some of which might be initiated by towns in Canada. In part Mr. Ford says:

"The Harrogate Corporation owns the baths and springs which are the chief source of the town's wealth, and it has improved the estate by expending over $700,000 in the construction of winter gardens, concert rooms and a theatre, and in opening parks and promenades. Bath, in the west, has witnessed a similar series of improvements, the hot and cold springs being owned and managed by the Town Council, and the grand pump room and the Roman promenade being municipal works. Each of these watering places has a municipal electric supply, surpassing in this respect Leamington, in Warwickshire, which also conducts its baths, mineral springs and pump-rooms as municipal enterprises.

"The seaside resorts are improved and embellished by the town corporations with equal energy and enterprise. Scarborough has its new marine driveway and seawall around the castle; Torquay has its baths, concert-rooms, promenade piers and marine gardens, and Eastbourne has transformed its sea front and introduced electric lighting. The Doncaster corporation owns the famous racecourse which attracts throngs of visitors, and so shrewdly have the councillors supplemented their revenue from it by profits from gas, water and electric supplies that they are enabled to discontinue the borough rate and even to dispense with the school board and to solve the religious question without the meddlesome intervention of Parliament. The corporation, with the racecourse behind it, has made financial grants in aid of Anglican, Wesleyan and Roman Catholic schools, yet has retained for itself and for the parents of the children the privilege of representation in the management."

LARGE TRADE IN GAME TRAPS.

Henry G. Allen, representing The Oneida Community, Limited, Niagara Falls, Ont., passed through Toronto early this week enroute to Montreal and the Maritime Provinces. To a representative of HARDWARE AND METAL, he said that his firm was experiencing a large business in game traps, the sale of which, particularly in Manitoba and the Territories, was very large.

The trade might probably be interested in knowing that The Oneida Community, Limited, is introducing into Canada their triple-plus silver-plated ware, a large trade in which has already been worked up in the United States.

EVERY WHY HAS A WHEREFORE.

When Henderson & Potts sent out their New Year's greeting cards, they were agreeably surprised to receive the following post card from one of their customers in North Sydney, C.B.:

BENT & COHOON, Importers of Hardware, Etc.

DEAR SIRS,—With best wishes to you and yours for this new year, 1903, and that when you take up your ANCHOR to start out on the voyage for business again you will find that PURE friendship will stick to you like Henderson & Potts' paints, and that your orders will be as heavy as LEAD.

This is a GENUINE wish from,

Yours sincerely,

H. F. COHOON.

NORTH SYDNEY, C.B., January 12, 1903.

BUSINESS FOR SALE.

A BARGAIN FOR A QUICK BUYER! W. R. Singleton & Son, Carleton Place, have all the tinsmithing business they can attend to, and offer their $2,000 hardware stock at cost, along with a splendid coal trade, and shop rent free. No better opening in the Ottawa Valley. No money required with good security. (5-6)

WILLIAM ABBOTT

Representing Jonas & Colver's Celebrated "Novo" Air Hardening Steel. Especially adapted for high speed and for all classes of tools and work. Easily annealed, for shaping into Milling Cutters, Dies and other tools. Stock on hand for immediate orders.

Office and Sample Room, 13 St. John Street,

MONTREAL.

PAINTS We manufacture these brands:—"LION," "PEERLESS," "OWL," "RAVEN," also Ready-mixed House and Floor Paints, Roof, Barn, Bridge and Brick Paints, Coach Colors, Varnishes, Japans, etc. Our prices will interest you. Write us.

The Ottawa Paint Works, Ottawa, Ont.

Standard Paint & Varnish Works Limited

Makers of High Grade Varnishes, Japans, Paints, Colors & Enamels.

Windsor, Ont.

NAILS

Right Prices

Quick Shipments

Quality Guaranteed

Also

STAPLES

Write, Telegraph or Telephone

Page Wire Fence Co.

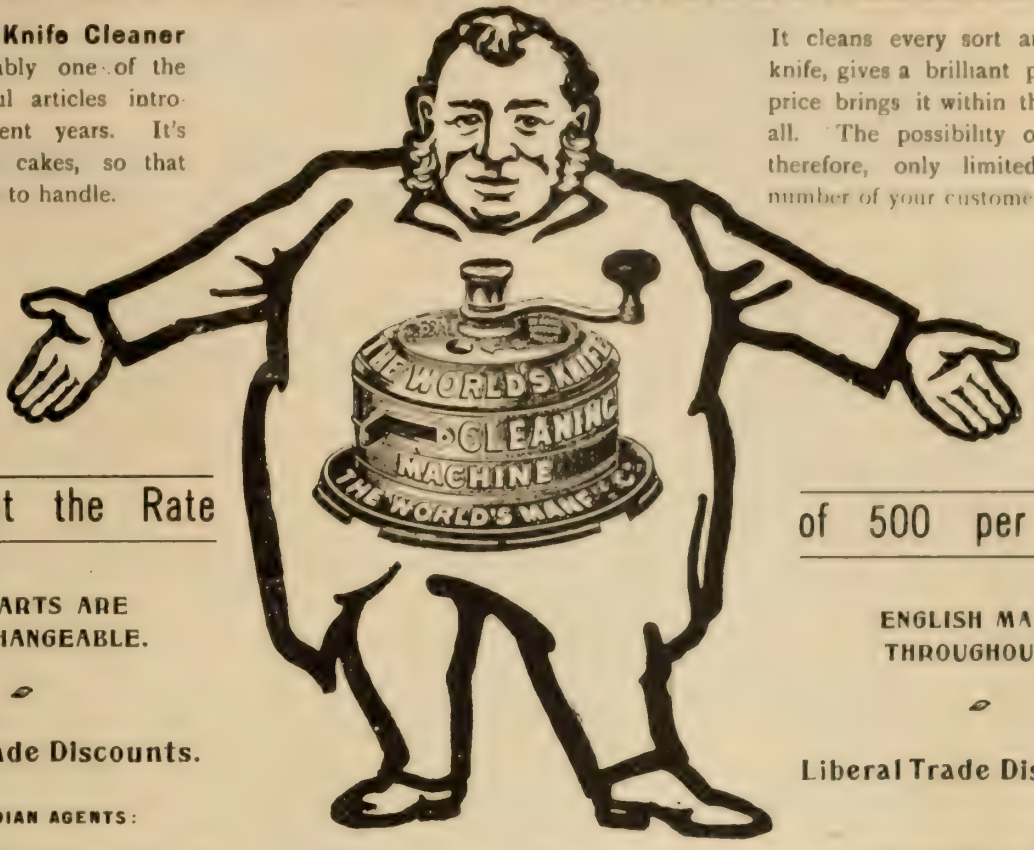
Limited

Walkerville, Ontario

THE WORLD'S MANUFACTURING COMPANY, 66 AND 68 VICTORIA ST., LONDON, S.W.

The **World's Knife Cleaner** is unquestionably one of the most successful articles introduced in recent years. It's going like hot cakes, so that now is the time to handle.

It cleans every sort and size of knife, gives a brilliant polish. Its price brings it within the reach of all. The possibility of sale is, therefore, only limited by the number of your customers.



Simplicity Itself.

Makes no dust

Cleans at the Rate

of 500 per hour.

ITS PARTS ARE INTERCHANGEABLE.

Liberal Trade Discounts.

ENGLISH MAKE THROUGHOUT.

Liberal Trade Discounts.

SOLE CANADIAN AGENTS:

DECATUR, BULL & CO., 30 Hospital Street, **MONTREAL.**

After Stock-Taking

You will be replenishing your stock, so we wish to keep before your notice, "**Dominion**" Goods, all of which bear the following Trade Mark, which is a guarantee of quality:

SHELF GOODS — DOMINION WIRE MANUFACTG. CO. LTD. DOMINION TRADE MARK. — HEAVY GOODS

Wood Screws,	Wire Nails,
Wire Nails, (Papers),	Iron and Steel,
Bright Wire Goods,	Brass and Copper,
Wire Door Pulls,	Hay Baling,
Steel and Brass Jack Chain,	Pulp Binding,
"Crescent" Wire Coat and Hat Hooks.	Galvanized,
	Barbed.

WIRE

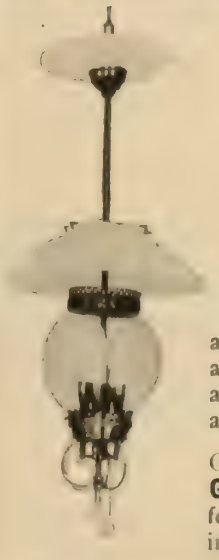
Bed, Blind, and Poultry Netting. | **STAPLES** | **Bright and Galvanized Fence.**

BROOM, MATTRESS, BOTTLING, and other wires.

Dominion Wire Manufacturing Co.

MONTREAL Limited TORONTO

Always Get The Best.



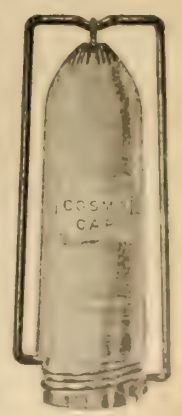
NOTHING EQUALS

Rochester Lamps

FOR SOFT, PURE, MELLOW LIGHT FOR READING,

and our **Hanging Lamps** are recognized superior to all others for lighting stores and dwellings.

Our **Rochester Cluster Gas Lamp** is simply perfect for store and hall lighting.



Every merchant should have them for his show window.

All kinds of the best gas and oil lamps kept in stock.

Send us a trial order for **our new Cap Mantle,** cheapest and best for all gas lamps.

THE ROCHESTER LAMP CO.

OF CANADA,

24 FRONT ST. WEST, TORONTO.

STOVES AND TINWARE

AND ALLIED TRADES

COLLEGE FOR TINSMITHS WANTED

THE agitation for technical education is rapidly gaining support. While the following breezy argument by the Stove and Hardware Reporter betrays an unnecessary bias against classical education it emphasizes a sentiment in favor of more practical study that exists in the trade throughout Canada as well as in the United States: This is the day of technical education. The technical educator is supreme, and the old-style, classical educator, with his dead languages and his still more worthless metaphysics, is rapidly nearing his merited, or unmerited nirvana. We moderns may well pity our forefathers, who wasted years in useless study of languages that no man speaks, or in wrestling with a "philosophy" that virulently discussed the question of how many angels could dance on the point of a needle.

For the stove man and the tinsmith, the plumber and his helper, to do things in the best and quickest way demands a whole lot of knowledge, both theoretical and practical. In the old days of seven-year apprenticeships the workshop was a sufficient good place to get this, with the master under bond to convey all his secrets to his apprentice. In those days, too, the knowledge that a workman could or should possess was much less than it is now. At the present time, when some trades are supposed to be learned in six months, the amount of knowledge of theory that should be known and of facts that a man should be familiar with have immeasurably increased, and even the powerful aid of all the technical journals are insufficient to supply the workman's needs.

We want a good technical school for the workmen of our craft, just as much as the engineer or the chemist needs one. We want a school or institute, not only in the daytime, for the young man who is beginning to learn, but for the older workman who wishes to improve himself after working hours and for the skilled workman who wishes to keep thoroughly up-to-date in everything and take a "post graduate" course. It is probably better that the young man should not attempt to complete his technical education before he throws himself upon the world to earn his living, but he should never fail to go back to the school again. He will then know better wherein he is deficient. He will more fully appreciate his opportunities for getting knowledge, and, instead of learning in a perfunctory manner, by rote, parrot-like, he will feel a living interest in his questions and "go after them with a club."

This is a matter that our trade associations in every State should give help to, both moral and material, and if a good and promising beginning were made, some of our millionaire manufacturers might give substantial aid.

STOVES AND RANGES DEARER.

An advance of 5 per cent. net has been made in the price of all stoves, ranges and hollow ware, except steel ranges, steel cooks and base-burners. The price of several sizes of furnaces has also been advanced.

The principal cause of this rise in prices is the enhanced cost of raw materials and of labor. "When prices were arranged last season," said one prominent stoveman, "we were paying about $16 to $17 for pig iron, $4 for soft coal and $4.50 for coke. We have paid this season from $23 to $25 for pig iron, $8 for soft coal and $10 to $12 for coke. Moreover, we are having great difficulty in getting the amount of coke we need.

"In fact, conditions are such that prices had to go up. The market is, too, in a condition to stand it, as the demand last season was exceptional, and already there is abundant indication of another good year."

AMONG THE TRADE.

The Toronto Sheet Metal Workers' Union are now meeting frequently to consider whether they can force the employers to give them another increase in wages.

The Niagara Falls, Ont., Machine and Foundry Company are contemplating the erection of a foundry in order to fill some large contracts which have been offered them.

J. W. Driscoll, manager of The McClary Mfg. Co.'s Winnipeg branch, spent the past week in Toronto and is now spending some time in London before returning West. Mr. Driscoll is accompanied by his wife.

A blaze started in the floor above the engine room in Kerr & Coombes' foundry, Hamilton, before 7 o'clock on Saturday morning, the engine-room being situated in a three-storey wing of the main building. The floors and windows were considerably scorched. The loss is estimated at about $300.

GOOD WISHES FOR JAMES CARRON.

James Carron went to Montreal on Friday to attend the tin wedding of a friend. On his return to-morrow he will proceed to Toronto to be present at the annual banquet of The Gurney Foundry Co., of which he is one of the most popular travellers on the road, says the Brockville Times. It will be pleasing news to Mr. Carron's host of Brockville friends to know that he has entirely recovered from an illness which at one time threatened his life. In consequence of physical incapacity he has not made a trip for the firm in the past year. He hopes, however, to resume his route by February 1. He is a Brockville boy who is a credit to the town, and all will join in wishing the genial "Jimmy" continued success. He tips the beam 10 lb. heavier than at any period in his life.

HOW TO HEAT A VILLAGE HOUSE.

ALTHOUGH hot-air furnaces, hot-water and steam are invading the country, yet the majority of village houses are stove heated, and, as a result of defective arrangement, are very poorly heated, especially when the mercury falls below freezing, says Dr. Harvey B. Bashore, in a recent issue of The Sanitarium.

In stove-heated houses the halls are always cold, and, in addition, even in the rooms containing stoves, the floors are from 6 to 8 deg. colder than the temperature 4 or 5 ft. above, a fact easily proved by experiment. As a consequence, one's feet are just so much colder than head and shoulders. These two defects, cold halls and floors, are certainly factors in producing catarrhal inflammation of the throat and nose, if nothing worse. To reduce these defects to a minimum, it is necessary to alter somewhat the construction of the rooms. Everyone knows the value of the open grate, not so much as a heater, but as an equalizer of room temperature, and herein lies our remedy. Every room should have such a grate, or its equivalent, simply an air shaft connected with the the chimney, and opening into the room at the floor level. An air shaft so arranged, and of suitable dimensions, answers almost as well as an open grate, and furnishes the means whereby rooms may be heated very well with ordinary stoves.

When a room which has no fireplace is heated the heated air rises and spreads along the ceiling in a thick cloud, and if a window is opened the warm air rushes out before it has done much good; if, on the other hand, there is an open grate, some of the hot air, escaping up the chimney, creates a partial vaccum; this, consequently, creates in the room a movement toward the opening, and the upper heated air is more diffused about the room, making the temperature more uniform.

The halls, whether they contain a stove or not, should have an air shaft, for it will assist somewhat in "sucking out" the heated air of the adjoining rooms. A small oil heater, placed in the lower hall, will be of assistance in keeping the hall temperature at the right point.

The Selling Qualities

Or our splendid range

The Imperial Oxford

make them the most desirable stock you can handle.

THEIR DIFFUSIVE FLUE CONSTRUCTION
FRONT DRAW-OUT GRATE
OVEN THERMOMETER
DRAW-OUT OVEN RACK

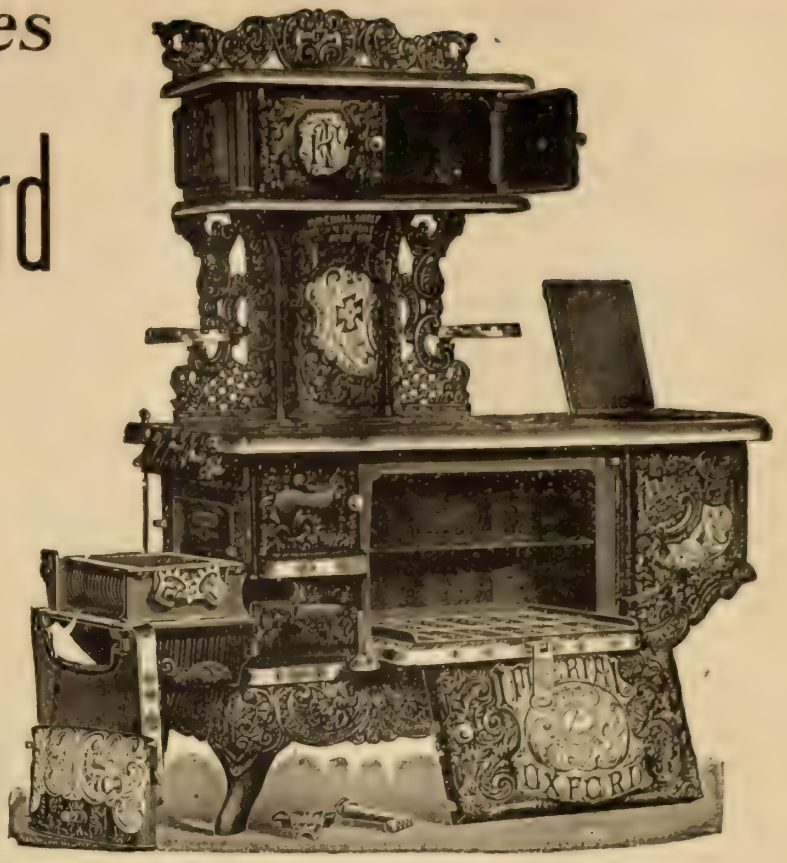
and other improved features, give them a quickly appreciated precedence over other ranges.

Housewives everywhere praise them enthusiastically.

Customers realize their superiority on sight—sales are easy.

They're the popular range of Canada.

Send us your address at once.



THE GURNEY FOUNDRY CO., Limited

TORONTO. WINNIPEG. VANCOUVER.

THE GURNEY-MASSEY CO., LIMITED, MONTREAL.

Established 1860. Incorporated 1865.

"Eureka" Cheese Factory Milk Cans.

PATENTED JANUARY, 1901

BROAD HOOP PATTERN.

Made of 22 gauge, no centre hoops. Always supplied swedged unless ordered otherwise.

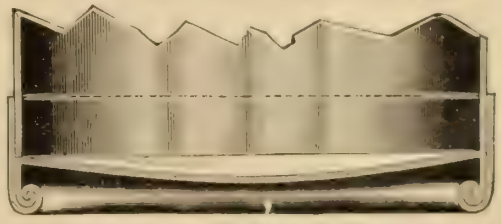
We also make "Eureka" Cans, 24 gauge, with centre hoops; and old style Cans with either slip or rest covers, swedged or not swedged.

Milk Cans and Milk Can Trimmings.

"FLUSH" SIDE HANDLES

Means no more bruised, nor broken milk cans, as is the case with protruding handles.

(See how the outer Rim and Inner are rolled in.)



SECTION OF OUR PATENT MILK CAN BOTTOM.

This demonstrates the popularity of

Davidson's Patent Milk Can Bottoms.

YOU should buy our Milk Cans and Trimmings, because our Broad Hoop Bottom has all the advantages of a seamless bottom without the strain that spinning entails. The rim is turned in with edge of bottom, giving double durability and heavy rolled edges that will not tear factory floors nor waggons.

They have no air spaces, which make soldering difficult, but sufficient space is left between bottom proper and rim to allow body of can to be inserted ¼ of an inch, making permanent joint.

Bottoms are thus sweated in with half the solder.

Bottoms are concave, draining to the centre, therefore are easier to wash out.

They will not corrode like those which drain to the side. They have flush side handles.

Top bands are "SHOULDERED" and have cut out at joint, making neater and cleaner job in half time than with old style hoop.

All bands have retinned edges.

For durability, finish and economy in making up, our Trimmings are unequalled.

The Thos. Davidson Mfg. Co., Limited. Montreal, P.Q.

INDUSTRIAL GOSSIP

PROFESSOR CARPENTER and the other promoters of the immense cement works at Belleville, Ont., are in that city preparing plans, etc., for the proposed industry. In addition to large works, the organizers of this concern propose to erect boarding houses and cottages for their employes.

J. J. Graham has sold his sawmill and hoop machinery at Uttoxeter, Ont., to The Sutherland-Janes Co.

J. E. Murphy, of Meaford, Ont., is asking for inducements from Fort William, Ont., to erect a large sawmill there.

The Hamilton Steamboat Company are thinking of putting a larger and faster boat on the route between Toronto and Hamilton.

John Lewis intends starting a shoddy mill at Berlin, Ont., to employ 20 men. He will ask Berlin for a loan and water connections.

The 250 employes of The McKinnon Dash and Metal Works Co., St. Catharines, Ont., have returned to work, after ten days' strike.

The C.P.R. has bought a large lot of land, valued at $25,000, in Fort William, Ont., but have not yet announced the use to which they will put it.

The erection of The Dominion Belt Fencing Company's factory in Hamilton, Ont., has been commenced, and it is expected it will be ready for occupancy within two months.

The Guelph Radial Railway Company will seek incorporation from the Ontario Legislature at its next session. This company desires to take over the Guelph, Ont., street railway, and construct extensions to or through Elora, Fergus, Mount Forest, Arthur and Erin, and from Puslinch Lake to Galt, from Puslinch Lake to Hespeler or Preston.

Cement was a scarce commodity last season, and from the increasing demand each year, it is probable that it will be still more scarce during the coming season, says The Winnipeg Telegram. The Manitoba Cement Company, which will build a plant next summer, is already receiving inquiries for prices on carlots by farmers intending to extend their buildings, and dealers throughout the West.

A Vancouver despatch says that M. K. Rogers, representing The Standard Oil Company, is negotiating for the coal areas of The Nicola Valley Coal and Iron Company. The coal, which comprises nine seams, varying from five to 20 feet, will be used for coking purposes in connection with the nickel-plate smelter operations projected. There is no railway in the Nicola Valley, where the coal is situated, thus the coal, which can be bought for a paltry $100,000 or so, adds the despatch, will some day be worth millions, for the country is enormously rich in minerals and other resources.

THE ELECTRIC ROAD FROM WINDSOR.

The United Railway Company, of Detroit, Mich., has nearly completed a line from Windsor to Amherstburg. The company bought the right of way from the property owners adjacent to the highway, so that the roadbed is not in the highway proper, as in most cases. Seventy-pound steel rails, made in Sault Ste. Marie, Ont., are being used. All bridges are of steel and the cars will be of the latest suburban pattern. The road follows the bank of the Detroit River all the way from Sandwich to Amherstburg, a distance of 15 miles. It passes through a rich and thickly-settled territory. Amherstburg has already become a favorite summer resort, especially for Detroit people. During the season of 1902, the Detroit, Belle Isle and Windsor Ferry Company brought about 150,000 passengers to Amherstburg and to Bois Blanc Island, in the Detroit River. The electric road will make this place much more desirable for summer residences, and property has already advanced largely in value.

TO MAKE GALVANIZED IRON.

Great progress is being made in installing the plant at the pipe mills, says The Guelph, Ont., Herald. The furnaces and machinery are now being put in and it is thought the mills will commence operations by April 1. The management have decided to build a foundry early in the spring to manufacture galvanized iron. This will give employment to 50 additional workmen. It has also been decided to manufacture their own iron here, and the company will build rolling mills before next winter. The capacity of the new rolling mills will not be less than that of the White mills, which lately moved to London, Ont., and will give employment to about 75 men. The state of the iron-pipe market is now such as to warrant these extra additions to be made to the business." At present the demand for pipe is nearly double what can be turned out of the existing mills in Canada.

THE SAULT STE. MARIE INDUSTRIES.

A despatch from Boston, after announcing that Gordon Abbott, of that city, has been elected to the board of directors of The Consolidated Lake Superior Company, states that while F. H. Clergue will probably continue in charge of the various "Soo" properties, he will not have the free hand he has had heretofore. It is believed that assistants will be appointed, with authority over certain departments entailing expenditure. It is felt that Mr. Clergue's management has been almost too progressive and not as economical as it might have been. It will probably be two or three years before there will be any dividend returns upon Consolidated Lake Superior stock. The properties are all right, but the growth has been too fast, and the policy of the Pennsylvania Railroad people, who are now in the management, will be to bring the present properties up to a substantial earning capacity and place the company upon a strong financial basis, before extending the plant or paying out any dividends. To date about $25,000,000 cash has gone into the Consolidated Lake Superior properties, and it is quite likely that some plan will be evolved to make the outstanding securities more nearly represent in par value the money that has gone into the proposition.

SPORTING GOODS.

From now onwards the hardware trade should give considerable attention to the sporting goods trade, as that branch of business can be readily developed by watchful attention. The advertisement of Nerlich & Co., Toronto, in this week's issue, is, therefore, well worthy of careful reading. This firm are agents for "Crown" brand sporting goods, which they insist are "equal to the best, bar none." Particular attention is being devoted to baseball, lawn tennis and lacrosse goods, which, they state, yield an unusually good margin of profit to the retailer, are purely of Canadian make, yet are equal to any imported goods. Their "Crown" league baseball is guaranteed to be of highest grade. The new spring catalogue of this firm's lines is now being prepared. A card requesting this catalogue will ensure prompt delivery to readers of HARDWARE AND METAL.

O. Lambert & Co., general merchants, Shawenegan Falls, Que., have registered.

ISLAND . . CITY

PAINT AND VARNISH WORKS.

We offer for 1903 special inducements to buyers of our

Island City House Paints
" " Floor Paints
" " Floor Varnish
" " Wood Stains
" " Carriage Varnishes
" " Enamel Paints

Send an order and procure some of our new advertising Cards and Signs.

P. D. DODS & CO.

VANCOUVER, WINNIPEG, MONTREAL, HALIFAX, TORONTO.

PAINT, OIL AND BRUSH TRADES

TO MAKE WHITE LEAD A NEW WAY.

WHITE LEAD is to be made in St. Louis by a new process, the invention of Willson H. Rowley, who is at the head of a recently organized company bearing his name, and which is said to be substantially backed financially. This new process has been the subject of some discussion in trade circles, and a description of it is of interest.

The lead is melted in a kettle, heated by a furnace, and kept at the lowest temperature sufficient to retain it in a liquid state and yet permit it to flow rapidly. It is then run through a vertical pipe, attached to the bottom of the kettle, into an air-tight chamber below, where the lead is atomized into a lead powder by coming into contact with moistened steam, which is discharged into the chamber under high pressure. The atomized lead is then carried along in its powdered state by the pressure of the steam and is discharged forcibly into a basin of cool running water. The result thus far is a powdered lead almost entirely free from any high oxide and containing but slight oxidation, if any.

At this stage of the process the pig lead has been reduced to a fine powder and is now ready for the various stages of oxidation. It is first immersed in water in an open basin, which permits of a partial combination of water and oxygen in the plastic mass of lead. This change is then further faciliated by stirring and drying the mass in the open air and afterward by agitating it in a drum by means of blades, at the same time sprinkling the lead with water, allowing the lead to gradually take on oxygen. When thoroughly oxidized, the mass of metal is discharged into a rotating drum and subjected to a stream of carbonic-acid gas to form white lead, according to the well-known principle that the protoxid of lead will freely take up carbonic-acid gas and form a basic carbonate of lead.

VARNISHES DEARER.

As a result of the rising turpentine market varnishes have, during the past month or so, become decidedly stiff in value, dealers now quoting a rise of 10 to 20c. per gallon in all turpentine varnishes.

It seems quite reasonable that the price of varnishes should be higher, when the cost of the principal raw material is nearly 90c. more than was the case when turpentine ranged around 50 to 60c. This rise will not, however, be as large as it would be if many of the varnish makers had not been fairly well supplied with stocks of turpentine before the recent heavy advances in that material.

THE TURPENTINE SITUATION.

THE strong feeling regarding turpentine which has been manifested on the Canadian market for some time is becoming acute, owing to the bullish advices from Savannah. On Wednesday, The N. Y. Journal of Commerce reported the market in New York as follows: "There was a considerable increase in the local activity here yesterday, and the demand appeared much stronger than for some time past. The market opened at 62½c. for machines and 62c. for oils, but very soon these prices stiffened and later on sales were reported on the basis of 63½c. for machines. The market finally closed very firm at 63½c. bid, with the majority of holders asking 64c. A week ago prices ranged from 61 to 61½c. This, it will be remembered, was for wine gallons.

The advance noted here this week is 3c. per gallon, which, coming on top of an advance of similar amount the previous week, is pretty stiff, but seems to be sustained by the conditions, as holders are steadily forcing the market upwards.

PAINT MEN PLAY HOCKEY.

The Sherwin-Williams and Canada Paint Companies' hockey teams played a match on Tuesday night at the Victoria Rink, Montreal, which resulted in a draw—two all. The play was very fast throughout and the absence of roughness speaks well for the good feeling that exists between these teams.

ABANDONING FUEL OIL.

One result of the high price of both crude and refined oil is that many manufacturers who had started using oil as fuel, instead of coal, have returned to the latter, after considerable trouble and expense. It is believed they are not likely to again start using oil as fuel because of the opinion that The Standard Oil Company, who control the situation, are likely to act in an arbitrary manner at any time.

PAINT AND OIL NOTES.

Several Toronto master painters have announced their intention of granting the 5c. per hour increase of pay asked for by the Painters' Union.

The Toronto Master Painters' and Decorators' Association held a banquet in the Temple Building on Thursday evening, last week.

A largely attended meeting of the Master Painters and Decorators of Montreal was held on Wednesday evening last week, at which it was decided to reorganize the old Association, which, for the past few years has almost ceased to exist. Messrs. Murphy, Gauthier and Jones were appointed a committee pro tem for the consideration of matters relative to reorganization, and to prepare for the next meeting, when officers will be elected and the organization perfected.

PAINT AND OIL MARKETS.

MONTREAL.

AS stated in our last week's review, the turpentine market has advanced and it would cost fully 85c. to lay it down in Montreal from the southern markets. However, 85c. is still quoted as the selling price, but should this firmness continue, in all likelihood the quotations will be advanced 2½ to 5c. per gallon. Stocks are extremely light, as holders do not care to tank up at the present high figures. An active trade is doing in liquid paints, and the outlook for spring shipments is so bright that some manufacturers are working overtime. The inquiry for white lead is unabated, and the market will soon be as bear as the coal market. There is a steady demand for paris green and the prices are very firm. Linseed oil remains unchanged and is somewhat quiet. We quote:

GROUND WHITE LEAD.—Best brands, Government standard, $5.00 to $5.25; No. 1, $4.27½ to $1.87½; No. 2, $4.40 to $4.50; No. 3, $4.02½ to $4.12½; No. 4, $3.65 to $3.75 all f.o.b., Montreal. Terms, 4 months, or 3 per cent. off for cash in 30 days.

DRY WHITE LEAD.—$5 in casks, and in kegs, $5.25.

DRY WHITE ZINC.—Pure dry, in casks, 6¼c.; in 100-lb. kegs, 6¾c. No. 1 zinc, in casks, 5¼c.; in 100-lb. kegs, 5¾c.

WHITE ZINC (ground in oil)—Pure, 25-lb. irons, 8c.; No. 1, 7c.; No.2, 6c.

PUTTY.—We quote: Bulk, in barrels, $1.80 per 100 lb.; bulk, in less quantity,

Your Money Back—

Your Money Back is what you can offer any purchaser of a can of "Ark Brand" Paint who uses the same according to directions and finds it unsatisfactory.

Dealers find our guarantee to refund the purchase price of "Ark Brand" in case it is not satisfactory a great selling feature of our paint.

"Ark Brand" is an honest paint, that will not crack, chalk, or peel, and that always gives splendid satisfaction.

It yields the dealer a nice profit, increases his business, and proves one of the most substantial branches of his business.

Write for prices and the booklet, "Paint; What to use and how to use it."

The booklet tells the experiences of many dealers who have built up immense businesses handling "Ark Brand."

The Francis-Frost Co. Limited

Canadian Agents for Grippin's Crack Filler and "Muresco" Wall Finish.

Toronto.

THE ONLY ONE.

HOLLYWOOD PAINT

is the only manufactured paint on the market to-day that can be used when an architect's specifications call for lead and oil. That is why the dealers are selling such large quantities.

Write us a card for particulars.

The Hollywood Paint Co. Limited.

HAMILTON, CANADA.

McArthur, Corneille & Co.

MONTREAL

Glue and Gelatine

In extensive assortment, to suit all requirements.
WILL BE PLEASED TO SUBMIT SAMPLES AND PRICES.

MANUFACTURERS AND IMPORTERS OF . . .

White Lead, Oils and Colors, Prepared Paints, Window Glass, Varnishes, Etc.

SELLING AGENTS IN CANADA

For the GENUINE
Imperial French Green
of JOHN LUCAS & CO., PHILADELPHIA.

And CELEBRATED
English Varnishes
of CHAS. TURNER & SON, LONDON.

$1.95; bladders, in barrels, $2.10; bladders, in 100 or 200-lb. kegs or boxes, $2.25; in tins, $2.20 to $2.50; in less than 100-lb. lots, $2.75 f.o.b. Montreal, Ottawa, Toronto, Hamilton, London and Guelph. Maritime Provinces, 10c. higher, f.o.b. St. John and Halifax. Three per cent. discount for cash in 30 days.

ORANGE MINERAL.—Casks, 7c.; 100 lb. kegs, 7¼c., smaller quantities, 8¼c.

RED LEAD.—Genuine red lead, in casks, $4.50, in 100-lb. kegs, $4.75; in less quantities, $5.75 per 100 lb. No. 1 red lead, casks, $4.25; kegs, $4.50, and smaller quantities, $5.50.

LITHARGE.—Ground, casks, 5c.; less quantities, 5½c.; flake litharge, casks, $5.25; smalls, $5.75 per 100 lb.

LINSEED OIL.—Raw, 1 to 4 barrels, 60c.; boiled, 63c.; raw, 5 to 9 barrels, 59c.; boiled, 62c. Terms, net cash in 30 days. Delivered in Ontario, between Montreal and Oshawa, at 2c. per gallon advance.

TURPENTINE.—Single barrels, 85c.; 2 to 4 barrels, 84c. Terms, net cash in 30 days.

SHELLAC VARNISH.—Pure white, $2.35 to $2.45; orange, $2.25 to $2.35.

MIXED PAINTS.—$1.20 to $1.40 per gallon.

CASTOR OIL.—8¾ to 9¼c. in wholesale lots, and ½c. additional for small lots.

SEAL OIL.—48 to 50c.

COD OIL.—35 to 37½c.

PURE CANADIAN PARIS GREEN.—Petroleum barrels, 13¼c. per lb.; arsenic kegs, 13½c.; 50 and 100-lb. drums, 14c.; 25-lb. drums, 14½c.; 1-lb. packages, 15c.; ½-lb. packages, 17c.; 1 lb. tins, 16c.; ½-lb. tins, 18c.

PURE ENGLISH PARIS GREEN.—Petroleum barrels, 14¼c.; arsenic kegs, 14½c.; 50 and 100-lb. drums, 15c.; 25-lb. drums, 15½c.; 1 lb. paper boxes, 16c.; 1-lb. tins, 17c.

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TORONTO.

The market is active; more so than is usual so early. Most interest is being centred in turpentine, which continues to rise at the primary markets. There is an advance of 3c. per gallon here. White lead is gathering strength, owing to a better feeling among the grinders, who seem to be tired of the recent price-cutting. Linseed oil is also strong in tone, owing to the advance of prices in England. Paris green is reported higher in the United States, but there is still some cutting on this market. Varnishes have been affected by the rise in turpentine and advances of from 10 to 20c. are noted. We quote:

WHITE LEAD.—Ex-Toronto, pure white lead, $5 to $5.25; No. 1, $4.62½ to $4.87½; No. 2, $4.25 to $4.50; No. 3, $3.87½ to $4.12½.; No. 4, $3.50 to $3.75 in packages of 25-lb. and upwards; ½c. per lb. extra will be charged for 12½-lb. pkgs.; genuine dry white lead in casks, $5.02½.

RED LEAD.—Genuine, in casks of 560 lb., $4.50; ditto, in kegs of 100 lb., $5; No. 1, in casks of 560 lb., $3.75; ditto, in kegs of 100 lb., $4.25.

LITHARGE.—Genuine, 6 to 6½c.

WHITE ZINC.—Genuine, French V.M., in casks, $6.25; Lehigh, in casks, $6 to $6.25.

SHINGLE STAIN.—In 5 gallon lots, 60 to 75c. per gallon.

PARIS WHITE.—90c. to $1 per 100 lb.

WHITING.—65c. per 100 lb.; Gilders' whiting, 80c.

GUM SHELLAC.—In cases, 35 to 37c.; in less than cases, 40 to 42c. per lb.

LIQUID SHELLAC.—Pure orange, in bbls., $2.25 to $2.35; white, $2.35 to $2.45 per gal.; in less quantities, 10c. extra.

GLUES.—Broken sheet, in 200-lb. bbls., 8½c. per lb.; cabinet glue, in bbls., 12c.; emery glue, in bbls., 17½c.; bookbinders', ground, 10½c.; finest American, white, 19c.; No. 1 American white, 15c. per lb.

PUTTY.—Bladders, in barrels, $2.10; bladders, in 100-lb. kegs, $2.25; bulk in barrels, $1.80; bulk, less than barrels, and up to 100 lb., $2.05; bladders, bulk or tins, less than 100 lb., $2.75.

PARIS GREEN.—Petroleum bbls., 14c. per lb.; arsenic kegs, 14½c.; 50 and 100-lb. drums, 15c.; 25-lb. drums, 15½c.; 1-lb. packages, 16c.; ½-lb. packages, 18c.; 1-lb. tins, 16c.; ½-lb. 18c.

PLASTER PARIS.—New Brunswick, $2 per barrel.

PUMICE STONE.—Powdered, $2.50 per cwt. in bbls. and 4 to 5c. per lb. in less quantity; lump, 10c. in small lots and 8c. in bbls.

LIQUID PAINTS.—Pure, $1.20 to $1.40 per gallon; No. 1, $1.10 per gallon.

BARN PAINTS.—65 to 70c. per gallon.

CASTOR OIL.—English, in cases, 9 to 9½c. per lb., and 10 to 10½c. for single tins.

LINSEED OIL.—Raw, 1 to 2 bbls., 61c.; boiled, 64c.; 3 to 5 barrels, raw, 60c.; boiled, 63c.; 6 to 9 barrels, raw, 58c.; boiled, 61c. delivered. To Toronto, Hamilton and London, 2c. less. All quantities of 10 barrels and over of linseed oil sold only f.o.b., Toronto, Hamilton, London and Guelph.

TURPENTINE.—Single bbls., 89c.; 2 to 3 bbls., 88c. delivered. Toronto, Hamilton and London, 1c. less. For less quantities than barrels, 5c. per gallon extra will be added, and for 5-gallon packages, 50c. and 10-gallon packages, 80c. will be charged.

GASOLINE AND BENZINE.—We quote as follows: Benzine, 19¼c. and gasoline, ordinary, 21¼c. and engine, 22¼c. f.o.b. Toronto.

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WINDOW GLASS.

MONTREAL.

This being the dull season for glass there is not much stir in the market. Locally there is, however, a fair trade being done and the prices are firm. We quote: First break, 50 ft., $2; second, $2.10 for 50 ft.; first break, 100 feet, $3.80; second break, $4; third break, $4.50; fourth break, $4.75.

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TORONTO.

There is no change. Prices are being well maintained and a good stock business is reported. The import demand is well up to the average. We quote as follows: Under 26 in., $4.25; 26 to 40 in., $4.65; 41 to 50 in., $5.10; 51 to 60 in., $5.35; 61 to 70 in., $5.75; 71 to 80 in., $6.25; 81 to 85 in., $7; 86 to 90 in., $7.75. Toronto, Hamilton and London. Terms, four months, or 3 per cent., 30 days. Discount, 15 per cent.

THE DEALER

who secures an agency for "ANCHOR" LIQUID PAINT can enter the field confident that he can supply his customers with the best goods on the market.

For years "ANCHOR" LIQUID PAINT has been giving satisfaction and perfection was reached last year by the introduction of BRANDRAM'S B.B. GENUINE WHITE LEAD into its manufacture—the standard of the world.

ANCHOR BRAND
H&P
REGISTERED
TRADE MARK

BRANDRAM BROS & CO
BRANDRAM'S B. B. WHITE LEAD
REGISTERED TRADE MARK
MANUFACTURERS LONDON ENGLAND

Send us a post card and let us tell you all about it.

HENDERSON & POTTS
ESTABLISHED 1874
HALIFAX and MONTREAL

Lockerby & McComb

AGENTS IN CANADA

FOR THE

Celebrated P. & B.

Cold Storage Lining

AND

. . Ruberoid Roofing . .

P. S.--Prices on Application.

65 Shannon Street, MONTREAL.

IN THE CASE NOW PENDING

wherein Hardware and Paint Dealers everywhere are the judges, the people of Canada and other countries the jury, and **CHURCH'S COLD WATER**

ALABASTINE

for twenty-five or more years on trial, it is very evident that **ALABASTINE** is the only wall-coating in demand

The judge in charging the jury stocking **ALABASTINE**—and the jury in rendering the verdict—buying and using **ALABASTINE** have shown conclusively that the claims of the **ALABASTINE COMPANY** have been clearly and emphatically established. The evidence submitted is in order as follows:

SUPERIORITY—To sell goods of any other manufacture, the dealer **must** recommend them "the same thing, or, as good as ALABASTINE."

DURABILITY—ALABASTINE is manufactured from a cement base; can be recoated, and hardens with age, a claim that no other manufacturer has substantiated.

ARTISTIC BEAUTY—Made in twenty beautiful tints and white. Any degree of decorating can be done with ALABASTINE from plain tinting to the most elaborate in relief decorating known to the decorator's art.

IS SANITARY—Sanitarians condemn in strong terms the use of wall paper for the walls of living rooms, on account of the poison used in its manufacture, and the decaying mouldy paste on the back of it. Kalsomines that rub off on everything that comes in contact with them are not to be recommended. Physicians all agree that "walls to be healthy must breathe." ALABASTINE is porous and permits the free passage of air

IS CONVENIENT—Being ready to use by mixing in **cold water**. The inventor of this process, Mr. M. B. Church was the first to produce a wall-coating to be mixed with cold water that was practical. This feature is patented in Canada and other countries. ALABASTINE in this form has absolutely displaced hot water preparations, and forced kalsomine manufacturers, at the risk of patent infringement, to attempt to imitate this process.

In accordance with above verdict and the facts stated, this court hereby affixes the great seal of the manufacturers of the greatest wall-coating to be found anywhere in the world.

The trade supplied by Wholesale Hardware and Paint Dealers. Also by

THE ALABASTINE CO., Limited,

PARIS, ONT.

MONTREAL BOARD OF TRADE

THE result of the election of officers to the Montreal Board of Trade was that Arthur Hodgson, of Hodgson Bros., produce and commission merchants, was made president, in a well-contested battle with Alex. McFee, the retiring president. The other officers were: 1st vice-president, Geo. E. Drummond; 2nd vice-president, W. L. Gear; treasurer, James Davidson; council, H. B. Ames, R. M. Ballantyne, Jas. Carruthers, George B. Fraser, E. F. Hebden, Robert Ironside, D. L. Lockerby, Charles Meredith, James Thom, Hugh Watson, W. W. Watson, J. T. Wilson; members of board of arbitration, Robert Archer, Robert Bilkerdike, M.P., Jas. Crathern, F. W. Evans, E. B. Greenshields, J. C. Holden, John MacFarlane, Hon. Robert Mackay, John McKergow, Henry Miles, Robert Munro, Chas. F. Smith.

President Hodgson, in a few brief remarks, thanked the voters for the honor done him. He attributed Mr. McFee's defeat to the fact that the one year term had been made the issue, and complimented the late president on the good work he had done while in office. The present year was an important one, in view of the opening of the new Board of Trade Building and the coming of representatives of the Chambers of Commerce of the Empire. He thought business men did not take enough interest in public matters, and urged all members to work for the welfare of trade during the coming year.

W. L. Gear, in moving a vote of thanks to the retiring president, made some appreciative remarks of Mr. McFee's work during 1902, not only in Canada, but in Great Britain. George E. Drummond seconded this, speaking in the same strain.

Robt. Meighen and other members of the board expressed their regret at the defeat of Dumont Laviolette as a member of the council. He was a French-Canadian, and it was thought that at least one member of that race should be represented.

SPECIALTIES FOR HARDWAREMEN.

The J. Nicklin & Co., hardware specialty manufacturers, of Birmingham, England, are turning out some excellent goods for the 1903 trade. Their principal lines are curtain rings, tin blind rings, brass-rimmed tablets, curtain hooks, and various other articles. This house is one of the best in England, and has an enormous home trade, while their export business to the various colonies is quite extensive. On another page the advertisement of this firm is to be seen, illustrating a few of their leaning lines.

"Make Assurance Doubly Sure."

IF you are interested in good paint and desire to extend and improve the value and character of your business "stand not upon the order of going," but proceed at once to the post or telephone office and order a supply of the

Canada Paint Company's

House and Villa Paints.

They make special paints for Floors, Verandahs, Roofs, Waggons, Carriages and Implements.

The fact of the **Canada Paint Company's** name being on the package is a guarantee of its excellence Their Paris Green is the best that is made.

HEATING AND PLUMBING

RADIATORS IN GREAT BRITAIN.

IN his inaugural address before the Institution of Heating and Ventilating Engineers, President Louis F. Pearson made the following references to the use of radiators in Great Britain :

"There appears to be a general consensus of opinion that radiators are neater than plain pipes, and cheaper and more effective than coils with coil cases ; but in my opinion we have much to learn respecting effective radiating surface. Many heating engineers appear to think that so long as they purchase radiators rated at the requisite number of feet of heating surface, it is quite immaterial what that surface is, but if they carefully test the work when completed, they will find that there is a great difference in the heating power of various patterns. We may take it that, as a rule, the lower and narrower the radiator and the greater the space between the loop or tubes (that is to say, the more completely the surface is exposed) the better will be the result, both as regards the amount of heat transmitted per square foot of surface and the greater facility for cleaning. I may also say that I have found radiators with large internal or flue surfaces give very poor results, unless connected with the outside air as ventilating radiators, and even then it is doubtful if more than 75 per cent. of the surface is effective.

"There are a considerable number of nickel-plated radiators being used for hospitals, etc., at the present time, and, though they are easily cleaned, I cannot think that it is a reasonable way of treating heating surface, for it must considerably diminish the radiating power ; though I have not yet been able to ascertain to what extent the efficiency of the radiator is impaired. It is common knowledge that a well-polished teapot retains the heat longer, and therefore makes better tea, than one with a dull, rough surface. You will have also noticed that polished fire-irons lying close to a hot fire are comparatively cool, and though, of course, the latter is a case of absorption of heat, I take it that what induces rapid absorption of heat will also induce rapid radiation.

"Another domestic appliance which is a good example of the way coil cases and tops to radiators reduce the heating power of coils and radiators is the ordinary fire-guard. I have found them reduce the temperature of a room from five to ten degrees, even though the wire meshes are half an inch centre to centre. Tops of radiators, besides impairing the efficiency of the heating surface at least 10 per cent., also harbor dust and dirt, a very serious consideration."

Again, after referring to dust as the chief cause of London fogs and of much sickness in that city, President Pearson says : "This must necessarily affect the planning of heating and ventilating installations, and also explain why doctors have recently made such a strong point of all radiators and heating surfaces being made so that all parts can be easily and quickly cleaned, especially when intended for hospital work. It appears to me that in view of the above remarks that coils in coil cases, radiators with loose tops and with inaccessible enclosed surfaces, pipes in trunks with open grates over them, brick flues for admitting fresh air that cannot, and will not, be thoroughly cleansed. Coke screens, as often used in the Plenum systems, and indirect radiators with the so-called "pin" surface, in fact, any form of apparatus which either collects or conduces to dust, stand self-condemned, and, therefore, should be carefully avoided. It is a well-known fact that most healthy people breathe principally through the nose, and that more delicate ones generally through their mouths. The advantage of the former method, of course, is that by breathing through the nose we utilize nature's screen, which consists of a number of fine hairs, which filter the air as it passes into the lungs. This natural hair screen, or filter, to work to the greatest advantage should be moist, which I presume is one of the chief reasons why dogs, cats and other animals have generally a cool damp nose when in good health. Heating and ventilating must go hand in hand with sanitary science, and the laws of health carefully considered, if we are to be progressive and successful in our work. As a rule, we cannot do better than copy nature as nearly and as faithfully as circumstances will allow, and it would, therefore, appear that screens or air filters were used in connection with heating and ventilating should be composed of hair, and kept constantly moistened (the latter precaution is generally taken I think), though I am not sure whether hair has been tried as a material for screens. Where ventilating radiators are used for heatiug the incoming fresh air I see no reason why they should not be fitted with a removal screen, and if duplicate ones were supplied they could be removed and thoroughly washed at stated periods."

BUILDING NOTES.

THE Burton Building Co., Hamilton, Ont., who are to build 40 houses near the new Dearing works, have given the contract for their erection to contractor E. D. Depew, the price being $36,700. Each house has a modern equipment as regards bath-room, etc., but the rooms generally are smaller than usual.

W. Galbraith proposes to erect a two-storey hotel and general store in Squamish, B. C.

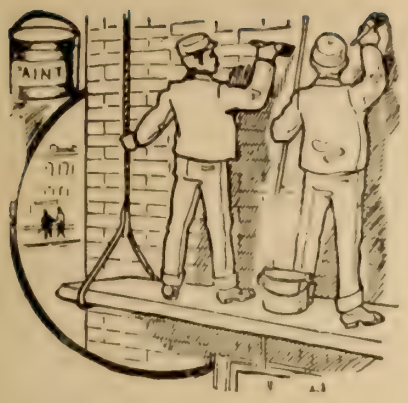
The Quebec Fire Assurance will erect a large office building in Quebec City. Hutchison & Wood, architects, Montreal, are preparing the plans.

Postmaster-General Mulock has decided to erect a new postoffice at the corner of Lisgar and Queen streets, Toronto. Three similar offices will be opened later.

The City and District Savings Bank, Montreal, have bought the "Hall" property on St. Catharines street, Montreal, and will alter these large premises to suit their requirements.

A. F. Maclaren, M.P., will furnish funds or will form a company for the erection of a large hotel in Stratford, Ont. The building will be five-storeys high and front on Ontario street, opposite the Albion hotel.

Winnipeg anticipates a building boon this year. Last year over $2,300,000 was spent in building operations, and greater activity is looked for. Among the proposed structures are the C. P. R. hotel and depot ; Union Bank building ; Carngie Library ; Manitoba Club on Broadway, back of the Hudson's Bay chambers ; Strange block on Fort street, near Graham avenue ; Bank of Ottawa building ; office for the Eastern Townships Bank, which purposes to establish a branch here ; factory and



Ramsays Paints For Business.

A good paint business is produced only by a paint up to the mark to do it.

The paint business is developing rapidly—read the articles in this paper and be impressed with the idea of the thing—it means business for you.

The paints that will produce this business are **RAMSAYS PAINTS.** The paints that will retain it are **RAMSAYS PAINTS.**

Don't waste precious time now in this big line with cheap paints, or paints without a reputation.

RAMSAYS PAINTS have a reputation and a way to help you.

RAMSAYS PAINTS are right and the price is right.

A RAMSAY & SON **EST'D** **PAINT**
MONTREAL **1842** **MAKERS**

The Auer Gas Lamp

"Turns night-time into day-time."

New Models. Lower Prices.

Would you buy a lamp which doesn't smell or smoke?

Would you buy a lamp which will save you half your expense for coal oil?

Would you buy a lamp which shows your goods in daylight colors?

No. 29
200 Candle Power.

Would you buy a lamp which you can return, for full price, if you don't like it?

That's the kind of a lamp we make.

EVERY LAMP GUARANTEED

Write for our Catalogue and Discounts.

AUER LIGHT CO., 1682 NOTRE DAME ST., MONTREAL.

MURALO

A perfect wall tint is a splendid incentive in the paint business.

There have been many wall tints offered before but none were perfect until **MURALO** was made on the most approved methods.

MURALO throws aside all the old useless ideas; produces the very latest and best up-to-date *cold water* wall tint; other wall tint makers think they have the same, but they havn't, they can't even imitate.

MURALO stands alone.
MURALO sells the world over.
MURALO makes money—makes friends.
MURALO pays.

AGENTS:

A. RAMSAY & SON, - - - - MONTREAL
THE J. H. ASHDOWN HARDWARE CO., Limited, - WINNIPEG
McLENNAN, McFEELY & CO., - - - VANCOUVER

Makers
THE MURALO COMPANY, New Brighton, Borough of Richmond, New York.

Booth Copper Co., Limited

Cuts Copper and Brass

SHEETS—TUBES—RODS

to any size.

FULL STOCK ALWAYS ON HAND.
PROMPT SHIPMENTS.

The BOOTH COPPER CO., Limited

119-123 Queen St. East,
TORONTO.

warehouse for the Great West Sudbury Co. Architects are now preparing plans and specifications for these buildings, though no tenders have been called for as yet.

KINETIC HEAT.

This is a new device for giving uniform heat from a furnace, and is proving itself to be a valuable article in connection with such heating apparatus. It not only improves the heating powers of the furnace, but saves, it is claimed, from 40 to 50 per cent. of coal. The machine is placed on the side of a furnace and a small tube is attached to the water pipe, the water first passing into a filter and from there through a water wheel, which throws five small streams of water on the fire continually. It consumes the hydrogen of about 15 gallons of water daily. The directions are very simple and can be carried out by anybody. The machine as it stands to-day is for anthracite coal only, but in the near future it will be perfected for the use of soft coal and gas. It has proven a wonderful success in Montreal during the present season—so much so that the company have all they can do to supply the demand, and will be unable to put it on the outside market until next season. The business offices of The Kinetic Heat Company of Canada, Limited, are at 80 Drummond street, Montreal.

BUILDING PERMITS ISSUED.

TORONTO.

Geo. A. Craig, for a dwelling house near Bloor street on St. Clarence avenue, to cost $3,200.

W. A. Murray & Co., for $10,000 alterations to their store on King street; J. W. Siddall, architect.

A. Hawes, for an apartment house at the corner of Huron street and Sussex avenue, to cost $35,000; J. A. Berridge, architect.

PLUMBING AND HEATING NOTES.

A. F. Macpherson, plumber, Toronto, is making several improvements to his premises.

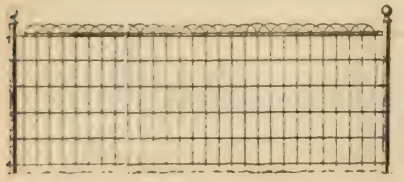
John Fleming, a respected master plumber and gas fitter, St. John, N. B., died at his home there last week.

Alderman Walsh, of Montreal, is still agitating for the appointment of an inspector of electric wiring in that city.

Wm. Cranston, plumber, of Winnipeg, spent a few days in Roland, Man., last week with his brother, Jas. Cranston.

The new steam-heating apparatus installed in the Brandon, Man., machine works, is now in perfect running order and gives splendid satisfaction.

Power & Corsitt, the new plumbing firm, who have lately taken over the business of Power & Co., Sydney, N. S., last week purchased the St. Lawrence house property on the corner of Charlotte and Falmouth streets, and will convert it into a business stand.

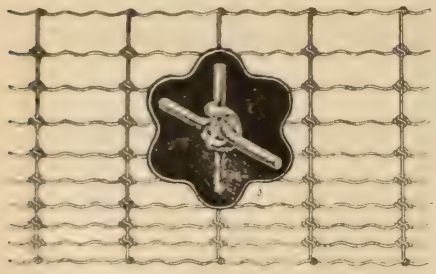


CYCLONE LAWN AND CEMETERY FENCE.

We build it from 24 inch to 42 inch high, from **14c.** to **19c.** per running foot. The best and strongest in the market. We build farm fences and gates of all sizes.

Cyclone Woven Wire Fence Co., Limited

Write for price. TORONTO



IDEAL Woven Wire Fencing

COMPLETE IN THE ROLL, READY TO ERECT.

A GOOD SELLER

because the use of No. 9 Hard Spring Wire for both Stays and Horizontals makes it the

Strongest and Best.

WRITE FOR SAMPLE AND PRICES.

THE McGregor-Banwell Fence Co., Limited.

WINDSOR, ONT

"Pullman" Lawn Sprinkler

IS YOUR ORDER IN?

Send for Folder No. 14.

Pullman Sash Bal. Co.

Rochester, N.Y., U.S.A.

GLUE

The sticking kind. The best only is manufactured by us.

Write for quotations.

W. Harris & Co., Danforth Ave., TORONTO.

Established 1854. 'Phone Main 1706.

THE GEO. B. MEADOWS

Toronto Wire, Iron and Brass Works Company, Limited.

Manufacturers of Wire Window Guards, Wire Cloth, Moulders' Riddles, Children's Cots, **Bank and Office Railings, Ornamental Iron Fencing,** Window Fixtures, Wire Work, Architectural Wrought Iron Work.

117 King St. West, TORONTO, ONT.

Bring Customers to Your Store.

By using good printing, we do that kind, and do it cheap. Have your work done by city workmen in an up-to-date city office. Then you get style and originality. **Special** 1,000 Billheads, $1.25; 1,000 Noteheads, $1.00; 1,000 Envelopes, $1.00, extra good paper. Send for sample.

WEESE & CO., 54 Yonge Street, - Toronto.

FOR SALE.

RETAIL HARDWARE, STOVE AND TIN Business for sale, one of the finest openings in Ontario. Stock about six thousand dollars. Apply to Mr. Peleg Howland, H. S. Howland, Sons & Co., Limited, Toronto. (5)

GENERAL STORE, IN GOOD LOCALITY, near Station. Stock $4,500 to $5,000. Yearly turnover, $38,000. (last year Rent, $150 only. Pay Roll at Mill, $2,500 yearly. A good business for the right man. Apply C. H. C., care HARDWARE AND METAL, 232 McGill St., Montreal. (5)

FOR SALE—OLD ESTABLISHED HARDware Business in rapidly growing town of Collingwood. It has good connection and increasing trade; owner retiring. Apply to J. Henderson, Collingwood. (5)

DO YOU WANT A SET OF TINNER'S OR Plumber's tools at a bargain? If so write Byers, Giegerich, Green Co., Limited, Kaslo, B.C. (5)

HARDWARE—GOOD PAYING BUSINESS, excellent location, sales mostly cash, stock $4,000, all first-class. Owner going into manufacturing. Will sell quick at price on dollar. Address care London Fence Machine Co., London, Canada. (tf)

AN OPENING. BEST AND MOST SUCCESSful hardware business in first-class Western Ontario town, 2,500 population. Agricultural district equal to any in Canada. Good live stock, value over $4,000. Proprietor going into manufacturing. Splendid opportunity, must sell quick. Address "Hardware," care London Fence Machine Company, London, Ontario. (tf)

STEVENS ALL STEEL TOOLS

—ARE—

STANDARD FOR QUALITY.

Your stock is not complete without a full line of our **Rifles, Shotguns, Pistols, Tools and Victor Bicycles.**

Handled by the Leading Jobbers.

J. Stevens Arms & Tool Co., P.O. Box 217 Chicopee Falls, Mass., U.S.A.

THOS. BIRKETT & SON CO., Limited, Wholesale Hardware Merchants, Ottawa, Ont.

Barb Wire,
Hay Wire,
Cut Nails,
Wire Nails,
Cordage,
Glass,
Etc.

The Only Exclusive Wholesale Hardware Firm Between Montreal and Toronto.

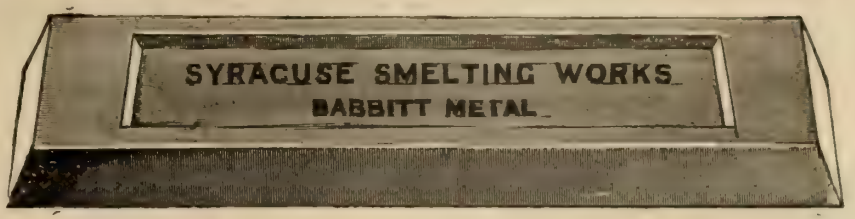
Tarred and Dry Sheathing,
Tarred Felt,
Rosin, Pitch,
Chopping Axes,
Broad Axes,
Cross Cut Saws,
Etc.

A complete stock of Lumbermen's and Builders' Hardware always on hand. **A Trial Solicited.**

PRICES RIGHT. ASK FOR PRICES.

Use Syracuse Babbitt Metal

IT IS THE BEST MADE.



For Paper and Pulp Mills, Saw and Wood Working Machinery, Cotton and Silk Mills, Dynamos, Marine Engines, and all kinds of Machinery Bearings.

Wire, Triangular and Bar Solder, Pig Tin, Lead, Ingot Copper, Ingot Brass, Antimony, Aluminum, Bismuth, Zinc Spelter, Phosphor Tin, Phosphor Bronze, Nickle, etc., always in stock.

Canadian Works, Montreal, P.Q.
American Works, Syracuse, N.Y.
Head Office American Works, 94 Gold Street, New York.

Syracuse Smelting Works

ATKINS HIGH-GRADE, CROSS-CUT SAWS

ARE SUPERIOR TO ALL OTHERS IN MATERIAL, TEMPER, WORKMANSHIP, FINISH AND CUTTING QUALITIES.

OUR VICTOR, TUTTLE TOOTH AND SEGMENT GROUND SAWS ARE THE FAVORITES IN THE CAMPS

E. C. ATKINS & Co.,

LEADING MANUFACTURERS OF HIGH-GRADE, CROSS-CUT, HAND, BAND, CIRCULAR, HACK, BACK, WOOD AND SMALL SAWS OF ALL KINDS.

Factories and Home Office: INDIANAPOLIS, IND., U.S.A.

Write for Catalogue and Prices.

American Steel & Wire Co.

New York: Empire Building.
Montreal: New York Life Building.
Chicago: The Rookery.

BARB WIRE. GALVANIZED PLAIN WIRE.
PLAIN TWIST CABLE FENCING.

Telegraph and Telephone Wire, Mattress, Broom, Weaving Wires of every description, Rail Bonds, Bale Ties, Special Wires for all purposes. Springs, Horse Shoes, Wire Rope, Cold Drawn Steel Shafting.

HINTS ON ADVERTISING.

By A. B. Caswell.

CHRISTMAS time with all its joys and its business hum is round the corner and almost another year must elapse before it is with us again. And now the merchant's thoughts naturally turn to the best methods of brightening up trade for the other eleven months of the year, and especially through the month of January, which is often hard-hit by the re-action of Christmas trade. If business was only as brisk all the year round as it is during December how soon many shopowners would be able to retire. But we cannot expect this. It isn't natural, as every business must have its "bull and bear" weeks. Dull weeks can be greatly lessened, however, by judicious management.

* * *

The enterprising merchant will not acknowledge such a thing as positively dull days, or, at any rate, very many of them together. If nothing turns up he will do a little "turning up" on his own account; he is always a-bustle, always devising something fresh to whet the public appetite. The dull season, far from being a reason for ceasing efforts, is a reason for re-doubling them. He looks about for the best and quickest remedy. It is here that his advertising will stand in good stead. There is a wise saying: "When business is good, that is the time to force it, because it will come easy. When it is bad that is the time to force it, because you need orders."

* * *

I am taking it for granted that you have been forcing business during the holiday season, advertising special lines, etc., and that it has come easy. And now is the time to force it because you need the orders. To do this, go through your entire stock, very carefully selecting lines that can be run out by a little extra push. But it is not my intention to suggest which lines to push. The grocer's knowledge and experience of what his customers will be more likely to buy, or what he can sell to best advantage should come to the rescue in this respect. All conditions are not the same, and the merchant must be guided by his own good judgment and knowledge of the conditions which he only can understand.

* * *

The trade of the average store naturally resolves itself into three classes, that is, the exclusive, which buys the highest-priced goods, the medium and largest class, which demands popular prices, and good quality, and the cheap trade, whose chief requirement is cheapness. The two first-named embrace those at whom advertising should be directed, unless a store specially caters to the buyers of cheap merchandise, in which case a somewhat different method is usually required.

* * *

Anything distinctively new is worth talking about, if you can safely recommend it. There are always a great many on the lookout for new things.

A SAMPLE AD.

Advertising pays best when it is better than the "other fellow's"; other things, of course, being equal. Give them something a little out of the ordinary. Is a town election impending, a public ball, a Masonic gathering? Is a Convention of Sons of This, the Daughters of That, or the Knights of Something Else in progress? Are the people keenly interested in some public improvement, the building of a new railway, a new enterprise, or court house—anything of moment, in fact? Then strive to incorporate a brief, bright reference to it in your advertising. Be on the alert to let the townpeople know that you keep abreast of affairs, that you are in close touch with their interests. This sort of thing helps a merchant immeasurably.

* * *

I have been asked, does it pay to be funny in one's advertising? Yes. If you have a natural turn for humor. It should never find expression, however, in cheap wit or vulgar punning. As a rule, slang is a good thing to let alone, although a few expressions of the better sort may be used whenever they fit.

* * *

As I have before advised in these columns, more and more the tendency in modern advertising is toward few phrases and short ones. This is a bustling age when each minute counts, and the busy man hasn't time for essays. To impress him you must rivet his attention at first glance, and then hold it to the end with terse and trenchant phrases. The time when the advertising writer scribbed dullness over a page is past. Unless the reader is taken captive by the opening sentence, it's pounds to pence that he won't pay the slightest heed to an advertisement. Involved and long-spun-out sentences merely tire the reader; the ideal phrase is short and sharp, like the crack of musketry. By all means turn a joke if you can turn one neatly, but remember that a fact is better advertising ammunition than a jest. Tickling the reader may be fun for the reader and fun for you, but the ad.-writer who is always on the tickle will find that the readers will ultimately refuse to concede serious moments to him. Learn to pen your phrases just as a speaker utters his—with a keen eye toward their effect upon the audience.

THE CALENDAR OF THE YEAR.

One of the handsomest things in the way of a calendar it has ever been our good fortune to see has been issued by the advertising department ol the Intercolonial Railway and Prince Edward Island Railway of Canada. It is a unique specimen of the lithographer's art, being an imitation of burnt leather or wood engraving, with the familiar moose head of the road as the central idea. The calendar bears the stamp of The Toronto Lithographing Company, Limited, and reflects credit on the work of that institution. We understand that copies of the calendar will be mailed to all those applying for them. A mention of "The Canadian Grocer" would confer a favor.

FRANK MILLER'S

HARNESS PREPARATIONS.

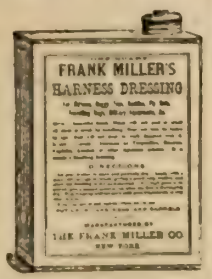
FRANK MILLER'S

HARNESS DRESSING

Recognized as

"THE STANDARD."

Produces a brilliant jet black gloss which will no peel or smut and to which dirt will not stick.



Frank Miller's

Harness Soap

Unrivaled for cleaning and softening Harness.

Put up in cakes, pans, boxes and tubs.

FRANK MILLER'S

Harness Oil.

Preserves and softens the leather, thus adding life.

The highest quality of oil on the market.

HORSE BLANKETS— Jutes and Dutch Kerseys

HORSE COVERS— Black and Brown Waterproofs

SWEAT PADS— Standard Widths and Sizes

Enquiries Solicited.

HENRY F. FALKINER

60 George Street - TORONTO

SEE

WRIGHT'S New Sprayer

before booking your order.

The best on the market. PRICES RIGHT.

E. T. WRIGHT & CO.,

Manufacturers, HAMILTON, ONT.

LAMB FENCE

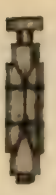
Cheapest Because It's Best.

The H. R. LAMB FENCE CO., Limited, London, Ont.

Want Ads.

In this paper cost 2 cents per word each insertion, payable strictly cash with order. Many large business deals have been brought about through advertisements of 20 or 30 words. Clerks can be secured, articles sold and exchanged, at small expenditure. Don't forget to send stamps or postal order when sending in copy. When replies come in our care 5 cents additional must be included for forwarding same.

MacLEAN PUBLISHING CO., Limited
Montreal and Toronto



Steward & Romaine Mfg. Co

EXPANSION and TOGGLE BOLTS

For fastening all kinds of material to Brick Stone or Cement.

124 North Sixth St., Philadelphia, Pa.

GALVANIZING

Our plant is modern, and capacity large. Prices O.K. Other branches:

WINDMILLS, PUMPS, TANKS, FOUNDRY WORK ETC., ETC.

Ontario Wind Engine & Pump Co., Limited, 505 Atlantic Ave., Toronto.

STOVE BRICK

Fire Clay and Asbestos, Furnace Cement.

All kinds of Fire Clay products made to order from patterns. Write for Price List.

JONES BROS., BRACONDALE, P.O., ONT (NEAR TORONTO)

H. & R. SINGLE GUN AUTOMATIC AND NON-EJECTING.

12, 16 and 20 Guage. Steel and Twist Barrels

Superior in Design, Workmanship and Finish, and the most popular Gun on the Market.

Simplest "Take Down" Gun Made.

HARRINGTON & RICHARDSON ARMS CO.

Also makers of H. & R. Revolvers.

Catalog on request. Worcester, Mass., U.S.A.

THE CELEBRATED

NATIONAL CUTLERY CO. SHEARS

Acknowledged the best and fully warranted.
Not connected with any Shear Combination.

Tailors' Shears, Trimmers, Ladies' Scissors, Barbers' Shears, Tinners' Snips.

DECATUR, BULL & CO., Sales Agents, MONTREAL.

Established 1832. Cable Address, "BLISS."

MANUFACTURERS

Wood Turnings, Hand, Bench and other Screws Mallets, Handles, Vises Clamps, Tool Chests Croquet, Lithographs Wood Toys, Novelties

and also the celebrated

Wood's Patent Car Cate

For Street and Steam Railroad Cars.

The R. BLISS MFG. CO.

Pawtucket, R.I., U.S.A

Canadian Representative: ALEXANDER GIBB, 13 St. John St MONTREAL.

75 YEARS. ESTABLISHED 1825. 75 YEARS.

CEMENT TRADE NOTES AND COMMENTS.

THAT there will be a heavy production of Portland cement in Canada this year is assured. The formation of cement companies and the erection of factories has, during the past year or two, been so remarkable that competition has become very keen in past seasons, and imports have been reduced. New factories will be turning out generous quantities of cement this season, and a sale for this, in addition to the production of former years, will have to be found.

Naturally, some have feared excessive competition this year, and will be pleased to hear of the formation of a cement association which will tend to prevent such competition. But those who have examined the field closely will not look for the remedy from competition in such an association, but in an increased sale of cement. As mentioned a few weeks ago, there has been an exceptional increase in the uses to which cement is being used in building, paving and engineering operations, all of which are bound to be particularly active this year, not only in the Northwest, but in the older Provinces.

What effect will this have on the hardwareman? Simply that he can add materially to his cement business by keeping in touch with the new conditions, the new uses to which cement is being put. He can, moreover, get his supplies readily and at moderate prices, for there is little likelihood of excessive prices this year. Every hardwareman should study the cement trade, learn how it can be used to advantage, and then should start out to get his share of the cement trade of his district. If he is progressive, buys in fair to large quantities and pushes the line, he can make it profitable to himself in a short time.

TENDERS FOR 15,000 BBLS.

Tenders are being asked by C. J. Brown, city clerk, of Winnipeg, for 15,000 barrels of cement. Tenders must be in before 8.30 p.m. on Tuesday, February 17, and accompanied by cheque. Specifications can be had on application.

CEMENT MAKERS ORGANIZE.

A branch of the Canadian Manufacturers' Association, representing the cement-makers of Canada, has been organized, the object being to protect the interests of the trade. Last year American cement to the value of $699,000 came into Canada in spite of a duty of 12½ per cent. The Canadian manufacturers will not ask that this duty be increased, but will request strict interpretation and enforcement of existing Customs laws with regard to undervaluation. The officers of the new association are: Chairman, J. M. Kilbourn, Lakefield, Ont.; vice-chairman, F. G. B. Allan, Deseronto; secretary, R. J. Younge, Toronto. Executive, Messrs. Maitland, McLaughlan, Kilbourn and Kline, of Owen Sound; Stanhope, of Durham; Knechtel, of Hanover; Elliot, of Brantford; Morgan, of Longue Point, Que., and C. A. Masten, of Toronto.

THE MANITOBA CEMENT COMPANY.

The promoters of The Manitoba Cement Company state that they are making satisfactory progress in placing the stock of the company on the market. They place the cost of bringing cement from Ontario to Winnipeg at $1.20 per barrel, and claim that they can save this cost.

THE GERMAN CEMENT TRADE.

The efforts of The German Cement Syndicate to control the production and regulate the price of cement, have failed, and the Syndicate has been dissolved. In the last two or three years, so many new factories have sprung up that it was impossible for the Syndicate to bring them all under one management, and the competition which has ensued has been disastrous to the trust. At the same time, dissensions have arisen within the Syndicate, says Kublow's German Trade Review. The struggle, which has lasted since September, 1900, has culminated in a conflict of extermination between the larger factories and the smaller. Prices of cement have fallen so that they are now at least 20 per cent. below the cost of production in the most capably managed works. The result of these conditions is that cement has been exported at abnormally low prices, which is likely to continue until the German manufacturers quit their destructive competition.

MAY IT PROVE SUCCESSFUL.

The Canadian Pacific Railroad Co. is behind a project to make of St. Andrews, N.B., a great summer resort rivalling Bar Harbor. Sir William C. Van Horne, ex-president of the Canadian Pacific, and Sir Thomas Shaughnessy have already spent thousands in building beautiful homes at St. Andrews and in beautifying their grounds. Now it is announced that the company and interests allied to it are about to acquire the Algonquin Hotel and the immense tract of land owned by The St. Andrews Land Improvement Co. The hotel, which will be run during the coming summer under Canadian Pacific management, will receive extensive alterations and improvements, large sums will be spent in laying out and beautifying the land company's ground and preparations will be made for a much larger summer business than heretofore.

It is expected that the Canadian Pacific backing of this beautiful resort, giving promise of permanency, will result in many wealthy Canadians and Americans building summer homes there. There are good boating and bathing facilities, excellent fishing (either deep sea or lake) and many other attractions.

APOLLO BEST BLOOM
GALVANIZED IRON

What are you in business for?

That's what Apollo galvanized iron is for.

American Sheet Steel Company, New York

Representatives for Canada
B. & S. H. Thompson & Company
53 St. Sulpice Street
Montreal

ROYAL-CANADIAN

is H. Boker & Co's. best concaved plain Razor. Finest Quality without waste on fancy work. Lowest price for the very finest grade of goods.

The brand is registered at Ottawa.

For sale by all Leading Wholesale Houses.

CURRENT MARKET QUOTATIONS.

January 30, 1903.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

TIN.

Lamb and Flag and Straits 56 and 28-lb. ingots, 100 lb.	$31 00	$32 00

TINPLATES.

Charcoal Plates Bright.

M L.S., equal to Bradley	Per box.
I C, usual sizes.	$6 75
I X "	8 25
I X X "	9 75
Famous, equal to Bradley	
I C	6 75
I X	8 25
I X X	9 75
Raven and Vulture Grades	
I C, usual sizes	5 00
I X "	6 00
I X X "	7 00
I X X X "	8 00
D C, 12½x17	4 50
D X	5 25
D X X	6 00

Coke Plates Bright

Bessemer Steel	
I C, usual size, 14x20	4 00
I C, special sizes, base	4 50
20x28	9 00

Charcoal Plates Terne

Dean or J. G. Grade	
I C, 20x28, 112 sheets	8 50
IX, Terne Tin	10 50

Charcoal Tin Boiler Plates

Cookley Grade	
X X, 14x56, 50 sheet bxs }	
" 14x60, " }	7 00
" 14x65, " }	

Tinned Sheets

72x30 up to 24 gauge	8
" " 26 "	8 50

IRON AND STEEL.

Common bar, per 100 lb		2 05
Refined " "		2 45
Horseshoe Iron "		2 40
Hoop steel, 1½ to 3-in. base		2 90
Sleigh shoe steel, "		2 10
Tire steel	2 30	2 50
Reeled machinery		3 00
Toe calk steel	2 85	3 00
T. Firth&Co. s tool steel, per lb	0 12½	0 13
Jessop s tool steel		0 14
Morton s tool steel	0 12½	0 13
Black Diamond and "B C" tool steel	0 10	0 11
Chas. Leonard s tool steel	0 08	0 09
Park s "Silver" tool steel	0 12	0 14
" "Special"	0 15	0 20
Jonas & Colver s tool steel	0 10	0 20
" " Air Hardening		0 70
Drill steel, per lb	0 08	0 10

BOILER TUBES

	Per foot
1½, 1¾ and 4 inch	0 09
2½ in	0 18
3 in	0 13
3½ in	0 16
4 in	0 31

STEEL BOILER PLATE

¼ in	2 50	2 60
3-16 in	2 60	2 70
⅜ in. and thicker	2 50	2 60

BLACK SHEETS

	Com	D Fl
10 and 12 gauge	2 55	2 75
18 gauge	2 85	3 00
20 "	2 85	3 00
22 to 24 gauge	2 95	3 25
26 "	3 05	3 50
28 "	3 15	

COPPER WIRE.

Discount, 50 per cent.

CANADA PLATES

All dull, 52 sheets.	2 90	3 00
Half-polished	3 00	3 10
All bright	3 75	3 85

IRON PIPE

Black pipe		Per 100 feet
¼ inch	3 00	3 25
⅜ "	2 30	2 40
½ "		2 65
¾ "		2 85
1 "		3 65
1¼ "		5 20
1½ "		7 35
2 "		8 95
2½ "		12 55
3 "		21 00
3½ "		25 00
4 "		32 00
4½ "		38 50
5 "		45 00
6 "		48 00
"		63 00

Galvanized pipe	
¼ inch	3 20
⅜ "	3 45
½ "	3 85
¾ "	5 00
1 "	7 20
1¼ "	10 05
1½ "	12 20
2 "	16 85

Malleable Fittings Discount 30 p c

Cast Iron Fittings

On all cast iron fittings, including plugs, bushings, unions and nipples, 50 & 10 p c dis.

All others discount 60 p c

GALVANIZED SHEETS.

	G C	Comet	Bell	Queen s Head
16 gauge				
18 to 24 gauge	4 05	3 75	3 75	4 05
26 "	4 25	4 00	3 90	4 25
28 "	4 50	4 25	4 05	4 50

American brands, $4 40 for 28 gauge

Less than case lots 10 to 15c. extra

CHAIN

Proof coil, 3-16 in., per 100 lb.		
" ¼ "	7 85	8 10
" 5-16 "	5 25	5 50
" ⅜ "	4 50	4 75
" 7-16 "	4 25	4 50
" ½ "	4 20	4 50
" 9-16 "	4 05	4 50
" ⅝ "	4 00	4 50
" ¾ "	4 00	4 50

Halter, kennel and post chains, 40 to 40 and 5 per cent

Cow ties	40 p c
Tie out chains	65 p c
Stall fixtures	35 p c
Trace chain	45 p c

Jack chain, iron, single and double, discount 35 p c

Jack chain, brass, single and double, discount 40 p c

COPPER

Ingot		Per 100 lb.
Casting		13 50
Lake Superior		
Bars		
Cut lengths, round, ½ to ¾ in	23 00	25 00
" round and square, 1 to 2 inches	23 00	25 00
Sheet		
Plain, 14 oz., and light, 16 oz., 14x48 and 14x60	22 00	22 50
Plain, 14 oz., and light, 16 oz., irregular sizes	22 50	23 00
Tinned copper sheet		24 00
Planished		32 00

Braziers (in sheets)

4x6 ft., 25 to 30 lb. each, per lb	0 23
" 35 to 45 " "	0 22
" 50-lb. and above "	0 21

BOILER AND T.K. PITTS

Plain tinned, per lb	0 28
Spun, per lb	0 32

BRASS

Rod and Sheet, 14 to 30 gauge, 15 per cent

Sheets, hard-rolled, 2x4	0 23
Tubing, base, per lb	0 23½

ZINC SPELTER

Foreign, per 100 lb.	5 50	6 00
Domestic " "		

ZINC SHEET

5 cwt. casks	6 00	6 25
Part casks	6 25	6 50

LEAD

Imported Pig, per 100 lb.	3 50
Bar, per lb.	0 05
Sheets, 2½ lb. sq. ft., by roll	0 06¼
Sheets, 3 to 6 lb. "	0 06

NOTE Cut sheets ½c per lb., extra. Pipe, by the roll, usual weights per yard, lists at 7c per lb and 37½ p.c. dis. f.o.b. Toronto.

NOTE. Cut lengths, net price, waste pipe 8 ft. lengths, lists at 8c

SHOT.

Common, $6.50 per 100 lb.; chilled, $7 00 per 100 lb., buck, seal and ball, $7.50. Discount, 22½ p.c. Prices are f.o.b. Toronto, Hamilton, Montreal, St. John and Halifax. Terms, 3 p.c. cash, freights equalized.

SOIL PIPE AND FITTINGS

Light soil pipe, discount, 45 and 10 per cent

" " fittings, discount 50 and 10 p.c.

Med. and Extra heavy pipe and fittings, dis. 55 and 10 per cent

7 and 8 in. pipe, discount 45 and 10 per cent

SOLDER

		Per lb.
Bar, half and half, guaranteed		0 20
Bar, half and half, commercial	0 19	0 19½
Refined		0 19
Wiping	0 17	0 18½

ANTIMONY

Cookson s	per lb.	9 10

WHITE LEAD

		Per 100 lb.
Pure	5 00	5 25
No. 1	4 62½	4 87½
No. 2	4 25	4 50
No. 3	3 87½	4 12½
No. 4	3 50	3 75
Munro s Select Flake White		5 75
Elephant and Decorators Pure		5 25
Brandram s Genuine		6 50
" Decorative		6 00
" " No. 1		5 50
"Monarch" brand		6 12½
Decorator s Pure		5 25
Essex Genuine		5 50

RED LEAD

Genuine, 560 lb. casks, per cwt	$4 75
Genuine, 100 lb. kegs, "	5 00
No. 1, 560 lb. casks, per cwt	4 25
No. 1, 100 lb. kegs, per cwt	4 50

WHITE ZINC

Extra Red Seal	0 06	0 08
No. 1	0 05½	0 07
No. 2	0 05	0 06

DRY WHITE LEAD

Pure, casks	5 00
Pure, kegs	5 25
No. 1, casks	5 00
No. 1, kegs	5 25

PREPARED PAINTS

In ¼, ½ and 1 gallon tins

Pure, per gallon		1 25
Second qualities, per gallon		1 00
Barn (in bbls.)	0 60	0 90
The Sherwin Williams paints		1 40
Canada Paint Co. s pure		1 25
Toronto Lead & Color Co s pure		1 25
Sanderson Pearcy s pure		1 20
Stewart & Wood s Champion pure		1 00
Standard Paint Co. s "New Era"		1 30
The Francis Frost Co. s "Ark" Brand		1 25
The Francis Frost Co. s British Navy deck		1 50
Hollywood paste paint		1 40
" liquid paint		1 25
" floor paint		1 25
Henderson & Potts s "Anchor" Brand		1 25

COLORS IN OIL.

25 lb. tins, Standard Quality

Venetian red, per lb	0 04½	0 06
Chrome yellow	0 12	0 14
Golden ochre	0 08	0 10
French "		0 06
Marine black		0 09
Chrome green		0 10
French Imperial green		0 12
Signwriters black		0 16
Burnt umber		0 11
" sienna		0 11
Raw umber		0 11
" sienna		0 11

COLORS, DRY

Common ochre, bbls	1 20	1 30
Yellow ochre (J F L S), bbls		2 00
Yellow ochre (La Belle)	1 15	1 25
Brussels ochre		2 00
Venetian red (best), bbl	1 75	2 00
English oxides, per cwt	3 00	3 25
American oxides, bbls	1 25	2 00
Canadian oxides, bbls	1 25	1 75
Super magnetic oxides, 93 p c	2 00	2 25
Burnt sienna, pure, per lb		0 10
" umber, " "		0 10
Raw umber		[illegible]
Drop black, pure		[illegible]
Chrome yellow, pure		[illegible]
Chrome greens, pure per lb	[illegible]	[illegible]
Golden ochre	[illegible]	[illegible]
Ultramarine blue, in 28-lb. boxes, per lb	[illegible]	[illegible]
Fire proof mineral, per 100 [illegible]		[illegible]
Genuine Eng. Litharge, per [illegible]		[illegible]
Mortar color, per 100 [illegible]	[illegible]	[illegible]
Pure Indian red, No. 1 [illegible]	[illegible]	[illegible]
Whiting [illegible]		0 60
English vermilion [illegible]		0 95

[illegible]

Casks, for [illegible]	0 07
100 lb. [illegible]	0 08

WADE & BUTCHER'S "SPECIAL" Razors

Are unequalled for quality and finish.

JAMES HUTTON & CO., - MONTREAL

Sole Agents for Canada

PUTTY.

Bulk in bbls	1 80
Bulk in less quantity	1 95
Bladders in bbls	2 10
Bladders in kegs, boxes or loose	2 25
Bladders in 25-lb. tins	2 20
Bladders in 12½-lb. tins	2 50
Bladders in bulk or tins less than 100 lb	2 75

VARNISHES

In 5 gal. lots	Per gal	Net
Carriage, No. 1	1 50	1 60
Pale durable body	4 10	4 25
" rubbing	2 85	3 20
Gold size, japan	2 85	3 00
No. 1 brown japan	0 85	0 90
Elastic oak		1 50
Furniture, extra		1 25
" No. 1	....	1 10
Hard oil finish	1 65	1 75
Light oil finish	1 40	1 60
Damar	1 70	1 85
Shellac, white	2 35	2 45
" orange	2 25	2 35
Turpentine brown japan	1 25	1 30
" black japan	0 85	1 20
" " No. 1	0 50	0 75
Elastilite varnish, 1 gal. can, each		2 00
Granitine floor finish, per gal		2 75

Maple Leaf coach enamels, size 1, $1 20; size 2, 70c., size 3, 40c. each.
Sherwin Williams kopal varnish, assorted case, from ½ pts. to 1 gal., $2.50

CASTOR OIL.

East India, in cases, per lb	0 09½	0 10
" small lots	0 10	0 10½

COD OIL, ETC.

Cod oil, per gal	0 50	0 55
Pure olive		1 20
" neatsfoot		0 90

GLUE

Common	0 08	0 09
French medal	0 10	0 14
Cabinet sheet	0 12	0 13
White, extra	0 18	0 20
Gelatine	0 25	0 30
Strip	0 18	0 20
Coopers	0 19	0 20
Huttner	0 15	0 16

HARDWARE.

AMMUNITION

Cartridges

B. B. Caps Dominion, 50 and 5 per cent.
Rim Fire Pistol, discount 40 p.c., American.
Rim Fire Cartridges, Dominion, 50 and 5 p.c.
Central Fire Pistol and Rifle, 10 p.c., Amer.
Central Fire Cartridges, pistol sizes, Dominion, 30 per cent.
Central Fire Cartridges, Sporting and Military, Dominion, 15 per cent.
Central Fire, Military and Sporting, American, add 5 per cent. to list. B B Caps, discount 40 per cent., American.
Loaded and empty Shells "Trap" and "Dominion" grades, 25 per cent. Rival and Nitro, 10 per cent. advance on list.
Brass Shot Shells, 55 per cent.
Primers, Dom., 30 per cent. American, $1 60.

Wads.	per lb.
Best thick white felt wadding, in ½-lb. bags	$1 00
Best thick brown or grey felt wads, in ½-lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 20
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 each, 8 gauge	0 55
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10 gauge	0 25
Thin card wads, in boxes of 1,000 each, 8 gauge	

Chemically prepared black edge grey cloth wads, in boxes of 250 each	Per M.
11 and smaller gauge	0 60
9 and 10 gauges	0 70
7 and 8 "	0 90
5 and 6 "	1 10

Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 "	1 65
5 and 6 "	1 90

ADZES.

Discount 20 per cent.

ANVILS.

Wright's, 80-lb. and over	0 10¾
Hay Budden, 80-lb. and over	0 09¾
Brook's, 80-lb. and over	0 11¼

AUGERS.

Gilmour's, discount 65 and 5 per cent. off list

AXES

Chopping Axes

Single bit, per doz.	5 50	10 00
Double bit, "	11 00	18 00

Bench Axes, 40 per cent.
Broad Axes, 25 per cent.

Hunters' Axes	5 50	6 00
Boys' Axes	5 75	6 75
Splitting Axes	6 50	12 00
Handled Axes	7 00	10 00

AXLE GREASE.

Ordinary, per gross	5 75	6 00
Best quality	13 00	15 00

BATH TUBS.

Zinc 6 00
Copper, discount 15 per cent. off revised list.

BATHS.

Standard Enameled.

5½-inch rolled rim, 1st quality	24 00
5½ " " " 2nd "	20 00

BABBIT METAL.

"Tandem," A	per lb	0 27
" B	"	0 21
" C	"	0 11½
Frictionless Metal	"	0 23
Hercules	"	0 15

Syracuse Smelting Works:

Aluminum, genuine	0 45
Government, "	0 44
Tough, "	0 40
Hard, "	0 40
Dynamo	0 30
Special	0 25
Harmony	0 22
Car Box	0 20
Extra	0 15

The Canada Metal Co.:

Imperial, genuine	0 40
Metallic	0 30
Hercules	0 20
Star	0 15
No. 1	0 12
No. 2	0 10
No. 3	0 06
No. 4	0 05

BELLS.

Hand.

Brass, 60 per cent.
Nickel, 55 per cent.

Cow.

American make, discount 63⅜ per cent.
Canadian, discount 45 and 50 per cent.

Door.

Gongs, Sargant's	5 50	8 00

" Peterboro, discount 45 per cent.

Farm.

American, each	1 25	3 00

House

American, per lb	0 35	0 40

BELLOWS

Hand, per doz	3 35	4 75
Moulders', per doz	7 50	10 00

Blacksmiths', discount 40 per cent.

BELTING.

Extra, 60 per cent.
Standard, 60 and 10 per cent.
No. 1, not wider than 6 in., 60, 10 and 10 per cent.
Agricultural, not wider than 4 in., 75 per cent.

BITS.

Auger.

Gilmour's, discount 60 and 5 per cent.
Rockford, discount 50 and 10 per cent.
Jennings' Gen., net list.

Car.

Gilmour's, 47½ to 50 per cent.

Expansive.

Clark's, 40 per cent.

Gimlet.

Clark's, per doz	0 65	0 90
Diamond, Shell, per doz.	1 00	1 50
Nail and Spike, per gross	2 25	5 20

BLIND AND BED STAPLES.

All sizes, per lb.	0 07½	0 12

BOLTS AND NUTS.	Per cent.
Carriage Bolts, common ($1 list)	55 and 10
" " full sq. ($2.40 list)	55 and 10
" " Norway Iron ($3 list)	50 and 10
Machine Bolts, all sizes	50 and 10
Plough Bolts	50 and 10
Blank Bolts	50 and 10
Bolt Ends	50 and 10
Sleigh Shoe Bolts	65 and 10
Coach Screws, cone point	66⅔ and 10

Nuts, square, all sizes, 3⅞c. per lb. off.
Nuts, hexagon, all sizes, 4c. per lb. off.
Stove Rods, per lb., 5½ to 6c.
Nuts, in 50-lb. lots, ¼c. per lb. extra; in less than 50-lb. lots, ½c. extra.

BOOT CALKS.

Small and medium, ball	per M.	4 25
Small heel	"	4 50

BRIGHT WIRE GOODS.

Discount 62½ per cent.

BROILERS.

Light, discount 65 to 67½ per cent.
Reversible, discount 65 to 67½ per cent.
Vegetable, per doz., discount 37½ per cent.

Henis, No. 8	per doz.	6 00
Henis, No. 9	"	7 00
Queen City	"	7 50

BUTCHERS' CLEAVERS.

German	per doz.	6 00	11 00
American	"	12 00	20 00

BUTCHER KNIVES.

Bailey's	per doz.	0 60	6 30

BUILDING PAPER, ETC.

Tarred Felt, per 100 lb.	1 75
Ready roofing, 2-ply, not under 45 lb., per roll	0 90
Ready roofing, 3-ply, not under 65 lb., per roll	1 15
Carpet Felt .... per ton	45 00
Dry Sheathing ..... per roll, 400 sq. ft.	0 35
Tar " " 400 "	0 45
Dry Fibre " 400 "	0 50
Tarred Fibre " 400 "	0 60
O. K. & I X L " 400 "	0 65
Resin sized " 400 "	0 40
Oiled Sheathing " 600 "	1 10
Oiled " " 400 "	0 70
Roof Coating, in barrels ... per gal.	0 17
Roof " small packages "	0 25
Refined Tar ..... per barrel	4 50
Coal Tar ..... "	4 00
Coal Tar, less than barrels .. per gal.	0 15
Roofing Pitch ..... per 100 lb.	0 85

BULL RINGS

Copper, $2 00 for 2½-inch, and $1.90 for 2-inch.

BUTTS.

Wrought Brass, net revised list

Cast Iron.

Loose Pin, discount 60 per cent.

Wrought Steel.

Fast Joint, discount 65, 10 and 2½ per cent.
Loose Pin, discount 65, 10 and 2½ per cent.
Berlin Bronzed, discount 70, 70 and 5 per cent.

Gen. Bronzed	per pair	0 40	0 65

CARPET STRETCHERS.

American	per doz.	1 00	1 50
Bullard's	"	....	6 50

CASTORS.

Bed, new list, discount 55 to 57½ per cent.
Plate, discount 52½ to 57½ per cent.

CATTLE LEADERS.

Nos. 31 and 32	per gross	8 50	9 50

CHALK.

Carpenters' Colored, per gross	0 45	0 75
White lump ..... per cwt.	0 60	0 65
Red	0 05	0 06
Crayon ..... per gross	0 14	0 18

CHISELS.

Socket, Framing and Firmer.

Broad's, discount 60 and 10 per cent.
Warnock's, discount 50 and 10 per cent.
P. S. & W. Extra, discount 60 and 10 per cent

CHURNS.

Revolving Churns, metal frames No. 0, $8 No. 1, $8.50; No. 2, $9.00; No. 3, $10.00; No. 4, $12.00; No. 5, $16.00 each. Ditto, wood frames, 20c. each less than the above. Discounts: Delivered from factories, 53 per cent.; from stock in Montreal, 51 per cent. Terms 4 months or 3 per cent. cash in 30 days.

Churn frames, including bearings, levers, etc. Nos. 0, 1, 2 and 3, wood, $2.40; and 4 and 5, $2.65. Metal frames, 25c. extra. Discount 15 per cent., net 30 days.

CLIPS.

Axle, discount 65 per cent.

CLOSETS.	Net.
Plain York or Ontario Syphon Jet	$9 60
Emb. " " "	10 20
Fittings	1 00
Plain Elgin or Teu. Syphon Washout	6 00
Emb. " " "	6 60
Fittings	1 25
Low Down Elgin or Teutonic, plain	9 60
Low " " " emb.	10 20
Plain Richelieu	3 75
Emb. "	4 00
Connections	1 25
Low Down Ontario Syphon Jet, plain	11 70
Low " " " emb'd.	12 30
Closet connection	1 25
Basins, P.O., 14-in	0 70
Basins, oval, 17 x 14-in.	1 50
Basins, " 19 x 15-in.	2 25

COMPASSES, DIVIDERS, ETC.

American, discount 62½ to 65 per cent.

CONDUCTOR PIPE.

Plain or Corrugated.

2-inch	per 100 feet	3 00
3 "	" "	4 00
4 "	" "	5 25
5 "	" "	6 75
6 "	" "	9 00

CRADLES, GRAIN.

Canadian, discount 20 to 25 per cent.

CROSSCUT SAW HANDLES.

S. & D., No. 3	per pair	0 17½
S. & D., " 5	"	0 22½
S. & D., " 6	"	0 15
Boynton pattern	"	0 20

DOOR SPRINGS.

Torrey's Rod (15 p.c.), per doz.	....	2 00
Coil "	0 88	1 60
English "	2 00	4 00

DRAW KNIVES.

Coach and Wagon, discount 50 and 10 per cent.
Carpenters', discount 60 and 10 per cent.

Has it Ever Occurred to You

that you could largely increase your business, confer a favor upon us, and benefit your customers by advising them to use our Building Papers, Roofing Felts and Wire Edged Ready Roofing?

We will guarantee to supply you with the best of material, but, you must do the missionary work among your customers.

The Paterson Mfg. Co., Limited

Toronto and Montreal.

DRILLS.

Hand and Breast.

Millar's Falls, per doz., net list.

DRILL BITS.

Morse, discount 37½ to 40 per cent.
Standard, discount 50 and 5 to 55 per cent.

FAUCETS.

Common, cork-lined, discount 35 per cent.

EAVETROUGHS.

10-inch .. ..per 100 ft. 3 10

ELBOWS (stovepipe.)

5 and 6-inch, common....... per doz. 1 20
7-inch........................ " 1 35
Polished, 15c. per dozen extra.

ESCUTCHEONS.

Discount 40 per cent.

ESCUTCHEON PINS.

Iron, discount 40 per cent.

FACTORY MILK CANS.

Discount off revised list, 40 per cent.

FILES AND RASPS.

Great Western	70 and 10 per cent.
Arcade	70 " 10 "
Kearney & Foot	70 " 10 "
Disston's	70 " 10 "
American	70 " 10 "
J. Barton Smith	70 " 10 "
McClellan	70 " 10 "
Eagle	70 " 10 "
Nicholson, 60 and 10 to 60, 10 and 5 "	
Royal	80 "
Globe	70 to 75 "

Black Diamond, 60 and 10 to 60, 10 and 5 per cent
Jowitt's, English list, 25 to 27½ per cent.
Nicholson File Co's "Simplicity" file handle, per gross 85c. to $1.50.

GLASS.

Window. Box Price.

Size United Inches.	Star Per 50 ft.	Star Per 100 ft.	D. Diamond Per 50 ft.	D. Diamond Per 100 ft.
Under 26	2 20	4 25	....	6 25
26 to 40	2 40	4 65	....	6 75
41 to 50	....	5 10	....	7 50
51 to 60	....	5 35	....	8 50
61 to 70	....	5 75	....	9 75
71 to 80	....	6 25	....	11 00
81 to 85	....	7 00	....	12 55
86 to 90	....	7 75	....	15 00
91 to 95	....	....	....	17 50
96 to 100	....	....	....	20 56

GAUGES.

Marking, Mortise, Etc.

Stanley's, discount 50 to 55 per cent

Wire Gauges.

Winn's, Nos 26 to 33 each 1 65 2 40

HALTERS

Rope, ⅜-inch	per gross		
Rope, ½	"		9 00
Rope, ⅝ to ¾ inch	"		14 00
Leather, 1 inch	per doz	3 87½	4 00
Leather, 1¼ "	"	5 15	5 20
Web	"	1 87	2 45

HAMMERS

Nail

Maydole's, discount 5 to 10 per cent. Canadian discount 25 to 27½ per cent.

Tack

Magnetic per doz 1 10 1 20

Sledge

Canadian per lb. 0 07½ 0 08½

Ball Pean

English and Canadian, per lb 0 22 0 25

HANDLES

Axe per doz net 1 50 3 00
Store door per doz 1 00 1 50

Fork

C. & B., discount 40 per cent., revised list.

Hoe.

C. & B., discount 40 per cent., revised list

Saw.

American.......... per doz. 1 00 1 25

Plane.

American .... per gross 3 15 3 75

Hammer and Hatchet.

Canadian, discount 40 per cent

Cross-Cut Saws.

Canadian.......... per pair .. 0 13¾

HANGERS. doz. pairs

Steel barn door	5 85	6 00
Stearns, 4-inch	...	5 00
" 5-inch	....	6 50
Lane's covered		
No. 11, 5-foot run	....	8 40
No 11½, 10 foot run	...	10 80
No. 12, 10-foot run	...	12 60
No 14, 15-foot run	..	21 00
Lane's O.N.T. track, per foot	....	0 04½

HARVEST TOOLS.

Discount 60 and 10 per cent.

HATCHETS

Canadian, discount 40 to 42½ per cent.

HINGES.

Blind, Parker's, discount 16⅔ per cent.

Heavy T and strap, 4-in., per lb.	0 06½
" " 5-in., "	0 06¼
" " 6-in., "	0 06
" " 8-in., "	0 05¾
" " 10-in., "	0 05½

Light T and strap, discount 65 and 5 per cent.
Screw hook and hinge
6 to 10 in......... per 100 lb. ... 4 50
12 in. up.......... " 3 25
Spring.......... per gro pairs 10 50

HOES.

Garden, Mortar, etc., discount 60 to 60 and 10 per cent.
Planter............ per doz. 4 00 4 50

HOLLOW WARE.

Discount 45 and 5 per cent

HOOKS.

Cast Iron.

Bird cage	per doz.	0 59	1 10
Clothes line	"	0 27	0 63
Harness	"	0 72	0 88
Hat and coat	per gro	1 00	3 00
Chandelier	per doz.	0 50	1 00

Wrought Iron.

Wrought hooks and staples, Canadian discount 47½ per cent

Wire

Hat and coat, discount 45 per cent.
Belt per 1,000 0 60
Screw, bright, discount 55 per cent.

HORSE NAILS

"C" brand, 40, 10 and 7½ per cent off list } Oval
"M" brand, 50, 10 and 5 per cent } head
Countersunk, 65 per cent
"Monarch," 65 per cent
"Peerless" 50 and 7½ per cent dis

HORSESHOES

F O B Montreal

Iron Shoes	No 2 and larger	No 1 and smaller
Light, medium and heavy	3 35	3 60
Snow shoes	3 60	3 85
Steel Shoes		
Light	3 45	3 70
Featherweight (all sizes)	4 85	4 85

F O B Toronto, Hamilton, London and Guelph, 10c per keg additional.
Toe weight steel shoes 6 70

JAPANNED WARE

Discount 45 and 5 per cent off list, June 1899

ICE PICKS

Star .... per doz 3 00 3 25

KETTLES

Brass spun, 7½ per cent discount off new list
Copper per lb 0 30 0 50
American, 60 and 10 to 65 and 5 per cent

KEYS

Lock, Canadian dis 40 to 40 and 10 per cent
Cabinet, trunk and padlock, American per gross 0 60

KNOBS

Door, japanned and N P, per doz		1 50	2 50
Bronze, Berlin	per doz	2 75	3 25
Bronze, Genuine	"	6 00	9 00
Shutter, porcelain, F & L screw	per gross	1 30	4 00
White door knobs	per doz	0 95	1 00

HAY KNIVES

Net prices

LAMP WICKS

Discount, 60 per cent

LANTERNS

Cold Blast	per doz	7 00
No. 3, "Wright's"	"	8 50
Ordinary, with O burner	"	4 00
Dashboard, cold blast	"	9 00
No 0	"	5 75

Japanning, 50c per doz extra

LEMON SQUEEZERS

Porcelain lined	per doz	2 20	5 60
Galvanized	"	1 87	3 85
King, wood	"	2 75	2 90
King, glass	"	4 00	4 50
All glass	"	0 50	0 90

LINES.

Fish .... per gross 1 05 2 50
Chalk .... " 1 90 7 40

LAWN MOWERS

Woodyatt, 12-in. wheel	7 50
Star "	5 50
Daisy "	4 90
Philadelphia, 10-in wheel	6 00
Ontario, "	12 75

Discount, 50 per cent

LOCKS

Canadian, 40 to 40 and 10 per cent
Russell & Erwin per doz 3 00 3 25

Cabinet

Eagle, discount 30 per cent

Padlocks.

English and Am per doz 0 50 6 00
Scandinavian " 1 00 2 40
Eagle, discount 20 to 25 per cent

MACHINE SCREWS

Iron and Brass

Flat head, discount 25 per cent
Round head, discount 20 per cent

MALLETS

Tinsmiths	per doz	1 25	1 50
Carpenters, hickory,	"	1 25	3 75
Lignum Vitae	"	3 85	5 00
Caulking, each		0 60	2 00

MATTOCKS

Canadian per doz 5 50 6 50

MEAT CUTTERS

American, discount 33⅓ per cent
German, 15 per cent
Gem each 1 15

MILK CAN TRIMMINGS

Discount 25 per cent

NAILS	Cut	Wire
2d and 3d	3 45	3 45
3d	3 10	3 12
4 and 5d	2 85	2 95
6 and 7d	2 75	2 80
8 and 9d	2 60	2 60
10 and 12d	2 55	2 55
16 and 20d	2 50	2 50
30, 40, 50 and 60d (base)	2 45	2 45

Cut nails in carlots 5c less
Wire nails in carlots are $2 40
Cut nails in carlots are $2 40 base
Galvanizing 2c per lb net extra
Steel cut nails 10c extra
Miscellaneous wire nails discount 75 per cent
Coopers nails, discount 30 per cent
Flour barrel nails discount 25 per cent

NAIL PULLERS

German and American 1 85 3 50

NAIL SETS

Square, round and octagon, per gross 3 38 4 00
Diamond 12 00 15 00

POULTRY NETTING

2 in Mesh, 19 w g, dis 60 per cent
2 in Mesh, 16 w g and heavier, 50 p[illegible]

OAKUM

Navy per 100 lb 6 00
U S Navy " 7 25

OILERS

McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 00
Zinc and tin, discount 50, 50 and 10 per cent
Copper per doz 1 25 3 50
Brass " 1 50 3 50
Malleable, discount 25 per cent

GALVANIZED PAILS

Dufferin pattern pails, discount 45 per cent
Flaring pattern, discount 45 per cent
Galvanized washtubs discount 45 per cent

PIECED WARE

Discount 40 per cent off list June 1899
10 qt flaring sap buckets discount 40 per cent
6, 10 and 14 qt flaring pails, dis 40 per cent
Creamer cans, discount 40 per cent

PICKS

Per dozen 6 00 9 00

PICTURE NAILS

Porcelain head per gross 1 35 1 50
Brass head " 0 40 1 00

PICTURE WIRE

Tin and gilt discount 75 per cent

PINE TAR

½ pint in tins per gross 7 80
1 " " 9 60

PLANES

Wood bench, Canadian discount 40 per cent, American discount 50 per cent
Wood, fancy Canadian or American, 37½ to 40 per cent

PLANE IRONS

English per doz 2 00 5 00

PLIERS AND NIPPERS

Button's genuine, per doz pairs, discount 37½ to 40 per cent
Button's imitation per doz 5 00 9 00
German " 0 60 2 60

PLUMBERS BRASS GOODS

Standard Compression work, dis 60 per cent
"J M T" Cushion work, discount 50 per cent
Fuller work, discount 65 per cent
6 dozen lots and over of the above, extra discount 10 per cent
Lever handle Stops and Waste, discount 60 per cent. With, in lots of 2 dozen and over an extra discount of 10 per cent
"J M T" Globe Angle and Check Valves, discount 55 per cent
Standard Globe, Angle and Check Valves discount 65 per cent
"J M T" Radiator Valves, discount [illegible] per cent
Standard Radiator Valves discount [illegible] per cent
Patent Quick-Opening Valves [illegible] per cent
No 1 compression bath cock [illegible]
No 4 " " [illegible]
No 7 Fuller's [illegible]
No 4½ " [illegible]
Patent Compression Cushion [illegible] cock hot and cold [illegible]
Patent Compression Cushion [illegible] cock, No. [illegible] [illegible]
Square head brass [illegible]
Competition Globe, Angle and Check Valves discount [illegible] per cent
Thompson [illegible] Machine, $25 00

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Prompt Deliveries

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BENT GLASS of all kinds, our own manufacture. **Closest Prices.**

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Bending Works—209 to 213 Victoria St.

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PRESSED SPIKES

Discount 22½ per cent

PULLEYS

Hothouse	per doz	0 55	1 00
Axle	"	0 22	0 33
Screw	"	0 27	1 00
Awning	"	0 35	2 50

PUMPS

Canadian cistern	1 80	3 60
Canadian pitcher spout	1 40	2 10

PUNCHES

Saddler's	per doz	1 00	1 85
Conductor's	"	9 00	15 00
Tinners, solid	per set		0 72
" hollow	per inch		1 00

RANGE BOILERS

Dominion, 30 gallon	net	6 00
" 35 "	"	7 00
" 40 "	"	8 00
Ronald's Galvanized, 30 gallon,	"	7 40
" " 35 "	"	8 40
" " 40 "	"	9 60
Copper, 30 gallon	"	22 00
" 35 "	"	24 00
" 40 "	"	28 00

Discount off copper boilers 15 per cent.

RAKES

Wood, per doz. net 1 20 up.

RAZORS.

	per doz.	
Elliot's	4 00	18 00
Geo. Butler's & Co.'s	4 00	18 00
Boker's	7 50	11 00
" King Cutter	12 50	15 00
Wade & Butcher's	3 60	10 00
Theile & Quack's	7 00	12 00
Bailey's	6 00	12 00
Bailey's Brantford	10 00	11 00
Carbo Magnetic		15 00
Griffon Barber's Favorite		10 75
Griffon No 65		13 00
Griffon Safety Razors		13 50
Griffon Stropping Machines		13 50

REGISTERS

Discount 40 per cent

RIVETS AND BURRS.

Iron Rivets, black and tinned, discount 60 and 10 per cent

Iron Burrs, discount 55 per cent

Extras on Iron Rivets in 1-lb cartons, ½c. per lb

Extras on Iron Rivets in ½-lb cartons, 1c. per lb

Copper Rivets, with usual proportion burrs, 45 per cent. discount. Cartons, 1c. per lb extra, net

Copper Burrs only, discount 30 and 10 per cent

Extras on Tinned or Coppered Rivets, ½-lb cartons, 1c per lb.

RIVET SETS

Canadian, discount 35 to 37½ per cent

ROPE, ETC

Sisal	0 12
Pure Manilla	0 14
"British Manilla	0 12
Cotton, 3-16 inch and larger	0 16
" 5-32 inch	0 21
" ¼ inch	0 22
Russia Deep Sea	0 15
Jute	0 08
Lath Yarn, single	0 11
" double	0 11½

Sisal bed cord, 48 feet per doz 0 65
" " 60 feet " 0 80
" " 72 feet " 0 95

RULES

Boxwood, discount 35 and 10 per cent

Ivory, discount 37½ to 40 per cent

SAD IRONS

Mrs. Potts, No 55, polished per set 0 70
" No 50, nickle-plated. " 0 80

SAND AND EMERY PAPER

B & A sand, discount, 40 and 5 per cent

Emery, discount 40 per cent

Garnet (Burton's), 5 to 10 per cent advance on list

SAP SPOUTS.

Bronzed iron with hooks ....per 1,000 9 50

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Hand, Disston's, discount 12½ per cent.
S & D., discount 40 per cent.
Crosscut, Disston's per foot 0 35 0 55
S. & D., discount 35 per cent. on Nos 2 and 3.
Hack, complete .....each 0 75 2 75
" frame only 0 75

SASH WEIGHTS

Sectional .....per 100 lb. 2 50 2 75
Solid ..... " 1 75 2 00

SASH CORD.

Per lb. 0 23 0 30

SAW SETS per doz.

Lincoln and Whiting 4 75
Hand Sets, No 1 Woodyatt (Morrill) 4 25
X-Cut Sets, No 3 Woodyatt (Morrill) 9 50

SCALES.

Burrow, Stewart & Milne
Imperial Standard, discount 40 per cent.
Weigh Beams, discount 35 per cent
Champion Scales, discount 55 per cent.
Fairbanks standard, discount 35 per cent.
" Dominion, discount 55 per cent.
" Richelieu, discount 55 per cent.
Warren's new Standard, discount 40 per cent.
" " Champion, discount 55 per cent.
" Weighbeams, discount 35 per cent.

SCREW DRIVERS.

Sargent's .....per doz. 0 65 1 00

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Common doors, 2 or 3 panel, walnut stained, 4-in style.....per doz. 6 80
Common doors, 2 or 3 panel, yellow and green stained, 4-in. style....per doz. 7 00
Common doors, 2 or 3 panel, in natural colors, oil finish .....per doz. 8 15
3-in. style 20c. per dozen less.

SCREWS.

Wood, F. H., bright and steel, discount 87½ and 10 per cent.
Wood, R. H., bright, dis. 82½ and 10 per cent.
" F. H., brass, dis. 80 and 10 per cent.
" R. H., " dis. 75 and 10 per cent.
" F. H., bronze, dis. 75 per cent.
" R. H., " dis. 70 per cent
Drive Screws, dis. 87½ and 10 per cent
Bench, wood .....per doz. 3 25 4 00
" iron ..... " 4 25 5 00
Set, case hardened, dis. 60 per cent.
Square Cap, dis. 50 and 5 per cent.
Hexagon Cap, dis. 45 per cent.

SCYTHES.

Per doz. net..... 5 00 8 00

SCYTHE SNATHS.

Canadian, discount 40 per cent.

SHEARS.

Bailey Cutlery Co., full nickeled, discount 60 and 2½ per cent
Bailey Cutlery, Japan Handles, discount 67½ per cent.
Seymour's, discount 50 and 10 per cent.

SHOVELS AND SPADES

Canadian, discount 40 and 5 per cent.

SINKS.

Cast iron, 16 x 24		0 85
" 18 x 30		1 00
" 18 x 36		1 40

SNAPS.

Harness, German, discount 25 per cent.
Lock, Andrews' 4 50 11 50

SOLDERING IRONS.

1, 1½ lb	per lb	0 37
2 lb or over	"	0 34

SQUARES

Iron, No 493	per doz	2 40	2 55
" No 494	"	3 25	3 40

Steel, discount 60 to 60 and 5 per cent
Try and Bevel, discount 50 to 52½ per cent.

STAMPED WARE

Plain, discount 75 and 12½ per cent off revised list
Retinned, discount 75 per cent off revised list

STAPLES.

Galvanized	3 25	3 50
Plain	2 90	3 15

Coopers', discount 45 per cent.
Poultry netting staples, discount 40 per cent.

STOCKS AND DIES.

American discount 25 per cent.

STONE.

Washita	per lb.	0 28	0 60
Hindostan	"	0 06	0 07
" slip	"	0 09	0 09
Labrador	"		0 13
" Axe	"		0 15
Turkey	"		0 50
Arkansas	"		1 50
Water-of-Ayr	"		0 10
Scythe	per gross	3 50	5 00
Grind, 2-in., 40 to 200 lb., per ton			25 00
" " under 40 lb.,	"		28 00
" under 2 in. thick,	"		29 00

STOVEPIPES.

5 and 6 inch, per 100 lengths		7 00
7 inch	" "	7 50

ENAMELINE STOVE POLISH.

No. 4, 3 doz. in case, net cash		4 80
No. 6, 3 doz. in case	"	8 40

TACKS, BRADS, ETC.

Carpet tacks, blued	80 and 15
" " tinned	80 and 20
" " (in kegs)	40
Cut tacks, blued, in dozens only	80
" ¼ weights	60
Swedes cut tacks, blued and tinned—	
In bulk	80 and 10
In dozens	75
Swedes, upholsterers', bulk ...85,	12½ and 12½
" brush, blued and tinned bulk	70
Swedes, gimp, blued, tinned and japanned	75 and 12½
Zinc tacks	35
Leather carpet tacks	55
Copper tacks	50
Copper nails	52½
Trunk nails, black	65 and 5
Trunk nails, tinned	65 and 10
Clout nails, blued	65 and 5
Chair nails	35
Patent brads	40
Fine finishing	40
Lining tacks, in papers	10
" " in bulk	15
" " solid heads, in bulk	75
Saddle nails, in papers	10
" " in bulk	15
Tufting buttons, 22 line, in dozens only	60
Zinc glaziers' points	5
Double pointed tacks, papers	90 and 10
" " " bulk	40
Clinch and duck rivets	45

TAPE LINES.

English, ass-skin .....per doz.	2 75	5 00
English, Patent Leather	5 50	9 75
Chesterman's .....each	0 90	2 85
" steel .....each	0 80	8 00

TINNERS' SNIPS.

Bailey's, discount 25 per cent.

THERMOMETERS.

Tin case and dairy, discount 75 to 75 and 10 per cent.

TRAPS (steel.)

Game, Newhouse, discount 25 per cent.
Game, H. & N., P. S. & W., 65 per cent.
Game, steel, 72½, 75 per cent.

TROWELS.

Disston's, discount 10 per cent.
German .....per doz 4 75 6 00
S & D, discount 35 per cent.

TWINES.

Bag, Russian .....per lb.		0 27
Wrapping, cotton, 3-ply		0 19
" 4-ply		0 23
Mattress .....per lb.	0 33	0 45
Staging ..... "	0 27	0 35

VISES.

Wright's		0 13½
Brook's		0 12½
Pipe Vise, Hinge, No 1		3 50
" " " No. 2		5 50
Saw Vise	4 50	9 00

ENAMELLED WARE.

White, Princess, Turquoise, Blue and White, discount 50 per cent

Diamond, Famous, Premier, discount 50 and 10 per cent

Granite or Pearl, Imperial, Crescent, discount 50, 10 and 10 per cent.

WIRE.

Smooth Steel Wire.

No. 0-9 gauge		$2 56
10 "		6c. extra.
11 "		12c. "
12 "		20c. "
13 "		30c. "
14 "		40c. "
15 "		55c. "
16 "		70c. "

Add 60c. for coppering and $2 for tinning.

Extra net per 100 lb. Oiled wire 10c., spring wire $1.25, special hay baling wire 30c., best steel wire 75c., bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb. hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.

Fine Steel Wire, discount 25 per cent. List of extras: In 100-lb. lots: No. 17, $5 No. 18, $5.50 No. 19, $6 No. 20, $6.65 No. 21, $7—No. 22, $7.30—No. 23, $7.65—No. 24, $8—No. 25, $9—No. 26, $9.50 No. 27, $10—No. 28, $11—No. 29, $12—No. 30, $13 No. 31, $14—No. 32, $15 No. 33, $16—No. 34, $17. Extras net—tinned wire, Nos. 17-25, $2—Nos. 26-31, $4—Nos. 32-34, $6. Coppered, 5c. oiling, 10c. in 25-lb. bundles, 15c. in 5 and 10-lb. bundles, 25c. in 1-lb. hanks, 25c. in ½-lb. hanks, 38c. in ¼-lb. hanks, 50c. packed in casks or cases, 15c. bagging or papering, 10c.

Brass wire, discount 62½ per cent. off the list.

Copper wire, discount 62½ per cent. net cash 30 days, f.o.b factory.

Galvanized wire, per 100 lb.—Nos. 4 and 5, $3.70 to $3.90—Nos. 6, 7, 8, $3.15 to $3.35—No. 9, $2.50 — No. 10, $3.20 to $3.40—No. 11, $3.25 to $3.45 — No. 12, $2.65 No. 13, $2.75 No. 14, $3.75 to $3.95 No. 15, $4.30—No. 16, $4.30. Base sizes, Nos. 6 to 9, $2.27½ f.o.b. Cleveland. In carlots 12½c. less.

Clothes Line Wire, regular 7 strand, No. 17, $4.65; No. 18, $2.90; No. 19, $2.60. Hollow 6 strand, No. 17, $4.30; No. 18, $2.70; No. 19, $2.35; No. 20, $2.30, f.o.b. Hamilton, Toronto, Montreal.

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Galvanized barb	2 80
Galvanized, plain twist	2 90

Galvanized barb, f.o.b. Cleveland, $2 67½ in less than carlots, and $2 55 in carlots.

COILED SPRING WIRE.

High Carbon, No 9	$2 75
" No. 11	3 40
" No. 12	2 95

WIRE CLOTH.

Painted Screen, per 100 sq. ft., net 1 40
Terms, 3 per cent. off 30 days.

WASTE COTTON.

Colored .....per lb.	0 06
White ..... "	0 08

WRENCHES.

Acme, discount 35 to 37½ per cent.
Agricultural, discount 60 per cent.
Coe's Genuine, discount 20 to 25 per cent.

Towers' Engineer	each	2 00 7 00
" S	per doz.	5 80 6 00
G & K.'s Pipe	"	3 40
Burrell's Pipe	each	3 00
Pocket	per doz.	0 25 2 90

WRINGERS.

Leader	per doz.	30 00 33 00
Royal Canadian	"	24 00
Royal American	"	24 00
Sampson	"	24 00

Terms, 4 months, or 3 per cent 30 days

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Canadian make, discount 40 per cent.

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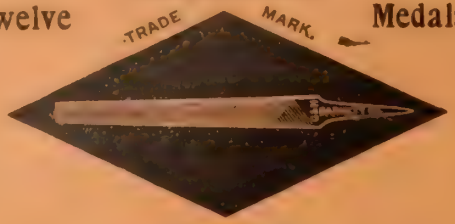

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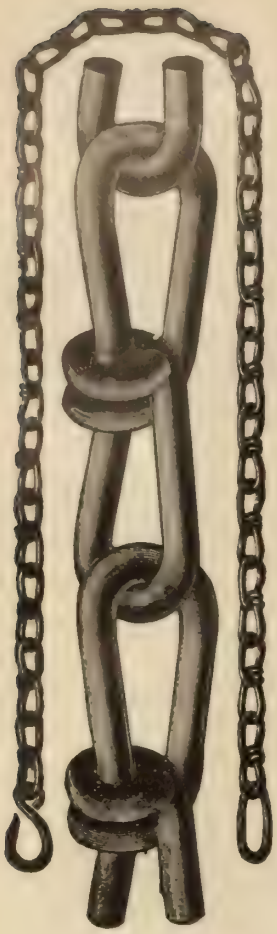

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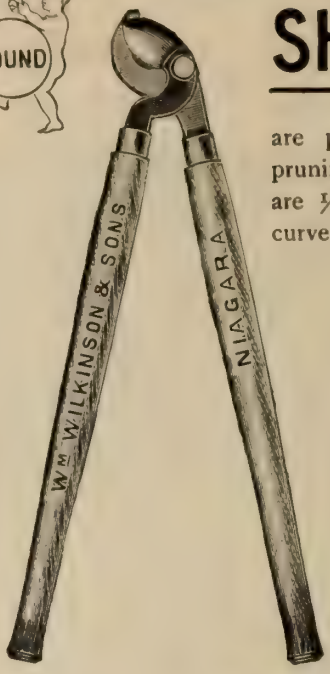

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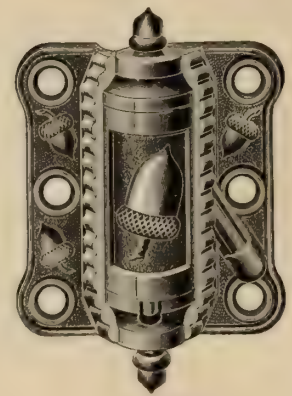

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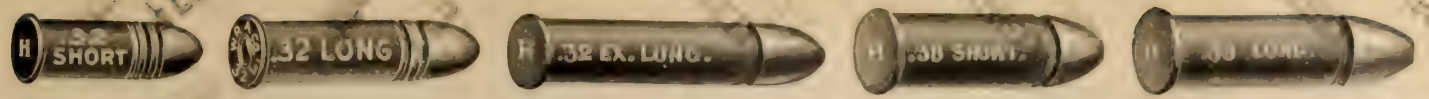
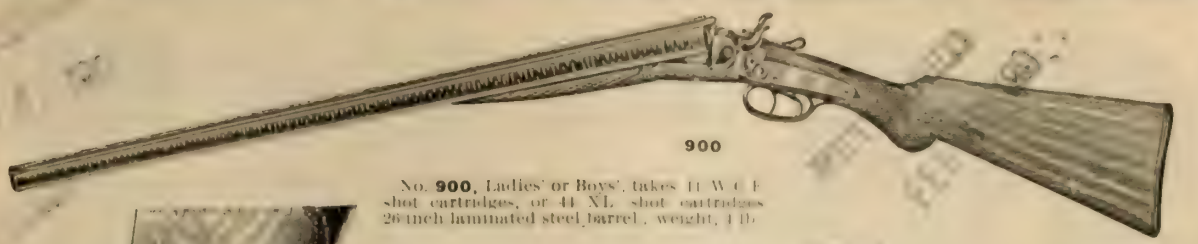
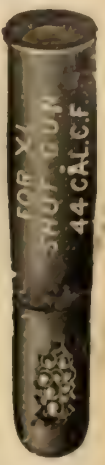
CANADIAN SALES AGENTS,
9 De Bresoles Street, - - - MONTREAL.

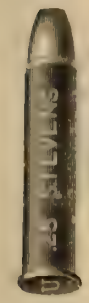


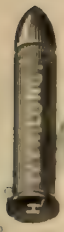


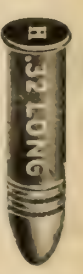
900

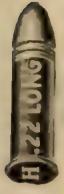
No. **900**, Ladies' or Boys', takes H. W. C. F. shot cartridges, or 44 XL shot cartridges 26-inch laminated steel barrel; weight, 4 lb.

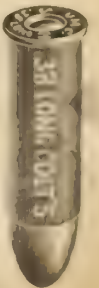


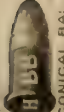












Don't Buy Guns

for the coming season without first ascertaining who offers you the best values.

To our line for the coming season, we have added several new and exclusive patterns which will appeal especially to the trade accustomed to buying at a close figure.

If you appreciate the advantage of selecting from a complete and up-to-date stock you will not place your order

Until You Have

consulted our gun and ammunition catalogue (now being compiled), or personally inspected our salesmen's samples.

A word to the wise: Don't place your gun order until you have

Seen Our Line.

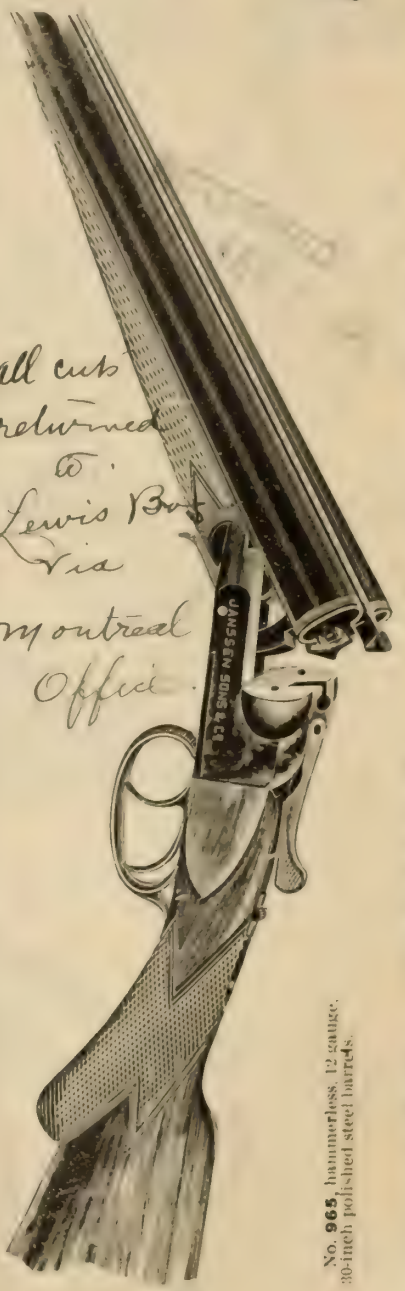
YOURS FOR ORDERS,
THE PROMPT FORWARDERS.

LEWIS BROS. & CO.

Address all communications to **Montreal.**

TORONTO	OTTAWA
87 York St.	54 Queen St.

all cuts returned to Lewis Bros via montreal Office

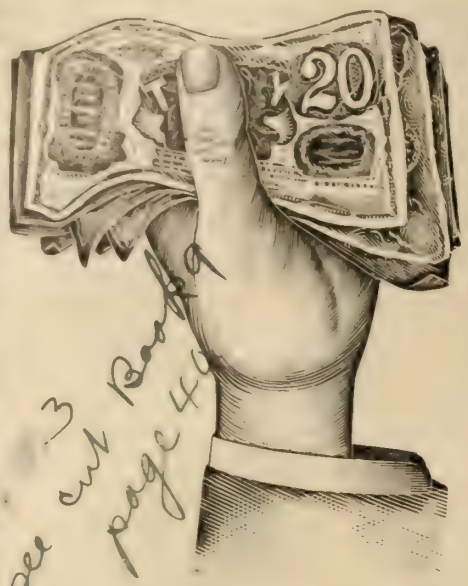


No. **965**, hammerless, 12 gauge, 30-inch polished steel barrels.

910. 12 or 16 gauge, 30-inch twist barrels.

940

No. **940**, 12 gauge, 3-inch Damascus barrels



THERE IS GOOD MONEY

in a **Bicycle Department** in connection with your hardware business if you handle a reliable wheel like the

CLEVELAND

because your trouble with repairs will be almost nothing.

NEW MODELS FOR 1903. **PRICES LOWER THAN EVER FOR 1903.**

They are equipped with the Cushion Frame and

"This is Cushion Frame year."

Canada Cycle and Motor Co., Limited

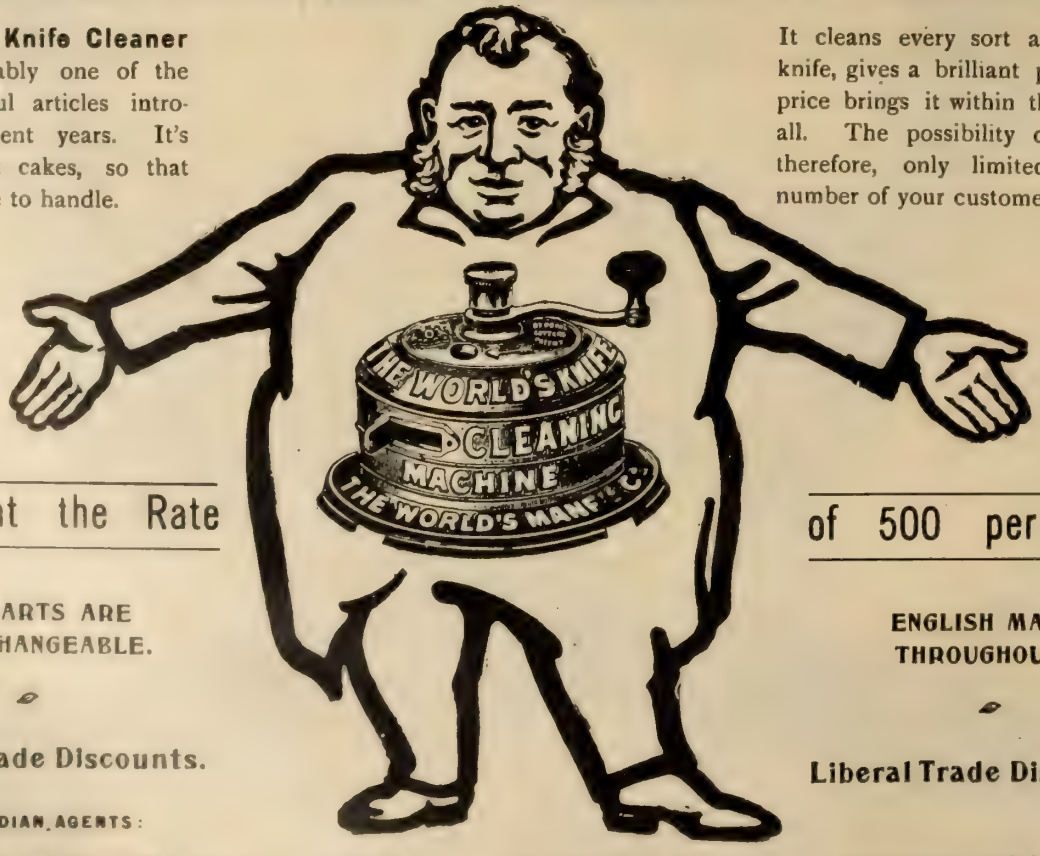
Branches at:
WINNIPEG, MAN.
VANCOUVER, B.C.

Toronto Junction, Canada.

THE WORLD'S MANUFACTURING COMPANY, 66 AND 68 VICTORIA ST., LONDON, S.W.

The **World's Knife Cleaner** is unquestionably one of the most successful articles introduced in recent years. It's going like hot cakes, so that now is the time to handle.

It cleans every sort and size of knife, gives a brilliant polish. Its price brings it within the reach of all. The possibility of sale is, therefore, only limited by the number of your customers.



Simplicity itself.

Makes no dust

Cleans at the Rate

of 500 per hour.

ITS PARTS ARE INTERCHANGEABLE.

ENGLISH MAKE THROUGHOUT.

Liberal Trade Discounts.

Liberal Trade Discounts.

SOLE CANADIAN AGENTS:

DECATUR, BULL & CO., 30 Hospital Street, **MONTREAL.**

Women See it Everywhere.

In every magazine and ladies' paper she picks up, the Peerless Iceland Freezer is well advertised. Impossible for dealers not to feel the effect of this advertising. The

Peerless Iceland Freezer

is all that we claim for it; the price is right and our business methods are right. Prepare for the coming season by having on hand a full line of Peerless Iceland Freezers. Your jobber sells them.

DANA & CO., Cincinnati.

New York Branch, 10 Warren St. *San Francisco Branch, 105 Front St.*

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Hardware and Metal Merchant.

Good strong wrapping paper is necessary to every

WELL KEPT STORE

Our brown and manilla wrapping papers are cheap, durable and serviceable in every way. Their wearing qualities make them very satisfactory.

—Made in Canada by the—

CANADA PAPER CO., Limited

TORONTO and MONTREAL.

STANDARD TIN WORKS

MANUFACTURERS OF

TINWARE AND TIN CANS

Fruit Cans, Meat Cans, Jacketed Oil Cans, Baking Powder Cans, Lard Pails, Etc.

JAS. A. McGOLPIN

156-162 Duke Street, TORONTO.

Progressive Merchants

Know the advantage of getting for their customers the most modern and improved machinery or goods to do their work cheaper and give better and more permanent results.

It is clearly evident that **FIELD WOVEN COILED SPRING FENCE** gives the best satisfaction. and **LONDON FENCE MACHINES** are by long odds the most improved, most rapid and most complete field weaving machines in the world. It is a surprising fact that it costs less to stretch and weave a rod of fence in a field with a London than to do it in the factory, and the fence is also better value by 25 per cent.

London Fence Machines will sell more wire for you and the two are more profitable than ready-woven fencing.

Our line is well advertised and we offer liberal terms and exclusive agency.

Address—

The London Fence Machine Co., Limited

Head Office and Works, LONDON, ONT.

American Office and Works: Cleveland, Ohio.

Wortman & Ward Manufacturing Co., Montreal, Que., General Agents for Quebec.

A. P. Macdonald, Winnipeg, General Agent for Man. and N.W.T.

Agency: The London Fence Machine Co., Limited, at Summerside, for P.E.I.

Agency: The London Fence Machine Co., Limited, at Kentville, for Nova Scotia.

THE MOST COMPLETE STOCK

Brass and Copper

in Sheets, Tubes, Wire and Rod.

Service Right, Quality Right, Prices Right

WATERBURY BRASS CO.

122 to 130 Centre St., - New York City.

Always have our classified Stock List before you.

YOURS FOR THE ASKING.

WILLIAM ABBOTT

Representing Jonas & Colver's Celebrated "Novo" Air Hardening Steel. Especially adapted for high speed and for all classes of tools and work. Easily annealed, for shaping into Milling Cutters, Dies and other tools. Stock on hand for immediate orders.

Office and Sample Room, 13 St. John Street,

MONTREAL.

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Hardware and Metal Merchant.

The P. R. Cumming Manufacturing Co., LIMITED.

NO. 22.

No. 33 (double blade) is similar in construction and finish.

Something New!

THIS is an entirely new style of mincing knife of our own design. The shank is a flat tinned steel band, drawn tightly into a groove encircling the handle, the blade being riveted between the ends. This construction does away with any hole in the handle, which consequently cannot split or come loose. The handle itself is stained and shellacked, the whole making the neatest and strongest mincing knife ever put on the market.

MADE ONLY BY **The P. R. Cumming Manufacturing Co., Limited, Clarksburg, Ont.**

R. B. BYASS & CO., PORT TALBOT, SOUTH WALES, GREAT BRITAIN.

Largest MAKERS OF

BEST SIEMENS STAMPING ENAMELLING BLACK PLATES,

CIRCLES, RECTANGLES, Etc

MAKERS of all descriptions of STEEL SHEETS.

Brands "**SKER,**" and "**SKER BEST.**"

Sole Canadian Export Agents,

ROBERT CROOKS & CO., Botolph House, 10, Eastcheap, LONDON, E.C.

Cable address : "CROLLO," LONDON.

Our Trade Mark is a Perfect Guarantee

That the Morrison Low Tank Combinations are unquestionably the finest line of goods of this character on the market.

Each of our low tank combinations is fitted with our noiseless valve (a feature which no other tank possesses) and is as near perfection as human intelligence and ingenuity can devise and skilled labor can execute.

THE JAS. MORRISON BRASS MFG. COMPANY LIMITED TORONTO, ONT.

Carried in connection with our splendid line of bath-room supplies, many of which are made exclusively for us, a source of profitable trade is opened for the wise dealers.

Write to-day for prices and details of this line

The James Morrison Brass Mnfg. Co., Limited, Toronto.

Have your store **Bright and Light.**

Install **LUXFER PRISMS** and make Business Easy.

We manufacture and deal in all kinds of

GLASS FOR STORE FRONTS

and INTERIORS

Will make suggestions valuable to your customers. Discount to Trade.

Luxfer Prism Co., Limited

100 King Street West TORONTO.

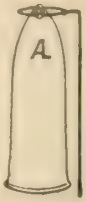
OUR TRADE MARK A

AUER LIGHT MANTLES
LONGEST LIFE & BRIGHTEST

OUR TRADE MARK A

A Statement of Facts.

We make the strongest mantles.
Our mantles gives the most light.
We use the purest and most costly chemicals.
We anneal our mantles with pressure gas.
Our mantles won't shrink or fray out.
Our trade mark A is on the best mantles.



We make mantles with any private mark on them, your own name if you desire.

WE MAKE

Coal Gas Mantles.	Coal Oil Mantles.
Oil Gas Mantles.	Gasolene Mantles.
High-Pressure Mantles.	Acetylene Mantles.

In single, double or triple weave.

Lowest prices on Mantles, Shades, Chimneys and Sundries.

Write us if you are interested.

AUER LIGHT CO., - - MONTREAL.

After Stock-Taking

You will be replenishing your stock, so we wish to keep before your notice, "**Dominion**" Goods, all of which bear the following Trade Mark, which is a guarantee of quality:

SHELF GOODS — DOMINION WIRE MANUFACTG. CO. LTD. DOMINION TRADE MARK. — HEAVY GOODS

Wood Screws,	Wire Nails,
Wire Nails, (Papers),	Iron and Steel,
Bright Wire Goods,	Brass and Copper,
Wire Door Pulls,	Hay Baling,
Steel and Brass Jack Chain,	Pulp Binding,
"Crescent" Wire Coat and Hat Hooks.	Galvanized,
	Barbed.

WIRE

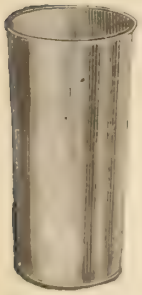
Bed, Blind, and Poultry Netting. — STAPLES — Bright and Galvanized Fence.

BROOM, MATTRESS, BOTTLING, and other wires.

Dominion Wire Manufacturing Co.
MONTREAL Limited TORONTO

Supplies for the Maple Syrup Season.

Sap Buckets . . .



—EXTRA DEEP AND STRAIGHT.
—THREE SIZES.

They possess many advantages over the ordinary flaring Buckets—being small in diameter they do not catch the rain or snow, and as they are very deep, they hang perpendicularly, and consequently will not overflow until full.

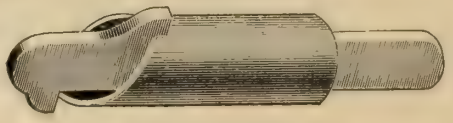
—Covers supplied if required.
—They nest close for shipping or storing.

We can also supply the ordinary Flaring or Western Sap Pails.

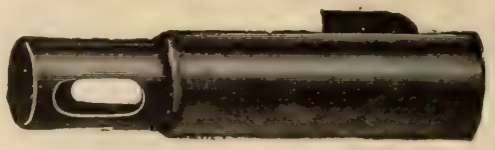
E. T. Sap Spouts.

MADE OF RETINNED STEEL—STRONG AND DURABLE.

Only require a ⅜-in. hole in tree.
It does not cover the inside surface of the hole; therefore a larger amount of sap is obtained.
Packed in card-board boxes.



Maple Leaf Sap Spouts.



Made in Bronzed Steel.
Require a ½-in. hole.
Has a shoulder which prevents it being driven in too far.
The hole in the tree is not exposed to wind and snow; consequently, sap will flow longer.
Packed in card-board boxes.

Syrup Cans, round or square.

Plain or decorated. Made in ¼, ½, and 1 gallon sizes.
Either Wine or Imperial Measure.

A full stock carried in all lines; orders shipped promptly.

KEMP MANUFACTURING COMPANY,
TORONTO, CANADA.

HARDWARE AND METAL

VOL. XV. MONTREAL AND TORONTO, FEBRUARY 7, 1903. NO. 6

COMMENT ON CURRENT TOPICS.

NORTH ONTARIO is represented in the Provincial Legislature by a business man, but neither party appear to have sought a business man to represent it in the contest for the House of Commons. And North Ontario has a number of good business men, too.

* * *

Another rich strike of gold has been made in the Yukon 25 feet below the finest bed rock in the Eldorado, and the pay gravel is running as high as $25 per bucket. Is it possible that the earth's crust in that part of the world is made of gold-paying gravel?

* * *

Venezuela has declared that the claims of the allied powers shall not have precedence over those of her other creditors. This is business-like. Too often the larger creditors in commercial affairs get precedence over the smaller ones. And that is one of the reasons why Canada should have an insolvency law.

* * *

It is becoming more dangerous to travel in railway trains than to go into battle. The relative proportion of hits to misses appears to be getting greater in the former than in the latter.

* * *

Parliament meets March 12. Then comes the tug of war.

* * *

Turkey is usually expensive, whether it be the nation or the bird that bears that name.

* * *

Cold water is being thrown on the movement of the members of the Toronto fire brigade to form a union. The idea evidently prevails that what will quench fires will quench unions.

If the Canadian shirt manufacturers amalgamate we may expect them to present a stiff front.

* * *

The citizens of Toronto are disputing as to whether they shall accept Carnegie's offer of $350,000 for public library purposes. It is safe to premise that if that amount was offered by Mr. Carnegie to any of the negatives not one would hesitate for a moment to accept.

* * *

Now that Mrs. Langtry has demonstrated that she cannot write a play the critics declare that neither can she act. Is it possible that in writing a play she was merely trying a little covert burlesque on the critics which they have not yet been able to appreciate?

* * *

It is said the Boers respect Right Hon. Joseph Chamberlain because he is a strong man. This is sort of returning the compliment, for the British respected the Boers because they were strong men.

* * *

Hon. Samuel Blake deserted the Government party in Ontario and Mr. Gamey the Opposition party, and yet there are a good many people who consider the former the more "gamey" of the two.

* * *

Experts say that the oil fields discovered in Alaska will rival those in Pennsylvania. This is good news. There will be no dearth of oil to throw on the waters in that part of the continent troubled by the boundary dispute.

* * *

People in the United States are beginning to look upon the bombardment of Venezuelan forts as a bombardment of the Monroe doctrine.

It has been suggested in Montreal that Parliament should be called upon to "stop the present persistent stock speculation." Good suggestion. But why stop at stock speculation? Why not embrace all forms of speculation? If people will not be good of their own volition they should be made good by Act of Parliament.

* * *

McGill University is opposed to the wireless telegraph station on Mount Royal. It evidently dislikes wireless conversations going on over its head.

* * *

Viscount Cranborne, Under Secretary of the Foreign Office, says that Great Britain is ready to co-operate with the Powers everywhere. It is more than likely that the Powers are just as willing to co-operate everywhere against Great Britain.

* * *

A Bill has been introduced in the United States Congress stipulating that no individual fortune shall exceed $10,000,000. A bright idea. Ten million dollars is enough to provide the necessities of any man. But the humanitarian effort will not be complete until Congress brings in concurrent legislation to limit the brain power of great minds. If a limit is to be put on wealth, it will be certainly necessary to put it on brains as well.

* * *

The stock market is hardening; and thus speculators will have an easier time making money.

* * *

It is said that hungry office seekers are making the life of Premier Laurier a burden. As there never was and never will be enough offices to go around there always will necessarily be hungry office seekers. It would be a fortunate thing

for the Government as well as the State if a few score of them were to die of hunger.

* * *

President Roosevelt injured his hand cutting down trees and King Edward has caught a cold planting trees. Rulers evidently get hurt whether they are trying to cut down or to build up trees.

* * *

If the price of coal goes much higher, the indignation of consumers will be hot enough to heat the average home.

* * *

Carnegie seems to be afraid of dying rich. This is unique. Most of us are troubled with the fear of dying poor.

* * *

It is estimated that it will cost about $100,000,000 to get rid of landlords in Ireland under the Dunraven Conference scheme. If it brought contentment to Ireland and peace to the British Government it would be a bargain-day figure.

* * *

The committee which has been formed in Great Britain, under the presidency of the Duke of Sutherland, to inquire into the question of Great Britain's food supply should remember that one way to assist in solving the problem is to help build up the Canadian Northwest.

* * *

The bear did not see his shadow on Monday, and, of course, we shall have an early spring. There is no doubt about this. Tradition, like figures, cannot lie.

* * *

Sir Albert Rollit, in his report to the London Chamber of Commerce on his recent visit to Canada, said the deputation had gained a most favorable impression of Canada's possibilities. Sir Albert's experience is that of most people who, like him, come to Canada with their eyes open.

A SCIENTIFIC TOASTING FORK.

An ingenious toasting fork, manufactured by The Fairgrieve Manufacturing Co., Toronto, is being offered to the trade. It is known as the Fairgrieve Patent Gas Toaster, and as it is constructed without solder, it is guaranteed to toast over the flame on gas, gasoline or blue-flame oil stove, without receiving taste or odor from the flame, which cannot pass through the perforated tin, yet the heat passes through freely, thus producing a toast which, while light and crisp, does not dry up or bake the centre of the bread. This toaster retails at 25c., with a good margin of profit. Further information will be forwarded to any hardwaremen by The Fairgrieve Manufacturing Co., Toronto.

LEAD MANUFACTURE IN CANADA.

By Robert Monro Ex-President Canadian Manufacturers' Association.

THE Editor of HARDWARE AND METAL asks me to supplement a recent editorial on lead manufacture, which has become a somewhat prominent subject for discussion on account of the repeated delegations that have been visiting us from British Columbia.

I dare say most of my readers understand that by an Order-in-Council passed three years ago, pig lead smelted in British Columbia can be refined in the United States and returned into Canada, duty being paid only on cost of refining. In addition to this provision, there is a small refinery at Trail which turns out some pig lead.

The pig lead so refined is a fit article for the manufacture of lead pipe, lead shot, lead solder, babbit and many other purposes, and, in fact, is being regularly used in all our domestic factories who handle these products. This gives the Columbians a market for about 5,000 tons.

There is in addition about 7,000 tons of lead used in Canada in the form of White lead, red, orange, litharge, etc. This is used for a variety of porposes, the largest proportion being used in paint ; smaller quantities are used in pottery, varnish and oil dryers, in rubber and other industries.

The aim of the Columbians is to have those 7,000 tons made from their ore, and in order to do this they ask the Government to put such a duty on the white lead, red, orange, Litharage, etc., as would secure their being made from their lead instead of being imported as at present.

In addition to this they want an increase of duty on the pig lead itself. Under the present tariff the duty is 15 per cent., and an increased duty will, of course, affect the products now being made from Canadian lead as well as those just named.

There appears to be a difference of view in British Columbia as to what the protection for pig lead should be ; ¾ and 1c. per lb. have been suggested, and the last delegation submitted 2⅛c. as a duty on pig and 2⅞c. on white lead, these being the figures applicable in the United States. The paint manufacturers are naturally uneasy in regard to the matter, because at present dry white lead is imported at 5 per cent. duty, whereas 2⅞c. per lb. would mean 75 to 80 per cent. duty, and if there is to be so high a duty placed on the paint manufacturers raw material, the duty on English and other imported paint would require to be about 100 per cent. It is not at all likely that the Government will give effect to such figures now.

My view is that even at the risk of raising the price of paint, the Government might go a good way to assist the lead miners, provided a moderate percentage will serve the purpose. I believe some of the delegates have stated that anything less than the high rates named will not serve the purpose. If that is admitted it means that nothing can be done, but if, for example, ¾c. per lb. would be satisfactory to the miners, either in the way of bounty or Customs duty, there may be some hope of success for them.

The paint makers certainly would prefer to have matters remain as they are. Their protection is low, but they don't worry much about it, because there is so much competition among themselves.

They feel naturally adverse to any great addition being made to the cost of their raw materials, because an important advance in the cost of paints would naturally exert some check on consumption.

The patriotic desire to keep Canadian money in Canada and help forward our domestic industries is the one consideration that prevents the paint makers from offering strong opposition to a movement which they look upon with no little anxiety.

PERFECTION LAWN SPRINKLER.

Among the new goods which The James Morrison Brass Manufacturing Co., Limited, Toronto, are Introducing this year, is a lawn sprinkler, the "Perfection," which they claim can be adjusted to throw the finest spray of any sprinkler made, which will make it particularly valuable for sprinkling flower beds, as it will not destroy the blossoms. The spray will cover at full pressure from 15 to 20 feet, and will reach about 8 feet high. The sprinkler is made on stand or with spike. It is all iron except the spray head, which is of brass.

WIRE NAILS
TACKS
WIRE

Prompt Shipment.

The ONTARIO TACK CO.
Limited
HAMILTON, ONT.

CATALOGUES, BOOKLETS, ETC.

BICYCLE ACCESSORIES.

IT would be asking too much to expect a greater range of bicycle accessories than are presented in the neat, compact catalogue of these lines issued by The Canada Cycle and Motor Co., Limited, Toronto Junction. The lines included are saddles, handlebars, pedals, spokes, grips, tool bags, chains, bicycle pumps, lamps and bells, tires, rims, cements, enamels and repair shop supplies. In addition to the many lines made by the firm there is also full attention paid to the many lines made by outside firms whose goods have obtained a world-wide name. No bicycle dealer can afford to be without this catalogue, which will be sent upon application to readers of HARDWARE AND METAL.

DROP FORGINGS.

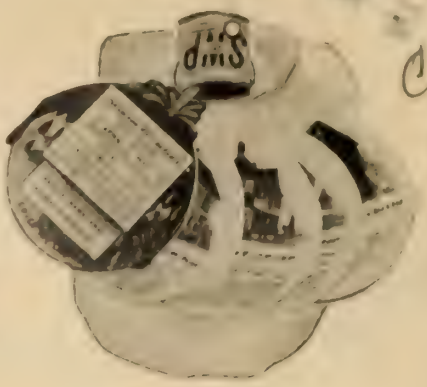
The 1903 catalogue of J. H. Williams & Co., manufacturers of iron, steel, copper, bronze and aluminum drop forgings, Brooklyn, N.Y., is now ready for distribution. The lines included are wrenches of all kinds, spanners, tool post fittings, wedges and rings, crank handles, lathe dogs, caliper guages, "Vulcan" hooks, rope sockets, eye bolts, crank shafts, rod and yoke ends, valve stem forgings, levers, parts for automobile steering gear, chain pipe wrenches, tack claws; also special drop forgings, made to order. This firm has such a reputation that the leading manufacturers who use these lines keep in close touch with them. A copy of their catalogue, which, by the way, is a creditable production from the artistic as well as the mechanical point of view, will be sent to any dealer or manufacturer who mentions this paper.

VANCOUVER HARDWARE CONTRACT

McLennan, McFeely & Co., Vancouver, have received the contract for supplying that city with hardware, the tender aggregating about $1,000. The Vancouver Hardware Co. put in a tender, and had it not been for an omission to explain that the usual customer's discount appertained in connection with their tender, The Vancouver Hardware Co. would have been the lowest tenderer. A letter explaining that this condition applied to their tender was received yesterday, but as the letter was received after the tenders were opened by the finance committee, it was not considered.

M. N. Stevens, of M. N. Stevens & Sons, general merchants and millers, Glen-Cairn, Ont., is dead.

Sells Paint for You



The Calendar Circular, which we mail to lists of property holders furnished by our Agents, is the most forceful paint seller ever used by any house. It is an advertisement for your whole store.

It sells paint.

It is, however, only one of the many advertising helps we give those who handle

THE SHERWIN-WILLIAMS PAINTS

There are many more of them explained in the "B-13"—an illustrated booklet of 40 pages, containing brief descriptions of all The Sherwin-Williams Paints and Methods. Every dealer should have a copy.

Send a postal card for the "B 13" to-day.

THE SHERWIN-WILLIAMS CO.
PAINT AND VARNISH MAKERS.

CLEVELAND, CHICAGO, NEW YORK, NEWARK, BOSTON, KANSAS CITY, SAN FRANCISCO, LOS ANGELES, MINNEAPOLIS, MONTREAL, TORONTO, WINNIPEG.

CANADIAN DIVISION

HEADQUARTERS, & PAINT FACTORY, 21 St. Antoine Street, Montreal.
VARNISH FACTORY, St. Patrick Street, Montreal.
TORONTO DEPOT, 86 York Street.
WINNIPEG DEPOT, 147 Bannatyne St., East.

CEMENT TRADE NEWS AND COMMENTS.

THERE is to be a large expansion of the demand for cement for building purposes in Canada, as its good points are recognized. Among the advantages claimed for it is its fireproof quality. In an article in Cement, New York, Professor Newberry is quoted as follows: "Portland cement is practically infusible, and the water which it combines in hardening is given off very slowly under the action of heat. The surprising feature of its behavior when strongly heated is that it does not crumble, crack, warp or scale off, as most other materials do. Even after long calcination at high temperatures it still shows considerable cohesion and adhesion to metal, resists the impact of powerful streams of water, and does not crack under sudden cooling. On moistening with water after ignition it again hardens."

The same article publishes several views of buildings after severe fires, showing the slight damage done to cement floors and walls as compared with floors and walls of tile and terra cotta in several kinds of buildings. The article comprises a strong argument for the use of cement in building, particularly in the construction of factories.

It would be to the advantage of hardwaremen to encourage the use of cement for building purposes, and to establish a strong connection for its supply to local builders.

* * *

The Prescott, Ont., Town Council decided on Monday night to build about as much more granolithic walks this year as were completed last season. It was not decided whether they would be done by day labor or contract.

* * *

T. Beasley, city clerk of Hamilton, Ont., is asking for tenders for the supply of Portland cement for that city. Tenders must be in by February 17, noon.

ST. JOHN HARDWAREMEN DINE.

THERE is no lack of originality in the executive of the St. John, N.B., Board of Trade Hardware Association. A feature of their annual dinner has been for some time a souvenir menu, always of distinctive character. The menu this year, a copy of which has been received by "Hardware and Metal," is exceptionally clever and unique. It is a representation of a two foot rule, made in four divisions, of strong cardboard, of an orange tint. On the inner folds of the menu, toast list and list of officers and committees are given.

It will be seen from the following menu that the members of this Association, while both artistic in spirit and progressive in business matters, know how to appreciate the "good things" of life:

Oysters on the Shell

Consommé — Mock Turtle

Boiled Chicken Halibut, Egg Sauce

Creamed Sweetbreads,
With Mushrooms and Truffles, Sherry Sauce
Plain Lobster on Shell, French Dressing
Roast Beef, Roast Turkey
Boiled Ham

Potatoes — Spinach — Green Peas

Quail on Toast

English Plum Pudding, Brandy Sauce
Wine Jelly, Pineapple Jelly, Strawberry Jelly, Charlotte Russe
Frozen Fruit Pudding
Celery — Cheese Balls

Coffee

Nuts — Raisins. — Fruit.

Confectionery

"The King," the first toast, was responded to with musical honors and due enthusiasm.

"Our Association," was the theme of the president, W. H. Thorne, who reviewed the nine years' history of the organization, from the time he had the pleasure of giving the first dinner to the members, until the present, when the Association was one of power and influence, contributing much to the general welfare of the trade.

"Our Sister Associations," was proposed by the vice-president, John Keefe, and responded to by R. B. Emerson, Thos. McAvity and J. J. Foot.

Ex-President W. S. Fisher then proposed "The City of St. John," paying some high compliments to the services rendered by members of the Board of Trade and the city council. In responding, Mayor White referred to the assessment problem and harbor facilities as the vital questions affecting the business life of the city, suggesting a commission of experts to deal with the first matter and a harbor trust to deal with the latter. President W. M. Jarvis of the Board of Trade, referred to the steady industrial growth of St. John, and to the Mayor's harbor trust scheme, which he fully endorsed.

"The Iron and Hardware Manufacturers" was proposed by M. E. Agar and responded to by E. Perkins, the humorist; W. S. Fisher, who advocated technical education for boys in the school; James Pender, who desired a rearrangement of the tariff; C. Macdonald, John McAvity and John Keefe.

"Our Guests" was proposed by Vice President Keefe, and responded to by Messrs. McGill, of Montreal, and Allan Dobbee, of Woodstock, N.B.

In every respect the dinner was a success for which credit is due, in a large degree to the dinner committee, President A. M. Rowan, J. A. McAvity, J. P. Macintyre and Secretary J. J. Barry.

IN THE CASE NOW PENDING

wherein Hardware and Paint Dealers everywhere are the judges, the people of Canada and other countries the jury, and **CHURCH'S COLD WATER**

ALABASTINE

for twenty-five or more years on trial, it is very evident that **ALABASTINE** is the only wall-coating in demand. The judge in charging the jury—stocking **ALABASTINE**—and the jury in rendering the verdict—buying and using **ALABASTINE** have shown conclusively that the claims of the **ALABASTINE COMPANY** have been clearly and emphatically established. The evidence submitted is in order as follows:

SUPERIORITY—To sell goods of any other manufacture, the dealer **must** recommend them "the same thing, or, as good as ALABASTINE."

DURABILITY—ALABASTINE is manufactured from a cement base; can be recoated, and hardens with age, a claim that no other manufacturer has substantiated.

ARTISTIC BEAUTY—Made in twenty beautiful tints and white. Any degree of decorating can be done with ALABASTINE from plain tinting to the most elaborate in relief decorating known to the decorator's art,

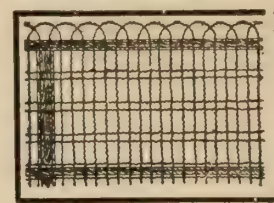
IS SANITARY—Sanitarians condemn in strong terms the use of wall paper for the walls of living rooms, on account of the poison used in its manufacture, and the decaying mouldy paste on the back of it. Kalsomines that rub off on everything that comes in contact with them are not to be recommended. Physicians all agree that "walls to be healthy must breathe." ALABASTINE is porous and permits the free passage of air.

IS CONVENIENT—Being ready to use by mixing in **cold water**. The inventor of this process, Mr. M. B. Church, was the first to produce a wall-coating to be mixed with cold water that was practical. This feature is patented in Canada and other countries. ALABASTINE in this form has absolutely displaced hot-water preparations, and forced kalsomine manufacturers, at the risk of patent infringement, to attempt to imitate this process.

In accordance with above verdict and the facts stated, this court hereby affixes the great seal of the manufacturers of the greatest wall-coating to be found anywhere in the world.

The trade supplied by Wholesale Hardware and Paint Dealers. Also by

THE ALABASTINE CO., Limited, PARIS, ONT.



Page Metal Ornamental Fence

Handsome, durable and low-priced. Specially suitable for front and division fences in town lots, cemeteries, orchards, etc. Retails for **20 CENTS PER RUNNING FOOT.** Just about the cheapest fence you can put up. Write for full particulars. Use Page Farm Fence and Poultry Netting.

The Page Wire Fence Co., Limited, Walkerville, Ontario.
Montreal, P.Q., and St. John, N.B. 7

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ARE ABSOLUTELY SAFE.

ACCIDENTAL DISCHARGE IS IMPOSSIBLE.

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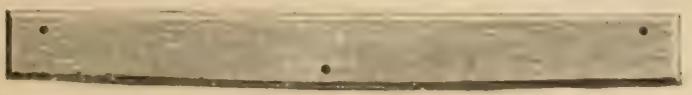
H. S. HOWLAND, SONS & CO., LIMITED.

WHOLESALE ONLY

37-39 West Front Street, **Toronto.**

WHOLESALE ONLY

Heavy, Round and Oval Whiffletrees, Second Growth, Ash.

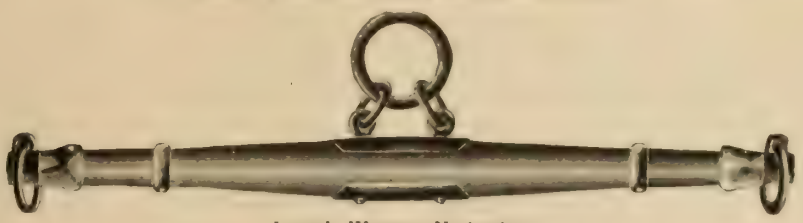


Heavy, Doubletree, Second Growth, Ash, 2x4x4 inch

Heavy, Team Neckyoke, Second Growth, Ash

Ferrules and Hooks.

Ferrules and Rings



Ironed, Waggon Neckyokes.

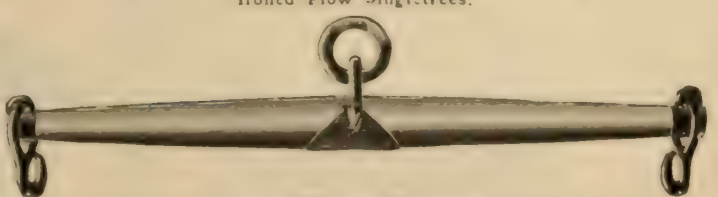
Slide Hooks.

Neckyoke Centre, Iron

Grab Hooks

Malleable Screw Pin Clevises.

Ironed Plow Singletrees.



Ironed Waggon Singletrees

Welded Centre Clips and Rings

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H. S. HOWLAND, SONS & CO. LIMITED, Toronto.

WE SHIP PROMPTLY.

Graham Nails are the Best.

OUR PRICES ARE RIGHT.

Factory: Dufferin Street, Toronto

MACHINERY

RAILWAY AUTOMOBILES IN EUROPE.

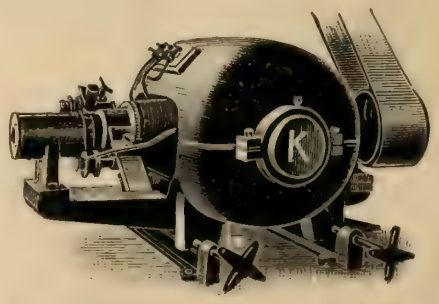
RAILWAY automobiles seem likely to be an assured fact in France and England, according to The London Times. On June 18 next, at 8.50 a.m., there will start from the Lyons Station, in Paris, a train composed of three "autonomobile" carriages—that is to say, carriages that are both autonomous and motor cars which will enter the Dijon Station at noon. The 315 kilometers (195 miles) between Paris and Dijon, will thus have been covered in three hours and 10 minutes, or a normal speed of 100 kilometers (62 miles) per hour; and the same speed may be maintained between Dijon and Lyons, Lyons and Marseilles, Marseilles and Nice, and Calais and Paris uninterruptedly, so that the distance between Calais and Nice can be covered in 14 hours.

This invention is now neither a project nor an experiment, but exists and works, and its application is merely postponed for some months for the construction of the actual rolling stock. To form an accurate idea of the attention which this new mode of traction and locomotion calls for it will be sufficient to say that the eminent firm of Gardner & Serpollet undertake the construction and organization of the autonomobile carriages.

It is interesting to note the transformation which, with the progressive developments in proportion to the construction of the carriages and the resources of the companies, the conveyance of passengers will undergo. First of all, as its name indicates, the autonomobile supercedes the locomotive—that is, it dispenses in every train, short or long, slow or fast, with a weight of 140 tons. It saves the considerable cost of locomotives. It abolishes smoke, steam, noise, vibration, the jolt incidental to stopping and starting, and the necessity of stopping to take up water. It also abolishes all the men in charge of a locomotive except the engine driver. The new carriage is 17 meters (56 feet) long—that is to say, the length of the present corridor carriage. Of these 17 meters, a space of 2.6 meters (8.5 feet) in front is occupied by the traction apparatus, while the remaining 14.4 meters (47.5 feet) will comfortably accommodate 40 passengers and the 1,200 kilograms (2,645 lb) of luggage allowed them. The cost of the autonomobile is the same as that of the first-class corridor carriage, while the weight, including the traction apparatus, is also the same. Thus the abolition of the locomotive is an accomplished fact, and the rails which now have to bear the weight of the locomotive and tender, as well as of the carriages, are relieved therefrom.

The system is one which, in an embryo form and dating back several years, has been applied to short and fast tramway lines, but never to practically unlimited distances. While not, perhaps, using the technical expressions which would be employed by a specialist, I believe I am not mistaken in stating that by means of the slightest possible quantity of petroleum the smallest possible quantity of water can be converted into the greatest propelling power of steam which can be produced. The extremely powerful vapor thus obtained acts directly on the wheels of the autonomobile. Of course, the petroleum is consumed, but the water, first transformed into vapor, condenses afresh, reverts to its original condition, and is then more easily transformed into steam, because it retains its heat. Thus, though the petroleum has disappeared, the water remains, which in temperate climates, is of no inconvenience and in dry countries is of priceless value. Consequently, in front of every autonomobile is an apparatus producing with a liter of petroleum per kilometer (1.05 qts. per 0.62 mile) the steampower requisite for propelling the carriage with its 40 passengers and 1,200 kilograms of luggage at a normal and almost minimum speed of 100 kilometers (62 miles) an hour, and that, too, without interruption, noise or jerk. In order to overcome the air resistance with such a speed entails, the autonomobile in front and behind is so shaped as to cut the air, which thus becomes an auxiliary rather than an obstacle. As each autonomobile has its own apparatus, the carriages, of course, might go singly as easily as when coupled together. I may add that the weight of the apparatus, apart from the petroleum and water carried, is trivial. As to the latter, to go from Paris to Nice, 1,100 or 1,200 kilograms, (290.5 or 317 gallons) of petroleum and 4,000 or 5,000 kilograms (1,056 or 1,321 gallons) of water will be required. This will allow of the whole journey being made without a stop; only care must be taken to guard against overheating.

The Northeastern Railway of England is building at its York works two auto cars to run on its railway, each of which will carry a complete apparatus for generating its own motive power. At one end of the car there will be a Napier petrol engine of 85 brake horse-power, with four cylinders. This engine will drive a dynamo, generating electricity for two motors, which will apply the power to the wheels of the "bogie," underneath the engine compartment. Two of these four-wheeled "bogies," of practically the normal railway-carriage type, will carry the framework of the car, but the body will be much lighter than that of an ordinary carriage, approaching closely to the tram type. In fact, the vehicle will be a tram-salon, with an engine compartment at one end, and a conductor's compartment at the other. Seating accomodation will be provided in each car for 52 passengers; and, as storage is provided for 30 gallons of petrol, it is expected that the autonomobile will be able to work five hours at a stretch without replenishing. It is calculated that by this system a speed of 30 miles an hour can be got up in as many seconds, which is a very much quicker acceleration than is possible with an ordinary train. It is not proposed to use these auto-cars at first for the longer-distance traffic of the Northeastern Railway, but to employ them rather for accelerating the service on those sections of the system where an ordinary train can only make a slow rate of speed, owing to the number of stopping places.



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Manufacturers of Dynamos and Motors for all purposes, both direct and alternating currents. Special attention given to repairs.

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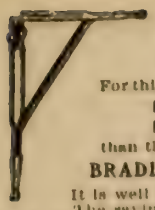

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That's what a shelf bracket is for.
For this purpose there can be
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BRADLEY STEEL SHELF BRACKET

It is well **Japanned, Strong** and **Light.** The saving in freight is a good profit, aside from the **lower price** at which the goods are sold.

Order direct or through your jobber.

ATLAS MFG. CO., New Haven, Conn., U.S.A.

Partial List of New and Rebuilt Machinery.

DRILLING MACHINES.

14-in Barnes Upright Drill, NEW
20-in " Round Base Upright Drill, NEW
20-in " Square " " "
13-in Knecht Friction Cone Drill, NEW
10-in Sutton " Disk " "
No. 66 Buffalo Blacksmiths " "
Dixon Rock Drill, Hand Power, NEW
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PUNCHES AND PRESSES.

No 1 Pendulum Foot Power Press, Crosby
No 82 " Press on legs, "
No 82 " " Bench "
No 2 A Screw Punch, English Make
No 2 Blacksmiths Punch and Shears, Bremer
No 16-to-21 Power Presses, Crosby Co

WATER WHEELS.

33-in Right Hand Leffel
30½ in Left " "
30-in " "
23-in Right " "
12-in Archimedian, Waterous
30-in Left Hand Perfection
25-in Right Hand Farrar

Tools inspected and repaired in my own shop
My Stock List will help you select that new machine
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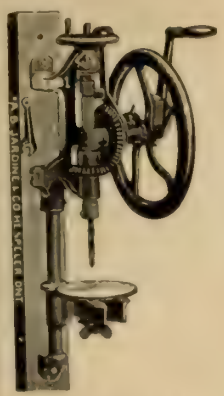

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The very best.

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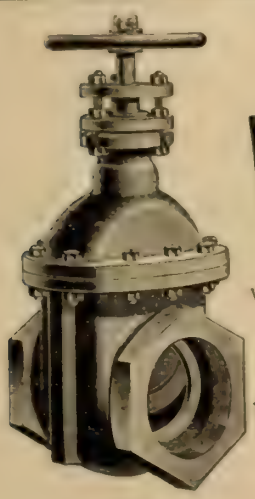

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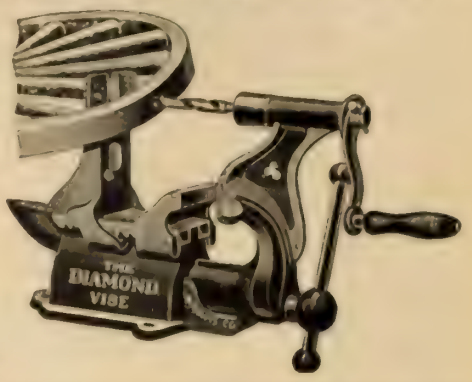
VALVES

Write for Catalogue
It tells all about them.

The Kerr Engine Co.
LIMITED
Walkerville, Ont.

DIAMOND VISE AND DRILLING ATTACHMENT.

U. S. Patent Jan. 15, '95. Canadian Patent July 22, '95.



JAWS are faced with steel ⅝ inch wide, 4 inches long, firmly fastened to jaw, checked and hardened. VISE weighs 38 pounds. DRILL weighs 13 pounds.

For Sale by Jobbers of Hardware.

Made by—
The Adams Company, Dubuque, Iowa, U.S.A.
Made by **Taylor-Forbes Co.**, Limited, Guelph, Ont.

"THE PEERLESS"

is the best Bolster Spring ever produced. A fine line for the hardware trade. **Write Us for Prices**

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Manufacturers of

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Steel Frame Churn.

DAVID MAXWELL & SONS,

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"Maxwell Favorite Churn"

Patented Features: Improved Steel Stand, Roller Bearings, and Foot and Hand Lever Drive, and Detachable Driving Link. Improved for season of 1903. Steel or Wood Frame as desired.

LAWN MOWERS.

High and Low Wheels, from 12 in. to 20-in. widths. Cold Rolled Steel Shafting, Crucible Steel Knives and Cutting Plate.

If your Wholesale House does not offer you these articles

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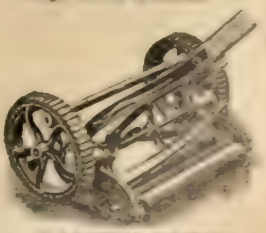
"THE MAXWELL" Lawn Mower.
High Wheel 10 inches.

Wheelbarrows. In four different sizes.



MAXWELL MOWER.
Low Wheel

MACHINERY AND ELECTRICAL NOTES.

H. B. McGIVERN, of Ottawa, has applied for a charter to run a railway between Toronto and Hamilton, Ont.

Prescott, Ont., will purchase an up-to-date hose-wagon fitted with Stempel fire extinguisher.

W. T. Farrell is building a new sawmill near Vancouver, and will be installing machinery shortly.

Sherbrooke, Que., is taking steps to acquire the gas plant owned by The Sherbrooke Gas and Water Co.

A 36-in. pedestal bandsaw was shipped to Kennedy-Davis Milling Co., Lindsay, Ont., by H. W. Petrie, Toronto.

The trouble between The Kingston Locomotive Works and the machinists brought from Germany by that concern, has not yet been settled.

The Mississauga Lumber Co., Hamilton, Ont., are building a sawmill, to employ 100 hands, near the mouth of the Algoma River, Ont.

S. W. Bradley, Cornwall, Ont., has purchased from H. W. Petrie, Toronto, a fine 24-in. x 10 ft. screw cutting engine lathe, "Crossby" make; also a 20-in. shaper.

A No. 4 "Jewel" automatic engine, capable of developing 18 h.-p. was installed in the factory of Arthur Home, Toronto. This engine was furnished by H. W. Petrie, Toronto.

The city corporation of Quebec intends to again ask the Legislature to empower it to impose a special annual tax of 25c. upon each telegraph, telephone or electric light pole in the city streets.

The Schultz Bros. Co., Brantford, Ont., are materially enlarging their machine shops in order to increase their output, as they intend to make an attempt to capture a share of the South-African trade in their lines.

Benj. Watkins, foreman of the M.C.R. shops, at St. Thomas, Ont., has accepted a lucrative position as manager of an automobile manufactory in New York City, and will shortly leave the city to assume his new duties.

The Page-Hersey Iron and Tube Company, of Guelph, Ont., have purchased an engine lathe with 30 in. swing and 14 ft. bed; also a "Buffalo" blower and portable forge. The above machine was installed by H. W. Petrie, Toronto.

The Manufacturers' Association have asked the Ontario Government to extend the period of exemption from taxation, except for school purposes, of machinery used in manufacturing expires at the end of this year, and asked that legislation be adopted at the next session, extending the period until such time as the present system of taxation in the Province is revised.

The Webster Gasoline Engine Co., Hamilton, Ont., last week shipped via New York, to H. Carpenter, Sydney, Australia, to be placed in a private launch. The heavy duties prevent many from being sent across the border, while Australia admits them free. The engine weighs about 500 lb., and is constructed of cast steel, brass and Tobin bronze, the latter being of a much harder composition, a necessity for use in salt water.

A. Angstrom, recently manager of The Bertram Engine Works and Shipbuilding Company, Toronto, has resigned, to take the general management of the new Canadian shipbuilding company in which F. Nicholls, W. R. Brock, Senator Cox, Wm. Mackenzie and W. D. Matthews are interested. The company are preparing plans, securing sites and in other ways preparing to start active operations on the erection of their works on the Upper Lakes in the early spring.

WILL MAKE AUTOMOBILES.

The Central Canada Foundry and Machine Works, of Carleton Place, Ont., which has been part of the James Gillies estate, is about to be transferred to a joint-stock company. It is learned that there will be a large amount of money spent in erecting new buildings and installing new machinery during the coming season. This, no doubt, will mean a boom for Carleton Place, as the greatest demand for gasoline engines, especially for farmers' use, will warrant the company to go into the manufacturing of them on a very large scale. They will continue the manufacturing of the Gillies launches, and it is also learned that they will manufacture automobiles and will continue to a general foundry and machine business.

RECOVERY OF TIN FROM SCRAP.

According to Dr. Mennicke, Germany possesses seven works by which tin is removed from scrap by an electrolytic process. About 30,000 tons of scrap were dealt with by the electrolytic processes. Germany herself is unable to provide the enormous amount of scrap required, and the supplies of raw material for these works are largely drawn from England, France and Switzerland. The average percentage of tin contained in the scrap is only about 3.0 per cent., but 88 per cent. of this can be economically recovered by the electrolytic methods in use, and both the tin, which is obtained as a spongy deposit at the cathodes of the cells, and the iron, after metallurgical treatment, are sold without difficulty to metal merchants. The author discussed at some length the advantages and disadvantages of various electrolytes which have been used for stripping the tin from the scrap by electrolytic action, and recommends the use of a simple alkaline solution of sodium hydrate. This yields a solution of sodium stannate comparatively free from other impurities. The tin can be electrolytically deposited from this solution in the spongy state without risk of contamination by iron. The addition of sodium chloride to the alkline solution, in order to increase its solvent action, is not approved of by the author, since this addition largely increases the amount of impurity present in the electrolyte.

OPPOSED TO MUNICIPAL CONTROL

IN making an argument against the proposition that Winnipeg should acquire and operate a gas plant, Wilford Phillips, superintendent of The Winnipeg Electric Street Railway Co., said:

"If the proposed city plant was not more successful than the city street lighting plant, it would be a doubtful investment. This plant, it was claimed at the time, would not cost more than $40,000, if the city got the use of the company's poles, which was agreed to, and yet the cost had gone to the large figure of over $65,000. It was now found that the street lights cost the city more for operation than the price tendered for by the company, namely, 29c. per light for new lights and 25c. for the company's lights then in use, the cost to the city being found by the city engineer and electrician, on investigation, to be considerably over 30c. per light per night.

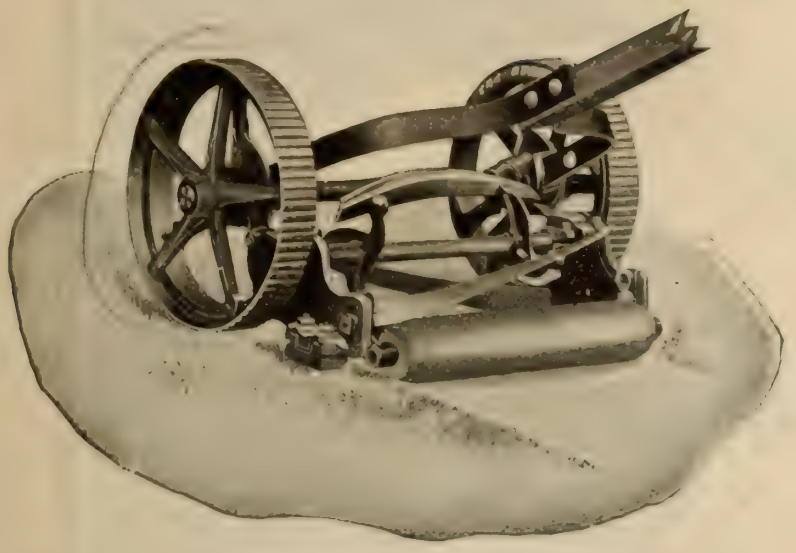
"In calculating the cost there was omitted a large part of the fuel used and practically nothing was charged for depreciation, which, in an electrical plant, usually amounts to from 12 to 15 per cent., and nothing was charged for the building, while the plant and machinery, as shown by the official reports of the city electrician, are far from being in the highest state of repair.

"As to gas, Mr. Phillips said the company's prices are $1.85 for lighting gas and $1.60 for fuel gas per 1,000 net. The price of oil, coal, labor and working expenses are increasing, as everybody knows, and the street railway company is having all it can do to make expenses from its gas business, and when the electrical power at Winnipeg River is developed and prices of electric lighting reduced in Winnipeg, which will be the case very shortly, the future of gas lighting will be very uncertain.

"The future of gas in Winnipeg depends altogether on the development of the electric works now under construction, and cheap electricity would make the city uncomfortable with a gas plant on its hands, while the street railway, who now operate the gas plant, will have to seriously consider the whole question in view of electrical competition."

"Woodyatt"
and "Star"

LAWN MOWERS



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These high grade wheels are known in every land, and are constructed of the very best materials money can buy, with simple adjustments and easy to operate.

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Largest Lawn Mower Makers in Canada.

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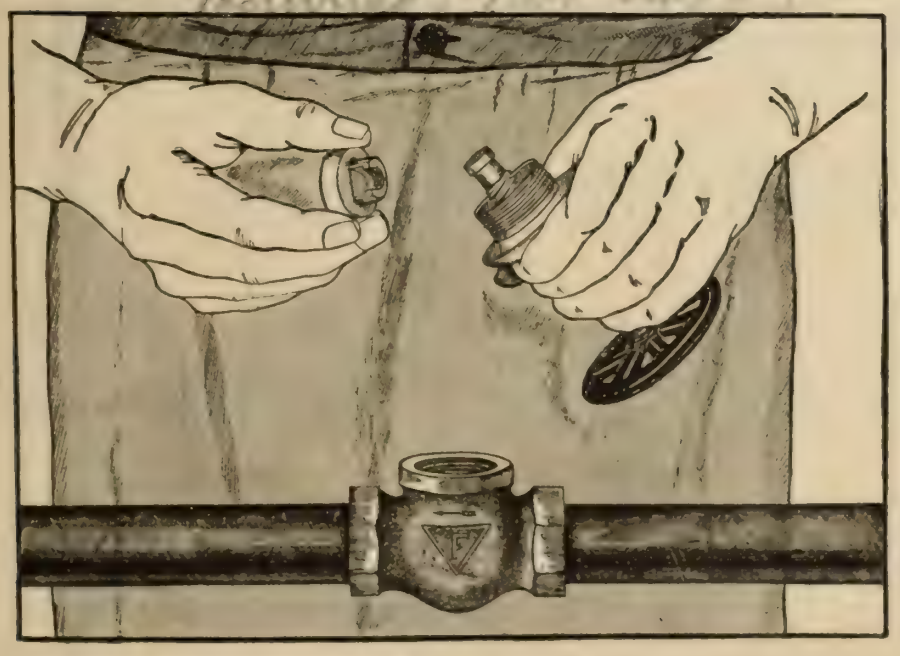

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UNQUESTIONABLY. THE BEST VALVE ON THE MARKET.

The Renewable Disc is easily inserted, and you have practically a New Valve.

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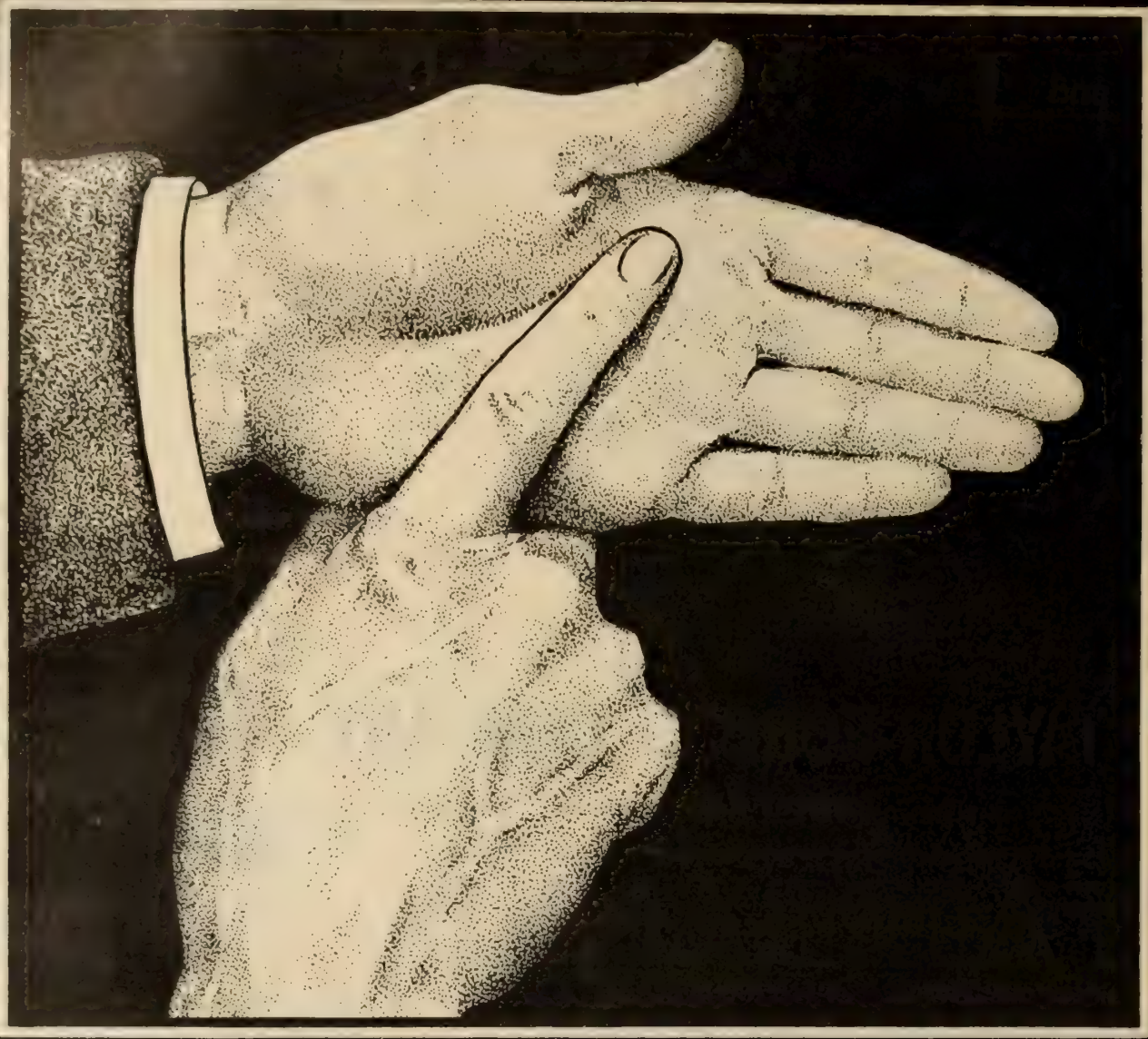
MONTREAL VANCOUVER



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is that

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The dealer who sells the WHITE MOUNTAIN doesn't have to argue to convince his customer that it is the freezer to buy.

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THE UNEXPECTED TEST.

EVERY progressive business man, no matter how far-sighted he may be, finds himself at one time or another in danger of being the victim of conditions that were as unexpected as they are unfavorable. Then comes the test. He may not realize his danger until too late, when the inevitable happens, and he is fortunate if he can effect a compromise with his creditors. Or, perchance, he may see the trend of circumstances in time, and, by putting his back to the wall and going into the matter with determination and redoubled efforts, he may come through the crisis. When he wins such a fight he is bound to be stronger in his own confidence and in the eyes of the business world than before the test.

An instance of this nature is related by an exchange of the experience of a small tradesman who had invested all of his available means in one big contract. After his working capital was locked up in the contemplated contract, unexpected litigation made it impossible to secure collection on it, and before long difficulties began to present themselves. Bills were earnestly pressed for payment. There was no remedy unless he could secure more money than was coming in the regular channels. He decided to do some extra work; made it a rule to collect his accounts more closely than he had ever done before. He was soon able to make small payments to all of his creditors, as an evidence of good faith and to secure further credit. He was untiring in his efforts to procure such new work as he could make the most money out of, by the use of his own practical knowledge and the skill of his employes, and by doing it promptly. This extra exertion continued until finally collection was made on the big contract, which placed him on a stronger financial basis than he had ever been in his life. Moreover, he had learned the advantage of prompt collections, of completing the work promptly, and of employing the most skilled labor he can secure. As a result he now has around him the best class of workmen, who receive the best pay; the establishment has the choicest class of patronage from people who can afford to pay their bills, which are not allowed to wait long for collection.

While it is not likely the test will come to every business man in the same way it will come to many in one way or another. The man who stands such a test is the man who will eventually win.

THE BENNER PROPHESIES.

CONSIDERABLE attention has of late been directed to the "Benner Prophesies," which have been referred to more than once in these columns. It will be remembered by older business men that the author of these prophesies, an Ohio farmer named Benner, after a comprehensive study of the prices of several staple articles during a long term of years, claimed to have discovered that, during that period, prices had moved up and down in cycles.

The truest barometer of trade, he argued, was pig iron, in which the period between high prices ran along successively for eight, nine and ten years. The intervening years, during which prices were declining and then advancing, were divided, according to the above order, into six years down and two up, five years down and four up, seven years down and three up.

The belief in the soundness of the Benner arguments has been strengthened greatly by the fact that, since 1875, trade has responded closely to the theory of price cycles advanced by Benner.

According to this theory the last apex of high prices was reached in 1899 and now we are in a nine-year period, of which the lowest point should be touched next year, after which prices should move upwards for four years.

This theory, it should be pointed out, is based on conditions in the United States, and while Canada follows rise and fall in that market rather closely, the greater solidity of our financial and commercial institutions has prevented this country from feeling the years of depression as they have been felt in the United States. Moreover, in view of the remarkable development of the Canadian Northwest the "low point" likely to be reached next year is not likely to seriously interfere with business conditions, in Canada at least, unless something unforseen and unusual happens.

PIG IRON PRODUCTION.

THE threatened shut-down of Ontario smelters on account of the scarcity of coke came to pass on Saturday last, when the Hamilton smelter stopped operations, probably for several weeks. This, coming at a time when the Canadian smelters have orders booked month in advance, is inopportune, to say the least.

The cause of the scarcity of coke is not due to any decrease in the production of that article, but to the congestion of traffic in the Pittsburg region. The matter is tersely expressed in Dun's Review as follows:

> Miles of loaded cars and thousands of tons of coke piled in the yards at Connellsville tell the story of conditions in the iron and steel industry. Furnaces are closing because of the fuel shortage, which at many points is now more acute than at any previous time. By giving coal, live stock and perishable goods precedence over all other freight, the railroads helped consumers everywhere, but at the expense of the leading manufacturing industry. Not only is it impossible to move coke freely to blast furnaces but equally difficult to get pig iron to the mills, and finished steel products to consumers.

In the face of the difficulties of production on this side of the water it is gratifying to note that Scotch pig iron, in view of the scarcity of Canadian iron, is offered in liberal quantities at about the same [illegible] as the home product, and that Canadian foundrymen and machine shops have bought over thirty thousand tons of this pig iron during the past few months.

TORONTO UNIVERSITY AND ITS DEFECTS.

ON another page we print a letter from Mr. James Loudon, president of the Toronto University, in reply to an article which appeared in THE CANADIAN GROCER, of January 23, criticising the University and its methods. For President Loudon we have the highest respect. As executive head of the University he stands high in the public estimation, and we regret exceedingly that in criticising the institution, of which he is the honored head, he should seem to share in it.

For the particular defects in the University which we dealt with, it was not intended to throw any blame upon Mr. Loudon. He, no doubt, does his best. And probably does as well as any other man could do under the circumstances.

The fault has not been with President Loudon, but with the system under which he is compelled to labor—a system which is probably as objectionable to him as to many other well-wishers of the University.

It is quite true that, through the inadvertence of a member of the staff who drew up the names, a partial mistake was made in the list given of gentlemen who compose the governing bodies of the McGill and Toronto Universities. But, while this is true, it does not affect the force of our argument.

We maintain that the Senate of the University, while embracing some men eminent in their respective professions, is not composed of the proper material to govern that institution as far as its educational facilities are concerned.

Being professional men, they have, by implication, at least, laid down the principle that the University was designed for training men for the professions only. At any rate, what else can be inferred from the curriculum? Like begets like. This President Loudon will not dispute. And, if like begets like, how can it be expected that a governing body composed of professional men can bring forth a curriculum designed for any other than the manufacture of professional men?

Not for one moment would we maintain that the end-all of a University training should be to fit men for making money The chief end of a University should be to make men. Men in the highest sense of the term. Men who are qualified for the practical affairs of life: in other words to perform well their part as citizens. And that does not mean as members of the learned professions alone. It means practical and intelligent men in the world of commerce and agriculture—men who are of practical use in developing the great natural resources of the country. This the Toronto University is not doing. It has turned out some good men; in fact some exceptionally good men. But even the educational institution of "Mr. Squeers" turned out some good youths.

But the impractical character of the Senate is seen not only in the curriculum but is reflected even further back. We have reference to the professors occupying some important chairs. If, as Preisdent Loudon thinks, the Senate is entirely fitted for their position it might be well to account for the appointment of some of the professors who are making serious failures of their chairs. That these failures exist even President Loudon himself cannot deny

Mr. Loudon points out that upon the Board of Trustees are the names of such business men as Messrs. B. E. Walker, J. Herbert Mason, G. S. Gzowski and the late Senator Wood. True, but these men have nothing to do with the curriculum. And Mr. Loudon weakens rather than strengthens his case by pointing this out.

In his concluding paragraph but one, Mr. Loudon, after giving a list of the positions occupied by graduates of the University, says: "The above * * * ought to be sufficient to indicate that you are mistaken in your impression that Toronto is not doing her full share in advancing the development of industry."

We presume he means by "Toronto" the University. We are sorry we cannot agree with him that the evidence he offers is sufficient to prove his case. We have already said that the University has turned out some exceptionally good men. But a comparative few out of many thousands no more proves the efficiency of an educational institution like that of Toronto University than that one swallow makes a summer. A robin was seen in the Queen's Park the other day, but we have not yet had a glimpse of spring. It is only a dead tree that does not bear some fruit.

THE BICYCLE AS A HARDWARE LINE.

A FEW years ago the natural outlet for the sale of the bicycle was through the hardware store. Owing, however, to the large number of bicycle manufacturers and jobbers who had travellers drumming the country and placing samples with all classes of men, and, in fact, making anybody an agent for the sake of getting in one wheel, the hardware dealers gradually became disgusted with the business. In addition to this many trashy bicycles were on the market, which gave the dealers a great deal of trouble in connection with repairs. This has all changed of late years; the few bicycles of reputation now on the market require very little attention from the dealer, both for the reason that imperfections have been pretty well overcome, and also that the riding public understands the bicycle better. The margin of profit is good, and being a natural hardware line dealers could in many cases add a bicycle department to their business with decided advantage.

Another fact to be considered is that the bicycle enjoyed the boom greater than that of any merchantable product of modern times, with the result that it grew into a craze, and the consequent reaction always incidental to a boom of this kind in any sort of business brought a depression in the bicycle trade, giving many people the idea that the bicycle business was dead.

The results of British companies during the past season show that bicycle trade is again in a prosperous condition there, and we learn that the surplus stock accumulated by over-production in the United States for the past few years has been pretty well disposed of during the past season. The same we learn is true of Canada, with the result that bicycles offered for 1903 will be for the most part bright new models. A decidedly healthy revival is apparent in the business, and the addition of the line is well worth the consideration of the hardware trade.

A REPLY FROM PRESIDENT LOUDON.

Dear Sir.—In your issue of January 23, in an article entitled "Business Men in University Affairs," you indulged in some rather severe criticism on the University of Toronto, animadverting more particularly upon its administration and on the alleged want of success of its graduates. In this latter respect you contrasted the University, much to its disadvantage, with McGill University, instancing particularly the demand for engineering students of McGill in implied contrast with Toronto.

Now, permit me to say that the authorities of the University do not object to criticism which is based on knowledge and fact; but in this particular instance the force of your main argument is so obviously based on a misconception that any inferences which your readers might draw therefrom would be entirely vitiated; while, on the other hand, your contrast concerning the demand for engineering students is so totally at variance with fact that it would prove equally misleading. I can hardly suppose that it was your intention to mislead your readers in either of these respects, and I am sure you will gladly allow me the opportunity of setting the matter in its true light.

First, as regards the administration. You invite your readers to compare the governing bodies of the two institutions as printed in parallel columns, and you find in the comparison the "direct explanation" of what you term "disappointing results." A little more knowledge, on your part, of the organization of the two universities or the ordinary precaution of informing yourself, would have at once made you aware that your comparison is absurd. In your first column are printed the names of the gentlemen who constitute the board of governors of McGill University; in your second column, the names of the Senate of the University of Toronto. In other words, you have practically been comparing the financial board of McGill with the academic board of Toronto. The Government of Ontario and our board of trustees conjointly discharge duties similar to those of the board of governors of McGill, and here your comparison might properly have lain. On our board of trustees are such men as John Hoskin, K.C., B. E. Walker, J. Herbert Mason, C. S. Gzowski and the late Senator Wood—men, whose business capacity you will not, I am sure, question. I may point out that our Senate, having to do with curricula and examinations, is necessarily and properly largely academic in its personnel, as is the corresponding body in McGill and other universities.

Secondly, as regards the implied difficulty of our engineering graduates in obtaining employment: I am informed by Principal Galbraith, of the School of Practical Science, that the demands for graduates of the school since the opening of the session in October have been so numerous, that he has found it impossible to satisfy them. At present there are 341 graduates, who, almost without exception, are employed in work for which they were trained in the school. The prosperity of the school has been increasing year by year, the number of students at present being 349, the largest, by far, in the Dominion. The ultimate reason for its steady growth must be found in the success of its graduates. The principal occupations in which they are engaged, are the steel and iron industries, transportation, mining, electrical and power development, municipal work, drainage, etc. Canada gives employment to 73 per cent. of the graduates, the remainder being scattered over the United States, Mexico, West Indies, England, South Africa, India, etc. Among the positions occupied by them are the following:

Chief Engineer Vancouver, Victoria and Eastern Railway, Vancouver.

Chief Engineer Dominion Iron and Steel Company, Sydney.

Chief Engineer Drainage Commission, New Orleans.

Assistant Chief Engineer P. & L. E. E. Railway, Pittsburg.

Chief Engineer Lake Erie and Detroit River Railway, Walkerton, Ont.

Consulting Engineer Structural Steel Works, New York.

Manager Sullivan Machinery Company, New York.

Consulting Electrical and Mechanical Engineer, Montreal.

Engineer Ontario Power Company, Niagara Falls, Ont.

Consulting Engineer, Foundations, Bridges, New York.

Division Engineer Trent Valley Canal, Peterboro'.

Engineer Chambly Electric Works, Chambly.

Manager Toronto and Hamilton Electric Company, Hamilton.

Assistant Electrical Engineer Bell Telephone Company, Montreal.

Consulting Engineer National Boiler and General Insurance Company, Manchester, England.

Mechanical Engineer Consolidated Gold Fields of South Africa, Johannesburg.

Manager Simcoe Canning Company, Simcoe, Ont.

Manager Mikado Gold Mining Company, Rat Portage.

Chief Chemist and Assistant Manager Alameda Sugar Company, Alvarado, Cal.

Superintendent Playfair Lumber Company, Midland.

Manager Goldie and McCulloch Engine Works, Galt.

Chief Chemist Nova Scotia Steel Company, Ferrona, N.S.

Assistant Engineer Gas, Light and Coke Company, Cleveland.

Chemist National Tube Department United States Steel Corporation, McKeesport, Pa.

Chief Engineer Gurney Foundry Company, Toronto.

Secretary Ontario Bureau of Mines, Toronto.

Professor of Physics, Muir Central College, India.

Engineer Main Officers Slate Quarry Company, North Wales.

Mining Engineer Los Reys Gold Mining and Milling Company, Mexico.

Manager Batavia Electric Light Company, Java.

Manager London Electric Construction Company, London.

Chief Chemist Crow's Nest Pass Coal Company, Fernie, B.C.

Assistant Superintendent Canadian Electro Chemical Company, Sault Ste. Marie, Ont.

The above are only a tithe of the positions held by our graduates. The full list, however, which I send herewith, ought to be sufficient to indicate that you are mistaken in your impression that Toronto is not doing her full share in advancing the development of industry. It would be equally easy to show that graduates of other Faculties of the University are playing an equally important part in the intellectual development of Canada.

A word in conclusion as to your commendation of the staff of McGill University and your depreciated reference to that of Toronto. I might remark that your opinion of the Toronto staff and its work is evidently not shared by the governors of McGill, as evidenced by the fact that they have secured on their staff the services of no less than six graduates of the University of Toronto.

J. LOUDON.

University of Toronto, February 2, 1903.

TO ENCOURAGE CANADIAN SHIPPING.

The Dominion Government have passed an Order-in-Council intended to insure that Canadian products or manufactures shall be transported or towed by Canadian vessels, even when they pass from one Canadian port to another over waters outside the Dominion. These regulations were made to stop the practice lately in vogue whereby a Canadian tug would take rafts or scows from the Canadian ports to the open lakes and there transfer them to United States tugs which would take them, almost to the Canadian port the goods were being shipped to, when another Canadian tug would take them in. Under the new rules, goods going from Canadian ports to Canadian ports must go all the way in vessels carrying the British flag.

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

Montreal, February 6, 1903.

HARDWARE.

THE wholesale hardware trade is very busy at present endeavoring to keep up with the orders being received for spring shipments. In fact, the largest dealers say that January, 1903, was the busiest January in years. Horse nails have seen another advance since last week, and as yet there is no market price on "M" brand. The discount on "Monarch" has been changed and is now 60 per cent. Building paper is another line that is on the up grade, and has advanced generally. Carpet felt is now quoted at $45, instead of $40. Soldering irons have also advanced and are quoted about ½c per lb. higher. An increase of 8c per dozen is also noted in re acting washing machines, and are now quoted at $4.50 each for round and $4.75 for square. The price of screen-wire cloth is very firm and the market is active. Snow shovels are still moving in small lots, and the trade expect to carry over a very small supply.

LAWN MOWERS.—A steady movement is noted in lawn mowers, and the prices are firm. We quote: 10½ in. wheel x 12 in. cutter, $7.50; by 14-inch cutter, $8.00; by 16-inch do, $8.50; by 18-inch do, $9.00; by 20-inch do, $10.00. Star, 9-inch wheel by 12-inch cutter, $5.50; by 14-inch do, $5.75; by 16-inch do, $6. Daisy, 8-inch wheel by 12-inch cutter, $4.90; by 14-inch do, $5.10; by 16-inch do, $5.30. Philadelphia pattern, 7½-inch wheel by 10-inch cutter, $6; by 12-inch do, $6.50; by 14 inch do, $7; by 16-inch do, $7.50. Grass boxes are quoted as follows: 12-inch, $2.25; 14-inch, $2.25; 16-inch, $2.50; 18-inch, $2.50; 20-inch, $2.75. The discount on all the above is 50 per cent. off.

BARB WIRE.—There is a small amount of business doing and the market is still steady. There are no changes in the quotations, which are as follows: $2.80 per 100 lb. f.o.b. Montreal; $2.15 f.o.b. Cleveland, in carlots of 15 tons; $2.67½ f.o.b. Cleveland, in smaller lots.

GALVANIZED WIRE. No change to note in galvanized wire, and little business is being transacted. Our prices are as follows: No. 5, $3.70; Nos. 6, 7 and 8, $3.15; No. 9, $2.55; No. 10, $3.20; No. 11, $3.25; No. 12, $2.65; No. 13, $2.75; No. 14, $3.75. In carlots, f.o.b. Cleveland: No. 5, $2.20; Nos. 6, 7, 8 and 9, $2.15; No. 10, $2.20; No. 11, $2.25; No. 12, $2.30; No. 13, $2.40; No. 14, $2.50. In less than carlots, 12½c. per 100 lb. extra is charged.

SMOOTH STEEL WIRE.—The market is unchanged and is very quiet. We quote as follows: Bright and annealed, $2.50 per 100 lb. f. o. b. Montreal, Toronto, Halifax, London, Hamilton and St. John. Net extras per 100 lb. are now as follows: Coppered wire, 60c.; tinned wire, $2; oiling, 10c.; spring wire, $1.25; best steel wire, 75c.; bright soft drawn, 15c.; special hay-baling wire, 30c.

FINE WIRE.—A small business is reported this week in fine wire. The discount is still 25 per cent., with the following extras: 1 and 2 lb. hanks, 25c. per 100 lb.; ½ lb. hanks, 37½c. and ¼-lb. hanks, 50c.

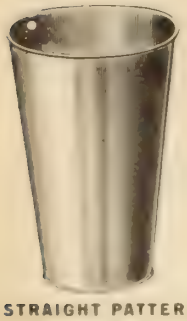
BRASS AND COPPER WIRE.—The discount remains at 62½ per cent., and the market is steady.

FENCE STAPLES. Spring business is good and the prices are firm. Our prices are as follows: $3 per 100 lb. peg for galvanized staples and $2.80 for bright, with 25c. extra for 25 and 50-lb. packages.

WIRE NAILS.—A fair trade is being done in wire nails this week. Our prices are as follows: Carlots, $2.40 and small lots, $2.45 per keg f.o.b., Gananoque, Montreal, London, Hamilton, Toronto, Brantford, Windsor, Ont., and St. John.

CUT NAILS.—A decided improvement is noted in this market during the last two weeks. In carlots, the price is $2.40 and in small lots, $2.45 per keg.

SAP PAILS and SPILES



STRAIGHT PATTERN

FLARING PATTERN

These goods will be needed before long, and your customers may ask for them any time now.

If you require either spiles or pails, we can ship you any quantity the same day the order reaches us.

Sap Pails

Made in six sizes in both straight and flaring patterns.

"Eureka" Cast Iron Sap Spiles

The superiority of these spiles over all others is well known to the trade.

Tinned and Galvanized Iron, in the following sizes and Gauges, for sap pans, always in stock.

Tinned Iron	*Galvanized Iron*
48 x 96 x 20	48 x 96 x 16
48 x 96 x 22	48 x 96 x 18
36 x 84 x 22	48 x 96 x 20
	48 x 96 x 22

Prompt Shipment Guaranteed

The McClary Manufacturing Co.

LONDON, TORONTO, MONTREAL, WINNIPEG, VANCOUVER, AND ST. JOHN, N.B.

"Everything for the Tinshop."

ENGLISH
GERMAN
BELGIAN
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AMERICAN
} PORTLAND CEMENTS.

FIRE
BUILDING
ENAMELLED
SILICA
MAGNESIA
} BRICKS.

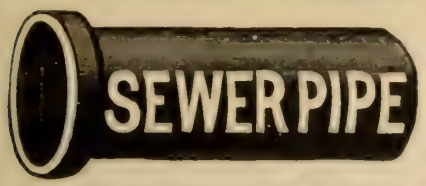
DRAIN
CULVERT
} PIPES.

F. HYDE & CO.

31 WELLINGTON ST., MONTREAL

. . FULL STOCK . .

Salt Glazed Vitrified



Double Strength Culvert Pipe a Specialty.

THE CANADIAN SEWER PIPE CO.

HAMILTON, ONT. TORONTO, ONT.
ST. JOHNS, QUE.

Deseronto Iron Co.

LIMITED

DESERONTO, ONT.

Manufacturers of

CHARCOAL PIG IRON

BRAND "DESERONTO."

Especially adapted for Car Wheels, Malleable Castings, Boiler Tubes, Engine Cylinders, Hydraulic and other Machinery where great strength is required; Strong, High Silicon Iron, for Foundry Purposes.

"MIDLAND"

BRAND

Foundry Pig Iron.

Made from carefully selected Lake Superior Ores, with Connellsville Coke as Fuel. "Midland" will rival in quality and grading the very best of the imported brands

Write for Price to Sales Agents

Drummond McCall & Co.

MONTREAL, QUE.

or to

Canada Iron Furnace Co.

MIDLAND, ONT. Limited

HORSE NAILS.—Another advance has taken place in horse nails since our last issue. We quote: "M" brand, prices on application; "C" brand, 10, 10 and 7½ per cent. off; "Monarch," 60 per cent.; and "Peerless," 51 and 7½ per cent.

HORSESHOES.—A fair trade is being done in horseshoes and the prices are steady this week. Our quotations are as follows: Iron shoes, light and medium, pattern, No. 2 and larger, $3.35; No. 1 and smaller, $3.60; snow pattern, No. 2 and larger, $3.60; No. 1 and smaller, $3.85; X L steel shoes, new light pattern, sizes 1 to 5, No. 2 and larger, $3.45; No. 1 and smaller, $3.70; feather weight, all sizes, 0 to 4, $5; toe weight, all sizes, 1 to 4, $6.25. Shoes, more than one size in a keg, 10c. per keg extra. f.o.b. Montreal only.

RIVETS AND BURRS.—There are a few orders coming to hand, but the market is quiet. Discounts are as follows: Best iron rivets, section carriage and wagon box, black rivets, tinned do., coopers' rivets and tinned swedes rivets, 60 and 10 per cent.; swedes iron burrs are quoted at 55 per cent. off; copper rivets, with the usual proportion of burrs, 45 per cent. off and coppered iron rivets and burrs, in 5-lb. carton boxes are quoted at 60 and 10 per cent. off list.

BOLTS AND NUTS.—The demand at present is very light. Discounts follow: Norway carriage bolts, 55 per cent.; common, 50 and 10 per cent.; full square carriage bolts, 55 per cent., machine bolts, 50 and 5 and 10 per cent., coach screws, 66 2 3 per cent.; sleighshoe bolts, 65 and 5 per cent.; blank bolts, 50 and 5 per cent.; bolt ends, 50 and 5 per cent.; plough bolts, 50, 5 and 10 per cent. Tire bolts, 67½ per cent.; stove bolts, 67½ per cent. Nuts, square, 3¼c. per lb. off list; hexagon nuts, 3¾c. per lb. off list. To all retailers an extra discount of ½c. per lb. is allowed.

SCREWS.—There is no change in the prices of screws and the trade is quiet. We quote: Round head bright, 82½ and 10 per cent.; flat head bright, 87½ and 10 per cent.; brass, round heads, 75 and 10 per cent.; brass, flat heads, 80 and 10 per cent.

CORDAGE.—A fair demand is reported for manila rope. We quote as follows: Pure manila, 11c.; British pure manila, 12c.; sisal, 11c.; double lathyarn, 11c.; single lathyarn, 10½c.

BUILDING PAPER.—There are several changes this week, and our prices are now as follows: Tarred felt, $1.75 per 100 lb.; 2-ply, ready-roofing, 90c. per roll; 3-ply, $1.15 per roll; carpet felt, $2.25 per 100 lb.; dry sheathing, 40c. per roll; tar sheathing, 55c. per roll; dry fibre, 55c. per roll; tarred fibre, 60c. per roll; O K and I X L, 65c. per roll; heavy straw and sheathing, $30 per ton; slaters' felt, 60c. per roll.

SCREEN WIRE CLOTH.—This market is firm with a brisk demand. We quote $1.40 per 100 square feet.

FIREBRICKS.—The market is quiet and the prices remain the same as last week. We quote as follows: English, $16 to $22 and Scotch, $17 to $22 per 1,000.

CEMENT.—There is little doing in cement at present, and we quote: Canadian cement, $1.90 to $2.25; German, $2.20 to $2.30; English, $2.15 to $2.25; Belgian, $1.70 to $1.95 per barrel ex store, and American, $2.10 to $2.20 ex cars.

PIG IRON

"CARRON"

and other standard brands for import.

A. C. LESLIE & CO.

509-512 Merchants Bank Building,

MONTREAL.

OUR GUARANTEE

says that if our pumps are not as represented we will take them back and refund the money.

How many times have we been called upon to back up this statement? Not once.

What do you think of that for a record?

Do you hesitate now in selling McDougall Pumps?

Better write to-day for our catalogue and price list and send us an order within the next few days.

THE R. McDOUGALL CO., Limited,

GALT, ONT.

Mfrs. of the best pumps made in Canada

Pig Iron

We offer the following brands, to arrive, viz:

No. 1 "SUMMERLEE."
" 1 "GARTSHERRIE."
" 1 "EGLINTON."
" 1 "CARNBROE."
" 1 "MIDDLESBORO'."
" 3 do.

Write for quotations.

ADAM HOPE & CO.

Hamilton, Ont.

NOVA SCOTIA STEEL & COAL CO., Limited

NEW GLASGOW, N.S.

Manufacturers of

Ferrona Pig Iron

And SIEMENS MARTIN

OPEN HEARTH STEEL

...SHOVELS. A number of small orders for immediate shipment have been received during the week. We quote as follows: "Habitant," $2.25 to $2.40; "Vulcan," 40 per cent. off; steel railroad shovels, 15 and 5 per cent. off.

FIRE SHOVELS. The trade in fire shovels is fair at the same discounts as mentioned last week, as follows: No. 70, 85½ to 90c. per dozen; No. 55, 55 to 60c.; No. 57, $2½ to 90c.; No. 60, $2½ to 90c.; No. 65, $1.37½ to $1.45; No. 80, 50 to 55c.; "Duplex," No. 7, $1.21; No. 9, $1.52; No. 11, $1.82.

COAL HODS. There is a fair inquiry for sorting up, but the bulk of the trade is over, and our quotations are as follows: Japanned, 16 in., $4.50 per doz.; 17 in., $4.80; 18 in., $5.10; with gold band, 17-in., $5.10; 18-in., $5.40. Galvanized, 16-in., $6.20; 17-in., $6.50; 18-in., $6.80 per doz. The discount is 45 per cent.

LANTERNS.—The demand is good and prices steady. Our quotations are as follows: Tilt, lift or hinge, No. 0, $4 per doz.; Cold Blast, $7 per doz.; dash-board, No. 0, $5.75 per dozen; cold-blast dashboard, $9 per dozen. Extras are as follows: Japanning, 50c. per dozen; copper-plating cold blast, $2 per dozen. The prices quoted are f.o.b. London, Hamilton, Toronto, Belleville, Kingston and Montreal.

METALS.

The activity in the metal market continues and a few lines are likely to increase in price in the near future. A slight advance has taken place in bar iron and it is now quoted 10c. higher. The shortage of coke and the scarcity of cars are making the pig-iron furnaces afraid of a shortage in supplies. In fact, during the past few months, it is claimed that 30,000 tons of pig have been imported from Scotland. All pig iron imported from Scotland this year has come in under the preferential tariff, at a duty equal to $1.67 net per ton. So far, most of the Canadian furnaces have been able to operate, but the owners appear somewhat afraid they will have to close down. The outlook for copper is very bright, and it has been stated by good authority that copper will not sell less than 13c. per lb. in the United States this week. The tin and lead markets are also very firm. On the foreign markets Canada plates are somewhat weaker, and bright Canada plate is now quoted at £8 5s. per ton. Terne plates are quoted 3d. per box higher in sympathy with the advance in lead and tin.

BAR IRON. There is a slight increase in bar iron this week. We quote as follows: Merchants' bar, $2.10; horseshoe iron, $2.35; forged iron, $2.30.

BLACK SHEETS. A fair demand continues and the prices are firm. We quote 28 gauge, $2.65; 26 gauge, $2.60; 20 to 24 gauge, $2.50; 8 to 20 gauge, $2.50.

GALVANIZED IRON.—Business is quiet and the market prices remain unchanged. Quotations follow: No. 28, Queen's Head, $4.40; Apollo, 10½-oz., $4.30; Fleur de Lis, $4.15; Comet, $4.10; "Bell" brand, $4.05. For less than case lots 25c. extra is charged.

LEAD PIPE. There is no feature in the lead-pipe market this week. Composition and waste are quoted at 8c. and ordinary at 7c. The discount is 37½ per cent.

IRON PIPE. There are a few changes in iron pipe that we would call to the

NICHOLSON FILE CO.

PROVIDENCE, R.I., U.S.A.

Cast Steel FILES and RASPS, High Grade

FOR HOME AND EXPORT TRADE.

Largest File Manufacturers in the World.

Seven Distinct Factories.

The well-known "Nicholson" and "X. F." brands are made exclusively at our Providence works from best selected steel, by experienced workmen, and are exported to all parts of the globe, and command the highest prices.

DOMINION WORKS:

PORT HOPE, CANADA.

Daily production: 600 dozen, including "Globe," "Kearney & Foot," and other brands.

Walter Grose, Selling Agent, Montreal.

THE JOHN MORROW MACHINE SCREW COMPANY, Limited

Manufacturers of

Set and Cap Screws, Special Milled Work, Engine Studs. Etc. Cold Punched Nuts of every variety of finish.

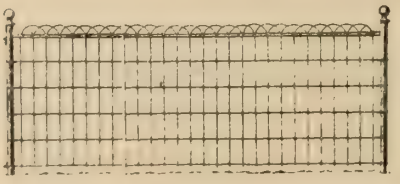
INGERSOLL, ONT.

BLOCK TIN PIPE,

COMPOSITION PIPE,

ALL SIZES TO ORDER.

THE CANADA METAL CO., WILLIAM STREET, TORONTO.



CYCLONE LAWN AND CEMETERY FENCE.

We build it from 24 inch to 42 inch high, from 14c. to 19c. per running foot. The best and strongest in the market. We build farm fences and gates of all sizes.

Cyclone Woven Wire Fence Co., Limited

Write for price. TORONTO

SITUATION WANTED.

A YOUNG man with a thorough knowledge of the hardware trade desires a position either as clerk or traveller, western house preferred; first-class references. Address W. B., c/o Hardware and Metal, 232 McGill St., Montreal. (6)

HARDWARE store and stock including lumber, coal and wood, in a progressive Manitoba town, for immediate sale; proprietor giving up business if sold before placing spring stock orders. For particulars apply G. Silvester, Elkhorn, Manitoba. (6)

FOR SALE.

STOVE and hardware business for sale, fine stand, central property, also can be purchased; sickness cause of sale. Jas. Hewlett, 24 Arcade (6)

—WANTED—

A man to take general charge of an office, with experience in hardware and speaking both languages preferred. State salary, etc. Address

"SUN," care of Hardware and Metal, 232 McGill St., Montreal.

attention of our readers. Quotations follow: Standard pipe, per 100 feet, in lengths under 19 feet: Black, ¼, $2.40; ⅜, $2.65; ½, $2.85; ¾, $3.65; 1 in., $5.20; 1¼, $7.35; 1½, $8.95; 2 in., $12.55. Galvanized, ¼, $3.20; ⅜, $3.15; ½, $3.85, ¾, $5; 1-in., $7.20; 1¼, $10.05; 1½, $12.20; 2-inch, $16.85. Extra heavy pipe, plain ends, are quoted per 100 feet as follows: Black, ½, $4.20; ¾, $5.25; 1-in., $7.55; 1¼, $10.55; 1½, $12.75; 2 in., $17.60. Galvanized, ½, $5.20; ¾, $6.65; 1-in., $9.55; 1¼, $13.25; 1½, $16; 2 in., $21.90. For threads and couplings, 5 per cent. is added. Trade discount, 5 to 7½ per cent.

TINPLATES.—The prices are very firm on the local market. We quote: Cokes, $4.25 to $4.50 and charcoals, $4.75 to $5.00.

SOIL PIPE AND FITTINGS.—Business in soil pipe is very quiet and the prices remain the same. Discounts are: Light soil pipe, 3 to 6 inch, 50 per cent.; medium and extra heavy soil pipe, 2 to 6-inch, 60 per cent.; extra heavy soil pipe, 8-inch, 45 per cent.; light fittings, 2 to 6-inch, 50 and 10 per cent.; medium and extra heavy fittings, 2 to 6-inch, 60 per cent.: extra heavy fittings, 8-inch, 45 per cent.

PIG IRON.—The market is firm and no desire for future contracts. We quote $23.50 to $24.50, ex store, Montreal.

INGOT COPPER.—There is a tendency to advance in ingot copper. We quote $13.50 to $14.50 per 100 lb.

INGOT TIN.—A firm market is reported. We quote $32 to $33.50 per 100 lb.

PIG LEAD.—We quote: Carlots, $2.90 and less than carlots, $3.25.

STEEL.—There is a steady demand for steel and the market is firm. Our prices are as follows: Sleighshoe, $2.10 to $2.20; tire, $2.20 to $2.25; spring, $2.85 to $3; reeled machinery, $2.75 to $3.00; toecalk, $2.65 to $2.75; machinery (iron finish), $2.10; mild steel, $2.05; square harrow, $2.15.

TOOL STEEL.—The demand for tool steel is fair and prices are steady. Our quotations are as follows: Black Diamond, 8 to 9c.; Sanderson's, 8 to 9c., according to the grade; Jessop's, 13c.; Leonard's, 7½c.; Jonas & Colver's, 10 to 20c.; "Air Hardening," 50 to 65c. per lb.

CANADA PLATES.—There is a fair demand for Canada plates. We quote: 52s, $2.60 to $2.70; 60s, $2.70 to $2.80; 75s, $2.80 to $2.85; full polished, $3.75 and galvanized, $4.25 to $4.35; galvanized, 60s, $4.45 to $4.55.

TERNE PLATES.—The market is firm. We quote $7.50.

COIL CHAIN.—The demand for all kinds of chain keeps good. We quote: No 6, 11½c.; No 5, 10 to 10½c.; No. 4, 9 to 9½c.; No. 3, 8 to 8½c.; ¼ in., 6½ to 7c. per lb.; 5-16, $5 to $5.20; 5-16 exact, $5.25; ⅜, $4.25; 7-16, $4; ½, $3.95 to $4.05; 9-16, $3.85 to $3.95; ⅝, $3.65 to $3.75, ¾, $5 to $5.20; ⅞, $3.30; 1 in. $3.15 to $3.25. In carlots an allowanre of 10c. is made.

SHEET ZINC.—The market is quiet. We quote from $5.75 to $6.

ZINC SPELTER.—There is very little moving in this line. We quote $5.25.

SOLDER.—Business is fair and prices remain unchanged. We quote: Bar solder, 20c. and wire solder, 18c.

Our Metallic Ceilings and Walls

Are an ideal finish for all kinds of buildings, because they combine both beauty and utility.

We make an almost countless assortment of artistic designs—the plates fitting accurately, the joins imperceptible and the pattern continuous in perfect precision throughout.

The sanitary superiority, fireproof protection, handsome effect and moderate cost appeal to all progressive people.

You can scarcely afford not to handle these goods.

The Metallic Roofing Co., Limited

TORONTO WINNIPEG MONTREAL

SCRAP METALS.

Business in scrap metals is quite brisk this week and the local dealers, in consequence have been preparing shipments. The prices are very firm, and in a few lines have a tendency to increase. Our prices are as follows: Heavy copper and wire, 10c. per lb.; light copper, 9c.; heavy red brass, 10c.; heavy yellow, 8½c.; light brass, 5c.; lead, 2 to 2¼c.; zinc, 2½ to 2¾c.; iron, No. 1 wrought, $15 to $16; No. 2, $7 per ton; machinery scrap, $16.50 to $17; stove plate, $13; malleable and steel, $6; mixed country rags, 60 to 70c. per 100 lb.; old rubbers, 6½ to 6¾c. per pound.

RAW FURS.

No changes have been made in the prices of furs this week and the market has developed no feature of interest. Offerings are fairly satisfactory and a moderate trade is doing at the following prices:

HIDES.

There is no feature to note in the hide market this week, other than that a keen competition continues between the buyers. The prices are firm. We quote as follows: No. 1 hides, 8c.; No. 2, 7c.; No. 3, 6c. Calfskins, 8 to 10c., and lambskins, 75c.

—

MONTREAL NOTES.

Bar iron has advanced 10c. all around.

An advance of $3 per dozen has taken place in re-acting washing machines.

Ingot copper is very firm, and the price is expected to go higher in a few days.

		Large	Medium	Small	Kitts	Fall Beaver $2.00 to $2.50 per pound.		Spring Beav $3.00 to $3.25 per pound.	
BEAVER	Labrador and choice Eastern	$6 00	$5 00	$2 75	$1 1 50				
"	Territory Rocky Mountains and Western								
	Strictly Prime, or, No 1	6 00	4 00	2 00	50-75				
	Partly Prime, or, No 2	4 00	3 00	2 00	50				
	Unprime, or, No 3	3 00	2 00	75	40				
	Flat, weak, or poor, or, No. 4	2 50	50	25	25				
		Large	Medium	Small	2	3	4	Cubs	Yearl's
BEAR	Black Choice only	15 00	10 00	7 50	6 00	3 00	50	$2 00	to $8 00
"	Brown "	12 00	7 00	5 00				1 00	to 5 00
		1	2	3	4				
BADGER	Of all sections	50	25	10	05				
		Dark	Brown	Pale	2	3	4		
FISHER	Eastern and far North-Eastern	6 50	5 00	5 00	3 00	1 75	.50		
	Territory and Western	6 50	5 00	3 50	2 00	1 00	.50		
		Large	Small	2	3	4			
FOX	Red North-Eastern and similar fine bright red kinds	4 00	2 75	1 25	75	20			
"	Territory and Western	4 00	2 75	1 40	50	20			
		Dark	Fair	Pale	2	3	4		
"	Cross Value principally as to beauty, also size & richness	10 00	7 00	4 00	2 50	1 50	50		
"	Silver Eastern and far Northern	75 00	50 00	25 00	20 00	9 00	4 50		
"	Pacific Coast, Territory and Western	50 00 60	35 00	20 00	15 00	5 00	2 50		
		Large	Medium	Small	2	3			
LYNX	Far North Eastern	4 00-5 00	2 to 3 50	2 25	2 00	.75	25		
"	Territory and Western	4 00-5 00	2 to 3 50	2 25	2 00	60	20		
		Dark	Brown	Pale	2	3	4		
MARTEN	British Columbia, Northern Pacific and similar	7 00	5 00	2 50	1 75	1 00	25		
"	Territory and Western	3 50	2 25	1 50	1 00	60	20		
"	Quebec and Ontario	3 00-3 50	2 25-3 00	2 to 2 25	1 00	50	25		
		Large	Medium	Small	2 Large	2 Small	3		
MINK	Halifax, far North Eastern and choice	4 00	3 25	2 50	2 25	1 50	40		25
"	Territory and Western	1 50-2 00	1 50	1 00	75		25		15-25
		Spring	Winter	Fall	Kitts				
MUSKRAT	Eastern, best large		10 to 13	8 to 10	2 to 5				
"	Territory and Western		5 to 10	07	2 to 4				
		Large	Small	2	3	4		[illegible]	
OTTER	Labrador and far North Eastern	$10-$14	7 00-10	5 00	2 50	2 00		[illegible]	
"	Territory and Western	6 00	4 50	3 50	2 25	50		[illegible]	
		Large	Small	2	3	4			
RACOON		75-1 25	60-75	33-50	25	15			
"	Black Value according to darkness, size and beauty	2 25	2 00	1 00	50	[illegible]			
		Black	Short St	Long St	White				
SKUNK		75 1 25	75	40-50	05 15				
		Dark	Brown	Pale	2	3	4		
WOLVERINE	Value according to darkness, size and beauty	5 00	4 00	2 50	1 50	75	25		

CASTOREUM—.................... $5.00 to $6.00 per pound.

ONTARIO MARKETS

Toronto, February 6, 1903.

HARDWARE.

BUSINESS keeps up in a satisfactory manner. Shipments, so far this season, have been largely on account of orders from Manitoba, the Northwest Territories and British Columbia. There has been a great volume of trade booked in Ontario and Quebec for future delivery, but shipments to points in these Provinces have been of a small sorting nature. The heavy booking for future delivery would indicate that the retailers expect changes in the tariff, and in view of this expectation are keeping themselves well covered in staple lines. All factories seem to have as much business ahead of them as they are able to take care of for some months. They are, however, finding trouble in securing some lines of raw material, notably malleable iron. Advances are noted this week in washing machines and building paper. Other lines are unchanged.

BARB WIRE.—A few orders are still coming in. Base price is now quoted as follows: $2.55 from Cleveland, and 10c. less in carlots. From stock, Toronto, $2.80.

COILED SPRING WIRE.—Buying of this line has been active, but orders are now well in. Prices are steady. We quote: No. 9, $2.75; No. 11, $3.40; No. 12, $2.95. Freight up to 25c. per 100 lb. allowed on 500 lb. or over. Carlots of 15 tons, 5c. less, with freight up to 20c. allowed.

GALVANIZED WIRE.—A few orders come in still. Prices are steady, and are as follows: Nos. 6, 7 and 8, $3.15 to $3.35 per 100 lb.; No. 9, $2.50; No. 10, $3.20 to $3.40; No. 11, $3.25 to $3.45; No. 12, $2.65; No. 13, $2.75; No. 14, $3.75 to $3.95; No. 15, $4.30; No. 16, $4.55. Nos. 6 to 9 base from Cleveland are quoted at $2.27½ in less than carlots.

SMOOTH STEEL WIRE.—There is not much doing now. We quote the base price as follows: $2.50 per 100 lb. Oiling, 10c.; coppering, 60c. and tinning, $2 per 100 lb extra. Shipping points, Toronto, Hamilton, London and Montreal, with freights equalized on those points.

WIRE NAILS.—The activity is about over, and our quotations are still as follows: $2.45 per keg and 5c. less for carlots. The shipping points are Toronto, Hamilton, London, Gananoque and Montreal.

CUT NAILS.—Prices are well maintained, but there is nothing doing. We quote $2.50 per keg.

HORSE NAILS.—No change. The demand is small. Quotations on "M" brand have been withdrawn. Prices are unchanged. Discounts are: "C" brand, oval head, 40 and 10 and 7½ per cent.; on "Monarch," 65 per cent., and "Countersunk" head, 65 per cent.; "Peerless," 50 and 7½ per cent.

HORSESHOES.—There is a fair trade with prices steady. Our quotations are as follows: Iron shoes, No. 2 and larger, light medium and heavy, $3.45; snow shoes, $3.70; light steel shoes, $3.55; featherweight (all sizes), $4.95; iron shoes, No. 1 and smaller, light, medium and heavy (all sizes), $3.70; snow shoes, $4; light steel shoes, $3.80; featherweight (all sizes), $4.95.

SCREWS.—The demand is fairly active. We quote: Flat head bright, 87½ and 10 per cent. discount; round head bright, 82½ and 10 per cent.; flat head brass, 80 and 10 per cent.; round head brass, 75 and 10 per cent.; round head bronze, 65 per cent. and flat head bronze, 70 per cent.

RIVETS AND BURRS.—A more active demand is noted, and our quotations are as follows: Iron rivets, 60 and 10 per cent. discount; iron burrs, 55 per cent.; copper rivets, with usual proportion of burrs, 45 per cent.; copper burrs alone, 30 and 10 per cent.

BOLTS AND NUTS.—No change in the situation nor prices. Prices follow: Carriage bolts, common ($1 list), 50 and 10 per cent.; carriage bolts, full square ($2.40 list), 55 and 10 per cent.; carriage bolts, Norway iron ($3 list), 55 and 10 per cent.; machine bolts, all sizes, 50, 5 and 10 per cent.; coach screws, cone points, 66 2-3 and 10 per cent.; elevator shaft and whiffletree bolts, 50 per cent.

SPADES AND SHOVELS.—Shipments are light, but orders for later delivery are arriving in generous quantities. Prices are unchanged. The discount is 45 per cent, and the list price has been reduced $3 per dozen for Olds' goods, $2 for Gray's and $1 for Burns'.

ROPE.—Orders are of a small nature. We quote: Pure manila, 14c.; British manila, 12c.; sisal, 11c.; lathyarn, single, 11c. and double, 11½c.; sisal bed cord, 3-cord, 48 feet, 65c.; 60 feet, 80c.; 72 feet, 95c. per doz.

HARVEST TOOLS.—No change in discounts is noted, they continuing at 60 and 10 per cent.

LAWN MOWERS.—There is still an active demand, and we quote as follows: Woodyatt, 12-inch wheels, $7.50; Star, 12-inch wheels, $5.50; Daisy, 12-inch wheels, $4.90; Philadelphia, 10-inch wheels, $6; Ontario, 10-inch wheels, $12.75. The other prices are in proportion.

BUILDING PAPER.—An all-around advance of 5c. is noted. The demand keeps up well. The prices are as follows: Dry sheathing, grey or straw, 35c. per roll; tar sheathing, grey or straw, 45c. per roll; dry fibre, 50c. per roll; tarred fibre, 60c. per roll.

RANGE BOILERS.—There is still an active demand. The prices are steady: 18 and 30 gallon, $6; 35 gallon, $7; 40 gallon, $8; 52 gallon, $12.50; 63 gallon, $19; 82 gallon, $23; 100 gallon, $31, and 120 gallon, $37.

PLUMBERS' BRASS GOODS.—A good brisk business continues and prices keep firm.

STOVES AND RANGES.—There is not much doing. Last week's advance is well maintained.

SCREEN DOORS.—Orders continue to come in well. We quote as follows: Screen doors, common, two or three panel, walnut stained, 4-inch style, $6.60; stained, yellow or green, $7; in natural colors, oil finish, $8.15; 3-inch style, 20c. per dozen less.

CEMENT.—Business continues to improve and the prices are steady, as follows: Canadian Portland, $2.40 to $2.50; hydraulic, $1.35 per barrel.

METALS.

The conditions are practically the same as a week ago. The demand for shipment from stock is excellent for this season of the year, while bookings for forward delivery are also satisfactory. The general trend of prices on the market is upward, but no changes are reported.

PIG IRON.—The shutting down of the Hamilton smelter has accentuated the firm feeling in pig iron, but prices have shown no change. We quote: $23 to $25 for No. 1 and $22.50 for No. 2 at the Canadian furnaces. No. 2 Summerlee is quoted at $25 on track, Toronto.

STEEL BOILER PLATES.—We quote $2 per 100 lb. at Pittsburg.

TOOL STEEL.—There is an excellent movement, with prices firm. We quote: "B C" and "Black Diamond," 10 to 11c.; Jessop's, Morton's and Firth's, 14c.; Jonas & Colver's, 10 to 20c.; ditto, "Air Hardening," 70c. per lb.; Chas. Leonard's, 8c. to 9c.; Park's "Silver," 12 to 14c.; Park's Special," 15 to 20c.

MILD STEEL.—Prices continue steady. We quote $1.90 per 100 lb. at Pittsburg and $2.75 per 100 lb. on track, Toronto.

SPRING STEEL.—No change, and we quote $3.50 per 100 lb. on track, Toronto.

BAR IRON.—The demand has been excellent and prices are well maintained. We quote the base price as follows: $2.05. Extras cut to length while rolling: 2 ft. and over, 10c. per 100 lb.; 1 ft. and under 2 ft., 15c.; under 1 ft., 20c.; over 20 ft., by special agreement, according to length and size.

BLACK SHEETS.—The demand continues active. We quote as follows: Common, $3.15 for 28 gauge and dead flat, $2.50 for 26 gauge.

CANADA PLATES.—Import orders are of generous proportions and are being taken at about 10c. per box less than last year. Small orders from stock are being received. We quote as follows: All dull, $2.90 to $3; half-polished, $2.85 to $3.10 and all-bright, $3.75 to $3.85.

GALVANIZED SHEETS.—The demand from stock is fair for this time of the year. Import orders are still being taken, prices being practically the same as last season. The stock prices keep steady, and we quote as follows: Queen's Head, $4.50 for 28 gauge; American, $4.40 for 24 gauge; Bell brand, $4.30 for 28 gauge; Gordon Crown, $4.50 for 28 gauge.

TIN.—Business has eased off considerably. Prices are firm at last week's advance. We quote $31 to $32 per 100 lb.

TINPLATES.—A better demand is reported. Prices are steady. We quote as follows: Charcoals, $4.75 to $5 and for cokes, $4.25 to $4.50 per box.

COPPER.—Ingots are in better demand, as the outside markets are stronger. Sheet copper is also active. We quote as

follows : Ingot copper, $13 and sheet copper, $22 to $23 per 100 lb.

BRASS.—Unchanged. The discount is 15 per cent.

LEAD.—There is a good movement. The prices are unchanged at $3.50 per 100 lb for pig lead and $3.75 for bar lead.

IRON PIPE.—The demand keeps brisk. Prices steady. We quote per 100 ft.: Black pipe, ⅛ in., $3; ¼ in., $2.30 to $2.40; ⅜ in., $2.65; ½ in., $2.85; ¾-in., $3.65; 1 in., $5.20; 1¼ in., $7.35; 1½-in., $8.95; 2 in., $12.55; 2½ in., $20 to $21; 3 in., $24 to $25; 3½ in., $30 to $32; 4-in., $37.50 to $38.

ZINC SPELTER.—Brisk movement. We quote 5 to 6c. per lb.

ZINC SHEETS.—In considerable demand. We quote the base price as follows : Cask lots, $6 to $6.25 and part casks, $6.25 to $6.50.

SOLDER.—A better inquiry. The prices are steady at 20c. for guaranteed half and half, and at 17 to 18½c. for wiping

ANTIMONY.—Business is in small lots. The price is steady at $9 per ton.

PETROLEUM.

There is no change in prices. The volume of business is decreasing. The Union Petroleum Co.'s prices are as follows : Lily White, Canadian, 18c. in bbls.; Silver Light, American, 19½c. in bbls.; Crystal Spray, water white, American, 21c. in bbls.; Pennoline, best American imported, 22c. in bbls. In bulk, 2c. less.

OLD MATERIAL.

The demand is active, but deliveries are moderate. No changes are noted. We quote : Heavy copper and wire, 10½c. per lb.; light copper, 8 to 8½c.; heavy red brass, 9½c.; heavy yellow brass, 7½ to 8½c.; light brass, 5 to 5½c.; lead, 2 to 2¼c.; scrap zinc, 3c.; iron, No. 1 wrought, $13 per net ton; No. 2 wrought, $4.50; machinery cast scrap, $15.50 to $16; stove plate, $10; malleable and steel, $6 to $6.50; old rubbers, 6½c. per lb. and country mixed rags, 50c. per 100 lb.

HIDES, SKINS AND WOOL.

HIDES.—There is a good supply and no change in the market. We quote as follows : No. 1 green, 7½c. ; No. 2, green, 6½c. per lb.; No. 1 green, steers, 8c.; No. 2 green, steers, 7c. per lb.; cured, per lb., 8¼ to 8¾c.

CALF SKINS.—We quote : Veal skins, No. 1, 6 to 14 lb. inclusive, 10c.; No. 2, 8c.; No. 1, 15 to 20 lb. inclusive, 9c.; No. 2, 7c. Deacons (dairies), each, 60 to 70c.

SHEEPSKINS.—Fairly good supply. We quote 80 to 90c.

WOOL.—An advance of 1c. is noted. We quote : Unwashed wool, per lb., 8½ to 9c.; fleece wool, 16c.; pulled wools, super., per lb., 15 to 17c.; ditto, extra, 19 to 20c.

TALLOW.—Tallow is very scarce. We quote 5¾ to 6c. per lb.

SEEDS.

Red clover is quiet after the recent excitement caused by the export demand. Prices are fairly maintained. In alsike there is a large offering with little or no export trade. Prices are dull. Timothy is quiet with a somewhat larger offering. Prices are steady. We quote as follows : Alsike, prepaid aboard at outside points, per bush., $5.75 to $7 ; red clover, prepaid aboard at outside points, per bushel, $6.50 to $7.25.; timothy, prepaid aboard at outside points, per bushel, $1.75 to $2.25.

NOVA SCOTIA MARKETS

Halifax, February 3, 1903

THE hardware trade of January was considered very satisfactory especially in all seasonable lines by the various business houses. The volume of business done has been more than the usual January average, and everything denotes a steady increase of trade between this and the regular opening of spring trade. Fairly good orders are being booked for later delivery, and the travellers are well satisfied with the work they are able to do in the way of immediate business. If nothing interferes with present plans, there will be a heavy spring and summer trade in all lines of builders' requisites. Much work in this line is being projected, and no doubt the greater part will be carried out.

* * *

Much interest centres now in turpentine. The price quoted here is now 20c. more than during the autumn months, and there is every prospect that the price will rule higher. The stocks on hand are not large, and if the primary market reports continue as they are at present, any advance will have to be marked up here. It is coming on the time when considerable of this article is handled and the upward movement is consequently disturbing calculations of contractors and others who may require considerable quantities. Linseed oil is also uncertain and prices unsettled. No change has taken place in the price during the week, but dealers are shy in booking orders for spring or summer delivery at a fixed quotation. The price of linseed oil, no doubt, will be affected by turpentine, in which there is reported an unusually small output.

* * *

To meet German competition, the barbed and galvanized wire manufacturers have made a reduction of about 15 to 20c. per 100 lb. This reduction will hold good, no doubt, until the small amount of German wire (about 5 per cent.), is entirely shut out. Dealers here admit that they prefer the Canadian or American article, but that customers sometimes demand the lowest-priced—regardless of quality, and they have to supply it. The present reduction will bring about a parity, with the chances in favor of the home product.

* * *

A new rolling mill is to be erected in Dartmouth, principally for the working up of old iron. The building is to be 200 ft by 90 ft. The carpenters are now figuring on the work, and construction will be commenced as soon as the weather permits ... ing the foundation

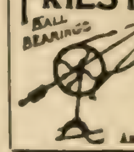
* * *

The retail hardware trade, which was unusually good during the holiday season, has continued steady through January, a large business being done in winter goods, such as horse rugs, sleigh bells, skates, small sleds and the apparatus for winter sports. Only a comparatively small amount of retail trade is looked for in January, and the dealers are quite satisfied with what has been done as compared with

R. C. H.

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters.
'WELLINGTON' KNIFE POLISH
JOHN OAKEY & SONS, LIMITED
MANUFACTURERS OF
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, England
Agent:
JOHN FORMAN, 644 Craig Street
MONTREAL

COVERT MFG. CO.
West Troy, N.Y
Steel Carriage and Wagon Jacks,
Harness Snaps, Chain, Rope and Web Goods, etc.
FOR SALE BY JOBBERS AT MFRS. PRICES.

PRIEST'S CLIPPERS


Largest Variety, Toilet, Hand, Electric Power
ARE THE BEST.
Highest Quality Grooming and Sheep-Shearing Machines.
WE MAKE THEM.
SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N.H., USA

Don't Forget the Name...
NEWMAN'S INVINCIBLE FLOOR SPRINGS
Strong, Quick, Reliable, Effective.
Will close a door against any pressure of wind. Far ahead of ordinary door springs, pneumatic or otherwise. Ask your wholesaler.
W. NEWMAN & SONS, Birmingham.

Oneida Community Goods
HALTERS, COW TIES, SNAPS, etc., etc.,
in all sizes and styles. May be had of all jobbers throughout Canada.
Factory—NIAGARA FALLS, ONT

..A.. STANDARD.
The cost of Axes per million feet of lumber taken out should be the best Standard. Under this Standard the CROWN JEWEL is the cheapest Axe in the market.

Dundas Axe Works, Dundas, Ont.
W.L. Haldimand, Jr., Eastern Agent, Montreal.

MANITOBA MARKETS.

WINNIPEG, February 2, 1903.

TRADE is moving steadily, and houses are all working on spring shipments. The only change of importance during the week has been the sharp advance on bluestone. The advance amounted to $1 per 100 lb., making the present price $5.75. This is an important change here, where enormous quantities of bluestone are used for the disinfecting of seed wheat. Turpentine has also advanced 2c. per gal. There is talk of an advance in linseed oil, and quotations in white lead have been withdrawn from this market in anticipation of a change in prices. The new petroleum schedule has been given in this week's list.

We quote as follows :

Barbed wire, 100 lb.	$3 25
Plain twist	3 25
Staples	3 65
Oiled annealed wire ... 10	3 42
" ... 11	3 48
" ... 12	3 56
" ... 13	3 66
" ... 14	3 76
" ... 15	3 91

Annealed wires (unoiled) 10c. less.

Cut Nails—		Wire Nails—	
2d 1 in.	$4 10	1 in.	$4 20
3d Fin. 1⅛ in.	4 10	1⅛ in.	4 20
3d 1¼ in.	3 75	1¼ "	3 85
4d 1½ in.	3 50	1½ "	3 60
5d 1¾ in.	3 50	1¾ "	3 60
6d 2 in.	3 40	2 "	3 50
8d 2½ in.	3 25	2½ "	3 35
10d 3 in.	3 20	3 "	3 30
20d 4 in.	3 15	3½ "	3 25
30d 4½ in.	3 10	4 "	3 20
40d 5 in.	3 10	4½ "	3 20
50d 5½ in.	3 10	5 "	3 20
60d 6 in.	3 10	5½ "	3 20
		6 "	3 20

Horsenails, 40 per cent. discount.

Horseshoes, iron, No. 0 to No 1	4 30
No. 2 and larger	4 15
Snow shoes, No. 0 to No. 1	4 55
No. 2 and larger	4 40
Steel, No. 0 to No. 1	4 40
No. 2 and larger	4 15

Bar iron, $2.70 basis.
Swedish iron, $4.75 basis.

Sleigh shoe steel	2 85
Spring steel	3 25
Machinery steel	3 50
Tool steel, Black Diamond, 100 lb.	8 50
Jessop	13 00
Sheet iron, black, 10 to 20 gauge, 100 lb.	3 50
18 to 22 gauge	3 75
24 guage	3 90
26 guage	4 00
28 gauge	4 10
Galvanized Iron, American, 16 gauge	4 00
18 and 20 gauge	4 00
22 and 24 gauge	4 50
26 gauge	4 50
28 gauge	4 75
30 gauge	5 00
Extra sheets, 36 in. wide an advance of 25 p.c. per 100 lb.	
Apollo, 10¾ oz	5 00
28 guage	4 75
26 "	4 50
24 "	4 50
22 gauge	4 50
20 and 18 guage	4 25
16 gauge	4 00
Queen's Head, 24 gauge	4 75
26 guage	5 00
28 "	5 25
Genuine Russian, per lb.	11
Imitation " "	07
Tinned, 24 gauge, 100 lb.	8 00
26 gauge	8 25
Tinplate, IC charcoal, 20 x 28, box	10 00
" IX "	12 00
" IXX "	14 00

Ingot tin	33
Canada plate, 18 x 21 and 18 x 24	3 25
Sheet zinc, cask lots, 100 lb	7 00
Broken lots	7 50
Pig lead, 100 lb.	5 00
Wrought pipe, black up to 2 inch	50 an 10 p.c.
" Over 2 inch	50 p.c.
Rope, sisal, 7-16 and larger, basis	$11 75
Manila, 7-16 and larger, basis	14 75
Solder	20
Axes, chopping	$ 7 50 to 12 00
" double bitts	12 00 to 18 00
Bluestone	5 75
Screws, flat head, iron, bright	87½
Round " "	82½
Flat " brass	80
Round " "	75
Coach	65 p.c.
Bolts, carriage	50 p.c.
Machine	50 and 5 p.c.
Tire	60 and 5 p.c.
Sleigh shoe	65 p.c.
Plough	40 p.c.
Flat head stove	60 and 5 p.c.
Round head	60 and 5 p.c.
Elevator	60 p.c.
Rivets, iron	50 p.c.
Copper, No. 8	32
" No. 12	36
Coil chain, 3-16 inch	10⅛
" ¼ inch	8¼
" 5-16 inch	5⅝
" ⅜ inch	5¼
" 7-16 inch	5
" ½ to ¾ inch	4¾
Spades and shovels	40 and 5 p.c.
Harvest tools	60 and 10 p.c.
Axe handles, turned, s. g. hickory, doz.	$2 50
No. 1	1 50
No. 2	1 25
Octagon extra	1 75
No. 1	1 25
Files common	70, and 10 p.c.
Diamond	60
Ammunition, cartridges, Dominion R.F.	50 p.c.
Dominion, C.F., pistol	30 p.c.
" military	15 p.c.
American R.F.	30 p.c.
C.F. pistol	5 p.c.
C.F. military	10 p.c. advance.
Loaded shells :	
Eley's soft, 12 gauge black	16 50
chilled, 12 gauge	18 00
soft, 10 gauge	21 00
chilled, 10 gauge	23 00
Shot, Ordinary, per 100 lb	6 00
Chilled	6 50
Powder, F.F., keg	4 75
F.F.G.	5 00
Tinware, pressed, retinned.	70 and 10 p.c.
" " plain	75 and 2½ p.c.
" pieced	
Japanned ware	37½ p.c.
Enamelled ware, white	45 p.c.
" Famous	50 and 10 p.c.
" Imperial	50 and 10 p.c.

PETROLEUM.

Water white American	26½c.
Prime white American	24½c.
Water white Canadian	24c.
Prime white Canadian	22½c.

SCRAP.

No. 1 cast iron	$14 to $15 per ton.
No. 2 "	5 to 6 "
Wrought iron scrap	5 "
Copper (heavy)	7c. per lb.
Yellow brass (heavy)	7½c.
Light brass	5c. to 6c. "
Lead pipe, or tea lead	2c. to 2½c "
Zinc scrap	1c. "

PAINTS, OILS AND GLASS.

Turpentine, pure, in barrels	$ 85
Less than barrel lots	90
Linseed oil, raw	71
Boiled	74
Lubricating oils, Eldorado castor	27½
Eldorado engine	26½
Atlantic red	29½
Renown engine	41
Black oil	19½ to 21½
Cylinder oil (according to grade)	55 to 74
Harness oil	56
Neatsfoot oil	1 00
Steam refined oil	85
Sperm oil	2 00
Pure castor oil, first pressure	11
Lubricating	10
Glass, single glass, first break, 16 to 25 united inches	2 25
26 to 40 ... per 50 ft.	2 50
41 to 50 ... " 100 ft.	5 50
51 to 60 ... " " "	6 00
61 to 70 ... per 100-ft. boxes	6 50
Putty, in bladders, barrel lots ... per lb.	2⅛
kegs ... "	2¼
White lead, pure ... per cwt.	6 00
No. 1 ... "	5 75
Prepared paints, pure liquid colors, according to shade and color, per gal.	$1.30 to $1.90

NOTES.

Eden, Man., is to have a new hardware store, T. B. Williams having just put in a well-assorted stock.

The Canada Cycle Motor Co. has just moved into their new premises, corner of Princess and William avenue.

Hamilton & McConnell, Carman, have dissolved partnership, Mr. McConnell having bought out Mr. Hamilton's share of the business.

All the implement houses of Winnipeg are working steadily to get things in shape for spring. The orders already booked are unusually heavy, and it is expected there will be difficutly in meeting demands.

Myron McBride, who has had charge of the credit department of The J. H. Ashdown Co. for a considerable time, is now taking charge of the finance department of Geo. D. Wood & Co.'s business. Mr. McBride is well-known throughout Winnipeg and the West.

FOREST CITY GOSSIP.

Office of "Hardware and Metal."

IN reply to your London representative's query : "Well, how's business last week ?" the answer comes with a beautiness that corroborates the words: "Business is all right, it's good !" Wholesale dealers are in good spirits as to the turnover, but competition in all lines is lively and sharp, every firm realizing that life and energy, at minimum of expense, is the only way to have good results.

* * *

Paint and oil dealers are now already on the quivive, and the wire-fencemen say

HARDWARE SALESMAN WANTED.

WANTED — HARDWARE SALESMAN. Apply stating age, experience and salary expected. To J. Henderson, Collingwood. (8)

THE "SUN" BRAND PORTLAND CEMENT.

We make only one quality and that the best.
Ask us for quotations.

The Sun Portland Cement Co., Limited

OWEN SOUND

JAS. A. CLINE, Managing Director.

that the bulk of their year's business will be done in the next four months.

* * *

Retail hardwaremen say it is amusing sometimes to hear the growling and grumbling remarks of the consumers, especially those from rural districts, at the unexpected high price of coal oil. The recent strikes of new wells in Western Ontario, has given many a notion that a revolution in prices of petroleum was nigh; but the unlooked for has happened, and higher prices than for a long time prevail.

* * *

About 75 years ago, when wolves and bears were still prowling around this neighborhood, the father of the present senior member of the firm of J. Darch & Sons, began the harness trade in a very small way, working late and early, attending to every detail of business, and with unvarying success. And during all these years the store of this firm, on the Covent Garden Market has been a landmark, known throughout Middlesex and over Western Ontario. But now, the business has grown to such proportions that the limits of the last building were insufficient for their needs, and newer and more extensive premises were imperative. Their new building on market square, just alongside the old one, is a commanding edifice. It is seven storeys high, including the basement, is 40 x 60 ft., and built of white brick, with every requisite and modern improvement. An excellent view of the city of London is to be had from the roof, this being one of the most elevated buildings within the corporation. This firm manufacture horse cellars of a special grade, horse blankets, rugs, saddlery, valises, commercial and other trunks, and everything required by the saddlery and harness trade. Many of the kinds of material they use are imported, but all available goods of Canadian manufacture are purchased by them in preference. Samples are already being got ready for their travellers for solicitation of fall orders.

* * *

John McVean, of the firm of McVean & McVean, of Dresden, Ont., died under an operation yesterday in Detroit.

* * *

Below are the names of some merchants who were in London during the last week: C. H. Lee, Thorndale; I. W. Hunt, Dorchester; Fred Young, Crediton; H. McLaren, Port Elgin; S. R. Armstrong, Wardsville; I. C. Barrows, Blythswood; Fred Rosser, Ailsa Craig; B. A. Higgins, Varna; Bert. Mihell, Strathroy; William Scott, Brucefield; S. C. Bell, Palmyra; B. McKay, Denfield; W. Kelterborn, of Wellesley.

W. H. L.

FOUNDRYMEN ADVANCE PRICES.

ON Monday, this week, the prices of all castings turned out of Vancouver moulding shops will be raised a quarter of a cent per pound. Rates quoted on castings at present are from three cents per pound upward, according to the kind required. The firms interested in the advance are the Vancouver Engineering Works, Limited, Ross & Howard, Letson & Burpee, N. Thompson & Co., Rushton & Jagger and the Schaake Machine Works.

The base rate charged for work turned out by machine tools in Vancouver will also be raised from 60 to 70c. per hour, the higher figure being rendered imperative by reason of the introduction of improved tools by all the shops. It is asserted by the iron works that the new rate on machine work will still be well below the prices prevailing in other cities on the coast. By the introduction of improved tools it is claimed the time consumed in completing a job is greatly reduced, and in that manner the charges are equalized.

John Marshall, West Superior, Wis., is looking for an opening in Canada for a drop forge horseshoe and removable calk factory. The Brantford Board of Trade is looking into his proposition.

WE AIM TO KEEP OUR CUSTOMERS.

We made many new customers during 1902, and what's more we have kept them. If the best quality of goods, right prices and fair treatment go for anything we can't help but keep them.

Standard Silverware is largely advertised, and is easy to sell. It combines artistic beauty with first-class quality and our "money back" guarantee is behind it.

Let us make you a customer. There is more profit and pleasure in selling silverware than in almost anything else.

The Standard Silver Co., Limited, Toronto.

Our Catalogue will help you. Sent FREE on application.

INDUSTRIAL GOSSIP

The Northwest Elevator Company will erect 11 new grain elevators next spring at a cost of over $1,700,000.

Isaac Barkey, et al, foundrymen, Stouffville, Ont., have given a mortgage to J. H. Ratcliffe et al for $8,000.

Mr. Manette, of Muskoka, has closed a deal with Davis & Sons, Kingston, Ont., to build him a steam yacht.

The Manitoulin and North Shore Railway and the Kootenay Contract Railway both ask an extension of their charters.

Incorporation is asked for the Nipissing and Pontiac Railway Company to build from New Lisklard to the foot of Lake Laquinze.

The International Asbestos Company, of New York, has secured a mine and a mill at Actinolite, Ont., and proposes working them.

The Ottawa Electric Railway will ask from the Dominion Government the right to increase its bonding power and other amendments to its charter.

Theodore H. Macdonald has been appointed manager of The Albion Iron Works, Vancouver, B.C., and it is probable that the works will now be enlarged.

A Glasgow, Scotland, despatch says that owing to depression in the Clyde shipbuilding trade, that the wages of 30,000 men engaged in that industry must come down.

Freight traffic on the G.T.R. is so heavy that it will be necessary to enlarge the yards at London, Ont., where a congestion of traffic has been threatened several times lately.

W. T. Farrell, of Vancouver, B.C., has started the construction of a new sawmill, which is to give employment to 100 hands. It will cost, when fully equipped with machinery, about $30,000.

Carrol D. Wright, commissioner of labor, is quoted as saying that the wages now paid in the United States are higher than ever before in the history of the country. The highest level up to the present time, he says, was made in 1892.

A Vancouver despatch states that R. Marpole, superintendent of the Pacific Division of the C.P.R., has announced that the C.P.R. will expend $1,000,000 in British Columbia this year, and that a new grand division will probably be made.

The Rhodes Curry Company, of Amherst, N.S., have just secured some important contracts for the building of freight, flat and refrigerator cars. Mr. Curry, who was in Montreal on Saturday last, took home with him orders for 325 cars.

Charles F. Holme, John Gerken, Valentine Schmidt, of New York, and Clarence P. King, of Philadelphia, seek confirmation by Parliament of their title by purchase to the Brockville and Westport Railway, and an extension of the rights the old company enjoyed.

A despatch from Essen, Germany, announces that the great Krupp steel works have been turned into a limited liability company. The greater part of the shares will remain the property of BerthaKrupp, the daughter of the late gunmaker, who is the richest heiress in Germany.

Germany's pig-iron production in 1902 amounted to 8,402,660 tons, against 7,785,887 tons in 1901. The provisional estimates of Germany's foreign trade put the imports at $1,428,000,000, an increase of $500,000. The exports are calculated at $1,251,500,000, an increase of $123,500,000.

W. J. Thompson, of The Canadian Tin Plate Decorating Co., which recently established works in London, Ont., where they were given exemption of $15,000 for one year, states that they will move at the end of the year unless better terms are granted them. He announces that they are in correspondence with Hamilton and Berlin, Ont.

The output of pig iron in the United States during 1902 was 17,821,307 gross tons, as compared with 15,878,354 tons the previous year and 13,789,242 tons in 1900. The total production last year was divided as follows: Bessemer, 10,393,165 tons; basis, 2,038,590 tons; foundry and forge, 5,389,549 tons.

The Ontario Slate Roofers' Association are agitating for a reduction on the tariff on slate, which is now 75c. per square slate. The strongest argument made for the reduction is that slate is not quarried in Canada, the bulk of it coming from Philadelphia. George Duthie, of Toronto, was chairman of a meeting held in Hamilton last week to consider the matter.

The Aluminum Production Co., of New Brunswick is being organized for the manufacture of aluminum at Newcastle, N.B. It appears that underlying the coal deposits of Queen's county, N.B., is an abundance of fire clay, which has been carefully tested, and found suitable for the manufacture of aluminum. The abundant supply of coal insures the other requisite of cheap power.

Sydney's claim to be the Birmingham of Canada is very well borne out by the weekly pay-roll of its various industries, says an exchange. The Dominion Iron and Steel Company employ 2,000 hands, whose pay averages $2.50 per day. This means $35,000 weekly, or $1,820,000 per year. The Dominion Coal Company has a force of 6,000, each averaging $2 per day, or $72,000 per week of six days, which is at the rate of $3,744,000 a year.

The contracts for three of the C.P.R.'s large carshops in Montreal have been let. Wm. Greer & Co., Chicago, have the contract for erecting two of these. One of them, the machine shop, will be 903 x 162 feet, and will cost $290,000; the other, the boiler shop, will be 440 x 113 ft., and will cost $110,000. The blacksmiths' shop will be 600 x 130 ft., and will cost $90,000. Lessard & Harris, of Montreal, have the contract for the last mentioned building.

INDIAN IRON AND STEEL.

Theee large schemes are afoot for the development of the iron and steel resources of India, says a Calcutta cable. The Bengal Iron and Steel Company has erected great plants at Barakar and Tatta, and its experts are examining the ores in Central India. Sir Arnest Cassell has sent an agent for a similar purpose to Jubbulpore, and Mr. Phipps, the secretary of The American Steel Corporation, is now in Calcutta, it is believed with a view of looking over the same business.

LARGE ORDERS FOR LOCOMOTIVES.

It is announced that the Chicago, Rock Island and Pacific Railway have placed an order for 225 locomotives, to be divided between the passenger and freight service, the total cost being estimated at $4,000,000. This is one of the largest, if not the largest single order on record for locomotives. The additional power-equipment has been made necessary by the enormously increased traffic of the system, as well as by new construction and acquisition of other lines. The management of the railroad states that the order was placed in September, 1902.

PIG IRON IN UNITED STATES.

THE pig iron situation at New York is summed up by The Journal of Commerce as follows: "Advices from the south are to the effect that more inquiry is being received by the furnace interests, and that a number of good-sized deals are pending. Most of the transactions, it is reported, comprise deliveries during the first half of the year, but there is occasional interest manifested in later deliveries. Eastern Ohio and Pittsburg district furnaces are reported to be making delivered prices in the central west at prices much lower than quoted on southern brands. Pittsburg reports that many of the valley furnaces are banked for want of fuel. The correspondent of The New York Metal Exchange, writing on Saturday, said: 'This has been a trying week on blast furnaces, steel plants and small finishing mills, as coal and coke are so scarce that hardly a manufacturing plant, large or small, in the Pittsburg district, has been able to run full time. Railroads are making strenuous efforts to better the situation, but so far without apparently much success. There is a greater scarcity of iron and steel products than for months, and prices are strong, with decidedly upward tendency. Some big manufacturing plants have been unable to get any coal on account of the embargo placed on it by the railroad and are shut down. This includes several steel plants and half a dozen or more sheet and tinplate mills. It would be hard to imagine a worse condition as regards railroad shipping facilities than exists in the Pittsburg districs, and it looks as though it might be worse before it is better.'"

TO MAKE ROPE AT BRANDON.

The annual meeting of the Brandon, Man., Binder Twine Co. was held in that city last week. President N. Walverton occupied the chair. Secretary S. H. Christie read the annual report, which was passed. A resolution was passed to increase the machinery and plant sufficiently to add the manufacture of rope to the twine factory, and it was decided to apply to the Legislature for power to increase the capital stock of the company from $100,000 to $200,000.

HARDWAREMAN'S SUDDEN DEATH.

A very shocking event happened here yesterday forenoon in the sudden death of Mr. Allie Allen, who has been employed in Mr. P. M. Young's hardware shop, Almonte. Mr. Allen was well known in Perth and Smith's Falls, where he formerly resided and carried on business. He is a brother of Mrs. A. J. McAdam, of Almonte. A few years ago his brother lost his life by drowning in the Rideau. He leaves a widow and three children, who have the heartfelt sympathy of the community in their sudden and awful bereavement.

THE VALUE OF APPEARANCES.

SURROUNDINGS have a great deal to do with one's appreciation of anything, says Success. You might be very hungry, for instance, but, on entering a cheap restaurant, where everything was dingy and dirty, where the crockery was very much chipped, thick, and not even clean, where the sense of smell was offended by the mixed odors of fish, flesh, onions, and all kinds of vegetables, where the floors, tables, and napkins were dirty, and where the waiters were greasy-jacketed and generally untidy, your appetite would disappear as if by magic. Nothing would appeal to the eye or to the nostrils. No matter how good the fare, you could not eat heartily amid such repulsive surroundings.

Let the same food placed before you in the cheap, untidy restaurant be served to you in the Waldorf-Astoria, or some fashionable restaurant, with the accessories of delicate china, snow napery, silver and glass, amid palms, and flowers and lights, with uniformed, attentive waiters to anticipate your wishes, and you will eat with a relish that which, in different settings, almost nauseated the eye.

Successful merchants who have made a study of business methods are well aware of this susceptibility to surroundings and general appearances. They cater to the eyes as well as to the judgment and common sense of their customers. They pay men large salaries to "dress" their windows attractively so as to "draw" patrons. With the aid of tempting show-windows, a choice arrangement of wares and the general attractiveness of their stores, backed by polite, neatly-dressed clerks, they sell goods which would become shop-worn on the shelves of less effectively arranged stores on the very same street.

The same principle is true in many other kinds of business. If a man enters a barber's shop, for instance, and sees soiled towels scattered around, one in use, perhaps, on a customer, or if he sees dirty shaving mugs, hair brushes, combs, and other toilet articles that are not scrupulously clean, he is at once prejudiced against the place and will not return.

We are often, it may be unconsciously, greatly influenced by appearances. An attractive personality clothed in a well-made and becoming dress will often win against more solid acquirements when combined with a disagreeable personality and slouchy, unbecoming dress.

GO STRAIGHT FOR YOUR GOAL

IN the early days of railroading in laying a track through hilly or mountainous regions, engineers went around most of the hills and curves, followed the valleys, and often turned aside from even slight obstructions, says Success.

Many young men in laying the tracks of their careers follow the methods of early railroad construction. They avoid every hill of difficulty, go around long curves, turn aside from every obstruction, no matter how trifling, and always follow the line of least resistance.

In our day, however, railroad engineers, in laying a track, follow as direct a route as possible. They go through hills, tunnel mountains, and span huge gorges, not only because a straight line is the shortest distance between two points, and thus saves time, but also because it lessens the risk of being wrecked.

A young man who believes that making a life is more important than making a living, will follow the methods of the modern railroad engineer. He will not shrink from the obstacles that spring up in his path. He will not creep around hills or mountains of difficulty. He will forge the way to his goal by the shortest and most direct route, no matter what oppose his passage.

It costs a railroad company more to tunnel mountains and span chasms than it would to build its road around those difficulties, but the time saved to its passengers and the risks avoided by following the safest and most direct route more than trebles its profits.

So, it costs a young man more in energy and perseverance to span abysses of ignorance, to force his way through mountains of difficulty in order to attain a sound education and special training for his work; it takes more effort and self-denial to build a straight, well made road through the hilly, rock strewn country of Life, than to make a long, winding, uneven road by avoiding the hills and rocks of opposition; but, like the engineer, you will find yourself more than trebly repaid for your trouble in forcing your way through all obstacles to your goal.

A straight road for one's career means honesty, the respect of those who have any dealings with you, the confidence of your bank, good credit, a high standing in your community, influence, individual power, enlarged opportunities for doing good, and, crowning good of all, it means self approval.

NEW IRON AND NICKEL COMPANY.

The Ontario Gazette announces the incorporation of The National Iron and Nickel Corporation with a capital of $5,000,000 divided into 5,000,000 shares of $1 each. The provisional directors are H. R. Frankland, J. F. Hamilty, J. K. Leslie, J. J. Walsh, all of Toronto, and W. A. Everett, Duluth, Minn. The head office of the new company will be in Toronto.

ESSENTIALS TO SUCCESS.

THE extent of the business done by the average dealer, in a great measure, depends upon his knowledge of his business, tact, and ingenuity. That every merchant does not study what to do to extend his trade is a fact too common to excite comment. A writer under the name of "The Kicking Customer," in The Minneapolis Coal Bulletin writes as follows:

I must confess that I am sometimes filled with wonder that some merchants succeed at all. A Bradstreet man tells me that the percentage of failures is large but no one has been able to tell me why some merchants have not failed long ago. I have one in mind who at this season of the year spends most of his time by the stove. When I call to make a purchase he collects himself, and after severe exertion ambles behind the counter, if his listless clerks have not bested him in the slow race and are there ahead. He is an expert on politics, can demonstrate that the lumber tariff is a robbery and that insurance is a humbug, but to save his neck he could not tell whether black tea comes from Japan, India, or South Africa. His books are usually two months behind, and if his clerks are any good when he hires them, they soon become infected with the Arkansas fever permeating the atmosphere.

Merchants of this class are usually telling their troubles to the trade. If their competitors are selling goods cheaper, they take pains that the fact is well advertised. There is nothing more tiresome than being forced to listen to one of these chronic faultfinders while he fumbles the twine around a package and waits for the customer to endorse his remarks. I believe it would be a good thing for all concerned if these merchants joined the suicide club, instead of being taken into an association of live merchants. What does the customer care for the merchant's trade troubles?

Some clerks are not only listless, but are guilty of premeditated carelessness. If they are working on a fixed salary, where they can afford to make faces at small trade, they do not lose an opportunity to do it. The proprietor may be blissfully ignorant of it and will probably continue so until he wonders why certain lines are not selling well. He may see a great light if he continues his investigations earnestly. I have endeavored to buy half a dozen common tumblers in one store three times, but the clerk in charge is too busy to show tumblers. I went into a Minneapolis department store to buy a coat for myself and found several anxious and willing clerks. When I asked for a smaller item, one of the saleswomen curled up her lip and said it was not in stock. She was mistaken to put it lightly. Even a kicking customer has some rights, and I would not apply for a coat at that establishment again out of pure fear of the curled lip of haughty Marie.

The grocers in our town have added a delivery service. One of the delivery boys brings the mud of the outer world into the kitchen, and hammers on the back door as if he had it in for one of the panels. That is another trade-maker.

A NEW PRICE LIST.

There has been an advance of about 50c. per dozen in all the cheaper lines of Dundas axes, and $6 per dozen is the cheapest axe to be had on the market this year. Further changes are expected in the near future. The following is the revised price list of the Dundas Axe Works:

Royal Wood Chopper	$ 6 00
Western, Gatineau, Hickory Whacker	6 50
Empire, Western pattern	7 00
Empire, wedge or half wedge	7 00
Pine Tree, round handle	7 00
Dundas Champion	7 00
Peerless, round handle	7 50
Keen Cutter, bevelled	7 50
All steel, full polish	8 00
Dundas Leader	7 75
Flint edge, hand made	7 75
Crown Jewel	8 00
Perfection Phantom, bevelled	8 25
Perfect Jewel	9 00
Scoring	9 50
Canadian, up to 4 lb	7 00
Joiners	7 50
Framing	9 00
Peerless, double bits	10 00
Dundas Champion, double bits	10 00
Crown Jewel, "	11 00
Handling extra, No. 2 handles	1 50
" No. 1 "	2 00

APPROVE OF ANOTHER RAILWAY.

At a public meeting held in Truro, N.S., on Saturday last the following resolution was passed:

"That this joint meeting of the Board of Trade and citizens of Truro, having considered the question of another transcontinental railway on Canadian soil, is of the opinion that one is immediately necessary on account of the immense and rapidly increasing productions of the Northwest, which existing railways are entirely inadequate to transport.

"That we are of the opinion that the next railway to be built for the purpose should be located considerably north of the existing lines, so as not only to develop a new area of the fertile lands, but also to insure the export business of the country to Canadian ports only, and thus prevent re-occurrence of the disappointment which has been experienced by Maritime Province ports in the past.

"That such a line would also commend itself on account of the military defence of Canada, that the trans-Canada railway having adopted the route recommended by Sir Sanford Fleming, would seem to meet all requirements."

PAINTS We manufacture these brands:—"LION," "PEERLESS," "OWL," "RAVEN," also Ready-mixed House and Floor Paints, Roof, Barn, Bridge and Brick Paints, Coach Colors, Varnishes, Japans, etc. Our prices will interest you. Write us.

The Ottawa Paint Works, Ottawa, Ont.

Standard Paint & Varnish Works Limited

Makers of High Grade Varnishes, Japans, Paints, Colors & Enamels.

Windsor, Ont.

"Scales" at very low prices. We think you would be interested. Also something special in Linseed Oil, Turpentine and Paris Green. Write us.

KERRIGAN HARDWARE CO, LONDON, ONT.

Want Ads.

In this paper cost 2 cents per word each insertion, payable strictly cash with order. Many large business deals have been brought about through advertisements of 20 or 30 words. Clerks can be secured, articles sold and exchanged, at small expenditure. Don't forget to send stamps or postal order when sending in copy. When replies come in our care 5 cents additional must be included for forwarding same.

MacLEAN PUBLISHING CO., Limited
Montreal and Toronto

Buy the Best.

HERCULES

Sash Cord.

Star Brand Cotton Rope

Star Brand Cotton Clothes Lines

Star Brand Cotton Twine

For Sale by all Wholesale Dealers

FENCES and GATES

IN WIRE AND IRON.

We can furnish anything required, from a plain wire fence for the farm to an ornate iron fence for residence or public building. Special prices to hardware trade. **Send for catalogues.**

The Dennis Wire and Iron Co.,

LONDON, ONT.

CELEBRATED **HEINISCH** SHEARS

Tailors' Shears,
Trimmers' Shears,
Tinners' Snips, etc

ACKNOWLEDGED THE BEST.

R HEINISCH'S SONS CO.

NEW YORK OFFICE, 90 Chambers St
NEWARK, N.J., U.S.A.

Not connected with any Shear Combination.

FREE INSURANCE AGAINST FIRE

PLASBESTER

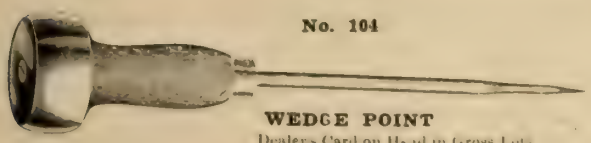
AGENTS WANTED IN EVERY TOWN.

the BEST ASBESTOS WALL PLASTER

Fire Proof
Frost "
Sound "
Will not crack.

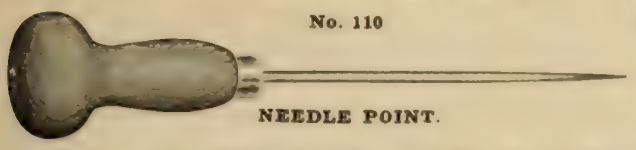
1/3 SIZE.

No. 104



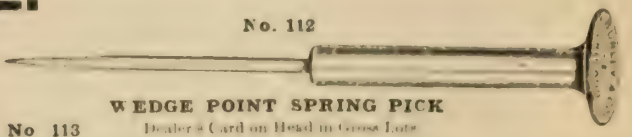
WEDGE POINT
Dealers Card on Head in Gross Lots

No. 110



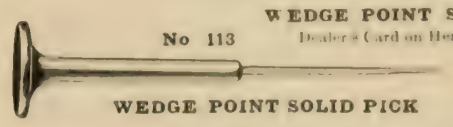
NEEDLE POINT.

No. 112



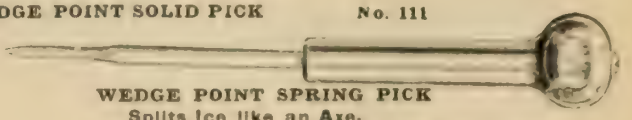
WEDGE POINT SPRING PICK

No 113



WEDGE POINT SOLID PICK

No. 111



WEDGE POINT SPRING PICK
Splits Ice like an Axe.

WALKER'S QUICK AND EASY ICE PICKS.

ANTI-RUST NICKEL-PLATED.

Steel Tempered; will not Bend, Break or Rust

ERIE SPECIALTY CO., Erie, Pa., U.S.A.

RE-ACTING WASHER

The quickest acting, readiest selling, and most generally satisfactory Rotary Washing Machine on the market.

The only regret your customers will have after buying one of these excellent machines is that they did not know about it sooner.

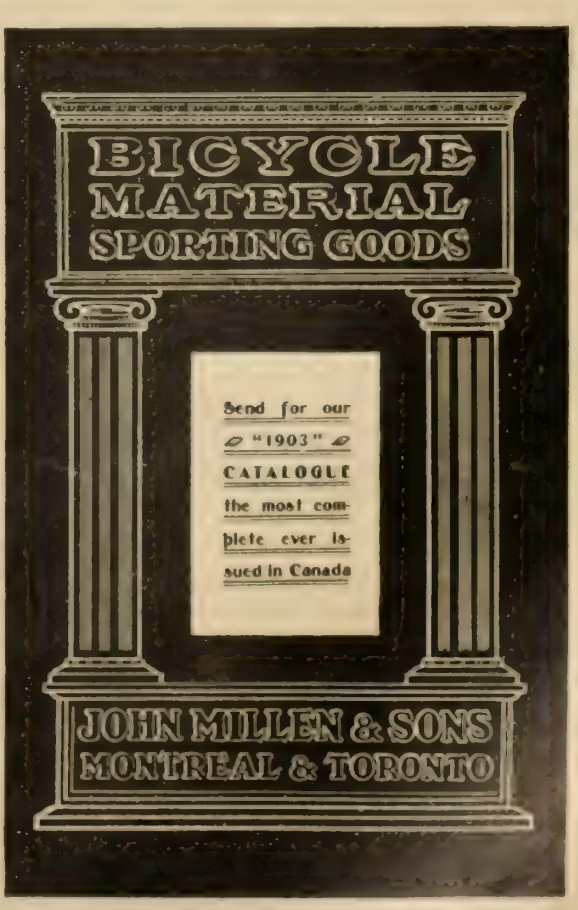
They require them, you should stock them, we can supply them. Order early.

The Dowswell Manufacturing Co., Limited

HAMILTON.

W. L. HALDIMAND & SON, Montreal, Eastern Agents

KEYS LARGEST LINE IN CANADA



KEYS LARGEST LINE IN CANADA

Window and Interior Displays

Timely Hints and Suggestions.

CHARLES AUSTIN BATES, an authority on advertising, says: "Breaking in for your share of the trade that someone else gets is easy or difficult according to the leverage you use."

Systematic, careful advertising gives, perhaps, the best results, but window display keeps a close second.

Advertising is the long-range gun, but window display is the bayonet.

You advertise to bring the customers, and trim your windows to sell them the goods once you have brought them.

Advertising doesn't complete your part of the business. You may spend half your profits in advertising and yet sell little goods.

You may pay your advertising man $50 a week and force people to read your ads.

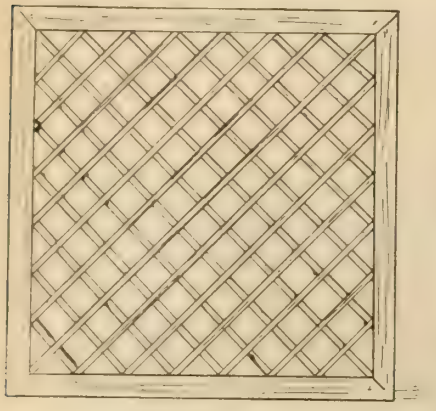


Fig 1.

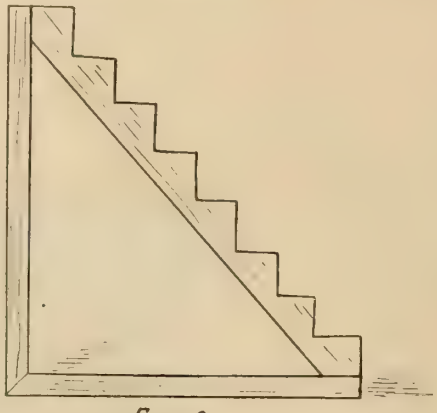


Fig 2.

Fig 3.

for their literary ability, but unless you have something to show to assist the advertising, your high-salaried clerk draws nothing but his money.

The advertising man and window-dresser must work hand-in-hand.

Quite likely you compose your own advertising matter, but don't attempt to do your own window-dressing if you wish to avoid neglecting the general business.

Window-dressing is not a branch of your business that occupies a few minutes a week and can then be dismissed for the rest of the week.

The man who wishes to make his windows talk must have the subject under constant consideration.

That is why I say employ a special clerk. He need not be constantly employed directly in the dressing of the windows, but his time will be fully employed in the auxiliary lines.

Your window-dresser can also be store decorator. Much of his time will be filled in looking up lines that are "stickers."

With these his usefulness or the opposite will quickly be evident.

If you have a line that has remained on your shelves for an unduly long time, or a line in which you are overstocked, tell him about it, and it will be his work to draw the attention of the people to it.

His ingenuity in this will soon determine his use to you.

But give him a free hand both in design and expenditure.

You must not expect him to obtain the best results by using your design to give the effect which is in his mind.

Let him alone and if he doesn't show results dismiss him.

Allow him to put a little money in his display. A good display cannot be made for nothing.

He may have in mind a cheap mechanical window, or find it necessary to build back-grounds, partitions, covered stands, shelves, ect., and simply because these will cost a trifle don't forbid them.

You must have variety in your window whatever it costs, and your window-dresser should have enough interest in your business to limit his expenditure to common-sense.

Remember that $5 spent on a window may sell $400 worth of goods, and in the majority of cases the trimming can be utilized in another display.

There is a point just here observed too little by window-artists. When constructing a foundation for any display make the parts solid so that they can be kept for future use.

In this way much time and money is saved, and subsequent exhibits can be made with less thought.

Many fixtures are made which can be arranged in such different ways that the different effects are as distinct as if made with entirely different designs and foundations.

THIS WEEK'S ILLUSTRATION.

The three figures shown this week are fixtures which every merchant should have, as with them very many displays can be arranged, and almost every elaborate window requires some one of them.

Fig. 1 shows a lattice form which can be placed at the back of the window, covered or uncovered. It is very useful, too, for dividing a window into sections. The height should be about 4 ft., and the length made to fit the position it is intended for.

Fig. 2 is a support for shelves on which to show small goods. The steps can be made any size in order to provide any number of shelves. Boards are laid along the steps. A brace can be fixed to the inside in order to insure solidity. A few different sizes will be found serviceable for exhibiting the different sized wares you wish to show.

Fig. 3 is a cylindrical shaped fixture made of round ends fastened together with slats. A half-dozen of these should be on hand of different sizes, as they form, perhaps, the most useful fixture that can be had. They are used for supports for shelves and platforms, and, in special arrangements, very effective windows can be made by use of these as supports for arches and overhead decorations.

These fixtures should be made of solid wood, solidly and neatly put together, as they are always serviceable. In the majority of cases they should be draped with cheap cloth, such as cheesecloth, or concealed in some way. Keep a supply of different sizes on hand, and the trimming of the window will be much facilitated.

The Selling Qualities

Or our splendid range

The Imperial Oxford

make them the most desirable stock you can handle.

THEIR DIFFUSIVE FLUE CONSTRUCTION
FRONT DRAW-OUT GRATE
OVEN THERMOMETER
DRAW-OUT OVEN RACK

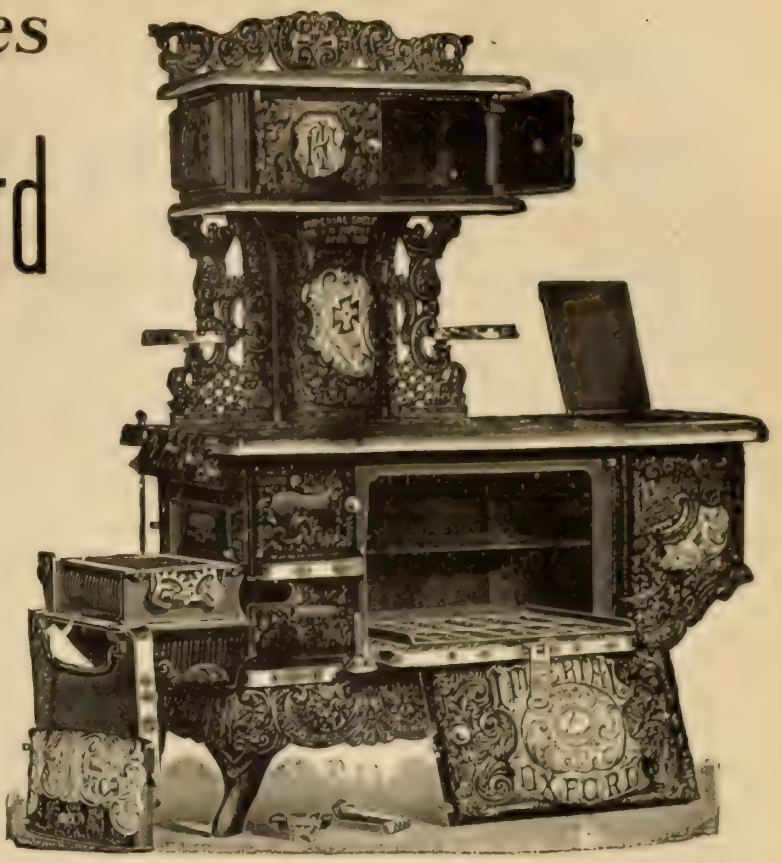
and other improved features, give them a quickly appreciated precedence over other ranges.

Housewives everywhere praise them enthusiastically.

Customers realize their superiority on sight—sales are easy.

They're the popular range of Canada.

Send us your address at once.



THE GURNEY FOUNDRY CO., Limited

TORONTO. WINNIPEG. VANCOUVER.

THE GURNEY-MASSEY CO., LIMITED, MONTREAL.

SAP SPOUTS==Steel.

"IMPERIAL"

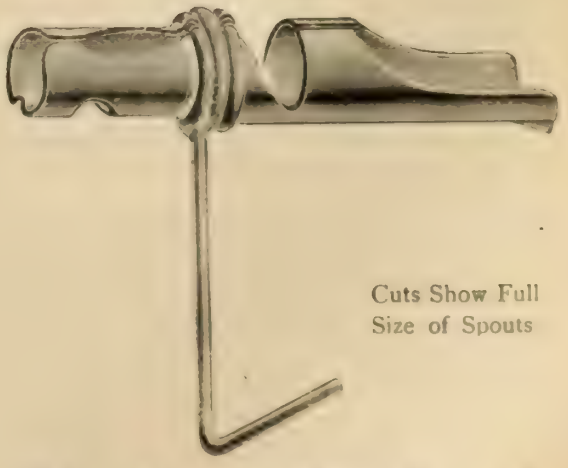
TAPERED

Made from heavy tinned sheets, specially adapted for

COVERED SAP BUCKETS.

PLAIN, RETINNED.

PATENTED 1896



Cuts Show Full Size of Spouts

"EUREKA"

The "EUREKA" Steel Sap Spouts are ever popular, because they are economical and durable, safe and secure, no leakage, easily inserted, do not injure the tree, secure full flow of sap. All packed in cardboard boxes, 100 each.

Berlin Bronze, 22 without hooks. Berlin Bronze, 22 with hooks.
Tinned Steel, 20 without hooks. Tinned Steel, 20 with hooks.

The Thos. Davidson Mfg. Co., Limited, Montreal.

THE WORLD OF FINANCE

Some of its Features.

TEN new branch banks have been opened in Canada since January 1. The Union Bank has new branches at Didsbury, Fort Saskatchewan and Limsden, in the Northwest Territories; the Metropolitan Bank at Brockville, Brussels and Milton, in Ontario; the Royal Bank at Caraquet, N.B.; the Sovereign Bank at Havelock, Ont.; the Bank of British North America at Fenelon Falls, Ont., and the Dominion Bank at Madoc, Ont.

* * *

Bradstreet's summary of failures for 1902 show that there have been 20.6 per cent. fewer failures and 27 per cent. less liabilities in 1902 than in 1901. Lack of capital is the predominating cause of failure, 134 of the total 1,095 being due to this. In spite of the great talk of the fever of speculation during 1902 only seven failures are traced to this cause, against eight last year and 10 in 1900. The excess of liabilities, too, are only $103,000, while in 1901 they were $243,000, and in 1900, $227,000.

* * *

Last year 256 limited liability companies were organized in Scotland with a total capital of £7,762,220, as against 202 companies in 1901 with a capital of £5,512,142. Of the companies registered last year, 60 per cent. were private concerns, i.e., the shares were not offered to the public. In 1902 the percentage was more than 70. The iron and steel trades, with 33 new companies, head the list in number. Chemical and oil companies, although only two in number, have the heaviest capital, which amounts to one-fifth of the total capital. The public are just as eager as ever to put faith in gold mines, and last year almost £1,000,000 were risked. In educational, theatrical and musical companies, about £175,000 was invested.

* * *

The tedious work of auditing the books of the British-Columbian Packers' Association is in progress. Fifty separate sets of books have to be examined, but Mr. Helliwell, the auditor, hopes to have it completed some time during the month of February. It is expected, according to a statement issued by AEmilius Jarvis & Co., that a dividend of 7 per cent. will be declared on the preferred stock and yet leave a good balance to the credit of the company. On account of the shortness of the run and the anticipated advance in prices, the company's agents in England have been ordered to stop selling.

* * *

For the past week Canadian-stock markets have been very quiet, but no cause for alarm is discernable. Money is easier on account of the large exports of cereals and the buying of American stock in London. By this means our foreign obligations have been considerably reduced, but until the reduction is greater, AEmilius Jarvis & Co., think that the banks will discourage speculation.

* * *

In the banks the only items of interest are the favorable aspect of Bank of Ottawa stock, which is selling around 225, due to the new issue of stock, and the statement of the Metropolitan Bank, after six weeks of business. This statement shows a profit of $1,696.66, after the payment of all expenses in connection with the organization of the bank and its management.

The strike of a second oil gusher in the Raleigh, Ont., oil fields has renewed the interest in drilling operations and is being made the most of by oil-company promoters. This second well is reported to have been so rich that when oil was reached it spouted nearly 60 feet, and with such force that the well could not be capped for half an hour. This is interesting, but it should also be remembered that the Gurd gusher started its career with a similar outburst, but has greatly moderated its force since. Moreover, since it was found, thousands of dollars have been sunk in speculative drilling, and the field has been almost abandoned by experts. It is believed now that there are several pools of oil in the district and that two of these have been struck. Whether they will yield anything like enough to pay for the money spent in drilling operations or not is as yet a question. The man who invests in an oil company is taking a long chance.

* * *

The Toronto branch of the Royal Bank of Canada, under the local management of W. F. Brock, was opened for business on February 2.

* * *

A branch of the Union Bank of Canada has been established at Baldur, Man.

* * *

A very satisfactory report was placed before the shareholders of the Metropolitan Bank at the first annual meeting of this institution. Besides the payment of all organization expenses, there remained a very creditable balance to the good. Two new branches are shortly to be opened in Toronto, as also one in Montreal and one in Petrolea. Their prospected new building, for head offices, to be located on the corner of King and Jordan streets, Toronto, promises to be an imposing piece of architecture.

* * *

We are very glad to learn that A. E. Jarvis has greatly improved in health and every thing points to his speedy and complete recovery.

* * *

The Bank of Toronto is opening a new branch in the Board of Trade Building, Montreal. The offices are rapidly approaching completion and will open for business about the beginning of March.

* * *

The annual meeting of the shareholders of the Beaver Paper Co., Limited, was held at the head office of the company, 7 Scott street, on Saturday, January 31. A most satisfactory and encouraging report was presented, showing that the company had a very prosperous year, the business having steadily increased every month until it is at the present time nearly double what it was one year ago. A hearty vote of thanks was tendered the directors by the shareholders for their careful and prudent management of the business in raising it to such a degree of success. A half-yearly dividend of 8 per cent. was declared. The direc-

tors elected for the ensuing year were: Geo. Powley, M. A. Benjamin, Chas. Burls and Jas. Donohoe.

FACILITATING SAVINGS.

UNDER new regulations recently adopted to govern the savings department of The Canada Permanent and Western Canada Mortgage Corporation, the facilities afforded its depositors have been greatly increased, and deposits may now be made and money withdrawn as may be desired according to the most modern methods. To enable all classes to avail themselves of the facilities and to encourage the savings of small sums, the company receives deposits of $1 and upwards. Interest at 3½ per cent is paid twice a year, or if not withdrawn by the depositor, is added to the account, and bears interest at the same rate. In its thoroughly modern and well-equipped offices on Toronto street is a trained and courteous staff of officers, and depositors who visit the office in person are assured of having their business transacted expeditiously and to their entire satisfaction. For the convenience of its lady customers a special writing room has been comfortably fitted up for their sole use. Every facility is also afforded those at a distance from the office for making deposits or withdrawing either interest or principal by mail. The company has a paid-up capital of $6,000,000, a reserve fund amounting to $1,500,000 and assets exceeding $23,000,000. It stands, therefore, in the front rank of our strong financial institutions.

The Canada Permanent and Western Canada

MORTGAGE CORPORATION

Toronto Street, . . TORONTO.

Paid up Capital, - $6,000,000
Reserve Fund, - 1,500,000
Resources, - 23,000,000

President: GEORGE GOODERHAM.
1st Vice-President and Managing Director: J. HERBERT MASON.
2nd Vice-Pres.: W. H. BEATTY.

DEPOSITS.

$1 and upwards received on deposit and interest thereon paid or compounded half-yearly at **3½%**

DEBENTURES.

$100 and upwards are received and debentures for fixed terms issued therefor with interest half-yearly at **4%**

THE TIME TO INSURE IS NOW

While you are WELL, STRONG and INSURABLE.

THE

Confederation Life

ASSOCIATION issues policies on all approved plans of Insurance, and is a prosperous and progressive Canadian Company.

PROTECTION FOR YOUR FAMILY.
PROFITABLE INVESTMENT FOR YOURSELF.

Pamphlets and full information sent on application.

W. H. Beatty, Esq., PRESIDENT.

W. D. Matthews, Esq., Frederick Wyld, Esq., VICE-PRESIDENTS.

W. C. MACDONALD, ACTUARY. J. K. MACDONALD, MANAGING DIRECTOR.

HEAD OFFICE, - TORONTO.

GUARANTEE BONDS.

We issue Bonds of all descriptions—At a minimum cost
Write for particulars

We also issue **ACCIDENT** and **SICKNESS** Policies, on the most approved plans.

The Dominion of Canada Guarantee and Accident Insurance Co'y.

Head Office: TORONTO.

INVESTMENT SECURITIES, GOVERNMENT, MUNICIPAL and CORPORATION BONDS

Yielding from 3½ to 6½ per cent.
Four per cent interest allowed on funds awaiting investment.

A. E. AMES & COMPANY

MEMBERS OF THE TORONTO STOCK EXCHANGE
BANKERS
18 King St. E., TORONTO.

WESTERN ASSURANCE COMPANY.

Incorporated 1851

FIRE AND MARINE

Head Office Toronto, Ont.

Capital Subscribed - $2,000,000.00
Capital Paid Up - 1,000,000.00
Assets, over - - 2,320,000.00
Annual Income - 2,300,000.00

HON. GEO. A. COX, President.
J. J. KENNY, Vice-President and Man. Director.
C. C. FOSTER, Secretary.

The Toronto General Trusts Corporation

59 Yonge Street, TORONTO

PAID UP CAPITAL $1,000,000.
RESERVE FUND $270,000

Executes Trusts of every description. Acts as Executor, Administrator, Guardian, Assignee, Etc. Safe deposit Boxes for Rent.

OFFICERS

John Hoskin, K.C., President
Hon. S. C. Wood, Vice-President
W. H. Beatty, Vice-President
J. W. Langmuir, Managing Director
A. D. Langmuir, Assistant Manager
A. L. Crossin, Secretary

PAINT, OIL AND BRUSH TRADES

TURPENTINE STILL ADVANCING.

ON Wednesday the price of turpentine was advanced in Toronto to 92c., a rise of 1c. in the week and of 10c. in less than three weeks. The rise, as has been already noted, is due to manipulation of prices in Savannah, where the turpentine output seems to have been successfully cornered.

The condition of the market in New York on Wednesday was reported by The Journal of Commerce as follows: "Holders were fairly firm in their views yesterday, though the market was by no means as responsive to the bullish Savannah advices as might have been expected. An advance of ½c. here was the only feature, and that did not occur very early in the day. In fact, all day some spirits were offering at 66c. for machine made barrels and 65½c. for oils, some even selling at these prices, but there were also sales at 66½c., with rumors of 67c. being asked, which tended to strengthen things a little. The large increase in the stock on hand in yard, however, creating an uncertainty as to how much of it would be offered on the market kept the prices from soaring and spirits could have been obtained at any time during the day for 65½c."

It will be seen from the above that the advance in New York has been from 3 to 3½c., almost as much as that noted here for the week. As matters now stand it looks as if record quotations might be reached before the reaction sets in, but it is probable that business will be of a hand-to-mouth nature until a lower level of quotations is introduced by the new crop.

PAINT PRICES UNCHANGED.

The item which appeared in these columns some weeks ago stating that The Francis Frost Co., Limited, Toronto, had advanced their prices, was erroneous. It seems that our quotation on this firm's famous "Ark" brand paints had been too low, and the new price furnished us was a correction of this low figure, not an advance recently made.

GETTING AFTER PAINT TRADE.

"I believe in hustling after paint trade," said a live retailer the other day. "When I hear that anyone in my town or district is going to build, I get after him right off, and get his order for as many lines as I can. I make it a point to sell to such buyers goods of the best quality I can persuade them to take. I get a comfortable margin, and, as a rule, I find that one customer secured in this way, brings others. In getting after this trade I find, too, that I get information that leads to many sales of other lines. I used to believe that I could not afford to leave the store, but I find I gain a great deal more than I ever can lose, if I ever lose anything in this way, which I doubt."

THE MACHINE OIL TRADE.

The hardware trade could make their grip on the oil trade by devoting special attention to a study of the requirements of machine and implement oil; be in a position to recommend the best oil for any specific purpose, and keep such a stock that any machinery or implement user in their district could at any time get supplies from them. The volume of business done in this line is not great, but it brings in some revenue and helps to bring the retailer into closer touch with the buyer.

PAINT AND OIL NOTES.

G. F Walsh, painter, etc., New Westminster, B.C., is selling out by auction.

It is reported that a 300-barrel-a-day oil well has been struck in Alberta, but particulars are lacking.

The death occurred on Thursday, last week, of Gilbert Pearcy, father of Sanderson Pearcy, head af Sanderson Pearcy & Co., the Toronto wholesale paint and oil house.

It is reported that The Standard Oil Company is making an investigation into the conditions prevailing at the oil fields of Calicia with a view of purchasing the entire properties. The price named is $10,000,000, but this is exclusive of some of the largest oil wells.

A SMALL BLAZE.

Fire was discovered in the paint warerooms of P. D. Dodds & Co., 188-190 McGill street, Montreal, on Tuesday night. The firemen responded quickly to the call, and one stream was sufficient to extinguish the outbreak. The shelves containing lamp-black and kalsomine were somewhat damaged. The loss will be fully covered by insurance.

PREPARED PAINT TRADE.

The feature of the paint and oil trade just now is the remarkable activity in orders of prepared paints for spring delivery. Retailers all over the country seem to be optimistic as to the activity of painting operations during the spring and summer months, and are anticipating such activity by exceptionally generous orders. The total volume of business of this nature is reported to be in excess of all previous records.

PAINT AND OIL MARKETS.

MONTREAL.

THE paint and oil market is active, and orders for future delivery are arriving by every mail. The demand for white lead continues unabated and is now becoming the main feature of the paint trade. Dealers are not at all anxious to sell. Linseed oil is a little easier this week. We quote 1c. per gallon less than last week. On the other hand, however, turpentine continues to increase and is 4c. higher than it was a week ago. The paris green market continues to be brisk, and a larger quantity is expected to be used this year. We quote:

GROUND WHITE LEAD.—Best brands, Government standard, $5.00 to $5.25; No. 1, $4.27½ to $4.87½; No. 2, $4.40 to $4.50; No. 3, $4.02½ to $4.12½; No. 4, $3.65 to $3.75 all f.o.b., Montreal. Terms, 4 months, or 3 per cent. off for cash in 30 days.

DRY WHITE LEAD.—$5 in casks, and in kegs, $5.25.

DRY WHITE ZINC.—Pure dry, in casks, 6¼c.; in 100-lb. kegs, 6¾c. No. 1 zinc, in casks, 5¼c.; in 100-lb. kegs, 5¾c.

WHITE ZINC (ground in oil)—Pure, 25-lb. irons, 8c.; No. 1, 7c.; No.2, 6c.

PUTTY.—We quote: Bulk, in barrels, $1.80 per 100 lb.; bulk, in less quantity, $1.95; bladders, in barrels, $2.10; bladders, in 100 or 200-lb. kegs or boxes, $2.25; in tins, $2.20 to $2.50; in less than 100-lb. lots, $2.75 f.o.b., Montreal, Ottawa, Toronto, Hamilton, London and Guelph. Maritime Provinces, 10c. higher, f.o.b., St. John and Halifax. Three per cent. discount for cash in 30 days.

ORANGE MINERAL.—Casks, 7c.; 100-lb. kegs, 7¼c.; smaller quantities, 8¼c.

RED LEAD.—Genuine red lead, in casks, $4.50; in 100-lb. kegs, $4.75; in less quantities, $5.75 per 100 lb. No. 1 red

USE ARK BRAND

That's good advice to give to any paint customer, because "Ark Brand" is an absolutely honest paint that gives perfect satisfaction.

"Ark Brand" is a most profitable line to carry, because it means increased patronage and consequent increased profits.

Dealers will find that a great selling feature of "Ark Brand" is the following guarantee: "Every can of "Ark Brand" is guaranteed to give perfect satisfaction if used according to directions. If it proves otherwise your dealer is hereby authorized to refund the amount of the purchase price."

This guarantee ought to be sufficient for any consumer and shows the confidence we have in the product.

Write for our special proposition for the exclusive handling of "Ark Brand."

The Francis-Frost Co. Limited

Canadian Agents for Grippin's Crack Filler and "Muresco" Wall Finish.

Toronto.

THE ONLY ONE.

HOLLYWOOD PAINT

is the only manufactured paint on the market to-day that can be used when an architect's specifications call for lead and oil. That is why the dealers are selling such large quantities.

Write us a card for particulars.

The Hollywood Paint Co. Limited.

HAMILTON, CANADA.

CORDAGE

ALL KINDS AND FOR ALL PURPOSES.

Manila Rope	Lathyarn
Sisal Rope	Shingleyarn
Jute Rope	Bale Rope
Russian Rope	Lariat Rope
Marline	Hemp Packing
Houseline	Italian Packing
Hambroline	Jute Packing
Clotheslines	Drilling Cables
Tarred Hemp Rope	Spunyarn
White Hemp Rope	Pulp Cord
Bolt Rope	Lobster Marlin
Hide Rope	Paper Cord
Halyards	Cheese Cord
Deep Sealine	Hay Rope
Ratline	Fish Cord
Plow Lines	Sand Lines

"RED THREAD" Transmission Rope from the finest quality Manila hemp obtainable, laid in tallow.

CONSUMERS CORDAGE COMPANY, Limited

Western Ontario Representative—
WM. B. STEWART,
Tel. 94. 27 Front St., West, Toronto.

MONTREAL, QUE.

lead, casks, $4.25; kegs, $4.50, and smaller quantities, $5.50

LITHARGE.—Ground, casks, 5c.; less quantities, 5½c.; flake litharge, casks, $5.25; smalls, $5.75 per 100 lb.

LINSEED OIL.—Raw, 1 to 4 barrels, 59c.; boiled, 62c.; raw, 5 to 9 barrels, 58c.; boiled, 61c. Terms, net cash in 30 days. Delivered in Ontario, between Montreal and Oshawa, at 2c. per gallon advance.

TURPENTINE.—Single barrels, 89c.; 2 to 4 barrels, 88c. Terms, net cash in 30 days.

SHELLAC VARNISH.—Pure white, $2.35 to $2.45; orange, $2.25 to $2.35.

MIXED PAINTS.—$1.20 to $1.40 per gallon.

CASTOR OIL.—8¾ to 9¼c. in wholesale lots, and ½c. additional for small lots.

SEAL OIL.—48 to 50c.

COD OIL.—35 to 37½c.

PURE CANADIAN PARIS GREEN.—Petroleum barrels, 13¼c. per lb.; arsenic kegs, 13½c.; 50 and 100-lb. drums, 14c.; 25-lb. drums, 14½c.; 1-lb. packages, 15c.; ½ lb. packages, 17c.; 1 lb. tins, 16c.; ½-lb. tins, 18c.

PURE ENGLISH PARIS GREEN.—Petroleum barrels, 14¼c.; arsenic kegs, 14½c.; 50 and 100-lb. drums, 15c.; 25-lb. drums, 15½c.; 1 lb. paper boxes, 16c.; 1 lb. tins, 17c.

TORONTO.

Activity is everywhere manifest. There is an excellent sorting trade, varnishes and colors being in particular request from factories. Orders for spring delivery are exceptionally heavy. Turpentine is 4c. higher. Other lines are firm, but unchanged. We quote:

WHITE LEAD.—Ex-Toronto, pure white lead, $5 to $5.25; No. 1, $4.62½ to $4.87½; No. 2, $4.25 to $4.50; No. 3, $3.87½ to $4.12½; No. 4, $3.50 to $3.75 in packages of 25-lb. and upwards; ½c. per lb. extra will be charged for 12½-lb. pkgs; genuine dry white lead in casks, $5.02½.

RED LEAD.—Genuine, in casks of 560 lb., $4.50; ditto, in kegs of 100 lb., $5; No. 1, in casks of 560 lb., $3.75; ditto, in kegs of 100 lb., $4.25.

LITHARGE.—Genuine, 6 to 6½c.

WHITE ZINC.—Genuine, French V.M., in casks, $6.25; Lehigh, in casks, $6 to $6.25.

SHINGLE STAIN.—In 5 gallon lots, 60 to 75c. per gallon.

PARIS WHITE.—90c. to $1 per 100 lb.

WHITING.—65c. per 100 lb.; Gilders' whiting, 80c.

GUM SHELLAC.—In cases, 35 to 37c.; in less than cases, 40 to 42c. per lb.

LIQUID SHELLAC.—Pure orange, in bbls., $2.25 to $2.35; white, $2.35 to $2.45 per gal.; in less quantities, 10c. extra.

GLUES.—Broken sheet, in 200-lb. bbls., 8½c. per lb.; cabinet glue, in bbls., 12c.; emery glue, in bbls., 17½c.; bookbinders', ground, 10½c.; finest American, white, 19c.; No. 1 American white, 15c. per lb.

PUTTY.—Bladders, in barrels, $2.10; bladders, in 100 lb. kegs, $2.25; bulk in barrels, $1.80; bulk, less than barrels, and up to 100 lb., $2.05; bladders, bulk or tins, less than 100 lb., $2.75.

PARIS GREEN.—Petroleum bbls., 14c. per lb.; arsenic kegs, 14½c.; 50 and 100-lb. drums, 15c.; 25-lb. drums, 15½c.; 1-lb. packages, 16c.; ½-lb. packages, 18c.; 1-lb. tins, 16c.; ½-lb. 18c.

PLASTER PARIS.—New Brunswick, $2 per barrel.

PUMICE STONE.—Powdered, $2.50 per cwt. in bbls. and 4 to 5c. per lb. in less quantity; lump, 10c. in small lots and 8c. in bbls.

LIQUID PAINTS.—Pure, $1.20 to $1.40 per gallon; No. 1, $1.10 per gallon.

BARN PAINTS.—65 to 70c. per gallon.

CASTOR OIL.—English, in cases, 9 to 9½c. per lb., and 10 to 10½c. for single tins.

LINSEED OIL.—Raw, 1 to 2 bbls., 61c.; boiled, 64c.; 3 to 5 barrels, raw, 60c.; boiled, 63c.; 6 to 9 barrels, raw, 58c.; boiled, 61c. delivered. To Toronto, Hamilton and London, 2c. less. All quantities of 10 barrels and over of linseed oil sold only f.o.b., Toronto, Hamilton, London and Guelph.

TURPENTINE.—Single bbls., 93c.; 2 to 3 bbls., 92c. delivered. Toronto, Hamilton and London, 1c. less. For less quantities than barrels, 5c. per gallon extra will be added, and for 5-gallon packages, 50c. and 10-gallon packages, 80c. will be charged.

GASOLINE AND BENZINE.—We quote as follows: Benzine, 19¼c. and gasoline, ordinary, 21¼c. and engine, 22¼c. f.o.b. Toronto.

WINDOW GLASS.

MONTREAL.

The market for glass is steady, but as yet very little outside business is doing. Locally, however, trade is fair and several good-sized orders have been booked from contractors. Quotations are as follows: First break, 50 feet, $2; second, $2.10 for 50 ft.; first break, 100 feet, $3.80; second break, $4; third break, $4.50; fourth break, $4.75.

TORONTO.

There is a steady market, as prices are now well maintained. Import orders are coming in liberally and are of good volume this week. Our quotations are as follows: Under 26 in., $4.25; 26 to 40 in., $4.65; 41 to 50 in., $5.10; 51 to 60 in., $5.35; 61 to 70 in., $5.75; 71 to 80 in., $6.25; 81 to 85 in., $7; 86 to 90 in., $7.75. Toronto, Hamilton and London. Terms, four months, or 3 per cent., 30 days. Discount, 15 per cent.

The Klondike Mines Railway Company propose to extend their present railway to Gordon's Landing, on the Stewart River, a distance of 85 miles. E. C. Hawkins, the principal shareholder of the company, Seattle, Wash., has gone north, to examine into the proposition.

HAT ENAMEL.
How is your stock?

"ANCHOR"
LIQUID PAINT

Has been on the market for more than a quarter of a century, and has always given satisfaction.

It is made from the most permanent pigments known. Finely ground in genuine Linseed Oil, Turpentine and Dryers.

All white lead used in its manufacture is the best the world can produce--**BRANDRAM'S B. B. GENUINE.**

Advertising matter is supplied liberally and is strictly up-to-date.

TRADE MARK

Send us a post card and let us tell you all about it.

BRANDRAM BROS & CO
BRANDRAM'S B. B. WHITE LEAD
REGISTERED TRADE MARK
MANUFACTURERS LONDON ENGLAND

HENDERSON & POTTS,
HALIFAX and MONTREAL,

SYSTEM IN BUSINESS.

By J. E. W.

HARDWARE AND METAL has always endeavored to meet the needs of the storekeeping community in as many directions as possible. And to this end it is preparing to devote space from week to week for the discussion of business methods, and systems for taking care of business, and will not only urge storekeepers everywhere to see to it that their business be run in a somewhat methodical and systematic manner, but will offer practical and simple suggestions that will enable them to do so. Some system is an absolute essential in the conduct of any business, and storekeepers will find it in their own interest to keep track of suggestions that may be made from time to time.

Not that we have in mind, or approve elaborate schemes for small businesses that would only cumber and add to clerical work and worry, but suggestions which they themselves will apply and find as simple as they are practical. In short, suggestions which can be worked into any business, no matter how crude its operations have been. We will insist on the importance of systems, though there are instances in our mind where systematizing has gone mad, some houses spending enormous sums in expert services, only to find the suggestions unsuited to the conditions of their business.

The ideal system at all times, we are convinced, must be one fitted naturally to the requirements of your business and one which will carry it smoothly and easily with a minimum of error and anxiety.

It seems deplorable that there should be any neglect in so important a matter, and while in the past men have prospered in spite of this, conditions of trade have so far changed that we can safely say no success is now possible without some knowledge in this direction. Instances come to our notice from time to time of business conducted without any attempt whatever to employ system. We will not go into details here, but reserve some notable examples for another number. There is little doubt that failures frequently occur that might have been avoided by a little elementary knowledge of how to keep track of stock and accounts.

Happily, merchants everywhere are seeing the need of this, and it is the exception oftener than the rule to find the extremes of this deplorable indifference.

This is a time of rapid development and progress. The race is to the young and strong and we may add the knowing. There is no such strength as knowledge in any walk of life, and to succeed in business one must first learn the simple rudiments of the care of business.

NIAGARA AGREEMENT.

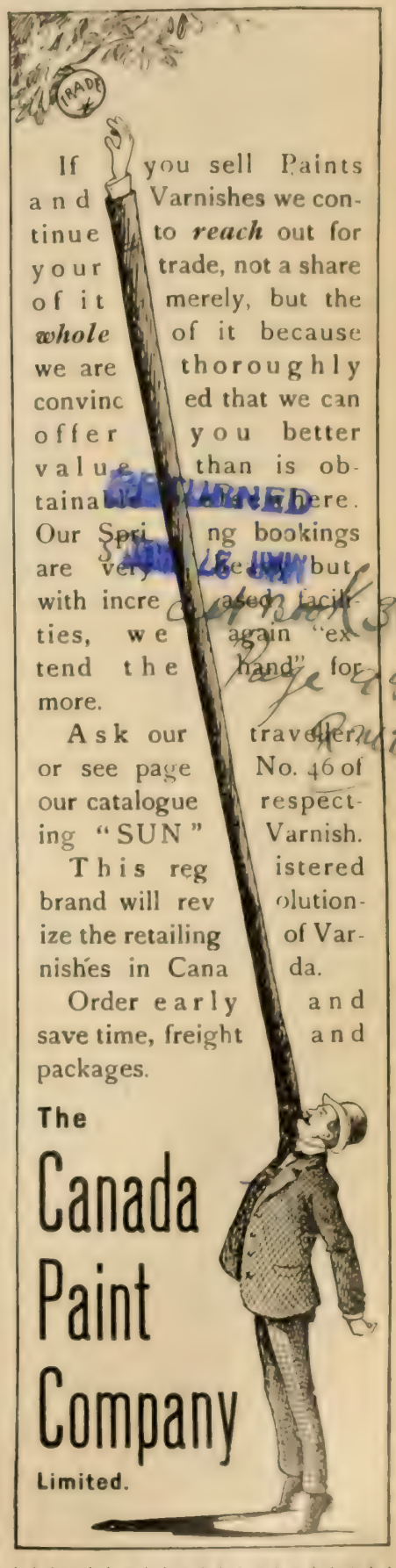
THE terms of the agreement between the Toronto and Niagara Power Co., the company controlled by Messrs. Mackenzie, Nicholls and Pellatt, of Toronto, and the Niagara Falls Park Commission, which have been approved by the Ontario Government, were given out on Saturday. The most important clause provides that the company shall not pool its interest nor amalgamate with other companies, this clause reading as follows:

"The said company shall not amalgamate with any other corporation or company heretofore or hereafter incorporated * * * for the purpose of generating and transmitting electricity without the consent of the Lieutenant-Governor-in-Council for such amalgamation, nor shall they enter into any arrangement or agreement for that purpose with any such company which may directly or indirectly have that effect, or which may or shall have the effect of keeping up the price or prices of said power, nor shall they enter into an agreement with any such company for pooling the receipts of the said company or of any part thereof with those of such other company, nor which shall provide for or have the effect of establishing a common charge or schedule of charges for the use of the said power, or any part thereof."

Another clause provides that the charge for electrical horse-power in Canada shall not exceed the price charged to cities, towns and consumers in the United States at a similar distance from Niagara Falls for equal amounts of power, and for similar uses, and this applies to all three companies chartered by the Ontario Government. From this provision, it is contended, the public will not only have the benefit of the competition between the three companies in Canada, but will also profit by the circumstances which keep down the price in the United States.

A POSITION VACANT.

A large hardware manufacturing concern in Montreal is advertising in this week's HARDWARE AND METAL for an experienced man to take general charge of their office. They are a reliable firm and salary will not stand in the way of the right man. A man speaking both languages is preferred.



HEATING AND PLUMBING

A NEW WAREHOUSE.

It gives us pleasure to note the expansion of the large business carried on in Quebec City by W. H. Wiggs, under the name of the Mechanics Supply Co. This business he founded in 1889 and has since occupied the same premises, but the great increase in his business during the last few years has obliged him to seek larger premises.

He has bought a large piece of ground on St. Paul street, with entrance in the rear on St. Andrew street, where he intends building one of the most up-to-date warehouses in Canada for the expeditious shipping of the various specialties he handles for plumbers, gas and steamfitters and electricians. These premises are only a stone's throw from those he now occupies, and are right in the heart of the wholesale business section of the city and in close proximity to the Canadian Pacific, Grand Trunk, Intercolonial, Great Northern, and Quebec and Lake St. John Railways, as well as to the Princess Louise Basin where all the shipments by water arrive and leave Quebec. The electric street car system passes his premises both back and front.

Staveley & Staveley, architects, have the plans on hand, and they will have produced a building which will be an ornament to the city. The base or first storey will be of cut stone, and the remaining three storeys of Milton and Laprarie pressed brick. Large and commodious warehouses will also be erected in the rear for storing iron pipe, radiators, boilers, and other heavy goods which they handle in large quantities.

Special attention has also been given to the office and advertising department, where everything of the most up-to-date will be installed ; being in a separate annex in the rear of the main building, they will be well lighted, large and roomy, and in close proximity to the selling and shipping departments. Mr. Wiggs' own office having a commanding view of all these several departments.

"GOT THE TOOLS" TOO SOON.

A meeting of the joint grievance committee representing the Toronto Master Plumbers' Association and the Toronto Journeymen Plumbers' Union held a second meeting this week to consider the case raised by the journeymen against W. Harris, Yonge street, who had, they claimed, given an apprentice "the tools of the trade," or, in other words, had allowed him to work as a journeyman before he was three years at the trade.

President Robert Ross occupied the chair, Messrs. Mansell, McGuire, Clapperton and Wilson represented the masters, and a committee of four the journeymen. The evidence was carefully heard, and the decision given that the apprentice in question should work until August, 1903, before being given the tools.

TORONTO MASTER PLUMBERS MEET.

There was a record-breaking attendance at the meeting of the Toronto Master Plumbers' Association on Tuesday evening. The addition of about a score of new members brings almost all the master plumbers of the city into the membership.

The reports of committees showed that the Association is in strong shape in every way, and that much interest is taken in its work by all the members.

The election of officers was the feature of the evening. President Robert Ross, of Parkdale, had done such good work during the past year that his re-election was insisted upon, though he desired to resign. The other officers elected were as follows : 1st vice-president, Geo. H. Cooper ; 2nd vice-president, Fred. Maxwell ; recording secretary, W. G. Adams, Parkdale ; financial secretary, T. W. Slean, Bloor street west ; treasurer, James Wilson ; sergeant-at-arms, Robert T. Robinson ; grievance committee, Wm. Mansell, George Clapperton, James Wilson, Louis Le Grow, Walter Benson, Geo. Cooper and J. McKetrick.

BUILDING PERMITS ISSUED.

TORONTO.

T. Falconer, for a $2,000 dwelling at 156 Sorauren avenue.

Geo. Henry, for a pair of $2,250 dwellings at 380-2 givens street.

B. G. Austin, for a $1,800 residence at 338 Marguerette street.

H. Larkin, for a $2,500 dwelling near Springhurst avenue on Close avenue.

Donald McArthur, for four dwellings on McGill street, to cost $10,000 ; D. Richards, architect.

Chas. Moulds, a $2,500 dwelling at the corner of Royce and Perth avenues ; F. Bird, architect.

The Flett-Lowndes Syndicate, Limited, for a $30,000 warehouse at 142-4 Front street west ; Symons & Roe, architects.

Geo. H. Hees, Son & Co., for a $10,000 warehouse on Pears avenue rear Avenue road ; A. R. Denison & Co., architects.

MONTREAL.

The following building permits were issued in Montreal during the month of January :

Paul Boucher, St. Hubert street, two-storey dwelling, $900.

Timothy Trupin, 704 Huntly street, one-storey dwelling, $1,000.

The C.P.R. blacksmith shops, $70,000 ; boiler shop, $110,000, and machine shop, $290,000.

PLUMBING AND HEATING NOTES.

Townsend & Walsh, plumbers, Ottawa, have assigned to A. P. Mutchmore.

The Canada Radiator Co., Limited, have registered to do business in Montreal.

Marcotte & Marcotte have been appointed curators of L. H. Gaudry, plumbers' supplies dealer, Quebec, who recently assigned.

Cann & Wetmore, plumbers, Pictou, N.S., have dissolved, and have been succeeded by Estella D. Wetmore, under the style of C. W. Wetmore & Co.

Master and journeymen plumbers of Ottawa are registering at the city hall these days, as required by the new plumbing by-law. Hereafter in building construction it will be necessary to take out a plumbing permit prior to commencing plumbing work.

Philip Gies, plumber and tinsmith, Berlin, Ont., has taken an interest in the J. Y. Shantz & Son Button Co. He will assume the duties of assistant superintendent, and spend a portion of the time on the road in the interest of the company. Mr. Gies thinks he will retain an interest in his present business, though no definite arrangements have as yet been made regarding this branch of the transfer. Mr. Gies has been for 14 years in the plumbing and tinsmithing business, seven years with partners and seven years by himself.

TRY A GOOD PAINT LINE

It is one of the helps to a good business in these days.

The **RAMSAY** Paint lines are studied out to give you a good business, to please your customers, to give you a profit, and to satisfy all.

RAMSAYS Floor Paint is a specialty, made to dry hard, made to wear well—made to sell and sell again.

RAMSAYS Vienna Green is the richest and most beautiful of all the greens, ground in pure linseed oil for blinds, doors, etc.—advertising matter to help.

Handsome advertising matter with all **RAMSAYS** Paints.

A RAMSAY & SON **MONTREAL** | **EST'D 1842** | **PAINT MAKERS**

What are you going to stock this Spring in the line of Wall Finish? Have you considered the up to date

Wall Tinting Muralo?

It is ready soluble in Cold Water
It brings **big profits** and **large sales**
It is the only sanitary Tinting sold to-day
It is well advertised and always gives satisfaction
Send for Color Card and particulars

AGENTS:

A. RAMSAY & SON, - - - - MONTREAL
THE J. H. ASHDOWN HARDWARE CO., Limited, - WINNIPEG
McLENNAN, McFEELY & CO., - - - VANCOUVER

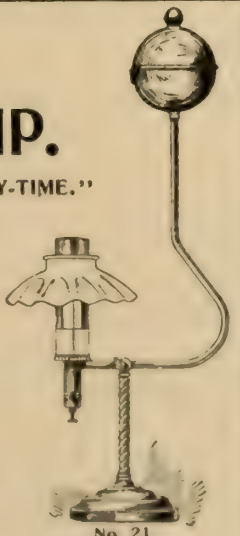
Makers

THE MURALO COMPANY, New Brighton, Borough of Richmond, New York.

THE AUER GAS LAMP.

"TURNS NIGHT-TIME INTO DAY-TIME."

New Styles. Lower Prices.



No. 21
100 Candle Power.

Do you want a lamp which won't tire your eyes?

Do you want a lamp which makes sewing or reading a pleasure?

Do you want a lamp which gives more light than half a dozen kerosene ones for less money?

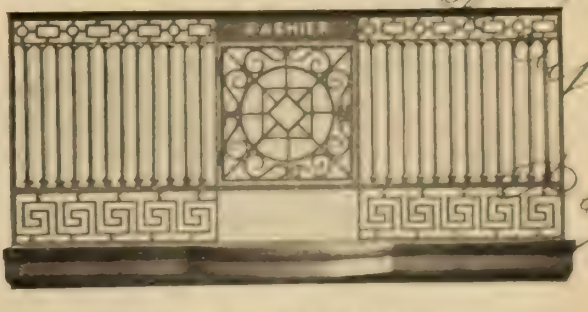
Do you want to sell the best lamp on the market?

THEN WRITE FOR OUR CATALOGUE AND DISCOUNTS.

Every Lamp Guaranteed.

AUER LIGHT CO., 1682 NOTRE DAME ST., MONTREAL.

IT PAYS TO INVEST



IN OUR ORNAMENTAL

Office Railings, Fences, Grills, Fire Dogs, Etc.

Because they are { Inexpensive / Reliable / Ornamental / Non-Tarnishable.

CANADA FOUNDRY COMPANY.

LIMITED.

Head Office: TORONTO, ONT.

DISTRICT OFFICES

Montreal Winnipeg Halifax Ottawa Vancouver Rossland

BUILDING NOTES.

JOHN HACKNELL has decided to erect a block of stores on his property in Ottawa. Plans are now being prepared and they will be ready in about a month's time.

Wm. Braid, Vancouver, has announced that he will erect a $40,000 business block on Hastings street, Vancouver.

Residences will be erected in Hartney, Man., this summer by Mrs. Dycer, and Messrs. A. Mains, F. G. Lewis, G. Davidson.

Simington Bros., Moose Jaw, Assa., will erect a two-storey hardware store, 80 feet long, as soon as the frost is out of the ground.

Darling & Pearson, architects, Toronto, are preparing plans for the Canadian General Electric Company's new office building, which is to be a five-storey 122 x 186 ft. structure.

There is an opening for a contractor and builder in Paris. Among the buildings contemplated this season are a Y.M.C.A., public library, fire hall and electric light station. Further particulars can be secured from James Smiley, secretary of the Paris Board of Trade.

The Dominion Public Works Department has awarded the contract for the construction of a breakwater at Green Cove, Victoria, N.S., to Hugh McDonald, of North Sydney. The contracts for a breakwater at Sandy Cove and one at Tiverton, Digby County, have been awarded to Haydon & Oliver, of Digby, N.S.

PLUMBING AND HEATING CONTRACTS.

TORONTO.

The John Ritchie Co. have contracted for reconstructing the plumbing and heating of the Turnbull building, Opera House lane; for plumbing a building on the Esplanade for the Eckhart Casket Co., and the Toronto Roller Bearing Co.; for additions to the Nasmith Co.'s building, corner Jarvis and Adelaide streets.

Purdy, Mansell & Co. have the contract for plumbing six houses on Wells street for C. O. Dinnick; for plumbing and heating Mrs. W. G. Jaffray's residence on Grenville street; for plumbing and heating two houses on Delaware avenue for Mr. Robertson, Delaware avenue.

ST. JOHN, N.B.

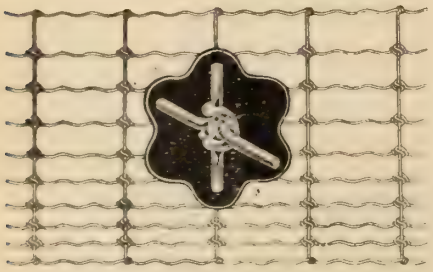
John S. Coughlan, plumbing and heating engineer, has been awarded the contract for the heating and gas-piping and plumbing in Rufus R. Smith's new house, Seely street; also, the plumbing and gas-piping of John W. Vanwart's new house, Duke street. Mr. Coughlan is also steam-heating the York Theatre.

STANDARD IDEAL SANITARY COMPANY.

The corner stone of the factory of the Standard Ideal Sanitary Company was laid recently at Port Hope. The building is being erected in an admirable position near the docks, with excellent railroad and steamboat facilities. By May it is expected that the factory will be in operation, with a staff of some fifty-five operators.

The company has a capital of $100,000 and is composed principally of United States capitalists, who are bringing over not only the capital but the many years of experience in this line of work. The head office will be at Port Hope, with branch offices at Toronto, Cleveland and Detroit. The present manager, H. T. Bush, needs no introduction to the Canadian trade, having been long known to them as vice-president of the Ideal Manufacturing Co.

The company will manufacture porcelain enamel bath tubs, lavatories, sinks, soil pipes and fittings and waterpipes.



IDEAL Woven Wire Fencing

COMPLETE IN THE ROLL, READY TO ERECT.

A GOOD SELLER

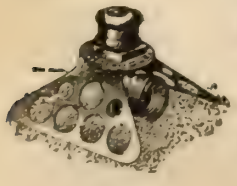
because the use of No. 9 Hard Spring Wire for both Stays and Horizontals makes it the

Strongest and Best.

WRITE FOR SAMPLE AND PRICES.

THE McGregor-Banwell Fence Co., Limited.

WINDSOR, ONT



"Pullman" Lawn Sprinkler

IS YOUR ORDER IN?

Send for Folder No. 14.

Pullman Sash Bal. Co.

Rochester, N.Y., U.S.A.

GLUE

The sticking kind. The best only is manufactured by us.

Write for quotations.

W. Harris & Co., Danforth Ave., TORONTO

Established 1854 Phone Main 1706.

THE GEO. B. MEADOWS

Toronto Wire, Iron and Brass Works Company, Limited.

Manufacturers of Wire Window Guards, Wire Cloth, Moulders' Riddles, Children's Cots, Bank and Office Railings, Ornamental Iron Fencing, Window Fixtures, Wire Work, Architectural Wrought Iron Work.

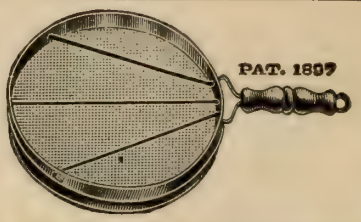
117 King St. West, TORONTO, ONT.

THE C. G. YOUNG CO.

RUBBER STAMPS

AND SUPPLIES

No. 1 Adelaide Street East - Toronto



The FAIRGRIEVE GAS TOASTER

Retails at 25c. The only Toaster guaranteed to toast on gas, gasoline or blue flame oil stoves without taste or smell. Write for prices.

THE FAIRGRIEVE MAN'FG. CO.,

295 COLLEGE ST., TORONTO.

U. S. Branch: 289 Jefferson Ave., DETROIT.

BUSINESS FOR SALE.

A BARGAIN FOR A QUICK BUYER! W. R. Singleton & Son, Carleton Place, have all the tin business they can attend to, and offer their $2,000 hardware stock at cost, along with a splendid coal trade, and shop rent free. No better opening in the Ottawa Valley. No money required with good security. (5-6)

STEVENS

OUR NEW CATALOGUE IS READY FOR DISTRIBUTION AND IT IS FULL OF INFORMATION VALUABLE FOR THE DEALER. SHALL WE NOT MAIL YOU A COPY?

YOU CANNOT AFFORD TO BE WITHOUT OUR ARMS. YOUR JOBBER HAS THEM.

J. Stevens Arms & Tool Co., P.O. Box 217 Chicopee Falls, Mass., U.S.A.

THOS. BIRKETT & SON CO., Limited, Wholesale Hardware Merchants, Ottawa, Ont.

Barb Wire,
Hay Wire,
Cut Nails,
Wire Nails,
Cordage,
Glass,
Etc.

The Only Exclusive Wholesale Hardware Firm Between Montreal and Toronto.

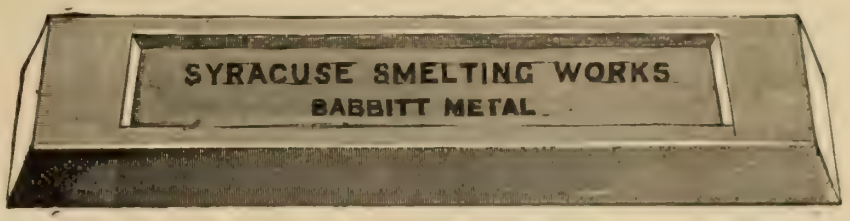
Tarred and Dry Sheathing,
Tarred Felt,
Rosin, Pitch,
Chopping Axes,
Broad Axes,
Cross Cut Saws,
Etc.

A complete stock of Lumbermen's and Builders' Hardware always on hand. **A Trial Solicited.**

PRICES RIGHT. ASK FOR PRICES.

Use Syracuse Babbitt Metal

IT IS THE BEST MADE.



For Paper and Pulp Mills, Saw and Wood Working Machinery, Cotton and Silk Mills, Dynamos, Marine Engines, and all kinds of Machinery Bearings.

Wire, Triangular and Bar Solder, Pig Tin, Lead, Ingot Copper, Ingot Brass, Antimony, Aluminum, Bismuth, Zinc Spelter, Phosphor Tin, Phosphor Bronze, Nickle, etc., always in stock.

Canadian Works, Montreal, P.Q.
American Works, Syracuse, N.Y.
Head Office American Works, 94 Gold Street, New York.

Syracuse Smelting Works

ATKINS

HIGH-GRADE, SILVER STEEL SAWS

Are the FINEST that Money,
Experience and Skill can Produce.

No dealer's Stock is complete without them. They are easy to sell. Every saw warranted.

Incorporated.

Write for Catalogue and Prices.

H. P. HUBBARD, Sales Agent for Canada.
Toronto Office: 44 Scott St. Tel. Main 1896.

E. C. ATKINS & CO.

Factories and Home Office: INDIANAPOLIS, IND.

American Steel & Wire Co.

New York: Empire Building.
Montreal: New York Life Building.
Chicago: The Rookery.

BARB WIRE. GALVANIZED PLAIN WIRE.
PLAIN TWIST CABLE FENCING.

Telegraph and Telephone Wire, Mattress, Broom, Weaving Wires of every description, Rail Bonds, Bale Ties, Special Wires for all purposes. Springs, Horse Shoes, Wire Rope, Cold Drawn Steel Shafting.

THE SPASMODIC ADVERTISER.

PROBABLY there is no class of business man so trying to the advertising man and publisher as the spasmodic advertiser. He is trying to the advertising man because he is always expecting to get him to do something permanent, and he is trying to the publisher because he does not give his publication a fair trial. You invariably find him an individual who knows it all. He talks learnedly about advertising, he will tell you that he tried several advertisements in such a publication and could trace but very little benefits therefrom. After quizzing him a while you will learn that he placed some half-dozen advertisements in the publication referred to and scattered them over a period of three years or more.

He will tell you that his uncle or his father, or some person else, retired from business a quarter of a century ago worth in the neighborhood of $150,000, and he never spent one dollar in advertising. He appears to forget that things on this mundane sphere have been moving pretty quickly within the past 25 years.

The merchant who was a success in business 25 years ago would be lost in the race for public favor to-day, unless he adopted modern methods. The merchant whom he referred to as having accumulated a comptence a quarter of a century ago and retired from business without spending a dollar in advertising, would undoubtedly be a back number in this age.

The spasmodic advertiser of to-day is a cross, in a business sense, between the merchant of 25 years ago and the up-to date advertiser of the present. Just so long as he is holding his own in the business world, even if he be only making a fair living, he is satisfied.

You will find that when he has a large stock of goods on hand, with business dull and bank drafts coming due in the near future, he will resort to the use of printer's ink to help him through.

Just so soon as he gets sailing in open water again, and no breakers appearing immediately in front of his business ship, he stops advertising, just when he should inaugurate an intelligent and well-planned campaign and forge right ahead. If he be a wholesale merchant and his traveller, when on a business trip call on and fail to sell to a certain retail house, will he, upon the return of his representative, request him not to call there again? No! Not much. He will command his traveller to call on the buyer of said retail house when on his next trip and keep on calling until such time as he gets an order. The business man should treat advertising in the same manner as he treats his traveller and his business. It necessitated several calls from his representative to make a sale to the retail merchant.

If a first advertisement fails to do the work, try a second; if the advertising matter is carefully prepared, profitable results will be forthcoming in the very near future.

Every business can be brought prominently before the people you desire to reach if you are wise in the selection of the proper medium. If you be a retailer, you are after the patronage of the consumer, then your best medium is the daily newspaper of widest circulation. If you are a manufacturer, wholesaler or jobber, you are after the retail merchant, then the best medium for you to employ to carry your message is the reliable trade newspaper.

Don't do your advertising in fits and starts; if you have something to sell all the time you should be on the lookout for buyers all the time. Select the best mediums in which to place your advertisements, see that your advertisements are properly constructed; if this be done intelligently and correctly, success will surely crown your efforts.

NOVELTIES.

There is a large and ever-growing demand for novelties that will sell in the mail-order field. It seems that when something of this sort does spring up and it is advertised extensively and with good results, then there are at once a score or more of mail-order dealers after that particular article of merchandise. As a result the sales of all are lessened and the article ceases to be of value. Novelty is one of the essentials to the success of the mail-order business and novelty backed by merit is almost sure to be successful. The latter part of this clause is nevertheless absolutely essential. Merit must constitute one of the principal attributes to the successful novelty in order to insure its continued success. If possible, in selecting an article or articles for exploitation through mail-order mediums, there should be an effort made by the dealer to secure something that is patented and something that he can absolutely control—not necessarily something that he has patented himself, but an article that he can consistently back for a certain sum with a division of profits with the inventor. There is a happy medium between the expensive and the absolutely cheap line of mail-order goods that should be striven for. Anything that can be profitably sold at prices, ranging from 50c. to $2, will bring good results. It is true the sales may be fewer, but the final results will be much more satisfactory, for, in addition to the large profit on each sale, there will also come to the advertiser a continuity of business that is desirable. Staple goods are in many cases advertised with profit. In this case the results largely depend upon the preparation of copy and the selection of mediums, the copy being made to fit the medium desired and the medium selected to be of such a calibre as will appeal to the class of people who will in all probability be interested in the goods.—Ad. Sense for August

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BE LOGICAL.

In advertising there is nothing more essential than logic. Persistence is a valuable portion, but logic does more to sell the goods. A low price will not accomplish much unless the reason for that low price is logical and appeals to the judgment of the people. There are many times when the reason is omitted entirely. It may be from oversight or because the advertiser fails to appreciate the value of giving a reason. If the article is worth selling it will appeal to a larger number of people by a plain statement of why it is worth selling, but the reason won't sell the article unless it is presented logically. There may be many points about an article which make it attractive, but unless these are presented in a clear, attractive form, there won't be any use of expecting the returns to be very great. Advertising which lacks logic is like music that lacks harmony, in that it is not what the performer expects it to be. Advertising may not be good and still be logical, but the chances are that the logical advertisement will gain an interested person's reading and the logic of the proposition should do the rest.—Advertising World.

STOPPED GROWING.

The business man who is contented with his business, remarks Printers' Ink, has stopped growing. The man says he has business enough, therefore has no need to advertise, has reached the full flood of the tide. But after the flood is the ebb always. It is a law of nature that nothing shall remain in a state of rest. Everything grows, or it decays. No business can remain at a standstill for any considerable time.

FRANK MILLER'S

HARNESS PREPARATIONS.

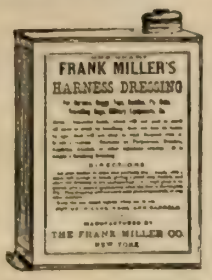
FRANK MILLER'S

HARNESS DRESSING

Recognized as

"THE STANDARD."

Produces a brilliant je black gloss which will not peel or smut and to which dirt will not stick.



Frank Miller's

Harness Soap

Unrivaled for cleaning and softening Harness

Put up in cakes, pans, boxes and tubs.

FRANK MILLER'S

Harness Oil.

Preserves and softens the leather, thus adding life.

The highest quality of oil on the market.

"RELIABLE" Harness Dressing.
"NEVADA" Harness Soap.
"ALLIGATOR" Harness Oil.
"HARRIS'S" Harness Composition.
"SCOTT'S" Arabian Paste.

Reliable Goods. Prices Right.

HENRY F. FALKINER
60 George Street - TORONTO

SEE **WRIGHT'S New Sprayer** before booking your order.

PRICES RIGHT.

The best on the market.

E. T. WRIGHT & CO.,
Manufacturers. *HAMILTON, ONT.*

LAMB FENCE

Efficient as well as Handsome

The H. R. LAMB FENCE CO., Limited, London, Ont.

TRADE WITH ENGLAND

Every Canadian who wishes to trade successfully with the Old Country should read

"Commercial Intelligence"

(The address is 168 Fleet St., London, England.)

The cost is only 6c. per week. (Annual subscription, including postage, $1.80.)

Moreover, regular subscribers are allowed to advertise without charge in the paper. See the rules.

Steward & Romaine Mfg. Co.

EXPANSION and TOGGLE BOLTS

For fastening all kinds of material to Brick Stone or Cement

124 North Sixth St., Philadelphia, Pa.

GALVANIZING

Our plant is modern and capacity large Prices O.K. Other branches

WINDMILLS, PUMPS, TANKS, FOUNDRY WORK ETC., ETC.

Ontario Wind Engine & Pump Co., Limited, 505 Atlantic Ave., Toronto.

STOVE BRICK

Fire Clay and Asbestos. Furnace Cement.

All kinds of Fire Clay products made to order from patterns. Write for Price List.

JONES BROS., BRACONDALE, P.O., ONT. NEAR TORONTO

H. & R. SINGLE GUN AUTOMATIC AND NON-EJECTING.

12, 16 and 20 Guage.
Steel and Twist Barrels

Superior in Design, Workmanship and Finish, and the most popular Gun on the Market.

Simplest "Take Down" Gun Made

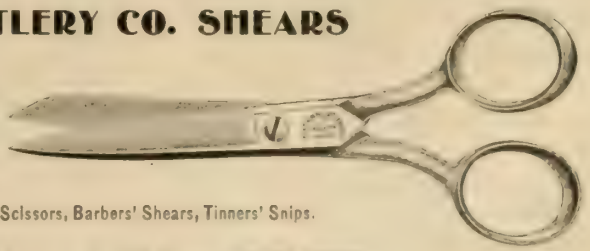
HARRINGTON & RICHARDSON ARMS CO.
Also makers of H. & R. Revolvers.
Catalog on request. Worcester, Mass., U.S.A.

THE CELEBRATED

NATIONAL CUTLERY CO. SHEARS

Acknowlegded the best and fully warranted.

Not connected with any Shear Combination.



Tailors' Shears, Trimmers, Ladies' Scissors, Barbers' Shears, Tinners' Snips.

DECATUR, BULL & CO., SALES AGENT, MONTREAL.

Established 1832. Cable Address. "BLISS."

MANUFACTURERS

Wood Turnings, Hand, Bench and other Screws Mallets, Handles, Vises Clamps, Tool Chests Croquet, Lithographs Wood Toys, Novelties

and also the celebrated

Wood's Patent Car Cate

For Street and Steam Railroad Cars.

The R. BLISS MFG. CO.

Pawtucket, R.I., U.S.A

Canadian Representative: ALEXANDER GIBB, 13 St. John St., MONTREAL.

75 YEARS. *ESTABLISHED 1825.* *75 YEARS.*

BUSNESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

V. E. PARADIS has been appointed curator to A. Methot, saddler, St. George, Que.

F. X. Lamarre, general merchant, St. Valier Station, Que., has assigned.

H. A. Chandler, harnessmaker, Moncton, N.B., has assigned to the sheriff.

John L. Roth, carriagemaker, Clifford, Ont., has assigned to Walter D. Ebbels.

Gonzague Gagnon, general merchant, Thurso, Que,, has assigned to Chartrand & Turgeon.

Frederick Thompson, general merchant, Buckingham, Que., has assigned to John McD. Haines.

Hormisdas Laroche, general merchant, St. Armand Station, has assigned to Belodeau & Chalifoux.

J. W. St. Arnaud, general merchant, St. Genevieve de Bastican, Que., is offering 45c. on the dollar, cash.

The creditors of Morrison & Co., general merchants, of Bella Coola, B. C., must file claims on or before March 15, 1903.

The Galt Cabinet Co., manufacturers of show cases, has assigned to Edward Clark; meeting of creditors on February 6.

A demand and contestation of assignment has been made in the case of Roussin & Frere, carriagemakers, Montreal.

Pearlman & Aikens, general merchants, Edgington Station, Ont., have assigned to A. Dale, Toronto ; meeting of creditors on February 6.

PARTNERSHIPS FORMED AND DISSOLVED.

The Montreal Engine Works has dissolved ; Wm. H. Chenery continues under same style.

J. E. Glennie, agriculturial implement agent, Macdonald, Man., has admitted John Rodger into partnership.

F. Anderson & Co., hardware merchants, Tonlon, have dissolved partnership ; J. F. Anderson, continues.

W. R. Morrison, general merchant, Cleveland, N. S., has registered a copartnership, consisting of W. R. Morrison and K. A. A. Morrison.

SALES MADE AND PENDING.

The stock of Sheridan & Co., general merchants, Beeton, Ont., has been sold.

The assets of J. R. Saure, general merchant, St. Zotique, Que., have been sold.

W. L. Ross & Co., general merchants, Wabash, Onl., have sold out to R. Kelly & Co.

S. G. McKee & Co., hardware merchant, Yorkton, N.W.T., have sold out to S. S. Barry & Co.

The assets of Palmer Bros., general merchants, Bedford, Que., are to be sold on February 6.

W. L. Ommette, general merchant, Londesborough, Ont., has sold out to Chas. Holmes.

George Ashdown, hardware merchant and implement agent, Thorden, Man., has sold the implement business to L. Watson.

M. McGuire, agricultural implement agent, Dresden, Ont., has sold out to R. Bremer. (Above item appeared last week. We are informed it is incorrect.)

NEW FIRMS AND CHANGES.

Levi Bourgeois, carriagemaker, Berthier, Que., has removed to Montreal.

Robitaille, Trudel & Rochette, carriagemakers, Quebec, have registered.

James Fletcher & Co., general merchant, Rigaud, Que., are giving up business.

Jacob Forester, hardware merchant, Minitonas, Man., has been succeeded by Patmore & Co.

J. H. McConnell, agricultural implement agent, Hannota, Man., has been succeeded by McConnell & Watson.

The Olds Lumber and Hardware Co. have succeeded Hurdman & West, lumber merchants, Olds, N.W.T.

Noble & Lytle, agricultural implement agents, Carman, Man., have been succeeded by Lytle & Jinckling.

FIRES.

E. A. Kilmaster, hardware merchant, Port Rowan, has been burned out.

Armand McGowan, general merchant, St. Orms, Que., has been burned out.

DEATHS.

F. D. Hunter, general merchant, Albuna, Ont., is dead.

Gedeon Plonffe, general merchant, Bord A Plonffe, Que., is dead.

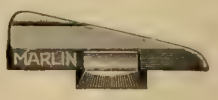
A. Trembly, general mershant, St. Anne (Chicoutimi Co.), is dead.

P. N. Garrepy, general merchant and miller, St. Paul's Bay, Que., is dead.

John H. McVean, of McVean & McVean, hardware merchants and agricultural implement agents, Dresden, Ont., is dead.

"ROCKY MOUNTAIN" FRONT SIGHT.

The Marlin Fire Arms Co., New Haven, Conn., have made an improvement to their "Rocky Mountain" front sight. The new sight, as will be seen from the accompanying cuts, acts as a bead sight, and is



claimed to be an improvement on any existing sight of this nature. It has all the advantages of an ivory bead sight, and, as the blade is made of strong German silver and in one piece, it should be more serviceable than ivory, because of its greater strength. The base is made standard size, so will fit any rifle with standard sight slot. It is made in four heights—low, medium, high and extra high. One of these sights will be sent to any reader of HARDWARE AND METAL desiring to examine it in detail upon receipt of 50c., stamps or cash. When ordering, advise model and calibre of rifle, as different calibres require a sight of different height.

A good galvanized-iron worker knows the different makes of his stock, and uses the one that pays him best.

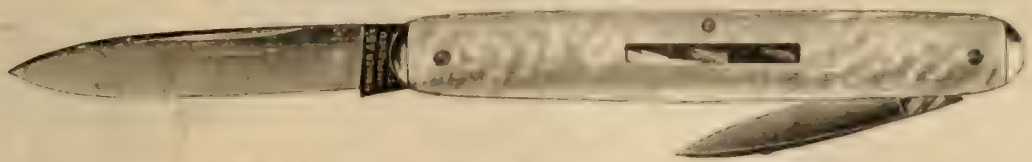
Apollo.

American Sheet Steel Company, New York

Representatives for Canada
B. & S. H. Thompson & Company
53 St. Sulpice Street
Montreal

H. BOKER & CO'S "TREE" BRAND

Pen and Pocket Knives.



Exclusive variety of pattern and finish

Also SCISSORS, SHEARS and RAZORS.

Retailers can readily double the cost on Boker's Cutlery.

For sale by all Leading Wholesale Hardware Houses.

CURRENT MARKET QUOTATIONS.

February 6, 1903.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

TIN.

Lamb and Flag and Straits 56 and 28-lb. ingots, 100 lb.	$31 00	$32 00

TINPLATES

Charcoal Plates Bright

M.L.S., equal to Bradley	Per box
I C, usual sizes	$6 75
I X "	8 25
I X X "	9 75
Famous, equal to Bradley	
I C	6 75
I X	8 25
I X X	9 75
Raven and Vulture Grades	
I C, usual sizes	5 00
I X "	6 00
I X X "	7 00
I X X X "	8 00
D C, 12½x17	4 50
D X	5 25
D X X	6 00

Coke Plates Bright.

Bessemer Steel	
I C, usual size, 14x20	4 00
I C, special sizes, base	4 50
20x28	9 00

Charcoal Plates Terne

Dean or J. G. Grade	
I C, 20x28, 112 sheets	8 50
IX, Terne Tin	10 50

Charcoal Tin Boiler Plates

Cookley Grade	
X X, 14x56, 50 sheet bxs } " 14x60, " } " 14x65, " }	7 00

Tinned Sheets

72x30 up to 24 gauge	8
" " 26 "	8 50

IRON AND STEEL

Common bar, per 100 lb.		2 05
Refined " "		2 45
Horseshoe Iron "		2 40
Hoop steel, 1½ to 3-in. base		2 90
Sleigh shoe steel, "		2 10
Tire steel	2 30	2 50
Reeled machinery		3 00
Toe calk steel	2 85	3 00
T. Firth&Co.'s tool steel, per lb.	0 12½	0 13
Jessop's tool steel		0 14
Morton's tool steel	0 12½	0 13
Black Diamond and "B C" tool steel	0 10	0 11
Chas. Leonard's tool steel	0 08	0 09
Park's "Silver" tool steel	0 12	0 14
" "Special"	0 15	0 20
Jonas & Colver's tool steel	0 10	0 20
" " Air Hardening		0 70
Drill steel, per lb.	0 08	0 10

BOILER TUBES

	Per foot
1½, 1¾ and 4 inch	0 09
2½ in	0 10
3 in	0 13
3½ in	0 16
4 in	0 31

STEEL BOILER PLATE

¼ in	2 50	2 60
3-16 in	2 60	2 70
⅜ in. and thicker	2 50	2 60

BLACK SHEETS

	Com.	D. Fl.
10 and 12 gauge	2 55	2 75
18 gauge	2 85	3 00
20 "	2 85	3 00
22 to 24 gauge	2 95	3 25
26 "	3 05	3 50
28 "	3 15	

COPPER WIRE

Discount, 50 per cent.

CANADA PLATES

All dull, 52 sheets	2 90	3 00
Half-polished	3 00	3 10
All bright	3 75	3 85

IRON PIPE

Black pipe	Per 100 feet	
¼ inch	3 00	3 25
⅜ "	2 30	2 40
½ "		2 65
⅝ "		2 85
¾ "		3 65
1 "		5 20
1¼ "		7 35
1½ "		8 95
2 "		12 55
2½ "		21 00
3 "		25 00
3½ "		32 00
4 "		38 50
4½ "		45 00
5 "		48 00
6 "		63 00
Galvanized pipe		
¼ inch		3 20
⅜ "		3 45
½ "		3 85
¾ "		5 00
1 "		7 20
1¼ "		10 05
1½ "		12 20
2 "		16 85

Malleable Fittings. Discount 30 p.c.

Cast Iron Fittings.

On all cast iron fittings, including plugs, bushings, unions and nipples, 50 & 10 p.c. dis.

All others discount 60 p.c.

GALVANIZED SHEETS

	G.C.	Comet	Bell	Queen's Head
16 gauge				
18 to 24 gauge	4 05	3 75	3 75	4 05
26 "	4 25	4 00	3 90	4 25
28 "	4 50	4 25	4 05	4 50

American brands, $4 40 for 28 gauge.

Less than case lots 10 to 15c. extra.

CHAIN

Proof coil, 3-16 in., per 100 lb.	7 80	8 10
" ¼ "	5 25	5 50
" 5-16 "	4 50	4 75
" ⅜ "	4 25	4 50
" 7-16 "	4 20	4 50
" ½ "	4 05	4 50
" 9-16 "	4 00	4 50
" ⅝ "	4 00	4 50

Halter, kennel and post chains, 40 to 40 and 5 per cent.

Cow ties	40 p.c.
Tie out chains	65 p.c.
Stall fixtures	35 p.c.
Trace chain	45 p.c.

Jack chain, iron, single and double, discount 35 p.c.

Jack chain, brass, single and double, discount 40 p.c.

COPPER

Ingot.		Per 100 lb.
Casting		13 50
Lake Superior		
Bars.		
Cut lengths, round, ½ to ⅞ in.	23 00	25 00
" round and square 1 to 2 inches	23 00	25 00
Sheet.		
Plain, 14 oz., and light, 16 oz., 14x48 and 14x60	22 00	22 50
Plain, 14 oz., and light, 16 oz., irregular sizes	22 50	23 00
Tinned copper sheet		24 00
Planished		32 00
Braziers (in sheets).		
4x6 ft., 25 to 30 lb. each, per lb.		0 23
" 35 to 45 " "		0 22
" 50 lb. and above "		0 21

BOILER AND T. K. PITTS

Plain tinned, per lb.	0 28
Spun, per lb.	0 32

BRASS

Rod and Sheet, 14 to 30 gauge, 15 per cent.

Sheets, hard rolled, 2x4	0 23
Tubing, base, per lb.	0 23½

ZINC SPELTER

Foreign, per 100 lb.	5 50	6 00
Domestic " "		

ZINC SHEET

5 cwt. casks	6 00	6 25
Part casks	6 25	6 50

LEAD

Imported Pig, per 100 lb.	3 50
Bar, per lb.	0 05
Sheets, 2½ lb. sq. ft., by roll	0 06
Sheets, 3 to 6 lb. "	0 06

NOTE.—Cut sheets ½c. per lb. extra. Pipe by the roll, usual weights per yard, lists at 7c. per lb. and 37½ p.c. dis. f.o.b. Toronto.

NOTE.—Cut lengths, net price, waste pipe 8 ft. lengths, lists at 8c.

SHOT.

Common, $6.50 per 100 lb.; chilled, $7.00 per 100 lb.; buck, seal and ball, $7.50. Discount, 22½ p.c. Prices are f.o.b. Toronto, Hamilton, Montreal, St. John and Halifax. Terms, 3 p.c. cash, freights equalized.

SOIL PIPE AND FITTINGS

Light soil pipe, discount 45 and 10 per cent.

" " fittings, discount 40 and 10 p.c.

Med. and Extra heavy pipe and fittings, dis. 55 and 10 per cent.

7 and 8 in. pipe, discount 45 and 10 per cent.

SOLDER

		Per lb.
Bar, half and half, guaranteed		0 20
Bar, half and half, commercial	0 19	0 19½
Refined		0 19
Wiping	0 17	0 18

ANTIMONY

Cookson's	per lb.	[illegible]

WHITE LEAD

	Per 100 lb.	
Pure	5 00	5 25
No. 1	4 62½	4 87½
No. 2	4 25	4 50
No. 3	3 87½	4 12½
No. 4	3 50	[illegible]
Munro's Select Flake White		[illegible]
Elephant and Decorators' Pure		[illegible]
Brandram's Genuine		[illegible]
" Decorative		[illegible]
" No. 1		[illegible]
Monarch Brand		[illegible]
Decorator's Pure		[illegible]
Essex Genuine		[illegible]

RED LEAD

Genuine, 560 lb. casks, per cwt.	$4 75
Genuine, 100 lb. kegs	5 00
No. 1, 560 lb. casks, per cwt.	4 25
No. 1, 100 lb. kegs, per cwt.	4 50

WHITE ZINC

Extra Red Seal	0 06	0 08
No. 1	[illegible]	[illegible]
No. 2	[illegible]	[illegible]

DRY WHITE LEAD

Pure, casks	5 00
Pure, kegs	5 25
No. 1, casks	5 00
No. 1, kegs	5 25

PREPARED PAINTS

In ½, ¼ and 1 gallon tins.

Pure, per gallon		1 25
Second qualities, per gallon		1 00
Barn (in bbls.)	0 60	0 90
The Sherwin-Williams paints		1 40
Canada Paint Co.'s pure		1 25
Toronto Lead & Color Co.'s pure		1 25
Sanderson Pearcy's pure		1 20
Stewart & Wood's Champion pure		1 00
Standard Paint Co.'s "New Era"		1 30
The Francis Frost Co.'s "Ark" Brand		1 25
The Francis Frost Co.'s British Navy deck		1 [illegible]
Hollywood paste paint		1 40
" liquid paint		1 25
" floor paint		1 25
Henderson & Potts's "Anchor" Brand		1 25

COLORS IN OIL.

25 lb. tins, Standard Quality.

Venetian red, per lb.	0 04½	0 05
Chrome yellow	0 12	0 14
Golden ochre	0 08	0 10
French "		0 06
Marine black		0 09
Chrome green		0 10
French Imperial green		0 12
Signwriters' black		0 16
Burnt umber		0 11
" sienna		0 11
Raw umber		0 11
" sienna		0 11

COLORS DRY

Common ochre, bbls.	1 20	1 30
Yellow ochre (J.F.L.S.), bbls.		2 00
Yellow ochre (La Belle)	1 15	1 25
Brussels ochre		2 00
Venetian red (best), bbl.	1 75	2 00
English oxides, per cwt.	3 00	[illegible]
American oxides, bbls.	1 25	[illegible]
Canadian oxides, bbls.	1 25	[illegible]
Super magnetic oxides, 93 p.c.	2 00	[illegible]
Burnt sienna, pure, per lb.		[illegible]
" umber, "		[illegible]
Raw umber		[illegible]
Drop black, pure		[illegible]
Chrome yellow, pure		[illegible]
Chrome greens, pure, per lb.	[illegible]	[illegible]
Golden ochre	[illegible]	[illegible]
Ultramarine Blue in 28-lb. boxes, per lb.	[illegible]	[illegible]
Fire proof mineral, per 100 lb.		[illegible]
Genuine Eng. Litharge, per lb.		[illegible]
Mortar color, per 100 lb.	[illegible]	[illegible]
Pure Indian red, No. 45, lb.	[illegible]	[illegible]
Whiting, bbl.	[illegible]	[illegible]
English vermilion	[illegible]	[illegible]

[illegible]

Casks, [illegible]	0 05
100-lb. [illegible]	0 08

JOSEPH RODGERS & SONS

Limited

SHEFFIELD, ENGLAND.

Each blade of our Goods bears the exact mark here represented.

REGISTERED TRADE MARK. GRANTED 1682

JAMES HUTTON & CO., MONTREAL SOLE AGENTS IN CANADA.

PUTTY

Bulk in bbls	1 80
Bulk in less quantity	1 95
Bladders in bbls	2 10
Bladders in kegs, boxes or loose	2 25
Bladders in 25-lb. tins	2 20
Bladders in 12½-lb. tins	2 50
Bladders in bulk or tins less than 100 lb	2 75

VARNISHES

In 5-gal lots	Per gal	Net
Carriage, No 1	1 50	1 60
Pale durable body	4 10	4 25
" rubbing	2 85	3 20
Gold size, japan	2 85	3 00
No 1 brown japan	0 85	0 90
Elastic oak		1 50
Furniture, extra		1 25
" No 1		1 10
Hard oil finish	1 65	1 75
Light oil finish	1 40	1 60
Damar	1 70	1 85
Shellac, white	2 35	2 45
" orange	2 25	2 35
Turpentine, brown japan	1 25	1 30
" black japan	0 85	1 20
" " No 1	0 50	0 75
Elastilite varnish, 1 gal can, each		2 00
Granitine floor finish, per gal		2 75

Maple Leaf coach enamels; size 1, $1 20; size 2, 70c.; size 3, 40c. each

Sherwin-Williams kopal varnish, assorted case, from ½ pts. to 1 gal., $2 50

CASTOR OIL.

East India, in cases, per lb	0 09½	0 10
" small lots	0 10	0 10½

COD OIL, ETC

Cod oil, per gal	0 50	0 55
Pure olive		1 20
" neatsfoot		0 90

GLUE

Common	0 08	0 09
French medal	0 10	0 14
Cabinet sheet	0 12	0 13
White, extra	0 18	0 20
Gelatine	0 25	0 30
Strip	0 18	0 20
Coopers	0 19	0 20
Huttner	0 15	0 16

HARDWARE.

AMMUNITION

Cartridges

B B Caps Dominion [illegible] and 5 per cent
Rim Fire Pistol, discount 40 p.c., American
Rim Fire Cartridges, Dominion, 50 and 5 p.c.
Central Fire Pistol and Rifle, 10 p.c., Amer.
Central Fire Cartridges, pistol sizes, Dominion, [illegible] per cent
Central Fire Cartridges, Sporting and Military Dominion, [illegible] per cent
Central Fire Military and Sporting, American, add [illegible] per cent to list. B B Caps, discount 40 per cent., American
Loaded and empty Shells, Trap and Dominion grades [illegible] per cent. Rival and Nitro [illegible] per cent advance on list
Brass Shot Shells, [illegible] per cent
Primers, Dom. [illegible] per cent. American $1 60

Wads — per lb

Best thick white felt wadding, in [illegible]-lb. bags	$1 00
Best thick brown or grey felt wads, in [illegible]-lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 [illegible]
Best thick white card wads, in boxes of 500 each, 10 gauge	0 [illegible]
Best thick white card wads, in boxes of 500 each, 8 gauge	0 55
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10 gauge	0 25
Thin card wads, in boxes of 1,000 each, 8 gauge	

Chemically prepared black edge grey cloth wads, in boxes of 250 each	Per M.
11 and smaller gauge	0 60
9 and 10 gauges	0 70
7 and 8 "	0 90
5 and 6 "	1 10

Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 "	1 65
5 and 6 "	1 90

ADZES

Discount 20 per cent

ANVILS.

Wright's, 80-lb. and over	0 10¾
Hay Budden, 80 lb. and over	0 09¼
Brook's, 80-lb. and over	0 11¼

AUGERS.

Gilmour's, discount 65 and 5 per cent. off list.

AXES.

Chopping Axes		
Single bit, per doz.	6 00	10 00
Double bit, "	10 00	18 00

Bench Axes, 40 per cent.
Broad Axes, 25 per cent.

Hunters' Axes	5 50	6 00
Boys' Axes	5 75	6 75
Splitting Axes	6 50	12 00
Handled Axes	7 50	10 00

AXLE GREASE.

Ordinary, per gross	5 75	6 00
Best quality	13 00	15 00

BATH TUBS.

Zinc ... 6 00
Copper, discount 15 per cent. off revised list.

BATHS.

Standard Enameled.

5½-inch rolled rim, 1st quality	24 00
5½ " " " 2nd "	20 00

BABBIT METAL.

"Tandem," A	per lb.	0 27
" B	"	0 21
" C	"	0 11½
Frictionless Metal	"	0 23
Hercules	"	0 15

Syracuse Smelting Works:

Aluminum, genuine	0 45
Government, "	0 44
Tough, "	0 40
Hard, "	0 40
Dynamo	0 30
Special	0 25
Harmony	0 22
Car Box	0 20
Extra	0 15

The Canada Metal Co.:

Imperial, genuine	0 40
Metallic	0 30
Hercules	0 20
Star	0 15
No 1	0 12
No. 2	0 10
No 3	0 06
No 4	0 05

BELLS

Hand

Brass, 60 per cent
Nickel, 55 per cent

Cow

American make, discount 63⅓ per cent.
Canadian, discount 45 and 50 per cent

Door.

Gongs, Sargant's ... 5 50 8 00
" Peterboro, discount 45 per cent

Farm

American, each ... 1 25 3 00

House.

American, per lb ... 0 35 0 40

BELLOWS

Hand, per doz	3 35	4 75
Moulders', per doz	7 50	10 00

Blacksmiths', discount [illegible] per cent

BELTING.

Extra, 60 per cent.
Standard, 60 and 10 per cent.
No. 1, not wider than 6 in., 60, 10 and 10 per cent.
Agricultural, not wider than 4 in., 75 per cent.

BITS.

Auger.

Gilmour's, discount 60 and 5 per cent.
Rockford, discount 50 and 10 per cent.
Jennings' Gen., net list.

Car.

Gilmour's, 47½ to 50 per cent.

Expansive.

Clark's, 40 per cent.

Gimlet.

Clark's, per doz	0 65	0 90
Diamond, Shell, per doz.	1 00	1 50
Nail and Spike, per gross	2 25	5 20

BLIND AND BED STAPLES.

All sizes, per lb. ... 0 07¾ 0 12

BOLTS AND NUTS.

	Per cent.
Carriage Bolts, common ($1 list)	50 and 10
" " full sq. ($2.40 list)	55 and 10
" " Norway Iron ($3 list)	55 and 10
Machine Bolts, all sizes	50, 5 and 10
Plough Bolts	50, 5 and 10
Blank Bolts	50, 5 and 10
Bolt Ends	50, 5 and 10
Sleigh Shoe Bolts	65, 5 and 10
Coach Screws, cone point	66⅔ and 10

Nuts, square, all sizes, 3½c. per lb. off.
Nuts, hexagon, all sizes, 4c. per lb. off.
Stove Rods, per lb., 5½ to 6c

BOOT CALKS.

Small and medium, ball	per M.	4 25
Small heel	"	4 50

BRIGHT WIRE GOODS.

Discount 62½ per cent.

BROILERS.

Light, discount 65 to 67½ per cent.
Reversible, discount 65 to 67½ per cent.
Vegetable, per doz., discount 37½ per cent.

Henis, No. 8	per doz.	6 00
Henis, No. 9	"	7 00
Queen City	"	7 50

BUTCHERS' CLEAVERS.

German	per doz.	6 00	11 00
American	"	12 00	20 00

BUTCHER KNIVES.

Bailey's ... per doz. 0 60 6 30

BUILDING PAPER, ETC.

Tarred Felt, per 100 lb.				1 75
Ready roofing, 2-ply, not under 45 lb., per roll				0 90
Ready roofing, 3-ply, not under 65 lb., per roll				1 15
Carpet Felt	per ton			45 00
Dry Sheathing	per roll,	400	sq. ft.	0 40
Tar "	"	400	"	0 50
Dry Fibre	"	400	"	0 55
Tarred Fibre	"	400	"	0 65
O. K. & I. X. L.	"	400	"	0 70
Resin-sized	"	400	"	0 45
Oiled Sheathing	"	600	"	1 00
Oiled "	"	400	"	0 70
Roof Coating, in barrels	per gal.			0 17
Roof " small packages	"			0 25
Refined Tar	per barrel			4 50
Coal Tar	"			4 00
Coal Tar, less than barrels	per gal.			0 15
Roofing Pitch	per 100 lb.			1 00

BULL RINGS.

Copper, $2 00 for 2½-inch, and $1.90 for 2-inch.

BUTTS.

Wrought Brass, net revised list.

Cast Iron.

Loose Pin, discount 60 per cent.

Wrought Steel.

Fast Joint, discount 65, 10 and 2½ per cent.
Loose Pin, discount 65, 10 and 2½ per cent.
Berlin Bronzed, discount 70, 70 and 5 per cent.
Gen. Bronzed ... per pair 0 40 0 65

CARPET STRETCHERS.

American	per doz.	1 00	1 50
Bullard's	"	....	6 50

CASTORS.

Bed, new list, discount 55 to 57½ per cent.
Plate, discount 52½ to 57½ per cent.

CATTLE LEADERS.

Nos. 31 and 32 ... per gross 8 50 9 50

CHALK.

Carpenters' Colored,	per gross	0 45	0 75
White lump	per cwt.	0 60	0 65
Red		0 05	0 06
Crayon	per gross	0 14	0 18

CHISELS.

Socket, Framing and Firmer.

Broad's, discount 60 and 10 per cent.
Warnock's, discount 50 and 10 per cent.
P. S. & W. Extra, discount 60 and 10 per cent

CHURNS.

Revolving Churns, metal frames No. 0, $8 No. 1, $8.50; No. 2, $9.00; No. 3, $10.00; No. 4, $12.00; No. 5, $16.00 each. Ditto, wood frames, 20c. each less than the above Discounts: Delivered from factories, 53 per cent.; from stock in Montreal, 51 per cent. Terms 4 months or 3 per cent. cash in 30 days.

Churn frames, including bearings, levers, etc. Nos. 0, 1, 2 and 3, wood, $2.40; and 4 and 5, $2.65. Metal frames, 25c. extra. Discount 15 per cent., net 30 days.

CLIPS.

Axle, discount 65 per cent.

CLOSETS.

	Net.
Plain York or Ontario Syphon Jet	$9 60
Emb. " " "	10 20
Fittings	1 00
Plain Elgin or Teu. Syphon Washout	6 00
Emb. " " "	6 60
Fittings	1 25
Low Down Elgin or Teutonic, plain	9 60
Low " " " emb.	10 20
Plain Richelieu	3 75
Emb. "	4 00
Connections	1 25
Low Down Ontario Syphon Jet, plain	11 70
Low " " " emb'd.	12 30
Closet connection	1 25
Basins, P.O., 14-in	0 70
Basins, oval, 17 x 14-in.	1 50
Basins, " 19 x 15-in.	2 25

COMPASSES, DIVIDERS, ETC.

American, discount 62½ to 65 per cent.

CONDUCTOR PIPE.

Plain or Corrugated.

2-inch	per 100 feet	3 00
3 "	" "	4 00
4 "	" "	5 25
5 "	" "	6 75
6 "	" "	9 00

CRADLES, GRAIN.

Canadian, discount 20 to 25 per cent.

CROSSCUT SAW HANDLES.

S. & D., No. 3	per pair	0 17½
S. & D., " 5	"	0 22½
S. & D., " 6	"	0 15
Boynton pattern	"	0 20

DOOR SPRINGS.

Torrey's Rod (15 p.c.), per doz.	....	2 00
Coil "	0 88	1 60
English "	2 00	4 00

DRAW KNIVES.

Coach and Wagon, discount 50 and 10 per cent.
Carpenters', discount 60 and 10 per cent.

Has it Ever Occurred to You

that you could largely increase your business, confer a favor upon us, and benefit your customers by advising them to use our Building Papers, Roofing Felts and Wire Edged Ready Roofing?

We will guarantee to supply you with the best of material, but, you must do the missionary work among your customers.

The Paterson Mfg. Co., Limited

Toronto and Montreal.

DRILLS

Hand and Breast

Millar's Falls, per doz., net list

DRILL BITS.

Morse, discount 37½ to 40 per cent
Standard, discount 50 and 5 to 55 per cent.

FAUCETS

Common, cork-lined, discount 35 per cent.

EAVETROUGHS

10-inch .. . per 100 ft. 3 10

ELBOWS (stovepipe.)

5 and 6-inch, common .. per doz. 1 20
7-inch ..... " 1 35
Polished, 15c. per dozen extra.

ESCUTCHEONS.

Discount 40 per cent.

ESCUTCHEON PINS

Iron, discount 40 per cent

FACTORY MILK CANS.

Discount off revised list, 40 per cent

FILES AND RASPS.

Great Western	.70 and 10	per cent.
Arcade	70 " 10	"
Kearney & Foot	.70 " 10	"
Disston's	.70 " 10	"
American	70 " 10	"
J Barton Smith	70 " 10	"
McClellan	.70 " 10	"
Eagle	70 " 10	"
Nicholson, 60 and 10 to 60, 10 and 5		"
Royal	.80	"
Globe	.70 to 75	"

Black Diamond, 60 and 10 to 60, 10 and 5 per cent.
Jowitt's, English list, 25 to 27½ per cent
Nicholson File Co's "Simplicity" file handle, per gross 85c. to $1 50

GLASS

Window Box Price

Size United Inches	Star Per 50 ft	Star Per 100 ft	D Diamond Per 50 ft	D Diamond Per 100 ft.
Under 26	2 20	4 25		6 25
26 to 40	2 40	4 65		6 75
41 to 50		5 10		7 50
51 to 60		5 35		8 50
61 to 70		5 75		9 75
71 to 80		6 25		11 00
81 to 85		7 00		12 55
86 to 90		7 75		15 00
91 to 95				17 50
96 to 100				20 56

GAUGES

Marking, Mortise, Etc

Stanley's, discount 50 to 55 per cent

Wire Gauges

Winn's, Nos. 26 to 33 each 1 65 2 40

HALTERS

Rope, ⅜-inch	per gross		
Rope, ½ "	"		9 00
Rope, ¾ to ⅞-inch	"		14 00
Leather, 1-inch	per doz	3 87½	4 00
Leather, 1¼ "	"	5 15	5 20
Web	"	1 87	2 45

HAMMERS

Nail

Maydole's, discount 5 to 10 per cent. Canadian discount 25 to 27½ per cent

Tack

Magnetic . per doz 1 10 1 20

Sledge

Canadian per lb 0 07½ 0 08½

Ball Pean

English and Canadian, per lb 0 22 0 25

HANDLES

Axe per doz net 1 50 3 00
Store door per doz 1 00 1 50

Fork

C & B, discount 40 per cent., revised list.

Hoe

C & B, discount 40 per cent., revised list

Saw

American per doz 1 00 1 25

Plane

American per gross 3 15 3 75

Hammer and Hatchet

Canadian, discount 40 per cent

Cross-Cut Saws

Canadian per pair 0 13¾

HANGERS. doz. pairs.

Steel barn door	5 85	6 00
Stearns, 4-inch		5 00
" 5-inch		6 50
Lane's covered		
No. 11, 5 foot run		8 40
No 11½, 10 foot run		10 80
No 12, 10-foot run		12 60
No 14, 15-foot run		21 00
Lane's O N T track, per foot		0 04½

HARVEST TOOLS

Discount 60 and 10 per cent.

HATCHETS.

Canadian, discount 40 to 42½ per cent

HINGES.

Blind, Parker's, discount 16⅔ per cent
Heavy T and strap, 4-in., per lb 0 06½
" " 5 in., " 0 06¼
" " 6-in., " 0 06
" " 8-in., " 0 05¾
" " 10 in., " 0 05½
Light T and strap, discount 65 and 5 per cent.
Screw hook and hinge
6 to 10 in. per 100 lb 4 50
12 in up " 3 25
Spring per gro pairs 10 50

HOES

Garden, Mortar, etc., discount 60 to 60 and 10 per cent
Planter per doz 4 00 4 50

HOLLOW WARE

Discount 45 and 5 per cent

HOOKS

Cast Iron

Bird cage	per doz	0 50	1 10
Clothes line	"	0 27	0 63
Harness	"	0 72	0 88
Hat and coat	per gro	1 00	3 00
Chandelier	per doz	0 50	1 00

Wrought Iron

Wrought hooks and staples, Canadian discount 47½ per cent

Wire

Hat and coat, discount 45 per cent.
Belt per 1,000 0 60
Screw, bright, discount 55 per cent

HORSE NAILS

"C" brand, 40, 10 and 7½ per cent off list } Oval
"M" brand, 50, 10 and 5 per cent } head
Countersunk, 65 per cent
"Monarch," 65 per cent
"Peerless" 50 and 7½ per cent dis

HORSESHOES

F O B Montreal

Iron Shoes	No 2 and larger	No 1 and smaller
Light, medium and heavy	3 35	3 60
Snow shoes	3 60	3 85
Steel Shoes		
Light	3 45	3 70
Featherweight (all sizes)	4 85	4 85

F O B Toronto, Hamilton, London and Guelph, 10c. per keg additional
Toe weight steel shoes 6 70

JAPANNED WARE

Discount 45 and 5 per cent off list, June 1899

ICE PICKS

Star per doz 3 00 3 25

KETTLES

Brass spun, 7½ per cent discount off new list
Copper per lb 0 30 0 50
American, 60 and 10 to 65 and 5 per cent

KEYS

Lock, Canadian dis 40 to 40 and 10 per cent
Cabinet, trunk and padlock,
American per gross 0 60

KNOBS

Door, japanned and N P, per doz		1 50	2 50
Bronze, Berlin	per doz	2 75	3 25
Bronze, Genuine	"	6 00	9 00
Shutter, porcelain, F & L screw	per gross	1 30	4 00
White door knobs	per doz	0 95	1 00

HAY KNIVES

Net prices

LAMP WICKS

Discount, 60 per cent

LANTERNS

Cold Blast per doz. 7 00
No 3, "Wright's" " 8 50
Ordinary, with O burner " 4 00
Dashboard, cold blast " 9 00
No 0 " 5 75
Japanning, 50c. per doz extra

LEMON SQUEEZERS

Porcelain lined	per doz	2 20	5 60
Galvanized	"	1 87	3 85
King, wood	"	2 75	2 90
King, glass	"	4 00	4 50
All glass	"	0 50	0 90

LINES

Fish per gross 1 05 2 50
Chalk " 1 90 7 40

LAWN MOWERS

Woodyatt, 12-in wheel 7 50
Star " 5 50
Daisy " 4 90
Philadelphia, 10-in wheel 6 00
Ontario, " 12 75
Discount, 50 per cent

LOCKS

Canadian, 40 to 40 and 10 per cent
Russell & Erwin per doz 3 00 3 25

Cabinet

Eagle, discount 30 per cent

Padlocks

English and Am per doz 0 50 6 00
Scandinavian " 1 00 2 40
Eagle, discount 20 to 25 per cent

MACHINE SCREWS

Iron and Brass

Flat head, discount 25 per cent
Round head, discount 20 per cent

MALLETS

Tinsmiths	per doz	1 25	1 50
Carpenters', hickory,	"	1 25	3 75
Lignum Vitae	"	3 85	5 00
Caulking, each		0 60	2 00

MATTOCKS

Canadian per doz 5 50 6 50

MEAT CUTTERS

American, discount 33⅓ per cent
German, 15 per cent
Gem each 1 15

MILK CAN TRIMMINGS

Discount 25 per cent

NAILS	Cut	Wire
2d and 3d	3 45	3 45
3d	3 10	3 12
4 and 5d	2 85	2 95
6 and 7d	2 75	2 80
8 and 9d	2 60	2 60
10 and 12d	2 55	2 55
16 and 20d	2 50	2 50
30, 40, 50 and 60d (base)	2 45	2 45

Cut nails in carlots 5c. less
Wire nails in carlots are $2 40
Cut nails in carlots are $2 40 base
Galvanizing 2c. per lb net extra
Steel cut nails 10c. extra
Miscellaneous wire nails discount 75 per cent
Coopers nails discount 30 per cent
Flour barrel nails, discount 25 per cent

NAIL PULLERS

German and American 1 85 3 [illegible]

NAIL SETS

Square, round and octagon per gross [illegible] 4 [illegible]
Diamond 12 00 15 00

POULTRY NETTING.

2 in. Mesh 19 w g dis 50 per cent
2 in. Mesh, 16 w g and heavier 50 per cent

OAKUM

Navy per 100 lb 6 00
U S Navy " 7 25

OILERS

McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 00
Zinc and tin, discount 50, 50 and 10 per cent.
Copper per doz 1 25 3 50
Brass " 1 50 3 50
Malleable, discount 25 per cent

GALVANIZED PAILS

Dufferin pattern pails, discount 45 per cent
Flaring pattern discount 45 per cent
Galvanized washtubs, discount 45 per cent

PIECED WARE

Discount 40 per cent off list June 1899
10-qt flaring sap buckets discount 40 per cent
6, 10 and 14-qt flaring pails, dis 40 per cent
Creamer cans, discount 40 per cent

PICKS

Per dozen 6 00 9 00

PICTURE NAILS

Porcelain head per gross 1 35 1 50
Brass head " 0 40 1 00

PICTURE WIRE

Tin and gilt discount 75 per cent

PINE TAR

½ pint in tins per gross 7 80
1 " " " 9 60

PLANES

Wood bench, Canadian discount 40 per cent., American discount 50 per cent
Wood fancy Canadian or American, 37½ to 40 per cent

PLANE IRONS

English per doz 2 00 5 00

PLIERS AND NIPPERS

Button's genuine, per doz pairs, discount 37½ to 40 per cent
Button's imitation per doz 5 00 9 00
German " 0 60 2 60

PLUMBERS BRASS GOODS

Standard Compression work dis 60 per cent
"J M T" Cushion work, discount 50 per cent
Fuller work, discount 65 per cent
6 dozen lots and over of the above, extra discount 10 per cent
Lever handle Stops and Waste discount 60 per cent With, in lots of 2 dozen and over an extra discount of 10 per cent
"J M T" Globe Angle and Check Valves discount 55 per cent
Standard Globe Angle and Check Valves discount 65 per cent
"J M T" Radiator Valves discount [illegible] per cent
Standard Radiator Valves, discount [illegible] per cent
Patent Quick Opening Valves [illegible] per cent
No 1 compression bath cock [illegible]
No 4 [illegible]
No 7 Fuller's [illegible]
No 4½ [illegible]
Patent Compression Cushion [illegible] cock [illegible]
Patent Compression Cushion [illegible] cock No [illegible] [illegible]
Square head [illegible] per cent [illegible]
Compression [illegible] Angle and Check Valves discount [illegible]
Thompson [illegible] Machine $25 [illegible]

WINDOW GLASS —TO IMPORT.

Prompt Deliveries

EVERY KIND OF PLATE AND WINDOW GLASS IN STOCK.

BENT GLASS of all kinds, our own manufacture. **Closest Prices.**

TORONTO PLATE GLASS IMPORTING CO.,

Hill & Rutherford

Warerooms and Offices—135 to 143 Victoria St.
Bending Works—209 to 213 Victoria St.

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PRESSED SPIKES

Discount 22½ per cent

PULLEYS

Hothouse	per doz	0 55	1 00
Axle	"	0 22	0 33
Screw	"	0 27	1 01
Awning	"	0 35	2 50

PUMPS

Canadian cistern	1 80	3 60
Canadian pitcher spout	1 40	2 10

PUNCHES

Saddlers	per doz	1 00	1 85
Conductors	"	9 00	15 00
Tinners, solid	per set		0 72
" hollow	per inch		1 00

RANGE BOILERS

Dominion, 30 gallon		net	6 00
" 35 "		"	7 00
" 40 "		"	8 00
Ronald's Galvanized, 30 gallon,		"	7 40
" 35 "		"	8 40
" " 40 "		"	9 60
Copper, 30 gallon		"	22 00
" 35 "		"	24 00
" 40 "		"	28 00

Discount off copper boilers 15 per cent

RAKES

Wood . per doz net 1 20 up

RAZORS

	per doz	
Elliot's	4 00	18 00
Geo. Butler's & Co.'s	4 00	18 00
Boker's	7 50	11 00
" King Cutler	12 50	15 00
Wade & Butcher's	3 60	10 00
Thiele & Quack's	7 00	12 00
Bailey's	6 00	12 00
Bailey's Brantford	10 00	11 00
Carbo Magnetic		15 00
Griffon Barber's Favorite		10 75
Griffon No. 65		13 00
Griffon Safety Razors		13 50
Griffon Stropping Machines		13 50

REGISTERS

Discount 40 per cent

RIVETS AND BURRS

Iron Rivets, black and tinned, discount 60 and 10 per cent

Iron Burrs, discount 55 per cent

Extras on Iron Rivets in 1-lb cartons, ½c per lb

Extras on Iron Rivets in ½-lb cartons, 1c per lb

Copper Rivets with usual proportion burrs, 45 per cent discount Cartons, 1c per lb extra net

Copper Burrs only, discount 30 and 10 per cent

Extras on Tinned or Coppered Rivets, ½-lb cartons, 1c per lb

RIVET SETS

Canadian, discount 35 to 37½ per cent

ROPE—LIST

Sisal	0 12
Pure Manilla	0 14
"British" Manilla	0 12
Cotton, 3-16 inch and larger	0 16
" 5-32 inch	0 20
" ¼ inch	0 22
Russia Deep Sea	0 15
Jute	6 08
Lath Yarn, single	0 11
" double	0 13
Sisal lead cord, 48 feet per doz	0 75
" " 60 feet	0 90
" " 72 feet	0 96

RULES

Boxwood, discount 35 and 10 per cent

Ivory, discount 37½ to 40 per cent

SAD IRONS

Mrs. Potts, No. 55, polished per set		0 70
" No. 50, nickle-plated		0 80

SAND AND EMERY PAPER

B. & A. sand, discount 40 and 5 per cent

Emery, list and 40 per cent

Garnet (Ramsom's), 5 to 10 per cent advance on list

SAP SPOUTS

Bronzed iron with hooks . per 1,000 9 50

SAWS

Hand, Disston's, discount 12½ per cent

S. & D., discount 40 per cent

Crosscut, Disston's per foot 0 35 0 55

S. & D., discount 35 per cent on Nos. 2 and 3.

Hack, complete . . each 0 75 2 75

" frame only 0 75

SASH WEIGHTS

Sectional	per 100 lb	2 50	2 75
Solid	"	1 75	2 00

SASH CORD

Per lb	0 23	0 30

SAW SETS.

	per doz.
Lincoln and Whiting	4 75
Hand Sets, No. 1 Woodyatt (Morrill)	4 25
X Cut Sets, No. 3 Woodyatt (Morrill)	9 50

SCALES

Barrow, Stewart & Milne

Imperial Standard, discount 40 per cent

Weigh Beams, discount 35 per cent.

Champion Scales, discount 55 per cent.

Fairbanks standard, discount 35 per cent.

" Dominion, discount 55 per cent

" Richelieu, discount 55 per cent.

Warren's new Standard, discount 40 per cent.

" " Champion, discount 55 per cent.

" Weighbeams, discount 35 per cent

SCREW DRIVERS

Sargent's . . . . . per doz 0 65 1 00

SCREEN DOORS

Common doors, 2 or 3 panel, walnut stained, 4-in style . . per doz 6 80

Common doors, 2 or 3 panel, yellow and green stained, 4-in style.. per doz. 7 00

Common doors, 2 or 3 panel, in natural colors, oil finish . . . . . per doz. 8 15

3-in. style 20c. per dozen less.

SCREWS

Wood, F. H., bright and steel, discount 87½ and 10 per cent

Wood, R. H., bright, dis. 82½ and 10 per cent

" F. H., brass, dis. 80 and 10 per cent.

" R. H., " dis. 75 and 10 per cent

" F. H., bronze, dis. 75 per cent

" R. H., " dis. 70 per cent.

Drive Screws, dis. 87½ and 10 per cent

Bench, wood	per doz	3 25	4 00
" iron	"	4 25	5 00

Set, case hardened, dis. 60 per cent

Square Cap, dis. 50 and 5 per cent

Hexagon Cap, dis. 45 per cent

SCYTHES

Per doz net 5 50 8 00

SCYTHE SNATHS.

Canadian, discount 40 per cent

SHEARS

Bailey Cutlery Co., full nickeled, discount 60 and 2½ per cent

Bailey Cutlery, Japan Handles, discount 67½ per cent

Seymour's, discount 50 and 10 per cent

SHOVELS AND SPADES.

Canadian, discount 45 per cent.

SINKS

Cast iron, 16 x 24	0 85
" 18 x 30	1 00
" 18 x 36	1 40

SNAPS

Harness, German, discount 25 per cent

Lock, Andrews . . 4 50 11 50

SOLDERING IRONS

1 lb	per lb	0 37
2 lb. or over	"	0 34

SQUARES

Iron, No. 493	per doz	2 40	2 55
" No. 494	"	3 25	3 40

Steel, discount 60 to 62½ and 5 per cent

Try and Bevel, discount 50 to 52½ per cent

STAMPED WARE

Plain, discount 75 and 12½ per cent off revised list

Retinned, discount 75 per cent. off revised list

STAPLES

Galvanized	3 25	3 50
Plain	2 90	3 15

Coopers, discount 45 per cent.

Poultry netting staples, discount 40 per cent

STOCKS AND DIES.

American discount 25 per cent

STONE.

Washita	per lb.	0 28	0 60
Hindostan	"	0 06	0 07
" slip	"	0 09	0 09
Labrador	"	. . . .	0 13
" Axe	"	. . . .	0 15
Turkey	"	. . . .	0 50
Arkansas	"	. . . .	1 50
Water-of-Ayr	"	. . . .	0 10
Scythe	per gross	3 50	5 00
Grind, 2-in., 40 to 200 lb., per ton		. .	25 00
" " under 40 lb., "		. . . .	28 00
" under 2 in. thick, "		. . . .	29 00

STOVEPIPES.

5 and 6 inch, per 100 lengths . . .	7 00
7 inch . . . . . " "	7 50

ENAMELINE STOVE POLISH.

No. 4, 3 doz. in case net cash	. . . .	4 80
No. 6, 3 doz. in case.. " . .		8 40

TACKS, BRADS, ETC.

Carpet tacks, blued	80 and 15
" " tinned	80 and 20
" " (in kegs)	40
Cut tacks, blued, in dozens only	80
" ¼ weights	60
Swedes cut tacks, blued and tinned	
In bulk	80 and 10
In dozens	75
Swedes, upholsterers', bulk . 85, 12½ and 12½	
" brush, blued and tinned bulk	70
Swedes, gimp, blued, tinned and japanned	75 and 12½
Zinc tacks	35
Leather carpet tacks	55
Copper tacks	50
Copper nails	52½
Trunk nails, black	65 and 5
Trunk nails, tinned	65 and 10
Clout nails, blued	65 and 5
Chair nails	35
Patent brads	40
Fine finishing	40
Lining tacks, in papers	10
" " in bulk	15
" " solid heads, in bulk	75
Saddle nails, in papers	10
" " in bulk	15
Tufting buttons, 22 line, in dozens only	60
Zinc glaziers' points	5
Double pointed tacks, papers.	90 and 10
" " bulk	40
Clinch and duck rivets	45

TAPE LINES.

English, ass skin . . . . . per doz.	2 75	5 00
English, Patent Leather	5 50	9 75
Chesterman's . . . . . each	0 90	2 85
" steel . . . . . each	0 80	8 00

TINNERS' SNIPS.

Bailey's, discount 25 per cent.

THERMOMETERS.

Tin case and dairy, discount 75 to 75 and 10 per cent

TRAPS (steel.)

Game, Newhouse, discount 25 per cent

Game, H. & N., P. S. & W., 65 per cent.

Game, steel, 72½, 75 per cent

TROWELS

Disston's, discount 10 per cent.

German	per doz	4 75	6 00
S. & D., discount 35 per cent			

TWINES

Bag, Russian . . . . . per lb	.	0 27
Wrapping, cotton, 3 ply . .	.	0 19
" 4-ply	.	0 23
Mattress . . . . . per lb	0 33	0 45
Staging . . . . . "	0 27	0 35

VISES

Wright's		0 13½
Brook's		0 12½
Pipe Vise Hinge, No. 1	. .	3 50
" " No. 2		5 50
Saw Vise	4 50	9 00

ENAMELLED WARE.

White, Princess, Turquoise, Blue and White, discount 50 per cent . . . . . .

Diamond, Famous, Premier, discount 50 and 10 per cent . . . . . .

Granite or Pearl, Imperial, Crescent, discount 50, 10 and 10 per cent.

WIRE.

Smooth Steel Wire.

No. 0-9 gauge		$2 56
10 "	6c.	extra.
11 "	12c.	"
12 "	20c.	"
13 "	30c.	"
14 "	40c.	"
15 "	55c.	"
16 "	70c.	"

Add 60c. for coppering and $2 for tinning.

Extra net per 100 lb. Oiled wire 10c., spring wire $1.25, special hay baling wire 30c., best steel wire 75c., bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb. hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.

Fine Steel Wire, discount 25 per cent. List of extras: In 100-lb. lots: No. 17, $5 No. 18, $5.50 No. 19, $6 No. 20, $6.65 No. 21, $7 No. 22, $7.30 No. 23, $7,65 No. 24, $8—No. 25, $9—No. 26, $9.50—No. 27, $10 No. 28, $11 No. 29, $12 No. 30, $13 No. 31, $14 No. 32, $15 No. 33, $16 No. 34, $17. Extras net—tinned wire, Nos. 17-25, $2—Nos. 26-31, $4—Nos. 32-34, $6. Coppered, 5c. oiling, 10c. in 25-lb. bundles, 15c. in 5 and 10-lb. bundles, 25c. in 1-lb. hanks, 25c. in ½-lb. hanks, 38c. in ¼-lb. hanks, 50c. packed in casks or cases, 15c. bagging or papering, 10c.

Brass wire, discount 62½ per cent. off the list.

Copper wire, discount 62½ per cent. net cash 30 days, f.o.b factory.

Galvanized wire, per 100 lb. Nos. 4 and 5, $3.70 to $3.90 Nos. 6, 7, 8, $3.15 to $3.35 No. 9, $2.50 No. 10, $3.20 to $3.40 No. 11, $3.25 to $3.45 No. 12, $2.65 No. 13, $2.75 No. 14, $3.75 to $3.95 No. 15, $4.30 No. 16, $4.30. Base sizes, Nos. 6 to 9, $2.27½ f.o.b. Cleveland. In carlots 12½c. less.

Clothes Line Wire, regular 7 strand, No. 17, $4.65; No. 18, $2.90; No. 19, $2.60. Hollow 6 strand, No. 17, $4.30; No. 18, $2.70; No. 19, $2.35; No. 20, $2.30, f.o.b. Hamilton, Toronto, Montreal.

WIRE FENCING.

Galvanized barb	2 80
Galvanized, plain twist	2 90

Galvanized barb, f.o.b. Cleveland, $2 67½ in less than carlots, and $2 55 in carlots.

COILED SPRING WIRE.

High Carbon, No. 9	$2 75
" No. 11	3 40
" No. 12	2 95

WIRE CLOTH.

Painted Screen, per 100 sq. ft., net . . 1 40

Terms, 3 per cent. off 30 days.

WASTE COTTON.

Colored	per lb.	0 06
White	"	0 08

WRENCHES.

Acme, discount 35 to 37½ per cent

Agricultural, discount 60 per cent

Coe's Genuine, discount 20 to 25 per cent

Towers' Engineer	each	2 00	7 00
" S	per doz.	5 80	6 00
G. & K.'s Pipe	"	. . .	3 40
Burrell's Pipe	each	. .	3 00
Pocket	per doz.	0 25	2 90

WRINGERS.

Leader	per doz.	30 00 33 00
Royal Canadian	"	24 00
Royal American	"	24 00
Sampson	"	24 00

Terms, 4 months, or 3 per cent. 30 days

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Canadian make, discount 40 per cent.

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"Queen's Head" and "Southern Cross" brands of dead flat or ordinary finish. No better sheets made anywhere. Blue Polished or Imitation Russian Sheets, Electrical Sheets, Tack Sheets, Etc.

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Tin Plates—Charcoal and Coke.
Tin—Bar. Ingot, "L & F." and Straits.
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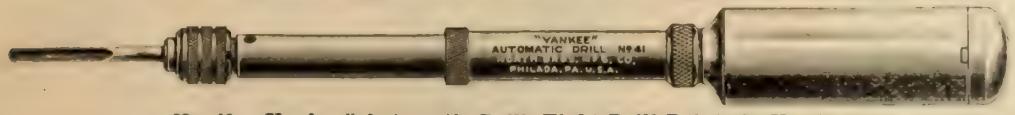

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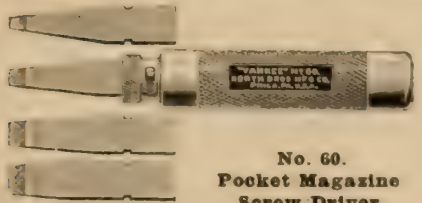

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LIGHTNING, GEM and BLIZZARD Ice Cream Freezers.

Toy Freezers, Ice Shaves and Ice Chippers.

Fluting Machines, Hand Fluters.

Sold by Leading Jobbers in Canada.

NORTH BROS. MFG. CO.,

Philadelphia, Pa., U.S.A.

Improved Steel Wire Trace Chains

EVERY CHAIN GUARANTEED.
GIVES UNIVERSAL SATISFACTION.

The B. Greening Wire Co.
Limited.

HAMILTON, Ont.
MONTREAL, Que.

"GLOBE" METAL POLISH

INSIST ON HAVING IT

Write for a supply of show cards and advertising novelties.

RAIMES & CO., 164 Duane St., NEW YORK.

Screen Door Hardware.

STAR COIL DOOR SPRING, Also the GEM.

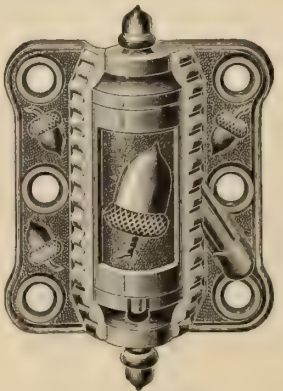
Made of High-Grade Steel Spring Wire and in Various Finishes.

(NON-HOLDBACK)

COLUMBIA
Single and Double Acting.

Spring Hinges
Strong and Handsomely Finished.

(HOLD-BACK)



ACORN.

Large STOCK Prompt SHIPMENTS.

TORREY ROD DOOR SPRING.

FOR PRICES WRITE:

The Columbian Hardware Co., Makers, Cleveland, Ohio.

GEM WIRE DOOR PULL.

Lamplough & McNaughton

CANADIAN SALES AGENTS,
9 De Bresoles Street, - - - MONTREAL.

A MAN WHO SELLS BARBED WIRE

CAN JUST AS EASILY DISPOSE OF THE ACCESSORIES SUCH AS

POST HOLE DIGGERS, POST HOLE AUGURS, WIRE STRETCHERS, FENCE PLIERS, ETC.

We can fill your orders complete *(excepting the posts and post holes)*

The low prices we quote will enable you to realize good profits.

Order now and be ready for the Spring Trade.

BARBED WIRE

PLAIN TWIST WIRE

GALVANIZED WIRE

POULTRY NETTING

WIRE FENCING.

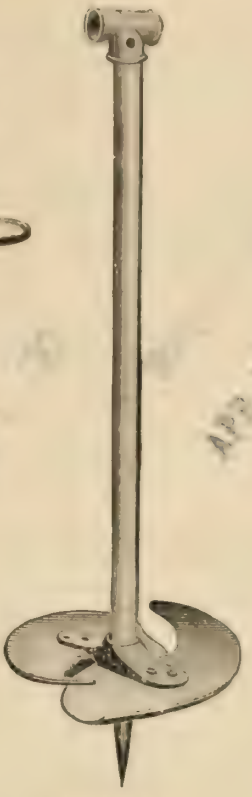
FENCING STAPLES

POST HOLE SPADES

NEVER BREAK.

V. & B.

IWAN'S.



VAUGHAN'S.

Never Break post hole digger, forged steel blades, select ash handles.

V. & B. post hole digger, steel blades, split handles, shear motion, bolted.

IWAN'S post hole auger, 7, 8, 9 and 10 inch, best steel blades, thoroughly tempered.

VAUGHAN'S post hole auger, 6, 7, 8, 9 inch. Telegraph size 10 inch, cast steel blades, hollow tube.

all auto returned to Lewis Bros. direct.

RUSSELL staple puller and wire splicer, combining wire cutter, pliers, hammer, wrench, etc., an invaluable tool for wire fence building. We also carry all other popular makes of fence pliers.

DEAN wire stretcher, the most practical made, strong and well made. We also have the 'Canton,' 'Star,' 'Little Giant' and 'Hercules' stretchers.

QUOTE LOW.

SHIP QUICK.

LEWIS BROS. & CO.

WHOLESALE HARDWARE.

TORONTO,
87 York Street

Address all correspondence to MONTREAL.

OTTAWA,
54 Queen Street

"Yours for the Asking."

Our new catalogue will interest you, it shows all the up-to-date improvement in Bicycle Accessories.

The Bicycle season is near and you will be asked for Bicycle Hardware, **can you afford to lose this business.**

Send to-day for catalogue and Price List. The favor is ours.

Accessories Department

Canada Cycle and Motor Co., Limited

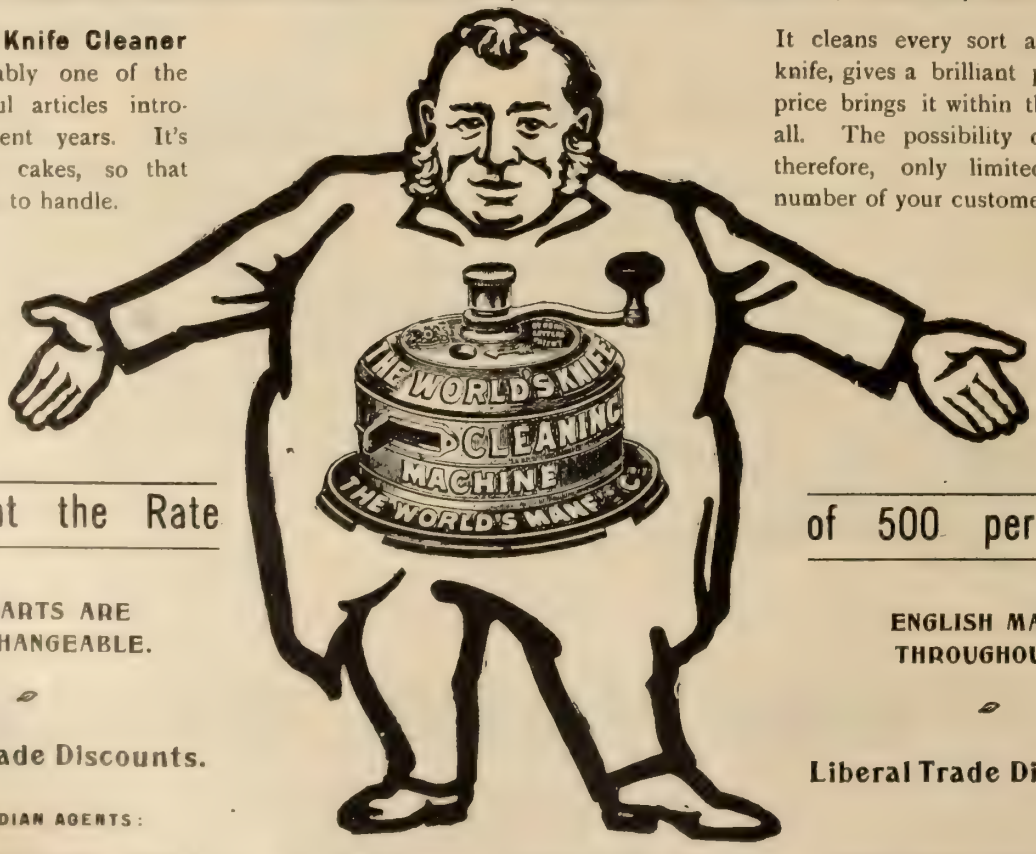
Branches at:
WINNIPEG, MAN.
VANCOUVER, B.C.

Toronto Junction, Canada.

THE WORLD'S MANUFACTURING COMPANY, 66 AND 68 VICTORIA ST., LONDON, S.W.

The **World's Knife Cleaner** is unquestionably one of the most successful articles introduced in recent years. It's going like hot cakes, so that now is the time to handle.

It cleans every sort and size of knife, gives a brilliant polish. Its price brings it within the reach of all. The possibility of sale is, therefore, only limited by the number of your customers.



Simplicity itself.

Makes no dust

Cleans at the Rate

of 500 per hour.

ITS PARTS ARE INTERCHANGEABLE.

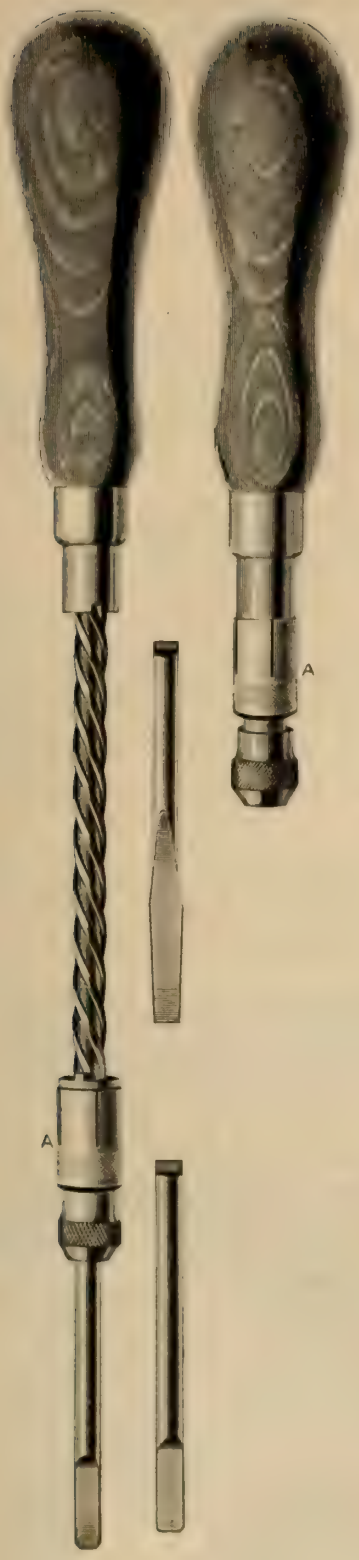
ENGLISH MAKE THROUGHOUT.

Liberal Trade Discounts.

Liberal Trade Discounts.

SOLE CANADIAN AGENTS:

DECATUR, BULL & CO., 30 Hospital Street, MONTREAL.



GOODELL
AUTOMATIC SCREWDRIVER.

Strong,
Practical,
Durable.

Simple in Construction.
Excellent in Materials.

These Screwdrivers may be used as Automatic, Ratchet or Plain Screwdrivers as the nature of the work may require.

Each tool is furnished with three Tool Steel Blades of varying sizes.

				Per Doz.
No. 1—Spiral Slant,	40°,	Length,	14 in., Price,	$21 00
No. 2— " "	30°,	"	16 in., "	24.00
No. 3— " "	20°,	"	18 in., "	27.00

The less the Spiral Slant, the greater the power.

MANUFACTURED BY

GOODELL-PRATT COMPANY,

GREENFIELD, MASS., U.S.A.

DECATUR, BULL & CO., Resident Agents, MONTREAL.

PAINTS We manufacture these brands:—"LION," "PEERLESS," "OWL," "RAVEN," also Ready mixed House and Floor Paints, Roof, Barn, Bridge and Brick Paints, Couch Colors, Varnishes, Japans, etc. Our prices will interest you. Write us.

The Ottawa Paint Works, Ottawa, Ont.

Standard Paint & Varnish Works Limited

Makers of High Grade Varnishes, Japans, Paints, Colors & Enamels.

Windsor, Ont.

Lockerby & McComb

AGENTS IN CANADA

FOR THE

Celebrated P. & B. Cold Storage Lining

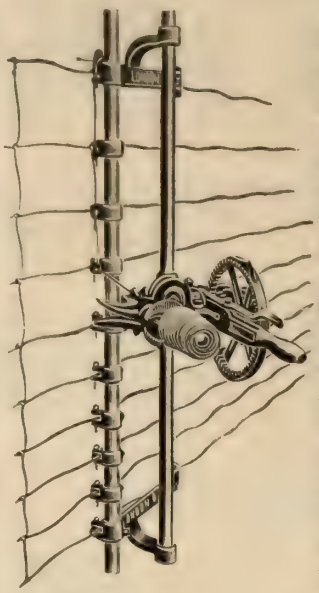
AND

. . Ruberoid Roofing . .

P. S.—Prices on Application.

65 Shannon Street, MONTREAL.

A FACT SAYS WEBSTER, "IS THAT WHICH IS REALITY."



It is a fact that it costs more for labor to weave wire fences in the factory and stretch it afterwards than to do it in the field with a LONDON

It is a fact that heavier, stronger and better built fences are being built all over this country with LONDON FENCE MACHINES

It is a fact that there is as much profit to the dealer in selling LONDON MACHINES and COILED WIRE as in roll fencing.

The extra cost of roll fence is in the factory; the trouble with it is in erecting. It can't be done perfectly.

Sell your farmer friends a LONDON. It will build a perfect fence and win their approval every time.

Write for prices.

Address—

The London Fence Machine Co., Limited

Head Office and Works, LONDON, ONT.

American Office and Works: Cleveland, Ohio.

Wortman & Ward Manufacturing Co., Montreal, Que., General Agents for Quebec.

A. P. Macdonald, Winnipeg, General Agent for Man. and N.W.T.

Agency: The London Fence Machine Co., Limited, at Summerside, for P.E.I.

Agency: The London Fence Machine Co., Limited, at Kentville, for Nova Scotia.

THE MOST COMPLETE STOCK

Brass and Copper

In Sheets, Tubes, Wire and Rod.

Service Right, Quality Right, Prices Right

WATERBURY BRASS CO.

122 to 130 Centre St., - New York City.

Always have our classified Stock List before you.

YOURS FOR THE ASKING.

WILLIAM ABBOTT

Representing Jonas & Colver's Celebrated "Novo" Air Hardening Steel. Especially adapted for high speed and for all classes of tools and work. Easily annealed, for shaping into Milling Cutters, Dies and other tools. Stock on hand for immediate orders.

Office and Sample Room, 13 St. John Street,

MONTREAL.

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Hardware and Metal Merchant.

ESTABLISHED 1750

THE EDINBURGH ROPERIE & SAILCLOTH Co Ltd

(TELEGRAPHIC ADDRESS ROPERIE)

LEITH SCOTLAND

MANUFACTURERS OF EVERY DESCRIPTION OF

CORDAGE & CANVAS

MANILA ROPE
SISAL ROPE
NEW ZEALAND ROPE
RUSSIAN ROPE
JUTE ROPE
FISHING LINES
NETTING TWINES
PARCEL TWINES
SPUNYARNS & PACKINGS
BAILING ROPES & CORDS

TRADE E R C MARK 1750

SAILCLOTH
STEAMER CLOTHS
AWNINGS
TENT CLOTHS
DUCKS
PRESSING CLOTHS
TARPAULINGS
CHEMICAL WATERPROOF
SEAMING TWINES
ROPING TWINES

BUYERS OWN SAMPLES MATCHED AT LOWEST TRADE TERMS

ADDRESS ALL COMMUNICATIONS TO OUR CANADIAN OFFICE AND STORES,

THE EDINBURGH ROPERIE & SAILCLOTH CO'Y, Limited, - - 9 St. Peter Street, MONTREAL.

R. B. BYASS & CO., PORT TALBOT, SOUTH WALES, GREAT BRITAIN.

Largest MAKERS OF

BEST SIEMENS STAMPING ENAMELLING BLACK PLATES,

CIRCLES, RECTANGLES, Etc.

MAKERS of all descriptions of STEEL SHEETS.

Brands "**SKER,**" and "**SKER BEST.**"

Sole Canadian Export Agents,

ROBERT BROOKS & CO., Botolph House, 10, Eastcheap, LONDON, E.C.

Cable address : "CROLLO," LONDON.

IRON, METALS, RUBBER.

WANTED—

We pay highest market price for scrap metals.
Write us when having anything for sale.

We are headquarters for all kinds of new and old metals, babbitt, solder, etc.

It will pay you to ask for our prices before buying.

FRANKEL BROS., 92 Wellington St., MONTREAL.
116-130 George St , TORONTO.

Bevelling

Bevelling

Bevelling

Bevelling

Bevelling.

TO THE TRADE.
LOWEST PRICES.

Luxfer Prism Co., Limited
100 King St. W., Toronto.

GLASS

— FOR —

Store Fronts.

We make a specialty of all glass materials for the latest, most up-to-date **Store Fronts.**

— ALSO —

INTERIOR DECORATION.

WILL SEND DESIGNS.

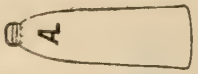
Luxfer Prism Co., Limited
100 King St. W., Toronto.

OUR TRADE MARK A — AUER LIGHT MANTLES — LONGEST LIFE & BRIGHTEST — OUR TRADE MARK A

The Value of Annealing.

Annealing is the most costly step of mantle making—consequently a cheap mantle cannot be properly annealed—That is the reason a cheap mantle caves in like this if you lay it on its side, after burning off the coating—Try one—They injure your trade.

Mantles branded A are thoroughly annealed over pressure gas—They fit the burner—They don't shrink—They stand up this way—They are reliable—They help your trade.



—We are the sole manufacturers of A mantles.
—Write us if you are interested.

Lowest prices on Mantles, Shades, Chimneys, Globes and Sundries.

AUER LIGHT CO., MONTREAL.

After Stock-Taking

You will be replenishing your stock, so we wish to keep before your notice, "**Dominion**" Goods, all of which bear the following Trade Mark, which is a guarantee of quality:

SHELF GOODS — DOMINION WIRE MANUFACTG. CO. LTD. DOMINION TRADE MARK — HEAVY GOODS

Wood Screws,	Wire Nails,
Wire Nails, (Papers),	Iron and Steel,
Bright Wire Goods,	Brass and Copper,
Wire Door Pulls,	Hay Baling,
Steel and Brass Jack Chain,	Pulp Binding,
"Crescent" Wire Coat and Hat Hooks.	Galvanized,
	Barbed.

WIRE

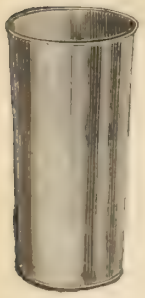
Bed, Blind, and Poultry Netting. } STAPLES { Bright and Galvanized Fence.

BROOM, MATTRESS, BOTTLING, and other wires.

Dominion Wire Manufacturing Co.
MONTREAL Limited TORONTO

Supplies for the Maple Syrup Season.

Sap Buckets . . .



—EXTRA DEEP AND STRAIGHT.
—THREE SIZES.

They possess many advantages over the ordinary flaring Buckets—being small in diameter they do not catch the rain or snow, and as they are very deep, they hang perpendicularly, and consequently will not overflow until full.

—Covers supplied if required.
—They nest close for shipping or storing.

We can also supply the ordinary Flaring or Western Sap Pails.

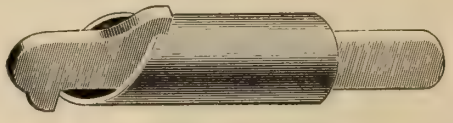
E. T. Sap Spouts.

MADE OF RETINNED STEEL—STRONG AND DURABLE.

Only require a ⅜-in. hole in tree.

It does not cover the inside surface of the hole; therefore a larger amount of sap is obtained.

Packed in card-board boxes.



Maple Leaf Sap Spouts.

Made in Bronzed Steel.
Require a ½-in. hole.
Has a shoulder which prevents it being driven in too far.
The hole in the tree is not exposed to wind and snow; consequently, sap will flow longer.
Packed in card-board boxes.

Syrup Cans, round or square.

Plain or decorated. Made in ¼, ½, and 1 gallon sizes.
Either Wine or Imperial Measure.

A full stock carried in all lines; orders shipped promptly.

KEMP MANUFACTURING COMPANY,
TORONTO, CANADA.

HARDWARE AND METAL

VOL. XV. MONTREAL AND TORONTO, FEBRUARY 14, 1903. NO. 7.

COMMENT ON CURRENT TOPICS.

TRADE is expanding and it is only natural we should swell with pride.

• • •

Pelf is evidently more appreciated by Mr. Gamey than principle. And the fact that the pelf is for his constituency and not for himself does not materially alter the case.

• • •

Grains of truth will build a reputation and grains of wheat are building up the Canadian Great West.

• • •

Everyone is concerned in the transportation problem and its solution will doubtless fill everyone with transports of joy.

• • •

Now that war has started between Brazil and Bolivia we may expect many Brazilian "nuts" to be cracked.

• • •

In Canada the farmers cannot get enough "help," and in Europe the "help" cannot get enough work.

• • •

Some politicians are most self sacrificing. They are willing to sell themselves and their principles and to buy the "other fellows."

• • •

Canada's Great West is being built up by grains of wheat.

• • •

New Brunswick is to have a general election in a few weeks; and no doubt we shall hear of many professional men offering themselves as fit and proper persons for carrying on the business of the Province.

• • •

The promoters of the proposed Grand Trunk Pacific Railway have decided that the main line shall pass through Winnipeg. To have left Winnipeg off the main line would have been like Hamlet without Hamlet.

One hears a good deal these days from both political parties about "building up Ontario," but in pursuance of this object certain of the politicians do not appear very anxious about building up their own reputations.

• • •

The Socialist believes in the distribution of wealth, but when Andrew Carnegie proposes to distribute his wealth among public institutions the world over, he demurs. Is there not some inconsistency here?

• • •

It is thought that in union there is not strength as far as the efficiency of the Toronto Fire Brigade is concerned. And thus is the order of old maxims sometimes reversed.

• • •

Now that an election has been fought and won in Burrard, B.C., the contestants are preparing for a round or two in the courts.

• • •

The people of the Canadian Northwest have long had unbounded faith in the possibilities of their country. And judging from the tide of immigration which has set in towards the Northwest from Great Britain and the United States, there are many in these two latter countries who are imbued with similar faith. Faith can evidently build up a population as well as remove mountains.

• • •

York County Council a few days ago discussed the question of scarcity of farm hands and suggested that the Government interest itself in the matter. Perhaps, in an emergency, the clerks in the stores might be persuaded to come to the aid of the farmer in his hour of need.

• • •

Longshoremen's strikes drove shipping away from Quebec. It is to be hoped the threatened strike of the longshoremen at Montreal will be averted in order that the experience of the "Ancient Capital" may not be repeated in the "Commercial Metropolis."

• • •

The Toronto Trades and Labor Council has spurned the offer of Andrew Carnegie to give $350,000 to the "Queen City" for library purposes. Mr. Carnegie may or may not have been wrong in his method of dealing with his employes. But granted that all the wrong was on his side, can he make better restitution than by distributing his fortune, not for the benefit of the wealthy but for the benefit of students and others who cannot possibly buy for themselves the books they desire to study and read? If the idea of the Trades and Labor Council prevailed and the offer of Mr. Carnegie was rejected, Toronto would simply be cutting off her nose to spite her face.

• • •

Is it possible that the skeleton of the monkey found the other day while the old Parliament Buildings at Toronto were being torn down is the missing link between the legislators of the past and the legislators of to-day?

• • •

The seat for North York in the Ontario Legislature was vacated in order that the hard feelings and recriminations attendant upon election trials might be avoided. Judging from the character of some of the political speeches in that riding during the last few days, one would be almost inclined to the belief that the seat had been vacated that the opportunity might be afforded of repeating the recriminations of the last general elections plus those that have been raked up since.

• • •

It is to be hoped that Dr. J. Orlando Orr, the new manager of The Industrial Exhibition, will be able to successfully

prescribe for the ailments of the organization.

* * *

Business on the new Pacific cable via Canada is not very encouraging. It is claimed that the influence of The Eastern Extension Company has something to do in the premises. It certainly has a great deal to do in delaying the construction of the cable and it is scarcely likely that its adverse influence would cease with the construction of the line. Corporations do not stop fighting while there is a shot in the locker, whatever individuals may do.

* * *

The street railway strike in Montreal reminds one that while walking is good for the health it is extremely bad for the temper of those not accustomed to the pedestrian exercises of our forefathers.

* * *

The United States House of Representatives has adopted the Anti-Trust Bill. It is sometimes advisable for merchants to adopt a similar law.

* * *

The farmers of North Ontario met in Cannington on February 7 and formed an Association. The chief planks in their platform are opposition both to bonuses and to tariff increases. On both these questions the Parliamentary candidates will be asked to express their views, and the nature of their reply will determine the support each will get from the members of the Association. At least that is the intention. As the questions are delicate we may expect to witness some clever gyrations.

INCANDESCENT LAMPS.

The Ontario Lantern Co., Hamilton, manufacturers of the "Radiant Shelby" lamp for Canada, have recently decided to manufacture the Edison type lamp, in addition to the Shelby, and are now prepared to supply this pattern in the different candle-powers at special prices.

As the shape of the Shelby bulb is entirely different from that of other make lamps, they do not correspond when attached in fixtures with the Edison type lamp. For this reason they have thought best to manufacture and supply both kinds. This lamp will be called the new "Brilliant."

On account of some recent developments in connection with the spiral filaments "Brilliant" lamp, which they had intended placing on the market before this, it has been decided not to market this lamp until they succeed in overcoming the objectionable features, when the trade will be duly advised.

The Ontario Lantern Co. are now producing 1,500 incandescent lamps daily.

WINNIPEG OPINIONS RE LEAD DUTY.

At the annual meeting of the Winnipeg Board of Trade the question of increased protection to the lead industry was considered, the subjet being introduced by a report from the committee appointed to consider the matter. The report expressed the verdict that it would be a great benefit to Manitoba if the Dominion Government would grant such measures of relief as would place the lead-mining industry of British Columbia in a position to sell their product in Canada.

Treasurer A. Strang stated that there had been only five present at the committee meeting, and it was not advisable that so small a number should express an opinion. The Board had been careful not to ask the Government to impose higher duties. He didn't profess to understand the lead business. He was not opposed to assisting the people of British Columbia to develop their mining interests and find a market for their products; still, he understood that, no matter what protection they had, they would not be able to manufacture and export to other countries; they would only get the home market; the only question was whether the Government should tax the rest of the people to give them that.

J. H. Ashdown moved that the recommendation of the committee be endorsed by the Board. He was in the same position as Mr. Strang as to increased duties on products coming into the country; but, unfortunately, we have a protective tariff, and while that is the case, and we have an industry in the West which can be developed and can do a great deal for the population of the country, but which is languishing, he didn't know why we should not adopt the policy with them as is pursued with others. If we were on a revenue tariff it might be levelled up, but with protection it was a pity to allow the lead industries of British Columbia to suffer. The manufacturers of Montreal and the seaboard wanted lead as raw material, and were not willing to allow others to have the same protection as themselves; but while we have a protective tariff we should protect all.

A. L. Johnson said that previous to 1900 the lead was almost all exported to the United States notwithstanding the high duty, owing to favorable prices; but in January, 1900, The American Smelting and Refining Trust absolutely withdrew from purchasing Canadian product. As a result, some 50 mines had to shut down, and there was danger of the industry becoming extinct. While 30,000 tons of metallic lead was produced in Canada in 1900, last year there was produced less than 12,000 tons. The consumption in Canada was about 10,000 tons of lead, which is to-day Mexican lead, which is corroded in the United States and brought into Montreal on a low tariff. The Winnipeg Board of Trade should point out strongly to the Dominion Government the necessity of protecting this industry. He seconded the motion, which was then carried.

ADVANCE, HALIFAX!

A. M. Bell & Co., a progressive hardware and paint firm of Halifax, N.S., have found their present premises on Water street too small for their rapidly increasing business. They have purchased from H. G. Woods his property on Granville street, with 45 ft. frontage and running through 120 ft. to Hollis street. This is a fine site for a hardware store, being well located for retail business and not too far from shipping facilities for wholesale trade.

Bell & Co. will tear down the buildings at present on the property, and begin at once the creation of a handsome five-storey brick structure, which they hope to occupy in time for the summer and autumn trade.

A member of the firm may take a trip through the middle and western part of Canada on the lookout for new ideas along this line. In the meantime they would like to get ideas from readers of HARDWARE AND METAL.

WINTER EXCURSIONS TO THE WEST INDIES.

The ss. Dahome, of the Pickford & Black Line, which sailed from Halifax on January 26, had over 30 first-class passengers; the ss. Ocamo, on February 9, has 25 now booked, and the ss. Orinoco, which will sail February 23, already has 18 or 20 on her passenger list. She will probably have between 40 and 50 excursionists making the round trip to Demerara, calling at 12 different islands. The voyage takes 42 days, and costs $130, meals and berth included.

WIRE NAILS
TACKS
WIRE

Prompt Shipment.

The ONTARIO TACK CO.
Limited.
HAMILTON, ONT.

BUSNESS CHANGES.

PARTNERSHIPS FORMED AND DISSOLVED.

W. A. HEAKE, agricultural implement agent, Strathroy, Ont., has admitted E. Zavitz into partnership.

Hamilton & McConnell, hardware merchants, Carman, Man., have dissolved partnership.

Cherry & Cochrane, hardware merchants, Russell, Ont., have dissolved partnership.

Brownstone & Steinberg, general merchants, of Rosenfeld, Man., have dissolved partnership.

Burke & Shearer, agricultural implement agents, Gainsboro', Man., have dissolved partnership.

Hambly & Hueston, marble merchants, Strathroy, Ont., have dissolved partnership, succeeded by Hambly & Conts.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

J. D. Therrien, general merchant, St. Monique, Que., has compromised.

The estate of Pearlman & Aikens, general merchants, Edgington Station, Ont., is to be wound up.

Edmond Germain, general merchant, of St. Basile, Que., is offering to compromise at 33 1-3c. on the dollar.

A meeting of the creditors of H. Laroche, general merchant, St. Armand Station, Que., has been held.

A deferal abandonment has been made by J. W. St. Armand, general merchant, St. Genevieve de Batiscan, Que.

SALES MADE AND PENDING.

A. St. Louis, hardware merchant, of Montreal, has sold out.

The stock of H. C. Maas, hardware merchant, Toronto, has been sold.

Charles Watkins, hardware merchant, Toronto, has sold out to A. J. Watkins.

J. T. Kairns, general merchant, Kirkton, Ont., has sold out to W. M. Leigh.

The stock of Palmer Bros., general merchants, of Bedford, Que., has been sold.

The assets of A. J. Charbonneau, general merchant, Arnprior, Ont., are to be sold.

Joseph Robinson, carriagemaker, of Brucefield, Ont., is advertising his business for sale.

E. W. Stone, general and lumber merchant, Carstairs, N.W.T., has sold out his lumber business.

The assets of F. A. Thompson, general merchant, Buckingham, Que., are to be sold on February 13.

The stock of J. T. Donovan, general merchant, Casselman, Ont., has been sold at 57c. on the dollar.

Geo. P. Ridge, hardware and flour and feed merchant, Pontypool, Ont., has sold out to Thos. Pollard.

C. M. Irwin, hardware merchant, of Grand Valley, Ont., has sold that branch to Nicholl, McCulloch & Duke.

The stock of F. J. Mayhew, general merchant, Thamesville, Ont., was advertised to be sold by auction on February 11.

A. E. Mathews, general merchant, of Clareholm, Man., has sold out to The Clareholm Co-operative Co., Limited.

Good Selling Values.

The Sherwin-Williams Household Varnishes are quick selling and profitable for the dealer.

Strongly advertised directly to the consumer and of good quality, they are specialties that every dealer should investigate.

They are not experiments. Each one has proved itself a worthy article, specially adapted for its purpose.

Excello — A rubbing and polishing varnish of exceptional value. It is pale in color and suitable for the finest work.

KOPAL — For general use outside and inside. A good hard drying varnish at a popular price.

No. 1 FURNITURE VARNISH. — A reliable varnish for furniture and general use.

MAR-NOT — A durable floor varnish. Has a tough elastic wear-resisting surface.

They're good varnishes, every one of them. They're trade-winning specialties that every dealer should have on his shelves.

Write us to-day for prices and full information on this line.

THE SHERWIN-WILLIAMS CO.

PAINT AND VARNISH MAKERS.

CLEVELAND, CHICAGO, NEW YORK, NEWARK, BOSTON, KANSAS CITY, SAN FRANCISCO, LOS ANGELES, MINNEAPOLIS, MONTREAL, TORONTO, WINNIPEG.

CANADIAN DIVISION

HEADQUARTERS & PAINT FACTORY, 21 St. Antoine Street, Montreal.

VARNISH FACTORY, St. Patrick Street, Montreal.

TORONTO DEPOT, 86 York Street.

WINNIPEG DEPOT, 147 Bannatyne St., East.

Willson & Ingram, agricultural implement agents, Wollesley and Sintaluta, have sold out the Wolseley business to McPhail & Thompson.

NEW FIRMS AND CHANGES

A. Lemoine & Frere, general merchants, St. Eugene de Grantham, Que., have registered.

The Canadian Automatic Light Co., Limited, Walkerville, Ont., has obtained a charter.

Ross Bros., Limited, hardware merchants, Edmonton, N.W.T., have become incorporated.

W. Felton & Co., general merchants, of Atikokan, Ont., have been succeeded by Snellgrove Bros.

Savage & Wilson, general merchants, of Port Burwell, have been succeeded by Williams & Wilson.

W. H. Reid, agricultural implement agent, Strathclair, N.W.T., has been succeeded by C. E. Crawford.

S. E. Thompson, agricultural implement agent, Watford, Ont., has been succeeded by Richardson & Saunders.

The Aluminum Projection Co., of New Brunswick, Limited, are applying for a charter; capital, $1,000,000.

J. T. Bell, agricultural implement agent, Medicine Hat, N.W.T., has been succeeded by Rhodes & Bell.

FIRES

H. Donohue, grocer, Montreal, has been burned out; insured.

John Wootton, general merchant, of Manitou, Man., has been burned out.

Duncan Gunn, hardware merchant, of Manitou, Man., has been burned out.

May Bros., hardware merchants, Montreal, were partially burned out; insured.

The Hudson's Bay Co., general merchants, Fort Frances, have suffered loss by fire.

TRADE IMPROVING IN B.C.

A. B. Trites, general merchant, Fernie, B. C., is in Toronto on business. He will visit New York and return home via Kansas City. He says trade is improving in British Columbia. Mr. Trites went to British Columbia a few years ago from the Lower Provinces, and is now one of the most successful business men in the West.

BOYCOTTED A FACTORY AND LOST IT.

THE residents of Beaver Falls, Pa., are probably now realizing how absurdly shortsighted they have been during the past year. Last year 35 machinists employed by The Keystone Driller Co. struck, and were soon replaced by non-union men. The strikers then made every effort to drive the non-union men out of town, and fights were numerous. The boycott was also resorted to, and when it was seen that the plant continued to operate despite their riotous acts they became even more bitter. The plant was destroyed by fire last November, and while it was never learned how the fire started, indications pointed strongly to incendiarism. Throughout the strike the local authorities sympathized with the strikers, and the machinists employed were given no police protection whatever. Nor did the authorities show any great interest in apprehending those supposed to have caused the fire, although circumstances pointed strongly in certain directions. For this reason the stockholders who have their money invested have decided to remove the plant to Scottdale, Pa., and there is every indication that Beaver Falls will lose an industry that employed fully 100 of its cltizens and disbursed more than $2,000 in wages weekly.

CELLULOID VS. BONE.

The practical economies of manufacturing cause many changes in the uses to which some materials are put, as has been well illustrated of late in regard to bone, although owing to the excellence to which the manufacture of celluloid has now been brought, says Ironmonger, the use of bone in the cutlery trade is gradually dying out, it appears that the latter material now plays quite an important part in the making of surgical appliances. A Sheffield dealer in hafting material has just shown me an order for 100 gross of bone pipes for enemas, which he intends to turn out of corner-pieces of shank-bones. Formerly such pieces were thrown on the waste-heap. The same dealer also tnrns many bone joints, for use with rubber surgical appliances, and uses odds and ends of bone in a dozen other ways for the same branch of trade, besides supplying bone in various forms for veterinary instruments. Evidently bone is regarded as a good antiseptic material.

The Fred. Robinson Co., Revelstoke, B.C., are enlarging their saw mills at that place, at Comaplix and at Camborne.

IN THE CASE NOW PENDING

wherein Hardware and Paint Dealers everywhere are the judges, the people of Canada and other countries the jury, and **CHURCH'S COLD WATER**

ALABASTINE

for twenty-five or more years on trial, it is very evident that **ALABASTINE** is the only wall-coating in demand. The judge in charging the jury—stocking **ALABASTINE**—and the jury in rendering the verdict—buying and using **ALABASTINE** have shown conclusively that the claims of the **ALABASTINE COMPANY** have been clearly and emphatically established. The evidence submitted is in order as follows:

SUPERIORITY—To sell goods of any other manufacture, the dealer **must** recommend them "the same thing, or, as good as ALABASTINE."

DURABILITY—ALABASTINE is manufactured from a cement base; can be recoated, and hardens with age, a claim that no other manufacturer has substantiated.

ARTISTIC BEAUTY—Made in twenty beautiful tints and white. Any degree of decorating can be done with ALABASTINE from plain tinting to the most elaborate in relief decorating known to the decorator's art,

IS SANITARY—Sanitarians condemn in strong terms the use of wall paper for the walls of living rooms, on account of the poison used in its manufacture, and the decaying mouldy paste on the back of it. Kalsomines that rub off on everything that comes in contact with them are not to be recommended. Physicians all agree that "walls to be healthy must breathe." ALABASTINE is porous and permits the free passage of air.

IS CONVENIENT—Being ready to use by mixing in **cold water.** The inventor of this process, Mr. M. B. Church, was the first to produce a wall-coating to be mixed with cold water that was practical. This feature is patented in Canada and other countries. ALABASTINE in this form has absolutely displaced hot-water preparations, and forced kalsomine manufacturers, at the risk of patent infringement, to attempt to imitate this process.

In accordance with above verdict and the facts stated, this court hereby affixes the great seal of the manufacturers of the greatest wall-coating to be found anywhere in the world.

The trade supplied by Wholesale Hardware and Paint Dealers. Also by

THE ALABASTINE CO., Limited, PARIS, ONT.

STANLEY RULE & LEVEL CO.,

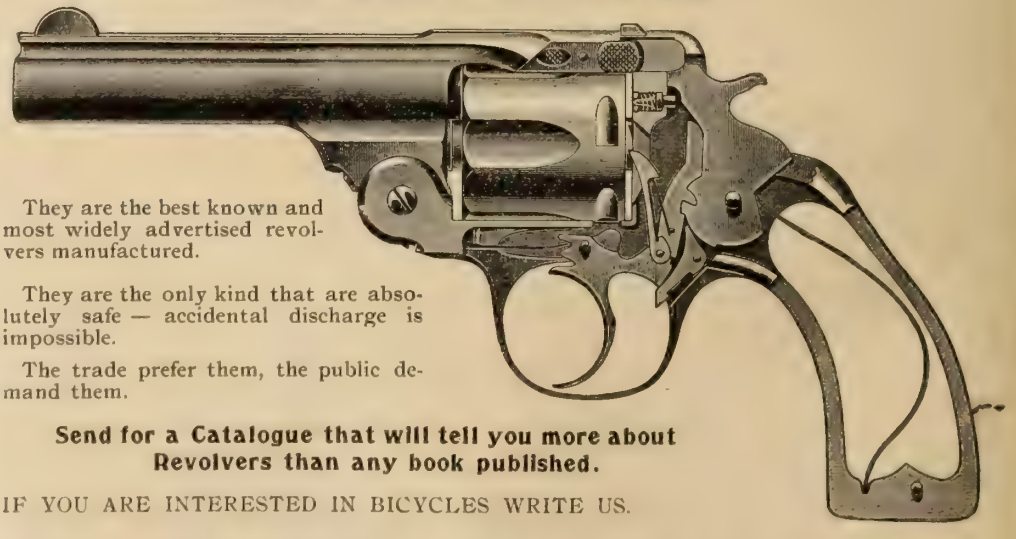
NEW BRITAIN, CONN., U.S.A.

IMPROVED CARPENTERS' TOOLS

SOLD BY ALL HARDWARE DEALERS.

IVER JOHNSON REVOLVERS

ARE EASY SELLERS.



They are the best known and most widely advertised revolvers manufactured.

They are the only kind that are absolutely safe — accidental discharge is impossible.

The trade prefer them, the public demand them.

Send for a Catalogue that will tell you more about Revolvers than any book published.

IF YOU ARE INTERESTED IN BICYCLES WRITE US.

IVER JOHNSON'S ARMS & CYCLE WORKS,

New York Office: 99 Chambers St. **FITCHBURG, MASS.**

H. S. HOWLAND, SONS & CO., LIMITED.

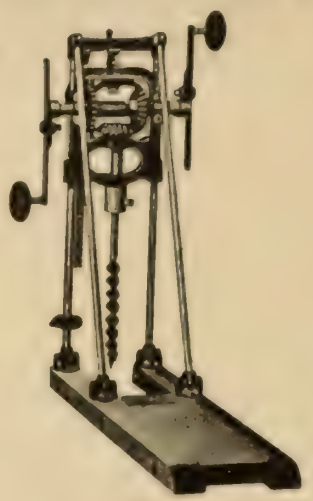
WHOLESALE ONLY

37-39 West Front Street, **Toronto.**

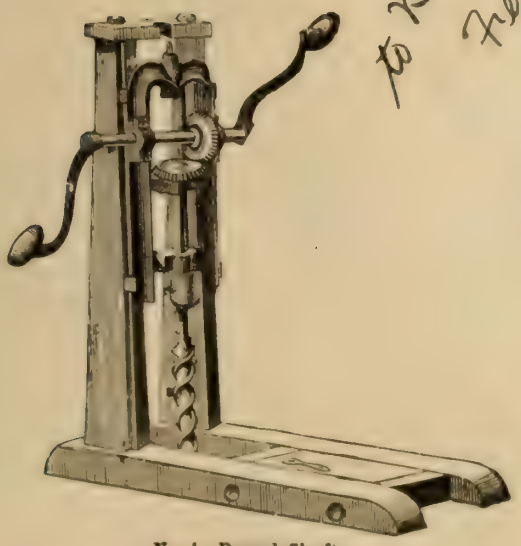
WHOLESALE ONLY

BORING MACHINES.

"Boss."



"Miller Falls."

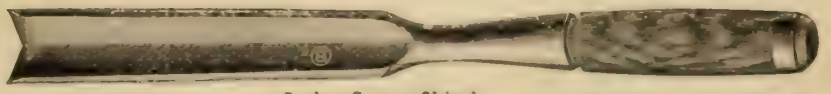


No. 1—Round Shaft.
No. 3—Square Shaft.

SLICKS.
Tee and Socket Handle.

No. 2 —Round Shaft, Angular.
No 2½ —Square Shaft, Angular.

Socket Framing Chisels.



Socket Corner Chisels.

Snell's Boring Machine Augers.

Irwin's Double Cutter, Boring Machine Augers.

FOR A FULL LINE OF CARPENTERS' TOOLS SEE OUR HARDWARE CATALOGUE.

H. S. HOWLAND, SONS & CO. LIMITED, **Toronto.**

PROMPT SHIPMENTS.

Graham Nails are the Best.

OUR PRICES ARE RIGHT.

Factory: Dufferin Street, Toronto

MACHINERY

SAFE-GUARDING MACHINERY IN THE SHOP.

ALL civilized nations have enacted laws for the safety of working people employed around machinery, writes Julius Moersch, in the Journal of Political Economy. Specific laws which refer to the safeguarding of machinery are general. The beneficial effects of such legislation can best be observed in the efforts of mechanical engineers to devise means by which all points of danger to an operator of a machine may, as far as possible, be guarded, and the modern manufacturer, in this country at least, has shown great skill and ingenuity in solving this problem. He has been so successful that it is safe to say, safety guards, aside from being useful, to-day, are also an ornament to machinery.

"Let us look at some modern laundry machinery. There we find that all gears and cogwheels are effectively shielded. The big steam mangle with its three pairs of large rollers has a roller guard in front of the feed roller, which makes it absolutely impossible for the operator's fingers to be caught between the heated rollers, and the top of the mangle is protected by an iron screen. This screen is there for the sole purpose to prevent the operator from reaching over the rollers if she should want to rescue a sheet which has been going the wrong way, or to straighten out a piece of fabric which got doubled up. The extractor has been provided with a foot brake, and the outside bowl is covered by a wire hood, and it is impossible to reach down into the revolving inner bowl as long as the same is in motion. The pressman in a modern printing establishment may work with a feeling of perfect safety around his press, for all gearings have been guarded by ornamental shields. Woodworking machinery, which is operated at high speed, has also received due attention. The old-fashioned wooden tables of jointers, shapers, and saws have been replaced by solid and smooth iron tables, and their different mechanical devices for the purpose of guiding the operator in his work are safe and easy to handle. A great source of danger by the operation of circular saws has been eliminated or reduced by the adjustment of a steel splitter to the saw table, behind the saw. The splitter prevents the wood which is to be worked upon from binding on the saw; for, if a piece of wood closes in on the saw, it will be hurled back with great force, and numerous are the fatal accidents which in this way have occurred. Passenger and freight elevators have been provided with self-arting safety devices, which hold the cab securely to the sliding guides in case of a break of the cable, and the former chains and handbars on freight elevator landings have been giving way to automatic raising and lowering gates. Statistical researches ascribe fully 50 per cent. of all accidents to workmen on machinery, to exposed collar set screws and unsafe shaft couplings, but the old fashioned collar with its protruding, square-headed setscrews and the shaft coupling with exposed boltheads and ends, an eyesore to a mechanic, have been replaced by safety collars and couplings. To-day there is hardly any excuse for an accident caused by exposed collar setscrews or shaft couplings with projecting bolts, and operators of establishments where any such accidents occur should be held to strict account for the same. Safety collars and couplings do not cost any more money than the old-fashioned ones, and it is hard to conceive why their use has not become universal. Some machine shops which have no conception of the progress of times cling stubbornly to old customs, old practices and styles. They absolutely disregard the safety factor in the construction of machinery, and, to-day, as well as in former days, they will turn out old type collars and couplings. But the number of these is steadily decreasing."

ANOTHER POWER COMPANY.

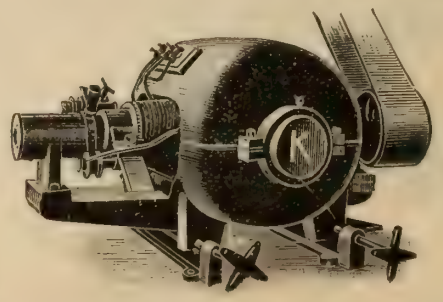
The incorporation of another large power concern, The Hamilton, Cataract Power, Light and Traction Co., is announced in The Ontario Gazette. The authorized capital is $5,000,000 and the provisional directors are: Hon. J. M. Gibson, James Dixon, J. R. Moodie, J. W. Sutherland, of Hamilton; John Dickenson, M.P.P., Glanford township; and J. A. Kammerer, Toronto, several of whom are now connected with a company of a similar name. Mr. Kammerer stated recently that the new company's relation to the old one would be determined at the annual meeting of the latter at Hamilton. The capital of the old company was $4,000,000 stock, besides bonds. The idea was to extend the existing plant two miles south of St. Catharines, where 5,000 h. p. was now developed.

OTTAWA'S INDUSTRIAL PROGRESS

ON Thursday evening, last week, in an address on "Ottawa's Industrial Progress," James W. Woods gave some information of interest to manufacturers. He said: "The fact that Ottawa enjoyed the same privileges of freight rates as Montreal and Toronto, indicated that its position, situated as it was on the main line of railroad connection, was quite as favorable from the point of view of transportation as that of either of its two older and as yet larger rivals. Large manufacturers of certain goods quoted similar prices delivered at Montreal, Toronto and Ottawa.

"It is not necessary in Ottawa, as is so often the case in larger places, to locate at an inconvenient distance from Customs house, post office, banks, and other centres. Land may still be secured in the very centre of the city at reasonable prices. In fact, land well situated for manufacturing or commercial purposes can be obtained at from 10 to 50c. per square foot.

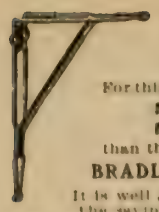
"There is no other place in Canada or the United States where such large and easily-developed waterpowers exist in such close proximity to a city already raised to a position of importance by its railroad connection and water communications, only awaiting the development of its natural resources to place itself in a



Kay Electric Dynamo and Motor Co., Limited

Manufacturers of Dynamos and Motors for all purposes, both direct and alternating currents. Special attention given to repairs.

Office and Works, 219-221 Queen St. East, Toronto.
Phone Main 1251. Estimates cheerfully given.



Will Hold Up a Shelf!

That's what a shelf bracket is for.

For this purpose there can be

NOTHING BETTER
NOTHING CHEAPER

than the . . . .

BRADLEY STEEL SHELF BRACKET

It is well **Japanned, Strong** and **Light**. The saving in freight is a good profit, aside from the **lower price** at which the goods are sold.

☞ Order direct or through your jobber.

ATLAS MFG. CO., New Haven, Conn., U.S.A.

Petrie's Machinery List.

BOILERS

12 in. x 180 in.	20 3/4 in.	tubes, horizontal
10 in. x 16 in.	80 ? in.	"
60 in. x 14 in.	21 ? in.	"
4 in. x 8 in.	40 ? in.	"
48 in. x 10 in.	42 ? in.	"
60 in. x 16 in.	84 ? in.	"
26 in. x 36 in.	14 ? in.	Economist
10 in. x 76 in.	28 2 in.	Self Contained
30 in. x 52 in.	17 ? in.	Upright
30 in. x 96 in.	30 2 in.	"
14 in. x 44 in.	13 2 in.	"
9 in. x 22 in.	8 2 in.	"
30 in. x 60 in.	21 2 in.	Submerged

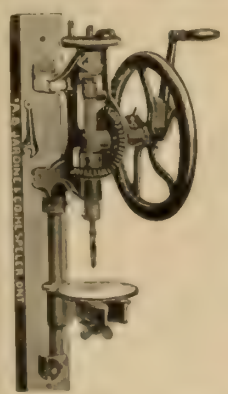
ENGINES

2 to 4 H. P. Marine Gasoline Engine, NEW
8 H. P. Economic Junction Gas " "
4 H. P. Detroit Cylinder Marine Gas Engine
7 in. x 14 in. Plain Slide Valve, Corliss Rod
16 in. x 16 in. " " Goldie & McCulloch Co
6 in. x 12 in. " " Beckett & Co
12 in. x 18 in. Rocking Valve, Watertous

Machines inspected and repaired in my own shop
Monthly Stock List sent for the asking

H. W. PETRIE

131 33 35 37 39 141 43 45 Front St. West and
8 10 12 14 16 18 2 22 Station St., TORONTO



TRADE MARK J REGISTERED

Blacksmiths' Hand Drills.

The very best.

A. B. JARDINE & CO.
HESPELER, ONT.

BUY KERR VALVES.

They give satisfaction every time.

Catalogue on application.

The Kerr Engine Co.
LIMITED
Walkerville, Ont.

DIAMOND EXTENSION STOVE BACK

They are easily adjusted and fitted to a stove by any one.

Please your customers by supplying them immediately with what they want.

Patented, July 11th, 1893. Canadian Patent, June 14th 1904

EXTENDED.

Sold by Jobbers of . . .

Hardware Tinware and Stoves.

Manufactured by THE ADAMS COMPANY, Dubuque, Iowa, U.S.A.
" " TAYLOR-FORBES CO., Limited, Guelph, Ontario.

"THE PEERLESS"

is the best Bolster Spring ever produced. A fine line for the hardware trade. **Write Us for Prices**

JAMES WARNOCK & CO., - GALT, ONT.

G. A. Crosby & Co. of Ontario,

SARNIA, ONT. LIMITED

Manufacturers of

Patent Automatic Can Making Machinery, Presses Dies and Special Machinery for Working Sheet Metal.

H. W. Petrie, 131-141 Front Street West, TORONTO—Selling Agent.

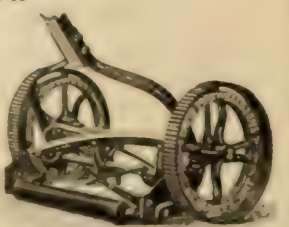
Steel Frame Churn.

DAVID MAXWELL & SONS,

ST. MARYS, ONT., CANADA.

"Maxwell Favorite Churn"

Patented Features: Improved Steel Stand Roller Bearings and Foot and Hand Lever Drive and Detachable Driving Link. Improved for season of 1903. Steel or Wood Frame as desired.



LAWN MOWERS.

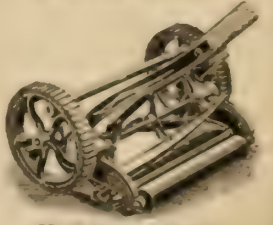
High and Low Wheels, from 12 in. to 20 in. widths. Cold Rolled Steel Shafting. Crucible Steel Knives and Cutting Plate.

If your Wholesale House does not offer you these articles

"THE MAXWELL" Lawn Mower.
High Wheel 10 inches.

SEND DIRECT TO US.

Wheelbarrows. In four different sizes.



MAXWELL MOWER.
8 Inch Low Wheel

position of the first importance as a manufacturing centre. The development of this waterpower is proceeding rapidly and has already reached 50,000 h.-p., while within reasonable distance there are waterpowers sufficient to develop over 750,000 h. p. The total minimum h.-p. of the portions of rivers within reasonable access or railways or canals is estimated at 917,403, of which only 58,400 is now in use, leaving 859,003 h.-p. available. This power can be readily obtained in large quantities for $15 per h. p., as compared with $25 up to $40 per h.-p. elsewhere, and the close proximity of the powerhouse insures a much more satisfactory and uniform energy, with a minimum of waste.

"The second of the two most important items in this cost of production or manufacturing is that of labor. Up to the present time the manufacturers of Ottawa have been particularly fortunate in their labor market and everything points to a continuation of this great advantage. In spite of the growing demand for labor, skilled and unskilled, there has never been any dearth of competent workmen in Ottawa. Living for the laboring man is cheap, wages fair, work always to be had, a fact which attracts labor.

"Ottawa enjoys as low insurance rates as any other city in the Dominion.

"The total industries of Ottawa and Hull number 221, and the capital invested reaches $13,083,790. The number of employes was 9,353 and the entire amount spent annually in wages $3,158,304, while the value of the products was $10,885,748. These figures are large, but not as large as they should be, for they were taken shortly after the big fire, when many industries were destroyed, which have since been rebuilt on a much more extensive scale."

SCOTCH ENGINE BUILDERS COMBINE.

A London, Eng., despatch states that the Scottish locomotive builders have practically completed a combination of the trade in Scotland. Hitherto there has been frequently mutual rivalry among the builders, which hindered successful competition with foreign makers. The Scotchmen believe that by combining they will be enabled to multiply the recent successes achieved by them in Canada, Japan and India against American and German competitors. The capital of the combination will be between £2,000,000 and £3,000,000 sterling. The combination at present embraces three Glasgow firms, Neilsen, Reid & Co., The Hyde Park Locomotive Works and Sharp, Stewart & Co., employing 7,000.

MACHINERY AND ELECTRICAL NOTES.

THE Jenckes Machine Co., of Sherbrooke, Que., have installed in The Granby, Que., Reduction Works, one of the largest ore-crushing plants in Canada.

The Roberval, Que., Electric Company have applied for incorporation.

Carmichael Bros., machinists, have registered to do business in Montreal.

Robt. W. Runciman, machinist Wingham, Ont., has sold out to J. Vasbinder.

The People's Light and Power Company, Limited, are applying for incorporation.

The Brennan Mill, Hamilton, Ont., will be ready for the installation of machinery in April.

The Canadian Automatic Light Co. have been incorporated in Walkerville, Ont., with $40,000 capital stock.

The Dominion Coal Co., Limited, will erect a modern coal-landing plant in St. John. G. H. Duggan is preparing the plans.

The Stuart-Arbuthnot Machinery Co., Limited, Winnipeg, have changed their style to The Stuart Machinery Company, Limited.

The Sherbrooke Iron and Manufacturing Co., Sherbrooke, Que., are changing their name to The Megantic Iron, Steel and Electric Power Railway Co.

After a legal struggle with L. A. Campbell, of Rossland, the city of Nelson, B. C., has secured a site for a power station and will develop its own electricity.

The St. John, N.B., Street Railway Company will expend $250,000 in improvements to the powerhouse. Much of this will be spent on new machinery and wires.

Robert Murray, of The Rat Portage Iron Works, returned home from a trip to the east last week. He made arrangements while away for the establishment of new machine works in Winnipeg.

The electricity of the Shawenegan Water and Power Co., brought from the Falls, 84 miles, to the limits of Montreal, over aluminum wires, and thence distributed, was turned into the city on Wednesday for the first time over the Lachine company's wires.

A representative of Nelson, Reid & Co., the large locomotive builders of Glasgow, Scotland, was in Montreal last week soliciting orders. He has been successful in getting one from the Canadian Pacific for 20 engines, making a total order of 40 engines for this company. He also expects to receive an order from the G.T.R.

The Waterous Engine Works, Brantford, Ont., have just completed a 1,200-gallon engine, the largest yet built by them, for Montreal. The boiler has been finished without the lagging, a new device in the construction of engines, which enables the easy detection of leaks and the remedying of them without trouble. A second engine is now being built for Montreal.

WINNIPEG WANTS MACHINERY.

C. J. Brown, city clerk of Winnipeg, is calling for tenders before February 17 for one No. 7½ Gyratory crusher, together with belting, pulleys, couplings, etc.; also one simplex-automatic engine, one boiler, duplex feed pump, two horizontal tubular boilers, with smokestack and smokebox, Tenders will be received at the office of the undersigned up to 8.30 p.m.

All machinery is to be delivered f. o. b. Winnipeg, and each tender must be accompanied by a full set of specifications and blue prints, showing setting of engine boilers and smokestack. Tenders may be for the whole or part of the above-mentioned machinery. Full information may be had from the manager, City Quarry, Winnipeg.

DEVICE TO PREVENT COLLISIONS.

A PATENT has just been issued to E. Peterson, St. Hilaire, Que., for a device which is to act as a pneumonic to train despatchers and telegraph operators.

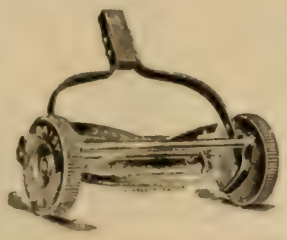
It is claimed that most of the railway accidents, especially those of recent occurrence, have been due to errors on the part of these officials. One explanation that has been advanced is that they are now burdened with too many duties. The majority of them are obliged to act as station agent, ticket agent, switchman, baggageman and at the same time keep their ears open for the ticker. With so many details the operator is liable to forget an order and allow a train to pass unnoticed and without the order intended for it.

Mr. Peterson's device consists of a convenient box or receptacle for train-order blanks, placed immediately behind a semaphore or signal-board lever which virtually locks its contents (the order blanks) till the lever is raised from across it, this process puts the semaphore or signal-board at "danger," thus preventing an operator accepting train orders for delivery before it is so set. Should an attempt be made to lower the semaphore or signalboard lever before the object of the extracted order blank has been accomplished and the blank returned to the box, the operator is warned by an electric bell. The bell also rings should the semaphore or signalboard fail to properly respond to the lever. The device is in operation on the Grand Trunk at St. Hilaire.

OUR LEADERS

The Woodyatt has been well tried, and is being made this season HIGH GRADE to maintain its enviable reputation.

The Star, an extremely popular, medium-priced mower, made throughout of good material.



The Daisy, a well-made, easy-running, low-priced mower for people with small lawns or slim purses.

If you desire our 1903 Lawn Mower Catalogue, shewing all the varieties we make, drop us a card.

We sell through the jobber only.

Taylor-Forbes Company, Limited, Guelph, Ont.

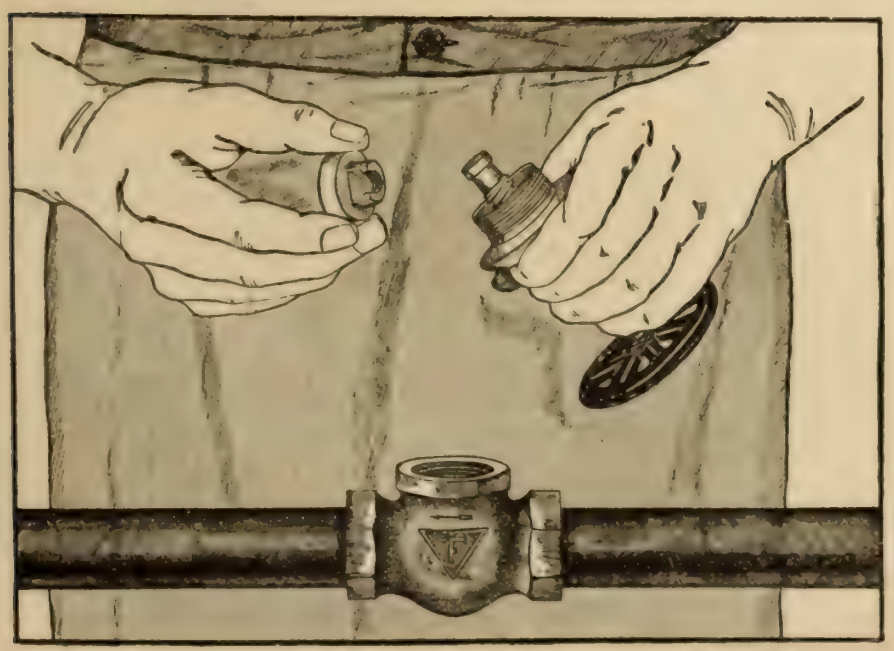
Largest lawn mower makers in Canada.

FAIRBANKS

RENEWABLE

Asbestos Disc Valves

UNQUESTIONABLY THE BEST VALVE ON THE MARKET.



See how easily a New Disc is put in position.

The Renewable Disc is easily inserted, and you have practically a New Valve.

Get our Catalogue and Discounts.

THE FAIRBANKS COMPANY

MONTREAL VANCOUVER

CAVERHILL LEARMONT & CO.

Selling Agents for

BLACK DIAMOND FILES

GEM AND BLIZZARD FREEZERS

ENTERPRISE GOODS
Meat Cutters, Coffee Mills, Measuring Faucets, etc.

LANDERS, FRARY & CLARK
High Grade Cutlery and Universal Food Cutters.

VULCAN & TRAP
Loaded Shells.

IVER JOHNSTON'S
Revolvers and Shot Guns.

STEVENS'
Rifles and Shot Guns.

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A "BULLISH" VIEW ON COPPER.

AN old time copper man, one who has been identified with the industry even prior to the Secretan syndicate, in an interview with The Montreal Gazette, says:

"I have recently returned from New York where I have been in conference with some of the largest copper producers and copper consumers in the country. I have also been in touch with a gentleman who was permitted, through the courtesy of Mr. Broughton, the son-in-law of H. H. Rogers, to go through the Perth Amboy works, where a year ago the Amalgamated people had accumulated a vast stock of copper. He tells me there is not a pound of surplus copper at these works to-day.

"I am convinced by reason of my investigations into the real status of the copper situation that we are on the eve of a big upward movement in the price of copper and copper shares.

"Mr. Chas. F. Brooker, the Connecticut brass manufacturer, who consumes yearly 100,000,000 lbs. of copper, tells me that he is running on a hand-to-mouth basis, and has practically no working supply on hand. I believe his position reflects the position of other large consumers.

"In the old Secretan days, and I may say incidentally that I was present at the bankers' conference when efforts were being made to dispose of the vast surplus stock then existing without further demoralizing the market, I was a buyer of the metal as a speculation at 8⅜c. per lb. I made more money in this little speculation commensurate with the funds invested than I ever made before or since. At that conference I, the youngest man present, was called upon to express my views of the situation. I apologized for my youthfulness and inexperience, but stated that I believed the increasing electrical developments and new uses for copper would within a very few years so increase the consumptive demand as to put copper to above 10 and even 11c. per lb. The situation was so dark at that time, however, that even 9c. looked like a very satisfactory figure.

"I am just as firmly convinced to-day that we will see much higher prices for copper in 1903 as I was at that time that we should quickly recover from the 8½c. level.

"It is a mistake to say that the Amalgamated people were, several months ago, depressing the market for any other purpose than simply that of selling copper. They have got all they want of storing supplies of the metal.

"It may not be amiss to state what I know to be the facts regarding the determination of the Amalgamated people two years ago against the strenuous opposition of the late Leonard Lewisohn to maintain a 17c. market. It is generally conceded that Leonard Lewisohn was the brainiest copper merchant the industry has ever known. He told Messrs. Rogers, Rockefeller, Broughton, et al., new men in the business, that they were acting like children in their mad policy of attempting to hold the price of copper at 17c. 'They got mad with me,' said Mr. Lewisohn, but before very long saw the error of their ways. After they had accumulated 250,000,000 lb., they were determined to unload in a hurry and put the price to 10c., if necessary, but I again urged them not to go below 12c., as the world would take all and more at this figure. But no, the new men in the business would have their way, and the result is that they sold their 250,000,000 lb. of accumulated copper, and 150,000,000 lb. more at an average of 11c. They were compelled to keep the price at a low level for some time in order to cover the sale of the 150,000,000 lb. which they did not own.'

"The consumption of copper to-day is enormous, and a smaller stock of visible and invisible supplies exists in proportion to the consumption than was ever before known in the history of the metal."

MONTREAL ROLLING MILLS ANNUAL.

The staff and employes of The Montreal Rolling Mills Co. held their third annual dinner on Saturday night, February 7, in the Place Viger Hotel. The affair was one of the most enjoyable of any yet held, and included a large number of guests.

Speeches, songs and recitations enlivened the evening. The toast list brought out several entertaining speeches. To "Our Guests," proposed by J. L. Waldie, secretary, three happy replies were heard from A. Morris, F. S. Hickey and J. Dougherty. J. R. Kinghorn, sales manager, proposed "Our Chief," and Wm. McMaster, vice-president and general manager of the company replied. "Our Works" was proposed by W. E. Fessenden, and responded to by the general superintendent, M. F. Derrick.

Musical and literary selections were given by F. S. Hickey, J. G. Poole, J. Dougherty, W. R. Boyd, J. Meyers, H. T. Diplock, E. Osborne and F. Singer. The last musical selection of the evening was a chorus by the entire company entitled "God Save the King."

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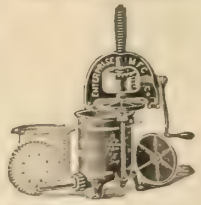

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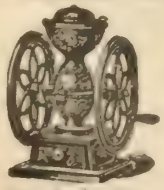

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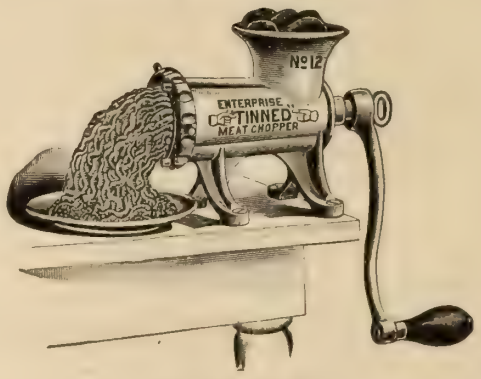

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COMMUNICATION WITH P.E.I.

BUSINESS men can scarcely look on with unconcern while communication between Prince Edward Island and the main land is, for days at a time during the winter, wholly cut off.

When, day after day, neither mails nor merchandise can be transhipped either to or from the Island, it is time that ways and means were seriously considered for overcoming the difficulty.

When Prince Edward Island was taken into the Dominion it was with the distinct understanding that the Federal Government should provide means for maintaining communication between the Island and the main land the year around. This it has not succeeded in doing. We are reminded of this year after year.

Something certainly should be done. For its size there is no part of the Dominion richer in agricultural possibilities than Prince Edward Island. It is a veritable garden. But its possibilities are necessarily curtailed by the lack of regular and permanent means of communication with the rest of the Dominion during the winter months.

What is best to be done in the premises we are not prepared to say. A tunnel would be a costly undertaking, but if a tunnel is the only remedy for the unsatisfactory state of affairs which is being experienced year after year, then the sooner we set our face to the task of building it the better. In the meantime the Dominion Parliament should carefully consider the matter, and obtain advice from competent engineers.

With proper communication with the main land, Prince Edward Island would become a more valuable asset of the Dominion.

THE BINDER TWINE TARIFF.

A DEPUTATION, representing eleven factories, waited upon the Minister of Customs on Wednesday, February 11, asking for the imposition of a duty of 12½ per cent. on binder twine. It will be remembered that in the tariff revision of 1897, binder twine was put upon the free list, the change going into effect on January 1, 1898. Thus, for over five years the manufacturers of binder twine have been without any protection whatever. The duty prior to this was 12½ per cent.

At the time binder twine and barb wire were put upon the free list, we protested that it was unfair to single out these two industries for a free trade experiment. If it was decided to introduce free trade, it should have been applied to all industries alike and not these two singled out. The barb wire industry has certainly been killed in this country as a result. And while the binder twine industry has not suffered a similar fate, it has had an extremely hard time of it.

The year that binder twine was put upon the free list, the importation of that article was valued at less than $500,000, while, during the fiscal year 1902, the imports were $1,507,311.

It is estimated that 75 per cent. of the binder twine used in Canada now comes from factories in the United States. It is true that when binder twine was put upon the free list, the raw material, which enters into the manufacture of the same, was also put upon the free list; but the manufacturers claim that this is of no value to them, as undressed hemp has always been admitted free in Canada. But the mere fact that there is no protection on binder twine is not the only difficulty encountered by the manufacturers in Canada. As our readers are well aware, most of the fibre from which our binder twine is manufactured comes from Manilla, on which there is an export duty of about ½c. per lb. This tax does not come upon the United States manufacturers at all, as Congress, about 11 months ago, passed a law authorizing the refunding of this ½c. per lb. to the home manufacturers importing manilla fibre. This means that on the raw material they have an advantage of ½c. per lb. over the manufacturers in Canada. Besides this, they have a protection of 45 per cent. under the tariff, which Canada has not. Therefore, it is practically impossible for the latter to export their surplus to the United States.

When binder twine was first made in Canada there was a protection of 25 per cent., and, under the circumstances, we feel justified in urging the Government to restore the rate of duties existing prior to 1898, namely, 12½ per cent.

COURTESY IN BUSINESS.

WHAT is more pleasant than to meet a courteous business man, one who is the gentleman in season and out of season? Who is more popular than the man who is considerate of the rights and feelings of others at all times?

Yet, how many one meets in a day who are lacking in the fundamental characteristic of the gentleman, viz., courtesy. There is the merchant who is always "too busy" to say even a friendly word to the traveller, employe or customer who wants to have five minutes' conversation with him; there is the traveller who so lightly regards the rights of others that, without even an apology, he breaks in on a conversation to rush through "his little say" to the merchant he desires to reach. There is the customer who is bound to be served the moment he or she enters the store, regardless of those ahead, and there is the boor who has not much "on his hands," and who spends sometimes hours in useless talk.

Examine yourself. Are you as courteous, as considerate as you might be? If not, it is time to start along new lines, for courtesy, like charity, "never fails." It is one of the most valuable qualities that any business man, whether clerk or employer, can possess. Are you losing business or friends by discourteous treatment? If so, you can easily stop the loss in future, for it is easy to be obliging and pleasant when one desires to.

VULGAR COMMERCIALISM.

THE Toronto Globe has come to the aid of the Toronto University. Besides printing a copy of President Loudon's letter, which appeared in last week's issue of HARDWARE AND METAL, it comes out with an editorial which exhibits quite a little temper. Among other things our contemporary says :

> Such criticisms are made, not by this writer alone, but by others whose ideal of a university is an overgrown, third-rate commerciai college. They care for nothing in education but what in their intellectual blindness they call "practical"; not knowing that what they call practical education is the merest vanity unless solidly based on a broad and genuine culture. They scorn philosophy and count the study of literature useless, and they care nothing for languages except in so far as a smattering of them may be useful for commercial purposes. Their interest in the sciences is not for the sake of scientific culture, but only that they may have the "offer of a place." To make a living is their aim, and unless a university, in the easiest and vulgarest way, helps them to that low aim, they count it of no avail.

It is evident The Globe is not clear in regard to the position taken by HARDWARE AND METAL. We have no desire to make Toronto University a commercial college, even of first-rate, let alone third-rate, calibre. "Broad and genuine culture" we would not for one moment depreciate. On the contrary, we recognize that it is all too scarce a quality these days. Culture is defined by Webster as "enlightenment and discipline acquired by mental training."

But the more useful and practical this mental training makes those who are subject to it the better. The word "practical" appears to be offensive to The Globe. But we cannot understand why it should. That which is practical is "capable of being turned to use or account," or as another definition puts it, is "being ready to apply knowledge to some useful end."

All we ask is that the studies in Toronto University be made more attractive to those whose aim in life is not law, medicine, dentistry, music, or the church. Surely no sensible and unprejudiced man would hold that while there is no transgression of the principles of culture when a young man enters the university to prepare himself for law, or medicine, or the church, the aim is "low" and the way "vulgar," when he enters its precincts to prepare himself for commerce or agriculture.

Ninety-nine out of every one hundred men who enter the University of Toronto, or any other university for that matter, have some aim in life. Those who, perchance, have not are scarcely the material from which successful men are made, either for the professions or any other vocation. Those students who have an aim in life naturally make choice of those subjects in the university curriculum which are deemed most helpful in preparing them for their future career. They should be commended, not blamed, for this.

Our contention is that the young man whose aim in life is other than one of the professions should be given the same opportunities in the university as he who has a professional career as his goal. Because we demand this for the University of Toronto, and urge that the Senate be made more representative in its character in order that this end may be obtained, President Loudon demurs, and The Toronto Globe waxes indignant, and that in the face of its own editorial statement that "the University of Toronto is not what its best friends would like to see it."

We fear that those who are displeased with the movement for remodelling the Senate of the University of Toronto with the object of making it more representative, is born of the old aristocratic idea that those engaged "in trade" were an inferior class.

But just as the admission of the burgesses to the Parliament of 1295, completed the fabric of the British representative constitution, so, in time, when more modern ideas obtain, may we expect to see the fabric of the Senate of Toronto University more representative of the industrial life of the Province and the curriculum broader in its provisions.

"Our universities," said Samuel Johnson, are impoverished of learning by the penury of their provisions." And this in a sense can also be said of Toronto University.

LOOKING AHEAD.

THE unusual demand at this season of the year for bicycle sundries leads one to think that there are a great many men amusing themselves at home these winter evenings cleaning and overhauling their wheels, intent on being in the swim when the season opens up. No doubt they have caught the general feeling that the revival of wheeling as a pastime will be very much in evidence this year.

The bicycle is here to stay, and with its cushion frame has reached perfection. It must be acknowledged that the wheel is of relative value as a means of transportation to either our railways or the horse. At the same time, we must admit that we cannot do without the horse, and the same applies to the bicycle. Although we have several new methods of locomotion, the horse will always be with us and the bicycle will keep it company.

As an evidence for the demand of bicycle hardward, we would instance the fact that it has been found necessary to build a large addition to the factory of the largest firm of bicycle and accessories manufacturers in Canada for the growing trade of this branch of the business. This should inspire confidence with the hardwaremen to stock an assorted line of bicycle sundries early, as there is no douht from now on there will be a steady and growing demand for them. This business should not be turned away and allowed to drift into the hands of irresponsible dealers.

A STEP TOWARDS A SETTLEMENT.

WITH the ratification on the Alaskan agreement by the United States Senate another step has been taken toward what is to be hoped will be a settlement of a long-standing boundary dispute between Canada and the United States.

The action of the Senate in ratlfying the agreement was rather unexpected, in view of the outspoken statements of some of the senators who are opposed to it. When the matter came before the Senate in an executive session on Wednesday, the opposition was very slight indeed, and the resolution ratifying the agreement was adopted without even the yeas and nays being called. It is possible that the influence of the President has been at work.

Although the last obstacle, or what is practically the last obstacle, in the way of the appointment of the jurists who will consider the boundary question has been removed, we must not build too much hope upon the question being finally settled by them, for it must be remembered that there are on each side three jurists, and, as no provision is made for an arbitrator, should these be unable to come to a decision, a deadlock will ensue and the question will still be the subject for further negotiations.

In view of this, it is most important for both countries interested that the jurists appointed by each shall be men not only thoroughly competent to deal with the question, but men of an open mind.

INDUSTRIAL GOSSIP

THE Canadian Northern Railway have orders placed for 1,000 freight cars. They are also having 29 engines built at Kingston.

W. F. Farrell will erect a new sawmill at Vancouver.

The Kingston Locomotive Works will import 75 more machinists from Germany.

A new sawmill is to be erected by Messrs. Ludgate, of Vancouver, at Arrowhead, B.C.

About 60 miles of the Temiscaming Railway are under construction, 2,000 men being employed in the work.

D. D. Mann stated in Halifax last week that the construction of the South Shore line in Nova Scotia would be started in March.

A railway 8½ miles long, from Preston to Berlin, Ont., was opened last week. The electrical equipment is not yet quite complete.

It is rumored in Eastern Ontario that Beach, the Winchester stove manufacturer, may move his foundry to Brockville in order to obtain better shipping facilities.

The Kawartha Lake Navigation Co., of Lindsay, have been incorporated with $50,000 capital. Provisional directors are: John Carew, Joseph B. Parkin and T. H. Hamilton.

The Point Edward Elevator Co. have been incorporated with $200,000 capital. Provisional directors are: Thomas Long, J. J. Long, D. S. Laiser, J. K. Hooper and H. F. Moyers.

The Toronto Iron Moulders' Union have decided to ask for a reduction of an hour in their day's work, making a nine hour day, and that the present rate of wages $2.75 per day be continued.

The by-law submitted to Guelph citizens in favor of taking $25,000 stock in the electric road to Hespeler, carried by 486. A lady 87 years of age was one of those who voted for it. The legality of the by-law will now be tested.

The Eastern Canada Coal Co., of Toronto, have been incorporated with $2,000,000 capital. The provisional directors are: H. J. Wright, John Payne, Richard Credicott, W. J. Gilchrist and Henry Townbee.

Notice is given from Toronto that the Mexican Light and Power Co. will apply to the Parliament of Canada for an Act authorizing the company to acquire and operate railways, tramways, telegraph and telephone lines to utilize a concession in Mexico.

The contract for the construction of a railway from Halifax or Dartmouth, N.S., to the Strait of Canso, via St. Mary's and Guysboro has been signed, and as soon as it is ratified by the Nova Scotia Legislature the construction work will be started.

The C.P.R. has promised to take the first year's output in the way of locomotives of The Canada Foundry Co. at that company's new works at Toronto. The company will start in to develop a permanent business in locomotive buildings as soon as their works are completed.

Moose Mountain, Limited, have been incorported with $100,000 capital stock, with object of handling the Hutton Township iron deposit, the directors being Chas. S. Osborn and Otto Fowle, Sault ste. Marie, Mich., and John McKay, W. H. Hearst, and Jas. L. Darling, Sault Ste. Marie, Ont.

Graham Fraser, of The Nova Scotia Steel and Coal Co., predicts that the output of coal at Sydney Mines next year will be between 4,000 and 5,000 tons, that the coke ovens now in course of construction at the former place would be in operation next July and that the new blast furnace would be ready in the autumn.

Among the companies incorporated in Ontario last week were: The Belleville Packing Co., meat packers, $50,000; James Jolley & Sons, Hamilton, saddlery, $100,000; Barton Building Co., Hamilton, $40,000; St. Mary's River Navigation Co., Sault Ste. Marie, $40,000; Midland Coal Dock Co., $50,000; Renfrew Nurseries Co., Renfrew, $40,000.

A new foundry building is to be erected to the plant of the Niagara Falls (Ont.) Machine and Foundry Co. The building will be 100x60 ft., and the town has granted a nine year lease of the land on which the building will be erected to the company. The rapidly increasing business of the Machine Company makes the enlargement of their plant necessary.

Capt. G. L. Cates is constructing a marine railway in Vancouver capable of docking vessels up to 400 tons. Most of the machinery and ironwork has been bought. The power necessary to operate the cradle will be electricity. A 60-horse-power motor will be installed at the head of the ways. This motor will furnish power to a large drum capable of winding on 500 ft. of steel cable per minute under the power mentioned.

Application will be made at the next session of the Manitoba Legislature for the incorporation of a company to build and operate a steam railway from Winnipeg to St. Agathe, Man., of the Manitoba Constructive Co., Winnipeg, whose object is to carry on business as building contractors; to The Dominion Oxygen Light Co., Limited, who propose to supply lighting by means of a new invention in carbureters, and to the Hartney, Man., Farmers' Elevator Co.

BUSY BRANTFORD

An industrial boom is anticipated in Brantford, Ont., this summer. The Cockshutt Plow Co. and The Malleable Iron Works are being rapidly constructed. The Wm. Buck Stove Co. will erect a new enlarged plant in the spring. The Wm. Paterson & Son Co. will erect a large addition to their plant. All this means the employment of hundreds of new men and added activity in building circles.

MILLS BURNED AT HAMPTON

The Elewelling Co.'s mills at Hampton Village, N.B., were destroyed by fire on Friday last. The saw mill, grist mill, box factory, shingle mill, dry house and all their contents, except, perhaps, the boilers, which were full of water, are a total loss, covered by $25,000 insurance. The actual loss is unknown, but many times that. About 150 hands are thrown out of employment, and, unless the mill is rebuilt at once, Hampton will become a deserted village; in any event, there will be much suffering.

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

Montreal, February 13, 1903.

HARDWARE.

THE hardware trade is being rushed at present and nearly all the wholesale houses are working their men at nights in order to keep up with the demand. Winchester rifles have advanced and the list price on Model 1895 is now $30 instead of $25. The price of German Holland chains for spring and summer deliveries is somewhat lower. The list price for lanterns for next season is out, and the prices will remain the same as we have been quoting. Building paper has declined and is now sold at the same prices as quoted previous to last week's advance, namely. Dry sheathing, 35c. and tarred sheathing, 45c. The market for horse nails is very unsettled, and although there is a discount price to be had on nearly every brand, they are all subject to change without notice. A few inquiries have been received this week for cement, but the market does not really open until about the middle of March.

LAWN MOWERS.—There is a bright outlook for lawn mowers, and already a good trade is doing. Our quotations are as follows: 10½ in. wheel x 12 in. cutter, $7.50; by 14-inch cutter, $8.00; by 16-inch do, $8.50; by 18-inch do, $9.00; by 20-inch do, $10.00. Star, 9-inch wheel by 12-inch cutter, $5.50; by 14-inch do, $5.75; by 16-inch do, $6. Daisy, 8-inch wheel by 12-inch cutter, $4.90; by 14-inch do, $5.10; by 16-inch do, $5.30. Philadelphia pattern, 7½-inch wheel by 10-inch cutter, $6; by 12-inch do, $6.50; by 14-inch do, $7; by 16-inch do, $7.50. Grass boxes are quoted as follows: 12-inch, $2.25; 14-inch, $2.25; 16-inch, $2.50; 18-inch, $2.50; 20-inch, $2.75. The discount on all the above is 50 per cent. off.

BARB WIRE.—The market is steady and a fair trade is doing. We quote: $2.80 per 100 lb. f.o.b. Montreal; $2.15 f.o.b. Cleveland, in carlots of 15 tons; $2.67½ f.o.b. Cleveland, in smaller lots.

GALVANIZED WIRE.—Little business is being transacted in galvanized wire, and prices remain unchanged. We quote as follows: No. 5, $3.70; Nos. 6, 7 and 8, $3.15; No. 9, $2.55; No. 10, $3.20; No. 11, $3.25; No. 12, $2.65; No. 13, $2.75; No. 14, $3.75. In carlots, f.o.b. Cleveland: No. 5, $2.20; Nos. 6, 7, 8 and 9, $2.15; No. 10, $2.20; No. 11, $2.25; No. 12, $2.30; No. 13, $2.40; No. 14, $2.50. In less than carlots, 12½c. per 100 lb. extra is charged.

SMOOTH STEEL WIRE.—This market is without change and business is quiet. We quote: Bright and annealed, $2.50 per 100 lb. f. o. b. Montreal, Toronto, Halifax, London, Hamilton and St. John. Net extras per 100 lb. are now as follows: Coppered wire, 60c.; tinned wire, $2; oiling, 10c.; spring wire, $1.25; best steel wire, 75c.; bright soft drawn, 15c.; special hay-baling wire, 30c.

FINE WIRE.—Several inquiries have been received during the week for fine wire. The discount is still 25 per cent., with the following extras: 1 and 2 lb. hanks, 25c. per 100 lb.; ½ lb. hanks, 37½c. and ¼ lb. hanks, 50c.

BRASS AND COPPER WIRE.—Trade is quiet and the discount remains at 62½ per cent.

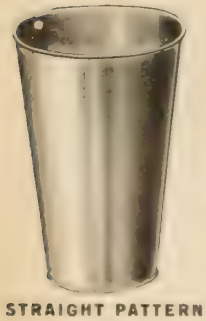
FENCE STAPLES.—The market is firm and a good trade is reported. The prices are as follows: $3 per 100-lb. keg for galvanized staples and $2.80 for bright, with 25c. extra for 25 and 50-lb. packages.

WIRE NAILS.—A good movement is reported in wire nails. Our quotations are now as follows: Carlots, $2.40 and small lots, $2.45 per keg f.o.b., Gananoque, Montreal, London, Hamilton, Toronto, Brantford, Windsor, Ont., and St. John.

CUT NAILS.—There is a brisk demand for spring delivery, with the prices firm. In carlots, the price is $2.40 and in small lots, $2.45 per keg.

HORSE NAILS.—The market is quite unsettled and is inclined to advance. We

SAP PAILS and SPILES

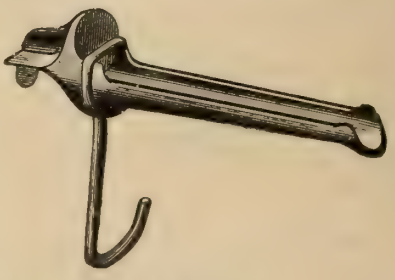


STRAIGHT PATTERN

FLARING PATTERN

These goods will be needed before long, and your customers may ask for them any time now.

If you require either spiles or pails, we can ship you any quantity the same day the order reaches us.



Sap Pails

Made in six sizes in both straight and flaring patterns.

"Eureka" Cast Iron Sap Spiles

The superiority of these spiles over all others is well known to the trade.

Tinned and Galvanized Iron, in the following sizes and Gauges, for sap pans, always in stock:

Tinned Iron	*Galvanized Iron*
48 x 96 x 20	48 x 96 x 16
48 x 96 x 22	48 x 96 x 18
36 x 84 x 22	48 x 96 x 20
	48 x 96 x 22

Prompt Shipment Guaranteed

The McClary Manufacturing Co.

LONDON, TORONTO, MONTREAL, WINNIPEG, VANCOUVER, AND ST. JOHN, N.B.

"Everything for the Tinshop."

ENGLISH
GERMAN
BELGIAN
CANADIAN
AMERICAN
} PORTLAND CEMENTS.

FIRE
BUILDING
ENAMELLED
SILICA
MAGNESIA
} BRICKS.

DRAIN
CULVERT
} PIPES.

F. HYDE & CO.

31 WELLINGTON ST., MONTREAL

. . FULL STOCK . .

Salt Glazed Vitrified

SEWER PIPE

Double Strength Culvert Pipe a Specialty.

THE CANADIAN SEWER PIPE CO.

HAMILTON, ONT. TORONTO, ONT.
ST. JOHNS, QUE.

Deseronto Iron Co.

LIMITED

DESERONTO, ONT.

Manufacturers of

CHARCOAL PIG IRON

BRAND "DESERONTO."

Especially adapted for Car Wheels, Malleable Castings, Boiler Tubes, Engine Cylinders, Hydraulic and other Machinery where great strength is required; Strong, High Silicon Iron, for Foundry Purposes.

"MIDLAND"

BRAND

Foundry Pig Iron.

Made from carefully selected Lake Superior Ores, with Connellsville Coke as Fuel. "Midland" will rival in quality and grading the very best of the imported brands.

Write for Price to Sales Agents

Drummond McCall & Co.

MONTREAL, QUE.

or to

Canada Iron Furnace Co.

MIDLAND, ONT. Limited

quote "M" brand, "O.K." and "New City" brads 55 per cent.; countersunk heads prices quoted on application. Clipper brand, 40, 10 and 5 per cent. off. "Monarch," 60 per cent. and "Peerless," 50 per cent.

HORSESHOES.—The demand is steady and prices are unchanged. They are as follows: Iron shoes, light and medium pattern, No. 2 and larger, $3.45; No. 1 and smaller, $3.60; snow pattern, No. 2 and larger, $3.60; No. 1 and smaller, $3.85; X L. steel shoes, new light pattern, sizes 1 to 5, No. 2 and larger, $3.45; No. 1 and smaller, $3.70; feather weight, all sizes, 0 to 4, $5; toe weight, all sizes, 1 to 4, $6.25. Shoes, more than one size in a keg, 10c. per keg extra f.o.b. Montreal only.

RIVETS AND BURRS.—A few orders are being booked but the market is generally quiet. The discounts follow: Best iron rivets, section carriage and wagon box, black rivets, tinned do., coppers rivets and tinned swedes rivets, 60 and 10 per cent.; swedes iron burrs are quoted at 55 per cent. off; copper rivets with the usual proportion of burrs, 45 per cent. off and coppered iron rivets and burrs, in 5 lb. carton boxes are quoted at 60 and 10 per cent. off list.

BOLTS AND NUTS.—The demand is slow and prices are steady. Discounts are: Norway carriage bolts, 55 per cent.; common, 50 and 10 per cent.; full square carriage bolts, 55 per cent.; machine bolts, 50 and 5 and 10 per cent.; coach screws, 66 2/3 per cent.; sleighshoe bolts, 65 and 5 per cent.; blank bolts, 50 and 5 per cent.; bolt ends, 50 and 5 per cent.; plough bolts, 50, 5 and 10 per cent.; T bolts, 67½ per cent.; stove bolts, 67½ per cent. Nuts, square, 3½c. per lb. off list; hexagon nuts, 3½c. per lb. off list. To all retailers an extra discount of ½c. per lb. is allowed.

SCREWS.—The trade is quiet and the prices are unchanged. Our quotations follow: Round head bright, 82½ and 10 per cent.; flat head bright, 87½ and 10 per cent.; brass, round heads, 75 and 10 per cent.; brass, flat heads, 80 and 10 per cent.

CORDAGE.—There is a fair trade doing in rope. Our quotations are as follows: Pure manila, 14c.; British pure manila, 12c.; sisal, 11c.; double lathyarn, 11c.; single lathyarn, 10½c.

BUILDING PAPER.—The prices in building paper have declined 5c. during the past week. Tarred felt, $1.75 per 100 lb.; 2 ply, ready roofing, 90c. per roll, 3 ply, $1.15 per roll, carpet felt, $2.25 per 100 lb., dry sheathing, 35c. per roll; tar sheathing, 45c. per roll; dry fibre, 55 per roll; tarred fibre, 60c. per roll. O K and I X L, 65c. per roll; heavy straw and sheathing, $30 per ton; slaters' felt, 60 per roll.

SCREEN WIRE CLOTH.—A brisk demand is reported and the demand is firm. We quote $1.10 per 100 square feet.

FIREBRICKS.—There is no change in the market for firebricks. We quote as follows: English, $16 to $22 and Scotch, $17 to $22 per 1,000.

CEMENT.—A few inquiries have been received, but as yet the spring trade is quiet. Quotations are as follows: Canadian cement, $1.90 to $2.25; German, $2.20 to $2.30; English, $2.15 to $2.25; Belgian, $1.70 to $1.95 per barrel ex store, and American, $2.10 to $2.20 ex cars.

SNOW SHOVELS.—Business is about over for snow shovels with the exception

PIG IRON

"CARRON" brand

Scotch Iron.

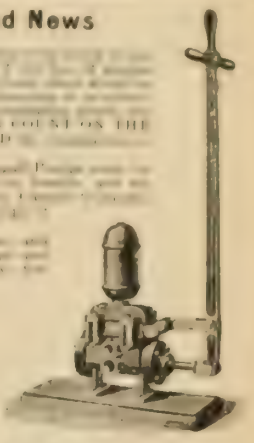
Best Quality. Prompt Shipment.
Low Price.

A. C. LESLIE & CO.

509-512 Merchants Bank Building.

MONTREAL.

No News is Good News



The R. McDougall Co., Limited,

GALT, ONT.,

Manufacturers of High Class Pumps

Pig Iron

We offer the following brands, to arrive, viz:

No. 1 "SUMMERLEE."
" 1 "GARTSHERRIE."
" 1 "EGLINTON."
" 1 "CARNBROE."
" 1 "MIDDLESBORO'."
" 3 do.

Write for quotations.

ADAM HOPE & CO.

Hamilton, Ont.

NOVA SCOTIA STEEL & COAL CO., Limited

NEW GLASGOW, N.S.

Manufacturers of

Ferrona Pig Iron

And SIEMENS MARTIN

OPEN HEARTH STEEL

of a few small orders. Prices are as follows: "Habitant," $2.25 to $2.40; "Victor," 10 per cent off; steel railroad shovels, 18 and 5 per cent off.

FIRE SHOVELS.—There is a fair trade doing and the discounts are: No. 70, 38½ to 40c. per dozen; No. 55, 55 to 60c.; No. 57, 82½ to 90c.; No. 60, 82½ to 90c.; No. 65, $1.37½ to $1.45; No. 80, 50 to 55c.; "Duplex," No. 7, $1.21; No. 9, $1.52; No. 11, $1.82.

COAL HODS.—The market is quiet. We quote: Japanned, 16 in., $4.50 per doz.; 17 in., $4.80; 18 in., $5.10; with gold band, 17-in., $5.10; 18-in., $5.40. Galvanized, 16-in., $6.20; 17-in., $6.50; 18-in., $6.80 per doz. The discount is 45 per cent.

LANTERNS.—There is a small trade doing in lanterns, and the prices are firm. We quote: Tilt, lift or hinge, No. 0, $4 per doz.; Cold Blast, $7 per doz.; dashboard, No. 0, $5.75 per dozen; cold-blast dashboard, $9 per dozen. Extras are as follows: Japanning, 50c. per dozen; copper-plating cold blast, $2 per dozen. The prices quoted are f.o.b. London, Hamilton, Toronto, Belleville, Kingston and Montreal.

METALS.

There is every indication that the spring trade in metals will be quite up to that of last year. Pig iron on spot is not plentiful, and foundrymen in various sections of the country are somewhat embarrased in their operations by the lack of supplies. On a fair-sized lot of ordinary $21 net terms was paid. Pig lead is very firm and an advance is likely to take place in the near future. Sheet copper is also firm and prices may go up. Brokers report a big demand for boom chain and chain generally, while the prices are steady and no advance is looked for. The cause for this brisk demand is the opening of the lumber business. There is no special feature to mention in connection with the foreign markets, other than that Canada plates are 1s. 3d. lower per ton and the market is easier than it was a week ago.

BAR IRON.—The market is steady. We quote: Merchants' bar, $2; horseshoe iron, $2.25; forged iron, $2.30.

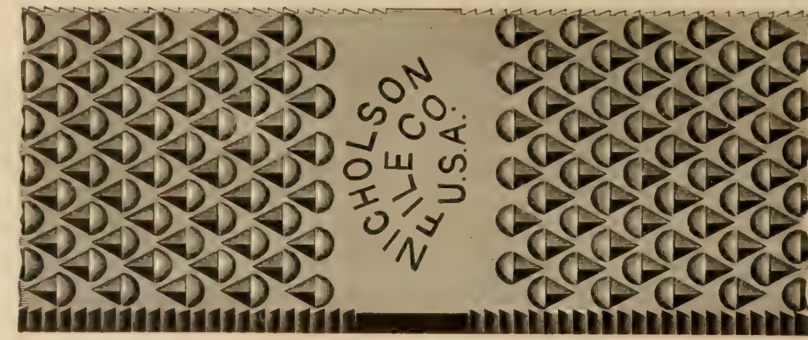
BLACK SHEETS.—The demand continues good and the prices firm. We quote: 28 gauge, $2.65; 26 gauge, $2.60; 20 to 24 gauge, $2.50; 8 to 20 gauge, $2.50

GALVANIZED IRON.—There is not much doing in galvanized iron at present. We quote: No. 28, Queen's Head, $4.40; Apollo, 10¾-oz., $4.30; Fleur de Lis, $4.15; Comet, $4.10; "Bell" brand $4.05. For less than case lots 25c. extra is charged.

LEAD PIPE.—Business is good and the market is steady. Composition and waste are quoted at 8c. and ordinary at 7c. The discount is 37½ per cent.

IRON PIPE.—A steady demand for spring delivery is reported. Quotations follow: Standard pipe, per 100 feet, in lengths under 19 feet: Black, ¼, $2.40; ⅜, $2.65; ½, $2.85; ¾, $3.65; 1-in., $5.20; 1¼, $7.35; 1½, $8.95; 2 in., $12.55. Galvanized, ¼, $3.20; ⅜, $3.45; ½, $3.85; ¾, $5; 1-in., $7.20; 1¼, $10.05; 1½, $12.20; 2-inch, $16.85. Extra heavy pipe, plain ends, are quoted per 100 feet as follows: Black, ½, $4.20; ¾, $5.25; 1-in., $7.55; 1¼, $10.55; 1½, $12.75; 2-in., $17.60. Galvanized, ½, $5.20; ¾, $6.65; 1-in., $9.55; 1¼, $13.25; 1½, $16; 2-in., $21.90. For threads and couplings, 5 per cent. is added. Trade discount, 5 to 7½ per cent.

Standard Horse Rasps

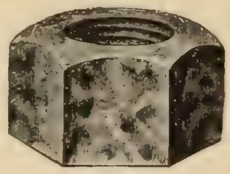


"Kearney & Foot," "Nicholson," "Arcade," "Globe."

Warranted.

All of the above brands are celebrated for their Sharp Elastic Teeth and Uniform Temper
For sale by all prominent Hardware dealers.

NICHOLSON FILE CO., DOMINION WORKS, PORT HOPE, ONT.



THE JOHN MORROW MACHINE SCREW COMPANY, Limited

Manufacturers of

Set and Cap Screws, Special Milled Work, Engine Studs. Etc. Cold Punched Nuts of every variety of finish.

INGERSOLL, ONT.

BLOCK TIN PIPE, COMPOSITION PIPE,

ALL SIZES TO ORDER.

THE CANADA METAL CO., WILLIAM STREET, **TORONTO.**

CYCLONE LAWN AND CEMETERY FENCE.

We build it from 24 inch to 42 inch high, from **14c.** to **19c.** per running foot. The best and strongest in the market. We build farm fences and gates of all sizes.

Cyclone Woven Wire Fence Co., Limited

Write for price. **TORONTO**

SILVER-PLATED WARE.

We have everything in

Silver-Plated, Hollow, and Flat Ware, Soda and Bar Spoons, etc.

NEW DESIGNS AND LOW PRICES.

A very wide range in Flat Ware—many beautiful pieces.

IF YOU HAVEN'T OUR CATALOGUE, WRITE FOR IT.

E. W. Gilmore & Bro., Agents M. S. Benedict's Goods. BAY STREET, **Toronto**

TINPLATES.—The local market is firm We quote: Cokes, $4.25 to $4.50 and charcoals, $4.75 to $5.

SOIL PIPE AND FITTINGS.—A few spring orders were received during the past week. The discounts follow: Light soil pipe, 3 to 6 inch, 50 per cent.; medium and extra heavy soil pipe, 2 to 6 inch, 60 per cent.; extra heavy soil pipe, 8 inch, 45 per cent.; light fittings, 2 to 6-inch, 50 and 10 per cent.; medium and extra heavy fittings, 2 to 6-inch, 60 per cent.: extra heavy fittings, 8 inch, 45 per cent.

PIG IRON.—There is a rumor of an advance in prices in the near future. We quote $23.50 to $24.50 ex store, Montreal.

INGOT COPPER. The ingot copper market is very firm and the present prices are $13.50 to $14.50 per 100 lb.

INGOT TIN. The market is very firm We quote $32 to $32.50 per 100 lb.

PIG LEAD. We quote: Carlots, $3.15 and less than carlots, $3.25.

STEEL. The demand is steady and the market very firm. We quote: Mild, $2.05; sleighshoe, $2.10 to $2.20; tire, $2.15 to $2.25; spring, $2.85 to $3; reeled machinery, $2.75 to $3; toecalk, $2.60 to $2.75; machinery (iron finish), $2.10; mild steel, $2.05; sqdare harrow, $2.15.

TOOL STEEL. There is a steady demand for tool steel at the following prices: Black Diamond, 8 to 9c.; Sanderson's, 8 to 9c., according to the grade; Jessop's, 13c.; Leonard's, 7½c.; Jonas & Colver's, 10 to 20c.; "Air Hardening," 50 to 65c per lb.

CANADA PLATES. Locally, a fair trade is doing Quotations are: 52s, $2.60 to $2.70, 60s, $2.70 to $2.80; 75s, $2.80 to $2.85, full polished, $3.75 and galvanized, $4.25 to $4.35; galvanized, 60s, $4.45 to $4.55.

TERNE PLATES.—The market continues very firm. We quote $7.50.

COIL CHAIN. The demand for chain is brisk and the prices steady. We quote: No 6, 11½c.; No. 5, 10 to 10½c.; No. 4, 9 to 9½c.; No 3, 8 to 8½c; ¼ in., 6½ to 7c per lb; 5-16, $5 to $5.20; 5-16 exact, $5.25; ⅜, $4.25; 7-16, $4; ½, $3.95 to $4.05; 9-16, $3.85 to $3.95; ⅝, $3.65 to $3.75, ¾, $5 to $5.20; ⅞, $3.30; 1 in., $3.15 to $3.25. In carlots an allowance of 10c is made.

SHEET ZINC.—There is not a great deal of business doing in sheet zinc We quote from $5.75 to $6.

ZINC SPELTER. A small movement is reported. We quote $5.25.

SOLDER. Prices remain unchanged and a fair trade is doing. We quote: Bar solder, 20c and wire solder, 18c.

SCRAP METALS

Business in scrap metal is brisk and the market is firm. Copper has shown a slight advance and is strengthening every week. This is the dull season with the small dealers as regards shipments. Our quotations are as follows: Heavy copper and wire, 10c. per lb.; light copper, 9c.; heavy red brass, 10c.; heavy yellow, 8½c., light brass, 5c.; lead, 2 to 2¼c.; zinc, 2½ to 2¾c.; iron, No. 1 wrought, $15 to $16; No. 2, $7 per ton; machinery scrap, $16.50 to $17; stove plate, $13; malleable and steel, $6; mixed country rags, 60 to 70c. per 100 lb.; old rubbers, 6½ to 6¾c. per pound.

HIDES.

The buyers have sufficient competition to keep prices steady, and tanners are purchasing in fairly large lots. We quote as follows: No. 1 hides, 8c; No. 2, 7c, No. 3, 6c. Calfskins, 8 to 10c and lambskins, 75c.

RAW FURS.

This market has continued unchanged since our last report. Offerings are fairly good. Dealers are looking forward to the March fur sales to change prices on this market. We quote:

	Large	Medium	Small	Kitts	Fall Beaver [illegible] per pound		Spring Beaver [illegible] per pound	
BEAVER Labrador and choice Eastern	$6.00	$5.00	$2.75	$1 1.50				
" Territory Rocky Mountains and Western								
Strictly Prime, or, No 1	6.00	4.00	2.00	50-75				
Partly Prime, or, No 2	4.00	3.00	2.00	50				
Unprime, or, No 3	3.00	2.00	75	40				
Flat, weak, or poor, or, No 4	2.50	50	25	25				
	Large	Medium	Small	2	3	4	Cubs	Yearlings
BEAR Black Choice only	15.00	10.00	7.50	6.00	3.00	50	$2.00 to $8.00	
" Brown "	12.00	7.00	5.00				1.00 to 5.00	
	1	2	3	4				
BADGER Of all sections	50	25	10	05				
	Dark	Brown	Pale	2	3	4		
FISHER Eastern and far North Eastern	6.50	5.00	5.00	3.00	1.75	50		
Territory and Western	6.50	5.00	3.50	2.00	1.00	50		
	Large	Small	2	3	4			
FOX Red North Eastern and similar fine bright red kinds	4.00	2.75	1.25	75	20			
" Territory and Western	4.00	2.75	1.40	50	20			
	Dark	Fair	Pale	2	3	4		
" Cross Value principally as to beauty, also size & richness	10.00	7.00	4.00	2.50	1.50	50		
" Silver Eastern and far Northern	75.00	50.00	25.00	20.00	9.00	4.50		
" Pacific Coast, Territory and Western	[illegible]	35.00	20.00	15.00	5.00	2.50		
	Large	Medium	Small	2	3			
LYNX Far North Eastern	4.00-5.00	2.00-3.50	2.25	2.00	75	25		
" Territory and Western	4.00-5.00	2.50-3.50	2.25	2.00	60	20		
	Dark	Brown	Pale	2	3	4		
MARTEN British Columbia, Northern Pacific and similar	7.00	5.00	2.50	1.75	1.00	25		
" Territory and Western	3.50	2.25	1.50	1.00	60	20		
" Quebec and Ontario	3.00-4.00	2.25-3.00	2 to 2.25	1.00	50	25		
	Large	Medium	Small	2 Large	2 Small	3		
MINK Halifax, far North Eastern and choice	4.00	3.25	2.50	2.25	1.50	40	25	
" Territory and Western	1.50-2.00	1.50	1.00	75		25	15-25	
	Spring	Winter	Fall	Kitts				
MUSKRAT Eastern best large		10 to 13	8 to 10	2 to 5				
Territory and Western		8 to 10	07	2 to 4				
	Large	Small	2	3	4		Cubs	
OTTER Labrador and far North Eastern	$10-$14	7.00-10	5.00	2.50	2.00		$1.00 to $2.00	
Territory and Western	6.00	4.50	3.50	2.25	50		25 to 50	
	Large	Small	2	3	4			
RACOON	75-1.25	60-75	33-50	25	15			
Black Value according to darkness, size and beauty	2.25	2.00	1.00	50	25			
	Black	Short St.	Long St.	White				
SKUNK	75-1.25	75	40-50	05-15				
	Dark	Brown	Pale	2	3	4		
WOLVERINE Value according to darkness, size and beauty	5.00	4.00	2.50	1.50	75	25		
CASTOREUM	$5.00 to $6.00 per pound.							

MONTREAL NOTES.

An advance is looked for in sheet copper

Building paper advanced last week and is back to the old prices again

Canada plates have declined a little this week on the English market.

The Handsome Effect of Our Sheet Metal Fronts

Makes them wonderfully popular, either for new buildings or improving shabby exteriors.

We make them complete, including Cornices, Door and Window Caps, etc.—a most durable, economical, finish, giving fireproof protection, as well as fine appearance.

We can supply you with all kinds of building requisites in Sheet Metal—trustworthy goods of the highest grade.

The Metallic Roofing Co., Limited

TORONTO WINNIPEG MONTREAL

ONTARIO MARKETS

Toronto, February 13, 1903

HARDWARE.

SHIPMENTS continue to be principally on account of orders from the Northwest, and are of a general sorting nature, though there is a particularly good demand for tools and builders' hardware. There is a good sorting demand from nearer points for immediate delivery of churns, washing machines, harvest tools, etc. Repeat orders are coming in liberally for cross-cut saws and axes, while a good sale of chains for lumbering purposes is reported. The discount on horse nails is now 5c. lower

THE MARKETS

than last week. The advance of 5c. in tarred building paper, made last week by manufacturers, has been withdrawn as a result of pressure from jobbers, who had sold ahead without covering themselves by placing orders with the makers. It is claimed that as soon as these difficulties are cleared up the advance will be again made. Everything considered, business is in a steady, satisfactory condition.

BARB WIRE.—Orders continue to come in fairly well. The base price is quoted as follows: $2.55 from Cleveland, and 10c. less in carlots. From stock, Toronto, $2.80.

COILED SPRING WIRE.—The demand for this line has been a feature of the season. Quotations are as follows: No. 9, $2.75; No. 11, $3.40; No. 12, $2.95. Freight up to 25c. per 100 lb. allowed on 500 lb. or over. Carlots of 15 tons, 5c. less, with freight up to 20c. allowed.

GALVANIZED WIRE.—A few orders still arrive. Prices are steady, and are as follows: Nos. 6, 7 and 8, $3.15 to $3.35 per 100 lb.; No. 9, $2.50; No. 10, $3.20 to $3.40; No. 11, $3.25 to $3.45; No. 12, $2.65; No. 13, $2.75; No. 14, $3.75 to $3.95; No. 15, $4.30; No. 16, $4.55. Nos. 6 to 9 base from Cleveland are quoted at $2.27½ in less than carlots.

SMOOTH STEEL WIRE.—The demand for oiled and annealed wire has not been up to the usual this season. It is believed that farmers are erecting more all-wire fences than formerly and less rail fences, which calls for much of the oiled and annealed wire sold. We quote the base price as follows: $2.50 per 100 lb. Oiling, 10c.; coppering, 60c. and tinning, $2 per 100 lb extra. Shipping points, Toronto, Hamilton, London and Montreal, with freights equalized on those points.

WIRE NAILS.—There is a moderate demand. Prices are steady. We quote as follows: $2.45 per keg and 5c. less for carlots. The shipping points are Toronto, Hamilton, London, Gananoque and Montreal.

CUT NAILS.—Prices are well maintained, but there is nothing doing. We quote $2.50 per keg.

HORSE NAILS.—Discounts have been reduced 5 per cent. on "Monarch," "Countersunk" and "Peerless" brands. The demand is small. Prices on "M" brand have been withdrawn. Prices are unchanged. Discounts are: "C" brand, oval head, 40 and 10 and 7½ per cent.; on "Monarch," 60 per cent. and "Countersunk" head, 60 per cent.; "Peerless," 45 and 7½ per cent.

HORSESHOES.—Trade is within small compass. Prices are steady, as follows: Iron shoes, No. 2 and larger, light medium and heavy, $3.45; snow shoes, $3.70; light steel shoes, $3.55; featherweight (all sizes), $4.95; iron shoes, No. 1 and smaller, light, medium and heavy (all sizes), $3.70; snow shoes, $4; light steel shoes, $3.80; featherweight (all sizes), $4.95.

SCREWS.—The demand is about as usual at this season. Quotations are as follows: Flat head bright, 87½ and 10 per cent. discount; round head bright, 82½ and 10 per cent.; flat head brass, 80 and 10 per cent.; round head brass, 75 and 10 per cent.; round head bronze, 65 per cent. and flat head bronze, 70 per cent.

RIVETS AND BURRS.—A fairly active demand is noted this week. Quotations are as follows: Iron rivets, 60 and 10 per cent. discount; iron burrs, 55 per cent.; copper rivets, with usual proportion of burrs, 45 per cent.; copper burrs alone, 30 and 10 per cent.

BOLTS AND NUTS.—Business is just about the same as usual at this season. No change in the situation nor prices. Our quotations are as follows: Carriage bolts, common ($1 list), 50 and 10 per cent.; carriage bolts, full square ($2.40 list), 55 and 10 per cent.; carriage bolts, Norway iron ($3 list), 55 and 10 per cent.; machine bolts, all sizes, 50, 5 and 10 per cent.; coach screws, cone points, 66 2-3 and 10 per cent.; elevator shaft and whiffletree bolts, 50 per cent.

SPADES AND SHOVELS.—Orders are generous, but shipments are not yet heavy. Prices are unchanged. The discount is 45 per cent. and the list price has been reduced $3 per dozen for Olds' good, $2 for Gray's and $1 for Burns'.

ROPE.—Orders are of a small nature. We quote: Pure manila, 14c.; British manila, 12c.; sisal, 11c.; lathyarn, single, 11c. and double, 11½c.; sisal bed cord, 3-cord, 48 feet, 65c.; 60 feet, 80c.; 72 feet, 95c. per doz.

HARVEST TOOLS.—A good trade is now reported. No change in discounts is noted, they continuing at 60 and 10 per cent.

LAWN MOWERS.—The activity continues. Prices are firm. Quotations follow: Woodyatt, 12-inch wheels, $7.50; Star, 12-inch wheels, $5.50; Daisy, 12-inch wheels, $4.90; Philadelphia, 10-inch wheels, $6; Ontario, 10-inch wheels, $12.75. The other prices are in proportion.

BUILDING PAPER.—Last week's advance has not been maintained for reasons noted above. We now quote the same as a fortnight ago: Dry sheathing, grey or straw, 40c. per roll; tar sheathing, grey or straw, 50c. per roll; dry fibre, 55c. per roll; tarred fibre, 65c. per roll.

RANGE BOILERS.—There is still an active demand. The prices are steady: 18 and 30 gallon, $6; 35 gallon, $7; 40 gallon, $8; 52 gallon, $12.50; 63 gallon, $19; 82 gallon, $23; 100 gallon, $31, and 120 gallon, $37.

STOVES AND RANGES.—Some activity in summer lines is beginning to manifest itself. Prices are unchanged.

BRUSHES.—Manufacturers are arranging an advance. We have not learned the exact amount as we go to press, but understand it is about 10 per cent.

SCREEN DOORS.—A good movement still manifests itself. Quotations follow: Screen doors, common, two or three panel, walnut stained, 4-in. style, $6.80; stained, yellow or green, $7; in natural colors, oil finish, $8.15; 3-inch style, 20c. per dozen less.

CEMENT.—Business is picking up nicely and manufacturers expect the demand to be fully up to the supply. We quote as follows: Canadian Portland, $2.40 to $2.50; hydraulic, $1.35 per barrel.

METALS.

Business continues to manifest a healthy spirit, no weakening influences being felt. Iron and steel are particularly firm, some of the jobbers predicting with great assurance that an advance must come. The United States Steel Corporation have withdrawn all quotations, which is taken as an instance of the strength of the market. Scotch iron is offering for spring delivery at unchanged prices. Canadian iron is still being sold months ahead, but quotations are unchanged. Other lines are unaltered, though firm throughout.

PIG IRON.—The strong feeling continues. Prices are as follows: $23 to $25 for No. 1 and $22.50 for No. 2 at the Canadian furnaces. No. 2 Summerlee is quoted at $25 on track, Toronto.

STEEL BOILER PLATES.—We quote $2 per 100 lb. at Pittsburg.

TOOL STEEL.—There is an excellent movement, with prices firm. We quote: "B C" and "Black Diamond," 10 to 11c.; Jessop's, Morton's and Firth's, 14c.; Jonas & Colver's, 10 to 20c.; ditto, "Air Hardening," 70c. per lb.; Chas. Leonard's, 8c. to 9c.; Park's "Silver," 12 to 14c.; Park's Special," 15 to 20c.

MILD STEEL.—Prices continue steady. We quote $1.90 per 100 lb. at Pittsburg and $2.75 per 100 lb. on track, Toronto.

SPRING STEEL.—No change, and we quote $3.50 per 100 lb. on track, Toronto.

BAR IRON.—This line is particularly stiff and a good movement is noted. We quote the base price as follows: $2.05. Extras cut to length while rolling: 2 ft. and over, 10c. per 100 lb.; 1 ft. and under 2 ft., 15c.; under 1 ft., 20c.; over 20 ft., by special agreement, according to length and size.

BLACK SHEETS.—Very good shipments are being made from stock. Prices are steady. We quote as follows: Common, $3.15 for 28 gauge and dead flat, $2.50 for 26 gauge.

CANADA PLATES.—A good business continues on import account. We quote: All dull, $2.90 to $3; half-polished, $2.85 to $3.10 and all-bright, $3.75 to $3.85.

GALVANIZED SHEETS.—There is a fairly good business both for spot and future shipment. The stock prices keep steady, and we quote as follows: Queen's Head, $4.50 for 28 gauge; American, $4.40 for 24 gauge; Bell brand, $4.30 for 28 gauge; Gordon Crown, $4.50 for 28 gauge.

TIN.—A fair business is doing in small lots. Prices are firm at last week's advance. We quote $31 to $32 per 100 lb.

TINPLATES.—An improved demand has been noted. Prices are steady. We quote: Charcoals, $4.75 to $5 and cokes, $4.25 to $4.50 per box.

COPPER.—Ingots continue in good demand. Sheet copper is also active. We quote as follows: Ingot copper, $13 and sheet copper, $22 to $23 per 100 lb.

BRASS.—Unchanged. The discount is 15 per cent.

LEAD.—There is a good movement. The prices are unchanged at $3.50 per 100 lb. for pig lead and $3.75 for bar lead.

IRON PIPE.—The demand keeps brisk. Prices steady. We quote per 100 ft.: Black pipe, ⅛-in., $3; ¼-in., $2.30 to $2.40; ⅜-in., $2.65; ½-in., $2.85; ¾-in., $3.65; 1-in., $5.20; 1¼-in., $7.35; 1½-in., $8.95; 2-in., $12.55; 2½-in., $20 to $21; 3-in., $24 to $25; 3½-in., $30 to $32; 4-in., $37.50 to $38.

ZINC SPELTER.—The activity continues. We quote 5 to 6c. per lb.

ZINC SHEETS.—A good demand is noted. We quote the base price as follows: Cask lots, $6 to $6.25 and part casks, $6.25 to $6.50.

SOLDER.—A better inquiry. The prices are steady at 20c. for guaranteed half-and-half, and at 17 to 18½c. for wiping.

ANTIMONY.—Business is in small lots. The price is steady at $9 per ton.

PETROLEUM.

The prices are unchanged. The Union Petroleum Co.'s prices are as follows: Lily White, Canadian, 18c. in bbls; Silver Light, American, 19½c. in bbls; Crystal Spray, water white, American, 21c in bbls.; Pennoline, best American imported, 22c. in bbls. In bulk, 2c less.

OLD MATERIAL.

Offerings are now liberal, but prices are maintained. Our quotations are as follows: Heavy copper and wire, 10½c per lb.; light copper, 8 to 8½c.; heavy red brass, 9½c.; heavy yellow brass, 7½ to 8½c; light brass, 5 to 5½c.; lead, 2 to 2¼c.; scrap zinc, 3c.; iron, No. 1 wrought, $13 per net ton; No. 2 wrought, $4.50; machinery cast scrap, $15.50 to $16; stove plate, $10; malleable and steel, $6 to $6.50; old rubbers, 6½c. per lb. and country mixed rags, 50c. per 100 lb.

FOREST CITY GOSSIP

London, February 12, 1903.

THE hardware and the metal trade in the "Forest City" is all right. All branches of manufacturing are on the boom; the steelmen, the brassmen, the ironmen, the tin workers and the wiremen are all working full time again and everything denotes prosperity and a continuation of good times. There are but few lines for which orders have not been in excess of last year at this season. The increased demand for coiled fence wire is worthy of notice. There may not be any marked increase in the price of this commodity, but dealers may rest assured that it will continue firm. The Steel Metal Workers' Union has made an arrangement for the current year with the employers on the question of wages.

* * *

The McClary building, which was partly destroyed by fire just a month ago, has been restored from ashes with so much alacrity, that in spite of inclement and rough weather, the new roof over the burned section will soon be completed.

* * *

W. A. Mason, of Kincardine, has sold out to George Trett, of Bothwell, and accepted a partnership with The London Fence Machine Co., and will go on the road for the firm.

* * *

A final meeting of merchants will be held this week in this city, if possible, to complete organization against dishonest clerks. As a result of recent developments, whereby it became apparent that certain large mercantile establishments were being systematically victimized, some of the merchants are banding together for their own protection, and intend to form what is to be known as The Merchants' Protective Association. The actual work of discovering guilty parties will be entrusted to a capable detective, who will maintain an oversight of all the stores represented in the Association. Not all the merchants, however, are favorable to the plan. As it is the intention of the Association to make their aims and objects as public as possible, we will wait the deliberations of this meeting.

* * *

The town of Chatham, Ont., received $18,000 from Andrew Carnegie for a public library. A Sheldrick was in London last week getting pointers re fitting up the building at Chatham. Looks a pretty library is a credit to Western Ontario and may well be copied.

* * *

G. A. McGillivray & Co., of this city, have sold the Wolf & Rae coal property to Robb & McDonell, of London and Guelph. The price was between $6,000 and $7,000.

* * *

One of the enterprising manufacturing concerns here is The London Fence Machine Co. They sell only to one firm in any place. Everyone of their numerous customers is being sent a well painted advertising sign, notifying the public that they have the agency for The I. F. Machine Company's goods. This firm manufactures machines and apparatus for the erection of wire fences on an improved and labor-saving plan. A visit to their factory, which has a railway switch in the rear, is quite an education to one not versed in handling wire fences. On every hand are the various articles they make on the premises, such as wire grips, wire reels, post hole diggers, pulley stretchers, pliers, spliecrs, etc. They use an immense tonnage of coiled fence wire in connection with their output. This business is rapidly extending, and they claim to be the first Canadian firm in their line who have undertaken a branch business in the United States. They have started in Cleveland and have very bright prospects there.

* * *

A. J. Jeffrey, in the hardware business in Stratford, Ont., has sold out and gone to the employment of Lewis Bros., Montreal.

* * *

The following merchants were in London on business during the past week: Wm. Hugill, Constance; Wm. Smale, Highgate; Robt. Skinner, Ingersoll; I. Stevenson, Crumlin; Wm. Walker, O'Dell P.O.; L. Lambourne, Birr, P. O.; Jas. McKenzie, Union; G. A. Blackwell, Komoka; P. Welsh, Komoka; C. R. Eden, Harrietsville; Joe Glavin, Mt. Carmel; Mrs. Jas. Harding, Thorndale; Mrs. B. McKay, Donfield; Jas. Potts, Dorchester; Chas. H. Lee, Thorndale; Chas. Finkbeiner, Milverton. J. Hern, Elmsville.

* * *

All Western Ontario merchants can leave their names for publication at the London office, 365 Richmond street, Room 1.

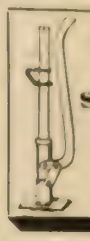
W. H. L.

MAY CELEBRATE OPENING OF "SOO."

A movement is on foot to fittingly celebrate, during next June, the fiftieth anniversary of the opening of the ship canal at Sault Ste. Marie, says an exchange. The work of building a canal on the American side begun by the State of Michigan 50 years ago, and the waterway was opened two years later. This was a diminutive affair, in comparison with the canals and locks used at this point at the present time, but it was the establishment of a traffic route which has undergone wonderful development in the time intervening. The traffic through these canals now greatly exceeds that through the Suez canal.

OAKEY'S
'WELLINGTON'
KNIFE POLISH

JOHN OAKEY & SONS, LIMITED
MANUFACTURERS OF
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, England
Agent:
JOHN FORMAN, 644 Craig Street
MONTREAL


COVERT MFG. CO.
West Troy, N.Y
Steel Carriage and Wagon Jacks.
Harness Snaps, Chain, Rope and Web Goods, etc.
FOR SALE BY JOBBERS AT MFRS. PRICES.

PRIEST'S CLIPPERS
BALL BEARINGS
Largest Variety. Toilet, Hand, Electric Power
ARE THE BEST.
Highest Quality Grooming and Sheep-Shearing Machines
WE MAKE THEM.
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NEWMAN'S PATENT
INVINCIBLE FLOOR SPRINGS
Combine all the qualities desirable in a Door Closer. They work silently and effectually, and never get out of order. In use in many of the public buildings throughout Great Britain and the Colonies.
MADE SOLELY BY
W. NEWMAN & SONS, Birmingham.

Oneida Community Goods
HALTERS, COW TIES, SNAPS, etc., etc.,
in all sizes and styles. May be had of all jobbers throughout Canada.
Factory—NIAGARA FALLS, ONT.

..A..
STANDARD.
The cost of Axes per million feet of lumber taken out should be the best Standard. Under this Standard the CROWN JEWEL is the cheapest Axe in the market.

Dundas Axe Works, Dundas, Ont.
W. L. Haldimand, Jr., Eastern Agent, Montreal

MANITOBA MARKETS.

Winnipeg, February 9, 1903.

THE jobbers are busy entertaining visitors, and all travellers are in off the road. The only changes to note for the week are an advance of 5c. on building paper and a further advance of [illegible] on turpentine, which was expected, and a decline of 5c. in linseed oil, which was also foretold last week. The market is steady in all lines and fairly active.

With the exception of the above changes the price list for the week is the same as previously sent.

We quote as follows :

Barbed wire, 100 lb.		$3 25
Plain twist		3 25
Staples		3 65
Oiled annealed wire	10	3 42
"	11	3 48
"	12	3 56
"	13	3 66
"	14	3 76
"	15	3 91

Annealed wires (unoiled) 10c. less.

Cut Nails—		Wire Nails—	
2d 1 in.	$4 10	1 in.	$4 20
3d Fin. 1⅛ in.	4 10	1⅛ in.	4 20
3d 1¼ in.	3 75	1¼ "	3 85
4d 1½ in.	3 50	1½ "	3 60
5d 1¾ in.	3 50	1¾ "	3 60
6d 2 in.	3 40	2 "	3 50
8d 2½ in.	3 25	2½ "	3 35
10d 3 in.	3 20	3 "	3 30
20d 4 in.	3 15	3½ "	3 25
30d 4½ in.	3 10	4 "	3 20
40d 5 in.	3 10	4½ "	3 20
50d 5½ in.	3 10	5 "	3 20
60d 6 in.	3 10	5½ "	3 20
		6 "	3 20

Horsenails, 40 per cent. discount.

Horseshoes, iron, No. 0 to No 1	4 30
No. 2 and larger	4 15
Snow shoes, No. 0 to No. 1	4 55
No. 2 and larger	4 40
Steel, No. 0 to No. 1	4 40
No. 2 and larger	4 15

Bar iron, $2.70 basis.

Swedish iron, $4.75 basis.

Sleigh shoe steel	2 85
Spring steel	3 25
Machinery steel	3 50
Tool steel, Black Diamond, 100 lb.	8 50
Jessop	13 00
Sheet iron, black, 10 to 20 gauge, 100 lb.	3 50
18 to 22 gauge	3 75
24 guage	3 90
26 guage	4 00
28 gauge	4 10
Galvanized Iron, American, 16 gauge	4 00
18 and 20 gauge	4 00
22 and 24 gauge	4 50
26 gauge	4 50
28 gauge	4 75
30 gauge	5 00

Extra sheets, 36 in. wide an advance of 25 p.c. per 100 lb.

Apollo, 10¾ oz	5 00
28 guage	4 75
26 "	4 50
24 "	4 50
22 gauge	4 50
20 and 18 guage	4 25
16 gauge	4 00
Queen's Head, 24 gauge	4 75
26 guage	5 00
28 "	5 25
Genuine Russian, per lb	11
Imitation " "	07
Tinned, 24 gauge, 100 lb.	8 00
26 gauge	8 25
Tinplate, IC charcoal, 20 x 28, box	10 00
" IX "	12 00
" IXX "	14 00
Ingot tin	33
Canada plate, 18 x 21 and 18 x 24	3 25
Sheet zinc, cask lots, 100 lb	7 00
Broken lots	7 50
Pig lead, 100 lb.	5 00

Wrought pipe, black up to 2 inch	50 an 10 p.c.
" Over 2 inch	50 p.c.
Rope, sisal, 7-16 and larger, basis	$11 75
Manila, 7-16 and larger, basis	14 75
Solder	20
Axes, chopping	$7 50 to 12 00
" double bitts	12 00 to 18 00
Bluestone	5 75
Screws, flat head, iron, bright	87½
Round " "	82½
Flat " brass	80
Round " "	75
Coach	65 p.c.
Bolts, carriage	50 p.c.
Machine	50 and 5 p.c.
Tire	60 and 5 p.c.
Sleigh shoe	65 p.c.
Plough	40 p.c.
Flat head stove	60 and 5 p.c.
Round head	60 and 5 p.c.
Elevator	60 p.c.
Rivets, iron	50 p.c.
Copper, No. 8	32
" No. 12	36
Coil chain, 3-16 inch	10½
" ¼ inch	8¼
" 5-16 inch	5½
" ⅜ inch	5¼
" 7-16 inch	5
" ½ to ¾ inch	4¾
Spades and shovels	40 and 5 p.c.
Harvest tools	60 and 10 p.c.
Axe handles, turned, s. g. hickory, doz.	$2 50
No. 1	1 50
No. 2	1 25
Octagon extra	1 75
No. 1	1 25
Files common	70, and 10 p.c.
Diamond	60
Ammunition, cartridges, Dominion R.F.	50 p.c.
Dominion, C.F., pistol	30 p.c.
" military	15 p.c.
American R.F.	30 p.c.
C.F. pistol	5 p.c.
C.F. military	10 p.c. advance.

Loaded shells :

Eley's soft, 12 gauge black	16 50
chilled, 12 gauge	18 00
soft, 10 gauge	21 00
chilled, 10 gauge	23 00
Shot, Ordinary, per 100 lb	6 00
Chilled	6 50
Powder, F.F., keg	4 75
F.F.G.	5 00
Tinware, pressed, retinned.	70 and 10 p.c.
" " plain	75 and 2½ p.c.
" pieced	
Japanned ware	37½ p.c.
Enamelled ware, white	45 p.c.
" Famous	50 and 10 p.c.
" Imperial	50 and 10 p.c.

PETROLEUM.

Water white American	26½c.
Prime white American	24½c.
Water white Canadian	24c.
Prime white Canadian	22½c.

SCRAP.

No. 1 cast iron	$14 to $15 per ton.
No. 2 "	5 to 6 "
Wrought iron scrap	5 "
Copper (heavy)	7c. per lb.
Yellow brass (heavy)	7½c.
Light brass	5c. to 6c. "
Lead pipe, or tea lead	2c. to 2½c. "
Zinc scrap	1c. "

PAINTS, OILS AND GLASS.

Turpentine, pure, in barrels	$ 90
Less than barrel lots	95
Linseed oil, raw	66
Boiled	69
Lubricating oils, Eldorado castor	27½
Eldorado engine	26½
Atlantic red	29½
Renown engine	41
Black oil	19½ to 21½
Cylinder oil (according to grade)	55 to 74
Harness oil	56
Neatsfoot oil	1 00
Steam refined oil	85
Sperm oil	2 00
Pure castor oil, first pressure	11
Lubricating	10
Glass, single glass, first break, 16 to 25 united inches	2 25
26 to 40 per 50 ft.	2 50
41 to 50 " 100 ft.	5 50
51 to 60 " " "	6 00
61 to 70 per 100-ft. boxes	6 50
Putty, in bladders, barrel lots per lb.	2½
kegs "	2¾
White lead, pure per cwt.	6 00
No. 1 "	5 75
Prepared paints, pure liquid colors, according to shade and color, per gal.	$1.30 to $1.90

MANUFACTURERS TO MEET

On Thursday next a large number of Western Ontario manufacturers will meet in Brantford to banquet and to discuss subjects of commercial interest, notably, tariff matters. There will be a meeting of the executive in the afternoon in Toronto, and a special will be run from there for the convenience of those who will attend the banquet. Arrangements have been made to take up 100 gentlemen, and the train will pick up the Hamilton contingent. The arrangements at the Toronto end are being looked after by R. J. Younge, and C. H. Waterous is the chairman of the Brantford committee. The supper promises to be a very interesting one, as the speakers will devote their time to a discussion of matters of general commercial interest.

"Scales" at very low prices. We think you would be interested. Also something special in Linseed Oil, Turpentine and Paris Green. Write us.

KERRIGAN HARDWARE CO., LONDON, ONT.

STANDARD TIN WORKS
MANUFACTURERS OF
TINWARE AND TIN CANS
Fruit Cans, Meat Cans, Jacketed Oil Cans, Baking Powder Cans, Lard Pails, Etc.
JAS. A. McGOLPIN
156-162 Duke Street, TORONTO.

CHAT

THE fire which started in E. A. Killmaster's paint and oil storehouse last week destroyed his entire stock. Insurance was $5,500.

Gilpin Bros., Orillia, Ont., will open a hardware store in Collingwood, Ont., within a few weeks.

An injunction has been issued restraining The Bell Telephone Co. from extending its system in Fort William.

J. R Hambly has admitted T. H. Baker into partnership in his hardware business. The new firm, Hambly & Baker, should prove one of the most progressive in their district.

Manufacturers and merchants, farmers and fruit growers, composed a deputation which waited upon the Government and urged the appointment of a railway commission to control and regulate freight and express.

W. A. Mason has sold out his hardware business at Kincardine, Ont., to George Trott, of Bothwell. Mr. Mason has accepted a partnership in the London Fence Machine Co., of London and Cleveland, and will take the road for the company.

The House Committee on Ways and Means, of the United States Congress, recently authorized a Bill to be reported, which provides that no packing of manufactured smoking or chewing tobacco, snuff, cigars or cigarettes shall have anything packed in or attached thereto, other than the manufacturer's wrapper and labels, the internal revenue stamp and the manufactured articles. Further provision is made that nothing shall be affixed or printed upon such packings, promising or offering any gift, prize or premium.

A MISLEADING INTERVIEW.

In an interview with C. L. Lightfoot, manager of The Gurney Foundry Co.'s branch in Vancouver, published two weeks ago, a trio of oversights led to a misleading report.

By making "logs" read "boys" we inferred that British Columbia had refused to allow her sons to be exported. Then, instead of making freight charges into the interior 3c. per lb., it was made to appear $3 per lb.; also, instead of mining in the "Slocan," our report read in the "Slocum," a district we have not yet heard of.

HARDWARE AND METAL is not often caught by such slips, but it seems that "troubles never come singly" to this paper as well as to the world generally.

TORONTO HARDWAREMEN MEET.

The Toronto branch of the hardware section of the Retail Merchants' Association of Canada held their annual meeting last week. The principal matter discussed were the prices on white lead, nails, spades and shovels. Messrs. Rodgers, Cosier and Trowern were appointed a committee to meet a committee representing the jobbers of these lines, to request the adoption of a fixed basis of prices on these goods.

The following officers were elected:

President—E. R. Rodgers.
1st Vice-President—W. C. McFarlane.
2nd Vice-President—G. Pearcall.
Treasurer—J. Cosier.
Secretary—S. G. Greer.

It was decided to have a supper at Webb's on Thursday, February 19, when a full attendance of members is requested.

At the next meeting of the Guelph, Ont., council a by-law to purchase the Guelph Electric Lighting and Power Co. will receive its third reading. There is some opposition to the by-law in the council, though it was carried by the ratepayers.

BUYING SPRING STOCK

The question of Brooms when purchasing Spring Stock is a very important one to every Hardware Merchant. It's best solution is found in buying the best goods.

Boeckh's Brooms

are always thoroughly reliable. Bamboo-Handled Brooms, Hair Brooms, Dustless Brooms, Factory Brooms, Steel Wire Brooms, Stable Brooms, Hearth Brooms, etc.

Send Post Card for our 1903 Illustrated Catalogue if you have not yet received it. . .

OPERATING:
Boeckh's Toronto Factories.
Bryan's London Factories.
Cane's Newmarket Factories.

UNITED FACTORIES,
Head Office: TORONTO. LIMITED.

MONTREAL BRANCH: 1 and 3 DeBresoles St LONDON BRANCH: 71 Dundas St.

HINTS FOR RETAILERS

ORDERS AND ACCOUNTS.

By ONLOOKER

OUR intention to give practical suggestions to storekeepers for the systematic care of their business is evidently finding favor among subscribers. While the storekeepers themselves will be chiefly benefitted, the wholesaler, too, indirectly finds reason for rejoicing, if we are to judge from one or two expressions of their opinion that have reached us. One, such, writes us that nearly half the time and a great deal of its worry could be spared the jobbing house, if their customers were half systematic in their business. "For instance," he says, "orders come in for 'goods same as last,' and dusty files have to be taken down and the time of a clerk spent in going over former orders until the order for this line is found. Of course, the customer does not realize that he is giving this labor. He supposes, probably, that his jobber will recollect his last order, in the same way that he, no doubt, could recollect what kind of a padlock he sold Tom Jones for his stable door ten years ago. He does not realize that the jobber has 4,000 or 5,000 accounts—half of them impersonal, unfortunately—and those accounts averaging, say 100 or 200 orders per day. It is past his conception, too, that all this part of the business may scarcely come under the notice of the principals of a firm, but is handled by a staff of clerks, only one or two of whom may have seen this particular order in question at all."

What a saving to the jobber's staff if Mr. Customer could supply the date, even, on which he purchased the line he wishes duplicated, to say nothing of being able to refer to his own invoice and furnish the number and description. The same trouble as this occurs in returning goods.

Most houses, of course, have a rule to refuse returned goods after a certain number of days. But this rule can't be adhered to in practice always, and it is not infrequent to receive a consignment of odds and ends with no information whatever supplied to identify them with the invoice on which they were charged. They may have been returned to the wrong house, for all the consignor or consignee knows of the matter.

Another, writing from the office view point, says "There is much to be done along the line of simple instructions to storekeepers in the matter of looking after their accounts." He thinks the instructions will have to be very simple in some cases, some storekeepers not having any instinct whatever for books, as a bookkeeper understands them. He thinks it will be wholesome to stir them up in this matter, however, and he adds that there can be no better medium than a trade paper. Naturally, one cannot complain to his customers of these things for diplomatic reasons, and even so, without being able to offer some suggestion (for which, of course, there is no time), such correspondence would be of little value.

This correspondent goes on to relate one incident showing a state of chronic neglect of which we were not prepared to hear. His firm had been bombarding a customer about an overdue account of several hundred dollars for some weeks, without eliciting any reply whatever. It was finally decided to send an auditor to investigate, and the customer was duly found next morning chatting in a neighbor's cooper shop, and when the subject of the account was brought up, experienced great pain and surprise at the existence of such an overdue account. This ignorance, of course, was not credited until a pile of unopened letters was discovered on his desk, the accumulation of weeks—the "dunners" among them, grinning with their harmless threats. The customer had the necessary amount in his pocket in good bank bills and the account was settled forthwith.

Now, we do not want to preach to customers unduly, and we would be very unwilling to break up the social habits of village life and see it afflicted with diseased city nerves. But the industrial army is on the march. Competition will grow keener and keener, and a week point in business exposes the whole to attack. Our advice, then, is to set your (business) house in order to-day that you may do battle to-morrow.

A VISIT FROM MR. WIGGS.

W. H. Wiggs, of The Mechanics' Supply Co., Quebec, has been making a trip to the west the past week, visiting among other places both Montreal and Toronto. Mr. Wiggs reports business good, and the fact that he has been compelled, as pointed out in a recent issue of HARDWARE AND METAL, to greatly enlarge his premises.

CHEAP POWER FOR TORONTO.

ON Monday, W. P. Judson, of Oswego, N.Y., representing the Hamilton and Lake Erie Power Co., presented to a number of Toronto gentlemen the proposition his company have to make regarding the development of cheap power.

His scheme is to divert water from the Welland River (Chippewa Creek) to the Jordan River, an insignificant stream, and thus secure a fall over the height of land which extends around the south shore of Lake Ontario from Queenston and Hamilton.

The Welland River or Chippewa Creek flows into the Niagara a few miles above the Falls, is a sluggish stream. Engineers say that if there were an outlet at its headwaters it would flow west instead of east. The company proposes to provide this outlet by constructing a canal five and one-half miles in length to convey the waters to the brow of the height of land, and conduit them after a fall of 150 ft. to the channel of the Jordon, and thence to Lake Ontario. Such a channel with the whole of Lake Erie behind it would provide a waterfall fully as good as Niagara Falls from an industrial point of view. Without any dredging in the Chippewa, and without any straightening of the river, 100,000 horse-power could easily be developed.

The canal would entail the excavation of 7,000,000 cubic feet of soil Mr. Judson said that to build a transmission line capable of delivering 30,000 horse-power at Toronto would cost $12,000 a mile, and the distance is about 60 miles. This would provide for a double line, the idea being to have two lines not far apart, so that if anything went wrong with one line the whole current would be put on the other, thus obviating any risk of the city being without energy. The $12,000 a mile does not include right of way, but he did not think that the amount required for that purpose would be high. Transformers included, he thought, the cost of transmission will be within $1,000,000.

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BEST PAINTS

AND SAVE YOUR MONEY.

It is always cheaper to buy the best. It costs as much to apply a cheap as it does a good Paint.

"BEAVER" BRAND
and
"T. L. & C. CO." BRAND

PURE PREPARED PAINTS

MANUFACTURED BY

THE TORONTO LEAD & COLOR CO., Limited

TORONTO

ARE THE BEST.

For interior and exterior use. Most economical, because they cover the greatest surface. Cheapest, because they wear longest. Most satisfactory, because they look best.

EVERY TIN GUARANTEED.

As for our New Century Catalogue and Color Cards.

CORDAGE

ALL KINDS AND FOR ALL PURPOSES.

Manila Rope	Lathyarn
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Hide Rope	Paper Cord
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"RED THREAD" Transmission Rope from the finest quality Manila hemp obtainable, laid in tallow.

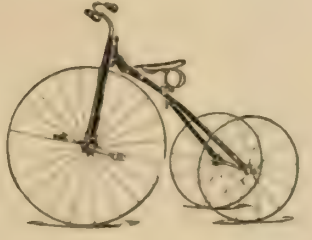
CONSUMERS CORDAGE COMPANY, Limited

Western Ontario Representative—
WM. B. STEWART,
Tel. 94. 27 Front St., West, Toronto.

MONTREAL, QUE.

Children's Wheel Goods.

The special features of our new line of Steel Box Wagons, Velocipedes and Tricycles are fully explained in our



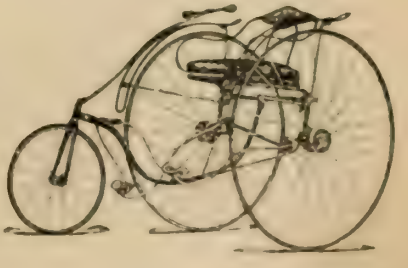
"SPRING GOODS" CATALOGUE.

WRITE FOR IT.

Nerlich & Co.

146-8 Front St. W., Toronto, Ont.

(OPPOSITE UNION STATION)



WINNIPEG BOARD OF TRADE.

THE annual meeting of the Winnipeg Board of Trade was held on Wednesday last, when the following officers were elected: President, G. R. Crowe; vice-president, H. W. Hutchinson; treasurer, Andrew Strang; secretary, C. N. Bell. Mr. Strang and Mr. Bell were re-elected to the positions, which they have occupied for so many years, by acclamation. The council for 1903 will consist of the following sixteen members representing the various interests of the Board: G. F. Carruthers, C. Bartlett, J. H. Ashdown, A. L. Johnson, W. Sanford Evans, F. W. Drewry, J. T. Persse, D. E. Sprague, J. Y. Griffin, D. W. Bole, F. Phillips, W. Georgeson, Wm. Whyte, H. M. Belcher, Jno. Russell, G. F. Bryan.

The report of the council and the president's address covered very fully the work of the past year. Retiring President Russell's address was, in part, as follows:

INDEX OF CITY'S GROWTH.

A fair index of the city's steady and substantial growth is found in the statement of the bank clearings, which, in 1896, were $64,046,438; in 1901, $132,000,000; in 1902, $188,370,003; and this advance was marked by no unusual circumstance, but caused solely by the substantial increase in the value of the products of the country, and the consequent increase of trade.

A comparison of these figures with those of eastern cities may be interesting, the aggregate clearings of 11 other Canadian cities having shown an increase in 1902 over 1901 of 28.12 per cent., while Winnipeg for the same period showed an increase of 40.38. Notwithstanding this remarkable progress, I have no hesitation in predicting a still greater advance for the coming year. The statistical data given in the report of the council will indicate the steady increase in the value of the products of the Province. The cash value of the grain raised in 1902 in Manitoba and the Territories total, approximately, $60,000,000, while the cattle and dairy produce, actually available for export, will add another $2,000,000.

The number of buildings erected in the city according to official returns was 973 with an aggregiate value of $2,365,325. In 1901 the total assessment was $28,305,200, and in 1902, $35,173,870. The amount expended by the exhibition board was over $60,000. These figures, without referring in detail to the general city improvements, are in themselves eloquent.

IMMIGRATION.

The rapid settlement of the West is well evidenced by the great numbers of immigrants continually arriving, the Government immigration statistics indicate that about 80,000 immigrants arrived and settled in Manitoba and the Territories during 1902.

SUGAR BEET GROWTH.

Early in the last year the standing committee on sugar beet growth effected an arrangement with the Manitoba Department of Agriculture whereby sugar beets were grown under direction of the Department at a number of points in Manitoba where varying soils and conditions prevail. Carefully prepared directions were sent to each person entrusted with the cultivation of the beets, and the experimental plots were visited by an official of the Department during the season of growth. Late in September sample beets, taken from these test plots, were forwarded to the chemist of the Dominion Experimental Farm at Ottawa for analysis. A fortnight later, also, a second lot of selected roots were forwarded to Ottawa. It is very satisfactory to know that the chemist reports that, while the roots first forwarded were evidently pulled at too early a date, the analysis of the beets in the sampleslast forwarded gave very satisfactory results; the percentages for different varities of the best being as follows: Percentage of sugar in juice, 13.58 to 20.17; percentage of solids in juice, 18.20 to 23.05; co-efficient of purity, 73.01 to 87.50.

At the request of the Board, the director of the Dominion Experimental Farm at Ottawa is having an analysis made of sugar beets grown on the experimental farms at Brandon and Indian Head, but report thereon is not yet to hand.

ELECTRIC POWER FOR MANUFACTURING.

But a few years ago it was generally accepted as an axiom that Winnipeg would never be a manufacturing city, but experience is proving that as the consuming population of the West increases, many articles can be manufactured, and, as a fact, are now manufactured in this city. I will not attempt here to name in detail the factories and workshops already established, but investigation will prove to any member of this Board, or other person interested, that a wide range of manufactured goods are already produced in the city, and that the list would be largely increased were power available at a less cost than it is at present; and this leads me to comment upon the announced intention of the company now constructing the works for the developing of an electric power from the Winnipeg River, to furnish power in Winnipeg at not more than one-half the present cost. It is most satisfactory to know that these works are being prosecuted with great vigor, and that probably within a year the company will be prepared to deliver electrical power here up to a maximum of 10,000 horse-power, and that they will be prepared to increase this almost indefinitely as occasion requires. In view of this fact, I am well within the mark in saying that there are very bright prospects ahead for the establishment of manufacturing industries in Winnipeg in the not distant future. In connection with this question of the furnishing of cheap electrical power in Winnipeg may be considered the likelihood in the future of lower prices for gas, both for illuminating and heating purposes. The lowering of the prices now charged for electric lighting will have an immediate affect on the prices charged for gas, a state of affairs I am sure we all hope for.

IMPORTANT NOTICE.

I particularly direct your attention to the following extract from Commercial Intelligence of January 22, 1903: "From correspondence and other indications it is perfectly clear that a widespread impression exists that there is still some connection between this newspaper, Commercial Intelligence, and The Commercial Intelligence Bureau, Limited, of 50 Eastcheap, London, E. C. We, therefore, beg our readers to note that no such connection exists.

"Henry Sell, the founder of Commercial Intelligence, also assisted to found the Commercial Intelligence Bureau, Limited, and was at first the chairman of its board of directors. Some time since, however, he withdrew from all connection with the Bureau, and an announcement to this effect was published in the Press at the time."

PERSONAL MENTION.

Mr. C. G. Shepard, pig iron and coke jobber, Buffalo, N.Y., was in Toronto this week.

Mr. Andrew J. Jeffrey, late of Stratford, Ont., has joined the staff of Lewis Bros., Montreal.

Mr. H. G. Hollis, New York representative for The Lufkin Ruler Co., of Saginaw, Mich., was in Montreal this week on a business trip.

Mr. C. A. Archibald, representing The Portland Rolling Mills, Limited, and The Maritime Nail Co., St. John, N.B., was in Toronto this week.

Mr. O. L. Byers has been appointed manager of The Manitoba Frost Wire Fencing Co., Winnipeg, the new branch of The Frost Wire Fence Co., Welland, Ont.

NAILS

Right Prices
Quick Shipments
Quality Guaranteed
Also
STAPLES

Write, Telegraph or Telephone
Page Wire Fence Co.
Limited
Walkerville, Ontario

CELEBRATED **HEINISCH** SHEARS

Tailors' Shears,
Trimmers' Shears,
Tinners' Snips, etc.

ACKNOWLEDGED THE BEST.

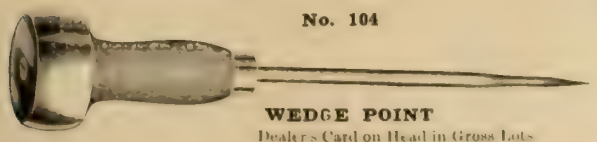
R HEINISCH'S SONS CO.

NEW YORK OFFICE, 90 Chambers St
NEWARK, N.J., U.S.A.

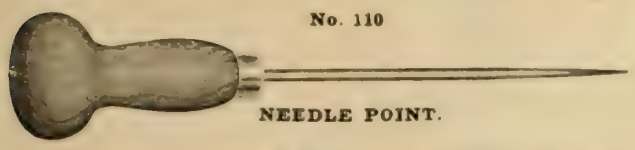
Not connected with any Shear Combination.

What about your advertisement for the SPRING NUMBER?
Have you arranged for space yet? Positions are being taken.

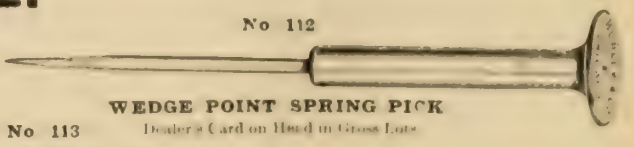
1/3 **SIZE.**



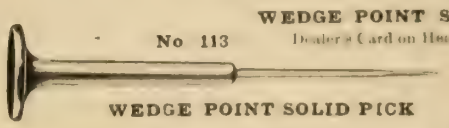
No. 104
WEDGE POINT
Dealer's Card on Head in Gross Lots



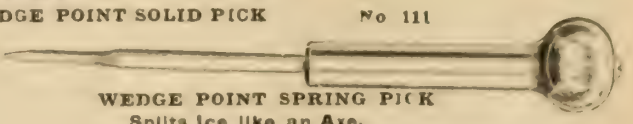
No. 110
NEEDLE POINT.



No 112
WEDGE POINT SPRING PICK
Dealer's Card on Head in Gross Lots



No 113
WEDGE POINT SOLID PICK



No 111
WEDGE POINT SPRING PICK
Splits Ice like an Axe.

WALKER'S QUICK AND EASY ICE PICKS.
Steel Tempered; will not Bend, Break or Rust

ANTI-RUST NICKEL-PLATED.

ERIE SPECIALTY CO., Erie, Pa., U.S.A.

RE-ACTING WASHER

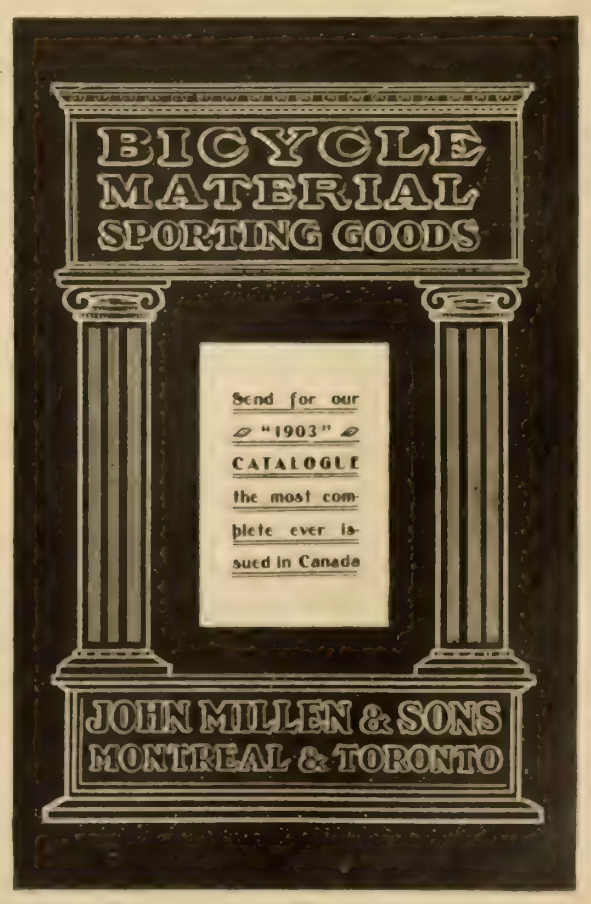
The quickest acting, readiest selling, and most generally satisfactory Rotary Washing Machine on the market.

The only regret your customers will have after buying one of these excellent machines is that they did not know about it sooner.

They require them—you should stock them—we can supply them. Order early.

The Dowswell Manufacturing Co., Limited
HAMILTON.
W. L. HALDIMAND & SON, Montreal, Eastern Agents

KEYS LARGEST LINE IN CANADA



KEYS LARGEST LINE IN CANADA

STOVES AND TINWARE

AND ALLIED TRADES

CULTIVATING FURNACE TRADE.

A Williamsport, Pa., retail stove and furnace firm has adopted a method of building up a furnace trade which has proved successful with them and should be equally so with Canadian retailers. They have distributed throughout their town and district the following pamphlet:

INTRODUCTION.

For the use of our customers, and for others who have the care of furnace fires, we have prepared this pamphlet. We find that a great deal of misconception exists in the mind of the average servant, regarding the use of the several appliances connected with furnaces. We find, too, a surprising lack of knowledge concerning furnaces in some people who are well educated in other respects. We account for this lack on the supposition that they have not given the subject the thought which it certainly deserves.

Efficiency.—If you pay for fuel you should burn it intelligently, and receive its full value. Our experience with furnaces of the various makes, coupled with a study of the subject assures us, we think with good reason, that "we do speak of that which we do know."

This little pamphlet does not cover the subject, but we have aimed to present a few practical hints in condensed form.

CONCERNING FURNACES.

Air which is impure is a fruitful source of headache and listlessness and general depression. Unless fresh air is introduced into your homes you breathe the same air over and over again. The warm-air furnace provides a convenient means of introducing fresh air at a proper temperature, and at the same time of warming the house.

No two bodies can occupy the same space at the same time. It is evident, therefore, that the entering fresh air drives out or displaces an equal quantity of foul air, which passes out through the various openings. Therefore, all warm air furnaces should be well supplied with air from outside the house.

Theoretically, the pipes and flues should be large enough to change the air in the house four times an hour. For practical purposes, assuming that the warm air pipes leading to the registers are sufficiently large to heat the house easily, three-fourths of the combined capacities of the warm air pipes would be the proper capacity of the cold-air supply or duct. The remaining one-fourth is allowed for the expansion of the air in heating.

Unless the furnace is supplied with fresh air it cannot deliver fresh air. It cannot make air, but simply warms it, and at the same time lifts it up into the house according to well-known natural laws.

Unless air is allowed to pass over, and abstract the heat from the iron and steel of which furnaces are made, they are likely to be overheated and possibly injured.

It is bad practice to place a choke-damper in a cold-air duct, by which it can be entirely closed. A careless servant can injure a good furnace by shutting off the cold-air supply and keeping a hot fire. A simple swing door, instead, with notched lever, will automatically open into the cellar while closing off the outside air supply. This arrangement is self-indicating, showing at a glance the position of the cut-off; and has the further advantage of being inexpensive, and is adapted to cold-air ducts or wood or metal.

There is something radically wrong with the heating system if the galvanized casing of the furnace gets hot enough to discolor it. It is an evidence of insufficient air supply, or insufficient radiating surface, or obstructed hot-air flues.

When the house gets too warm check the fire; do not merely close the registers.

Cover the hot air pipes in the cellar and the air will lose less of its heat in transmission, and the cellar will be much cooler. The saving in coal will pay for the expense of covering.

There should be a good check draft in the rear of every furnace. Checking the fire by opening the feed door should not be allowed, except to rapidly cool an overheated furnace, for the following reason: The average furnace chimney is 70 square inches in area, while the furnace feed door is 150 square inches in area. The chimney is therefore unable to care for all the air entering the furnace through the feed door. The result is that air enters the furnace through the lower two-thirds of the feed door, and a mixture of coal gas and air passes from the furnace to the cellar through the upper one-third of the feed door opening.

The air which enters the combustion chamber from under the grate aids combustion, and is called the bottom draft. The air which enters the chimney without passing through the fuel is called the check draft, and diminsihes the capacity of the chimney to the extent of the check-draft opening.

The draft, or drawing power of a chimney, is caused by a difference of temperature inside and outside of a building, and by induction currents across the top of the chimney. Chimneys, like people, have peculiarities, and should be studied to be understood.

Do not check the furnace too much for the night, as it is hard to heat a cold house quickly. A cold breakfast room is conducive to ill-temper. It takes a brisk fire to warm up a house that is thoroughly cold. It is better economy to keep a house always warm than to have it alternately cold and warm.

To insure warm rooms in the early morning shake the grate until the ashes are bright beneath, and open the bottom draft until the house is warm. Then put on coal, and when well ignited shake the grate again.

When shaking the grate close the bottom hraft and the check draft, and open the direct draft to chimney, so that the fine dust will not fly into the cellar.

Remove the ashes regularly and often; it costs less than new grates. If possible, use an ash pan in your furnace, and avoid shovelling ashes, and consequent dust.

To start a furnace fire begin with small kindling until the chimney is warmed, then put on the heavier wood, and when thoroughly ignited put on the coal.

Avoid starting the fire with too much bottom draft opening. If smoke is driven back into the cellar close the bottom draft to a point where draft of air through the grate will be equalled or exceeded by the draft of the chimney.

Do not feed too much coal at one time. Unless the draft of the chimney is very strong, the gas will collect and explode in the furnace. When feeding the furnace with coal close the bottom and check drafts, and open direct draft damper, to prevent escape of coal gas through feed door. You will need all the chimney draft to counteract the check produced by opening the feed door.

Buy good coal. Economy of money in buying coal means an expenditure of time in caring for the fire. If your chimney draft is poor select a clean, hard coal with a minimum of sulphur.

To produce the best results with the least fuel, the heating apparatus must be kept in good condition.

HARDWAREMAN MARRIED.

The home of Irvine Parks, county treasurer, South Napanee, was the scene of a very pretty wedding on Wednesday, when his niece, Miss Emma Jane Scott, was married to G. J. Hooper, a hardware merchant, Toronto, and son of Dr. Hooper, of that city. The bride, one of our popular young ladies, wore a handsomely trimmed pale blue silk, and carried a bouquet of white roses. She was assisted by Miss Lillie Pringle, in a pretty white organdie, and carried a bouquet of red roses. Frank H. Carson was best man, and the ceremony was performed by Rev. S. T. Bartlett in the presence of about 36 friends and relatives. The bride was given away by her uncle. After partaking of a delicious lunch the happy couple left for their home in Toronto. The bride's popularity was manifested by the large number of valuable and useful presents received, the groom's gift being a handsome upright piano. The bride made her home in Napanee with her uncle and aunt for the past 13 years, and has a large circle of friends. — Napanee Beaver.

THE "SUN" SHINES FOR ALL.

To meet the demand for varnishes which will give a smooth, hard finish, and enhance the beauty of the surface upon which it is applied and for general purposes, The Canada Paint Co. have introduced the universal "Sun" varnish. It is said to be made from selected, clear, bright gum, and every tank is thoroughly matured and tested before being put into tins. The name "Sun," which is registered, is a happy hit for this varnish, which gives brightness wherever used.

Special sealed cans are used by The Canada Paint Co., and the labels and packages are modes of utility and style. The banners and booklets which go with the "Sun" varnish are gems of the lithographer's art, and it is satisfactory to note that everything connected with this venture is "made in Canada."

AMONG THE STOVE TRADE

The body of Alexander Abbott, tinsmith, Vancouver, who was drowned on January 16, was recovered last week.

Vincent Vanse, tinsmith and stove dealer, Montreal, is advertising his business for sale.

The Macdonald Manufacturing Co., Toronto, are seeking to issue a writ against The Canada Tin Plate Decorating Co., London, Ont., to restrain that company from offering inducements to their employes to leave their positions in Toronto to go to London.

FILES. RASPS.

WE ARE NOT IN THE TRUST.

Quality of our goods guaranteed and our discounts very liberal. A trial order solicited. Write for discounts.

99 Niagara St., TORONTO FILE CO.

CANADIAN GOODS FOR CANADIANS.

GLASS For buildings and all other purposes

Our Specialty Art Leaded Glass.

See Our New Catalogue.

Hobbs Manufacturing Co., Limited

LONDON, ONT.

STEP LADDERS

Made of the best selected wood and well finished. Prices and discounts according to quantity.

J. H. CONNOR & SON, Limited, OTTAWA

TRADE NOBLES & HOARE NH LONDON MARK

Nobles & Hoare.

CORNWALL ROAD STAMFORD STREET.

LONDON, ENG.

Manufacturers of

HIGH-CLASS VARNISHES ONLY

Which can be obtained direct from the works or from the principal Color Dealers in Canada.

Cap Screws. Set Screws.

Square and Hexagon

Cold Pressed Nuts.

Finished. Semi-Finished.

CANADA FOUNDRY COMPANY,

LIMITED,

HEAD OFFICE, TORONTO, ONT

DISTRICT OFFICES:

Montreal, Halifax, Ottawa, Winnipeg, Vancouver, Victoria, Rossland.

Window and Interior Displays

Timely Hints and Suggestions.

IDEAS ON WINDOW DRESSING.

HARDWARE AND METAL, Montreal

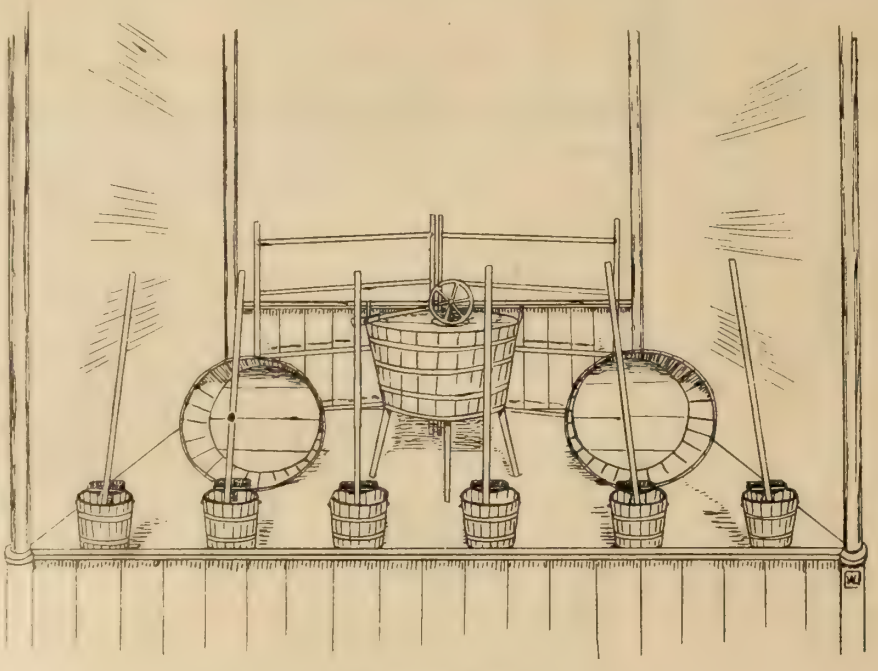
Gentlemen,---We noticed in your journal last week [illegible] window display. You will oblige me very much by letting me know, either in your [illegible] by mail where I could get a few ideas on the latest of window-dressing, for I would like very much to have our store fixed up, as trade in this town is getting pretty keen. By so doing you will greatly oblige, Yours very truly,

WE are in receipt of the above letter from a prominent hardware merchant in an Ontario town. The tone of the letter denotes a progressive, live merchant who realizes the value of window decorating. From the correspondence received since this department was inaugurated, we are extremely pleased to notice an ever-increasing desire among hardwaremen to assist their business through their windows.

Our correspondent asks for a source of information where he can obtain the latest hints on window-dressing. There comes to this office all the principal publications of the world dealing with hardware, and not one of them is as yet devoting as much space regularly to the window as we are. Nearly all of them are gradually working around to a realization of the fact that a hardware merchant requires a well-dressed window as well as a dry goods merchant. As a result of this, the majority of our exchanges are publishing hints on the art, collected from subscribers, but as yet none have adopted a regular department dealing with the subject. There is no doubt but that within a couple of years no hardware journal will be a success without considerable attention being paid to this department.

There appears to have been a prevalent idea among hardware merchants and journals that in all lines but theirs the window was important. We do not see why that idea should have been general unless it was because the hardware stock consists for the most part of small articles which entail much handling in making a display, or perhaps it is an abhorance of the dirt which a window-dresser of hardware must always meet with. Certain it is, however, that the hardware merchant has been almost the last to recognize the importance of displaying his goods.

In our opinion there are few lines affording more versatility of display than the line we are dealing with. The very smallness and variety of the articles allow thousands of arrangements that are effective. One feature decidedly in favor of the hardware merchant is that there is practically no elaborate structural work necessary in the display of his goods, The efficiency of the window depends entirely upon the arrangement of the goods themselves, and not at all, or at least very little, on any outside constructions.



A Wash-Day Window

The hardware merchant who trys to imitate a dry goods merchant in his window-dressing will find himself wasting time and money. In dry goods, what might be called the accessories, that is the fixtures and decorations, are usually the important part of the display. Articles have to be held in place and spread out, so that fixtures are necessary, In hardware, however, where each thing is solid and position counts for very little, the whole scheme of the window must usually be in the arrangement as a whole, rather than in the position or arrangement of each separate article. Then again, fixtures cannot be concealed by the thing displayed as they can in dry goods. The fixtures shown last week are practically all that is necessary in the display of hardware, as solid platforms, slanting or otherwise, and shelves form the only really useful structures for displaying such goods.

We are sorry that we cannot give our correspondent the information he desires, as we not only wish to aid our subscribers all we can, but also aim at a greatly increased interest in their windows among hardware merchants. If every dealer who has a window or an interior which has attracted attention in his locality would have it photographed (at our expense if need be) and send a picture to us to be reproduced in these columns he would not only receive assistance from the criticism given, but also from the pictures of others who might send.

THIS WEEK'S ILLUSTRATON.

This window may be called "A Wash-Day Window," for even the floor-washing articles belong to wash-day. In the front are arranged pails with mops leaning against scrubbing brushes, and in the centre of the window are two tubs and a washing machine. A clothes-horse completes the exhibit A number of variations may be made of this display by using wash-boards, different sized tubs and different makes of washing-machines. Be careful, however, not to have too many articles included.

The Selling Qualities

Of our splendid range

The Imperial Oxford

make them the most desirable stock you can handle.

THEIR DIFFUSIVE FLUE CONSTRUCTION
FRONT DRAW-OUT GRATE
OVEN THERMOMETER
DRAW-OUT OVEN RACK

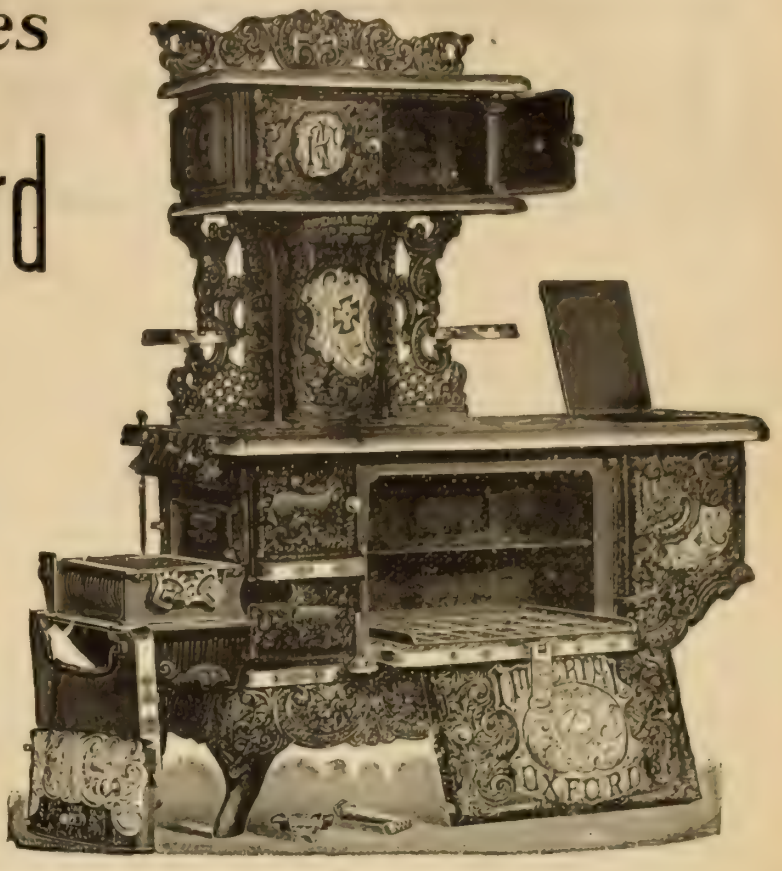
and other improved features, give them a quickly appreciated precedence over other ranges.

Housewives everywhere praise them enthusiastically.

Customers realize their superiority on sight—sales are easy.

They're the popular range of Canada.

Send us your address at once.



THE GURNEY FOUNDRY CO., Limited

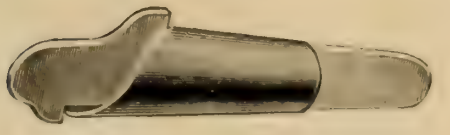
TORONTO. WINNIPEG. VANCOUVER.

THE GURNEY-MASSEY CO., LIMITED, MONTREAL.

SAP SPOUTS==Steel.

"IMPERIAL"

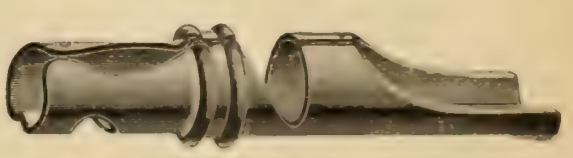
TAPERED



Made from heavy tinned sheets, specially adapted for

COVERED SAP BUCKETS.

PLAIN, RETINNED.



PATENTED 1896.

"EUREKA"

The "EUREKA" Steel Sap Spouts are ever popular, because they are economical and durable, safe and secure, no leakage, easily inserted, do not injure the tree, secure full flow of sap. All packed in cardbook boxes, 100 each.

Cuts Show Full Size of Spout.

Berlin Bronze, 22 without hooks. Berlin Bronze, 22 with hooks.
Tinned Steel, 20 without hooks. Tinned Steel, 20 with hooks.

The Thos. Davidson Mfg. Co., Limited, Montreal.

THE OFFICE

DEVOTED TO THE OFFICE STAFF OF BUSINESS ESTABLISHMENTS.

ACCOUNT REMITTANCE.

By H. B. W.

To the retail merchant who will not take advantage of the saving of time, labor and expense by settling all accounts by sight or time drafts, as described in a recent article on this page, the following suggestions in regard to remitting by cheque or money order, might not be out of place:

In the first place, when the wholesale merchant agrees to look after cash discounts for the retail dealer, by drawing systematically, but the retail merchant prefers to remit, advantages should not be taken when the terms are, say, 30 days, by allowing the account to remain outstanding, say, 60 days, and at the expiration of this time, remitting, and deducting full cash discount.

As a rule, a statement will be sent, either at the first of each month, or a few days before the account becomes due. When remitting this statement should be returned to be receipted. In nine cases out of ten the customer, will simply send a cheque or money order in a letter, stating that he is inclosing it, without any explanation of how the amount is made up and it therefore necessitates, sometimes, considerable correspondence which might be eliminated by returning the statement, with particulars and deductions, as mentioned above.

Extra care should be used in remitting to ascertain that the cheque is properly made out and signed, and that the post-office order is accompanied by a letter or statement in order that the receiver may know whom to credit. Instances occur daily where remittances are received without any trace other than the postmark, or when they originated. Stamps are very often attached to post-office notes to make up an amount, but they should not exceed 10c., as post-office notes are provided for amounts of 10c. and over.

It is hardly necessary, when returning a statement to be receipted, to write a letter stating that the cheque is inclosed, unless some explanation is deemed advisable in regard to deductions made.

To the merchants doing a fairly large business it might be advisable to have cheque and statement combined in one form, the latter being placed to the left of the cheque proper, no fold being necessary and no acknowledgement being called for. When an account is small, say, under $5, a money order should be sent in preference to a cheque, unless the latter is marked "Payable at Par," as it is unreasonable to be obliged to pay 25c. exchange on so small an amount, and usually the cost of remitting will be allowed by the recipient.

DEARTH OF GOOD BOOKKEEPERS.

In spite of the fact that there is supposed to be a plethora of clerks in all commercial centres, it is a well known fact that it is difficult to get first-class office hands, notwithstanding the fact that employers are ready to pay substantial salaries. The head of a well-known firm in Toronto has within the last few days been touring the offices of accountants, auditors, etc., in search of a good bookkeeper. To a representative of "The Canadian Grocer," he said that he was driven nearly to his wits end trying to find a good man for the position.

"We recently took a man on," he said, "who professed to be a chartered accountant and an expert in all bookkeeping matters, but he has made such a bungle of our books that if we keep him on much longer we shall be ruined."

A MULTIPLICATION-ADDITION TABLE.

The following table was worked out by a Harvard professor. It is interesting to look at, but one is thankful it is not included among the multiplication tables:

1	times	9	plus 2	equals 11
12	times	9	plus 3	equals 111
123	times	9	plus 4	equals 1111
1234	times	9	plus 5	equals 11111
12345	times	9	plus 6	equals 111111
123456	times	9	plus 7	equals 1111111
1234567	times	9	plus 8	equals 11111111
12345678	times	9	plus 9	equals 111111111
1	times	8	plus 1	equals 9
12	times	8	plus 2	equals 98
123	times	8	plus 3	equals 987
1234	times	8	plus 4	equals 9876
12345	times	8	plus 5	equals 98765
123456	times	8	plus 6	equals 987654
1234567	times	8	plus 7	equals 9876543
12345678	times	8	plus 8	equals 98765432
123456789	times	9	plus 9	equals 987654321

LOSSES ON OFFICE-SAVING DEVICES.

He is a wide-awake business man who keeps his eyes open for office-saving devices. At the same time he needs to be extremely careful that he does not discard one system for that which is worse. That some of them do as has been made evident to us several times where expensive systems of bookkeeping, in some instances, costing in the neighborhood of $2,000, have been found totally inadequate for the requirements of the business after being put in. We know of one instance where such a system was never even employed after being taken into the office on account of its intricate and impracticable methods.

DESKS FOR GIBRALTAR.

The Office Specialty Manufacturing Co. advertised desks and office furniture in "The Canadian Grocer" more than a year ago. The other day they received an order from The Anglo-Egyptian Bank, at Gibraltar, for a roll-top desk, chair and table, etc.; in fact, a complete outfit for the manager's room at their Gibraltar office. It is expected that as a result of this, further orders will follow, not only from this bank, but from Gibraltar and other Mediterranean ports.

A UNIQUE SYSTEM.

E. & S. Currie, wholesale men's furnishers, use a unique system of acknowledging the delivery of parcels addressed to their travellers. With each parcel, a slip with a duplicate is also sent, and the traveller is required to fill in date, place of receipt, his name and what the parcel contains, and mail the duplicate to the home office. In this way errors are eliminated, and the firm know exactly where their employe is.

OFFICE FITTINGS.

The Geo. B. Meadows Wire and Iron Company, manufacturers of bank and office fittings, etc., Toronto, during 1902 fitted out no less than 30 branches for Canadian banks in Canada. The territory extended to the extreme points of the compass, including one contract for the Bank of Commerce at Dawson City, Yukon, and one for the Bank of Montreal at Glace Bay, C.B. They are also at present completing a set of fittings for the Union Bank at Court Spain, Trinidad, while the two handsome offices of the Bank of Toronto, in course of erection in the "Queen City," will also testify to their ability in this line.

Want Ads.

In this paper cost 2 cents per word each insertion, payable strictly cash with order. Many large business deals have been brought about through advertisements of 20 or 30 words. Clerks can be secured, articles sold and exchanged, at small expenditure. Don't forget to send stamps or postal order when sending in copy. When replies come in our care 5 cents additional must be included for forwarding same.

MacLEAN PUBLISHING CO., Limited
Montreal and Toronto

POINTER FOR BUSY MEN.

A SHORT TALK

BY

LONG DISTANCE TELEPHONE

OFTEN SAVES

A LONG WAIT.

TRY IT.

THE BELL TELEPHONE CO. OF CANADA.

The question of wrapping papers is best settled by sending us

AN ORDER

for our brown or manilla. This Canadian made paper is strong, durable and cheap, and equals any American-made wrapping paper.

CANADA PAPER CO., Limited
TORONTO and MONTREAL.

FIRE AND BURGLAR-PROOF SAFES.

Great fires often cause ruination. Protect against what may come by buying a

CARY Fireproof Safe.

We are the only Importers and Dealers in Canada of the celebrated world-famous **Cary** Safes. The only safe sold in Canada where the filling is warranted not to depreciate; being a dry filling, will last a life time. No refilling required when you buy a **Cary** safe. See our seven-flanged, double underlocking, tongue and grooved door with asbestos packing, making them water and air tight. See our latest improved up-to-date Safes before buying. Catalogues and prices sent on application. Money saved by consulting

Ford & Featherstone,

IMPORTERS AND DEALERS,

10 John St., North, - HAMILTON, ONT.

ESTABLISHED 1855

TAYLOR'S SAFES

DOUBLE TONGUE & GROOVE

145 & 147 FRONT ST. EAST. TORONTO.

A Course in Advertising by Mail for

One Dollar

The most practical instruction possible to receive may be had by reading each issue of Impressions regularly. Live articles by the very best authorities. One dollar a year.

The Print Shop

St. Catharines, Ontario

The Auer Gas Lamp.

"TURNS NIGHT-TIME INTO DAY-TIME."

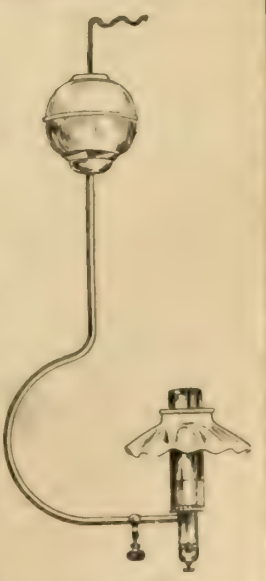
New Styles. Lower Prices.

Are you interested in a lamp which gives 100 candle power?

Are you interested in lighting your store brilliantly? You know it draws trade?

Are you interested in saving half of your bill for coal oil?

Are you interested in having the agency for a lamp which does this?



No. 28
100 Candle Power.

Then write for our Catalogue and Discounts.

EVERY LAMP GUARANTEED.

AUER LIGHT CO., 1682 NOTRE DAME ST., MONTREAL.

PAINT, OIL AND BRUSH TRADES

THE TURPENTINE MARKET.

DULL AS turpentine is now the talk of the market. The local demand is very light and has no effect on prices which seem to be ruled entirely by the exceptional conditions in Savannah, where, on Monday, the stocks on hand were but 3,243 barrels, less than one-fifth the quantity carried at this time last season.

Conditions here are in a measure the same as those ruling in New York on Wednesday, reported by The Journal of Commerce as follows: "The demand was absolutely inactive yesterday, and no sales whatever were reported. This condition was accompanied by a general easing up in prices. Holders were far less confident regarding the future of the present season's values, and machine-made barrels were offering at 67c. and oils at 66½c., without business."

The demand locally is practically restricted to 5 and 10 gallon lots, which are 5c. higher than the barrel prices. The price quoted, as we go to press, is 98c., but the indications point to an advance of 2c. by to-morrow morning, which would make the price for lots less than a barrel and more than 5 gallons, an even 81 per gallon.

Stocks in Toronto are unusually light and are not likely to be of generous proportions before March 1. Buyers are only taking what they actually require, which is the wise step under the conditions.

HOLLYWOOD PAINT COMPANY.

For some time negotiations have been under way for the amalgamation of The Hollywood Paint Co., Hamilton, and The McLennan Paint Co., of Buffalo. Details were completed on Monday, when W. H. Kestin, of the Buffalo concern, was elected secretary-treasurer of the Hamilton Company, which continues under its own name and with the following board of directors:

President—Seneca Jones.
Vice-President—H. P. Coburn.
Secretary-Treasurer—W. H. Kestin.
Directors, C. T. Grantham and James Thomson.

NOW IS THE TIME FOR ORDERS.

There is no time like the present. It is better to be a month earlier than a day too late. The hardwareman who gets posted regarding the parties who intend erecting new houses, barns or other buildings, or re-painting old ones, and who gets after orders in advance for paints and materials, is the man who will get the bulk of the trade in this line.

Many people who have not decided to build or repaint may be persuaded to do so during the next month or two by the hardwareman who has studied the question and can give them good advice regarding the matter.

ABOLISHED THE ASSOCIATION.

At a recent meeting of the Dominion Paint Grinders Association, held in Montreal, a resolution was passed to do away with the White Lead Association and the Putty Association. The prices of white lead have been open since August last, so that the closing of the Association will not alter the present market price.

CHIMNEY BLAZE.

In last week's issue we reported a small blaze in P. D. Dodds & Co.'s warerooms on McGill street, Montreal, in which we stated that the shelves containing lampblack and kalsomine were somewhat damaged. Instead, it was only a chimney blaze, and no damage whatever was done to the stock.

PAINT AND OIL NOTES.

J. H. Lambert & Co., painters, etc., of Montreal, have dissolved.

London painters intend asking for 25c. per hour and an eight-hour workday.

Kingston Painters' Union held a dance on Thursday night, which was well attended by members of the union.

A. T. Gurd, of Petrolea, Ont., says that the "Gurd" gusher now yields 75 bbls. per day. There is considerable water in the flow.

Joseph McCausland & Son, Limited, of Toronto, have been incorporated with $40,000 stock capital. The provisional directors are Joseph and F. H. McCausland and F. H. Young.

PAINTING IRON TO PREVENT RUST.

An improvement on the usual method of painting iron to prevent rust is suggested by a writer in The Painters' Magazine. He would put on a first coating of boiled oil immediately after the metal has been thoroughly cleaned in the factory. The oil, if applied hot, would find its way into all the crevices and holes in the iron, where paint could not enter on account of its thickness and incapability of running, not only in cracks and holes but in perfect surfaces. One or two coats of the oil would form a suitable ground for either a paint or cement finish.

PAINT AND OIL MARKETS.

TORONTO.

THE orders booked for spring delivery continue to arrive in large volume, the size of orders proving a general feeling of optimism throughout the trade. Another pleasing feature is the promptness with which payments are made. Some spring orders are now being sent out. These are dated April 1, as they are on spring account. Prepared paints have sold especially well for future delivery this spring. Prices are firm, with the exception of white lead, which is still being cut. Turpentine keeps on stiffening, and on account of the prices are moving in 5 and 10 gallon lots at 98c. An advance of 2c. is anticipated. We now quote:

WHITE LEAD.—Ex-Toronto, pure white lead, $5 to $5.25; No. 1, $4.62½ to $4.87½; No. 2, $4.25 to $4.50; No. 3, $3.87½ to $4.12½.; No. 4, $3.50 to $3.75 in packages of 25-lb. and upwards; ½c. per lb. extra will be charged for 12½-lb. pkgs.; genuine dry white lead in casks, $5.02½.

RED LEAD.—Genuine, in casks of 560 lb., $4.50; ditto, in kegs of 100 lb., $5; No. 1, in casks of 560 lb., $3.75; ditto, in kegs of 100 lb., $4.25.

LITHARGE.—Genuine, 6 to 6½c.

WHITE ZINC.—Genuine, French V.M., in casks, $6.25; Lehigh, in casks, $6 to $6.25.

SHINGLE STAIN.—In 5-gallon lots, 60 to 75c. per gallon.

PARIS WHITE.—90c. to $1 per 100 lb.

WHITING.—65c. per 100 lb.; Gilders' whiting, 80c.

GUM SHELLAC.—In cases, 35 to 37c.; in less than cases, 40 to 42c. per lb.

LIQUID SHELLAC.—Pure orange, in bbls., $2.25 to $2.35; white, $2.35 to $2.45 per gal.; in less quantities, 10c. extra.

GLUES.—Broken sheet, in 200-lb. bbls., 8½c. per lb.; cabinet glue, in bbls., 12c.; emery glue, in bbls., 17½c.; bookbinders', ground, 10½c.; finest American, white, 19c.; No. 1 American white, 15c. per lb.

PUTTY.—Bladders, in barrels, $2.10; bladders, in 100-lb. kegs, $2.25; bulk in barrels, $1.80; bulk, less than barrels,

RETURNED MAY 9 1903

Book 8 96

"Ark Brand" Paint is a perfect protection against the elements.

It's also a great protection against business storms, because it means increased trade, satisfied customers, and continually growing business.

"Ark Brand" Paint is absolutely honest, and will support every statement you can make for it. It's easy to sell, yields a neat profit to dealers, and means increased patronage.

Write us for prices and "Ark Brand" literature.

The **Francis-Frost Co.**, Limited,

Canadian Distributing Agents for Grippin's Crack Filler.

Toronto.

THE ONLY ONE.

HOLLYWOOD PAINT

is the only manufactured paint on the market to-day that can be used when an architect's specifications call for lead and oil. That is why the dealers are selling such large quantities.

Write us a card for particulars.

The Hollywood Paint Co.

Limited.

HAMILTON, CANADA.

McArthur, Corneille & Co.

MONTREAL

Glue and Gelatine

In extensive assortment, to suit all requirements.
WILL BE PLEASED TO SUBMIT SAMPLES AND PRICES.

MANUFACTURERS AND IMPORTERS OF . . .

White Lead, Oils and Colors, Prepared Paints, Window Glass, Varnishes, Etc.

SELLING AGENTS IN CANADA

For the GENUINE
Imperial French Green
of JOHN LUCAS & CO., PHILADELPHIA.

And CELEBRATED
English Varnishes
of CHAS. TURNER & SON, LONDON.

Please mention HARDWARE AND METAL when writing.

and up to 100 lb., $2.05; bladders, bulk or tins, less than 100 lb., $2.75.

PARIS GREEN.—Petroleum bbls., 14c. per lb., arsenic kegs, 14½c.; 50 and 100 lb. drums, 15c.; 25 lb. drums, 15½c.; 1-lb. packages, 16c., ½ lb. packages, 18c.; 1-lb. tins, 16c., ½ lb. 18c.

PLASTER PARIS.—New Brunswick, $2 per barrel.

PUMICE STONE.—Powdered, $2.50 per cwt. in bbls. and 4 to 5c. per lb. in less quantity; lump, 10c. in small lots and 8c in bbls.

LIQUID PAINTS.—Pure, $1.20 to $1.40 per gallon; No. 1, $1.10 per gallon.

BARN PAINTS.—65 to 70c. per gallon.

CASTOR OIL.—English, in cases, 9 to 9½c. per lb., and 10 to 10½c. for single tins.

LINSEED OIL.—Raw, 1 to 2 bbls., 61c.; boiled, 64c.; 3 to 5 barrels, raw, 60c.; boiled, 63c.; 6 to 9 barrels, raw, 58c.; boiled, 61c. delivered. To Toronto, Hamilton and London, 2c. less. All quantities of 10 barrels and over of linseed oil sold only f.o.b., Toronto, Hamilton, London and Guelph.

TURPENTINE.—Single bbls., 93c.; 2 to 3 bbls.. 92c. delivered. Toronto, Hamilton and London, 1c. less. For less quantities than barrels, 5c. per gallon extra will be added, and for 5-gallon packages, 50c. and 10-gallon packages, 80c. will be charged.

GASOLINE AND BENZINE.—We quote as follows: Benzine, 19¼c. and gasoline, ordinary, 21¼c. and engine, 22¼c. f.o.b. Toronto.

MONTREAL.

The paint and oil business seems to be going along very briskly, and manufacturers are kept busy. There has been a keen demand for dry white 'lead and orange mineral. Stocks in lead products are not over abundant and holders show some hesitancy in selling. The sap, as turpentine is called before being distilled, has not commenced to run yet, and the stocks are exceedingly low in Savannah. One of the largest importers in Montreal says the stock is only 3,000 barrels, as against 20,000 barrels last year. It is thought that turpentine will be imported from London, Eng., where they have very large holdings at present. The market still continues to advance and no relief is looked for until spring. Linseed oil is a little firmer this week in sympathy with the stronger feeling in the English market. We quote:

GROUND WHITE LEAD.—Best brands, Government standard, $5.00 to $5.25; No. 1, $4.27½ to $4.87½; No. 2, $4.40 to $4.50; No. 3, $4.02½ to $4.12½; No. 4, $3.65 to $3.75 all f.o.b., Montreal. Terms, 4 months. or 3 per cent. off for cash in 30 days.

DRY WHITE LEAD.—$5 in casks, and in kegs, $5.25.

DRY WHITE ZINC.—Pure dry, in casks, 6¼c.; in 100-lb. kegs, 6¾c. No. 1 zinc, in casks, 5¼c.; in 100-lb. kegs, 5¾c.

WHITE ZINC (ground in oil)—Pure, 25-lb. irons, 8c.; No. 1, 7c.; No.2, 6c.

PUTTY.—We quote: Bulk, in barrels, $1.80 per 100 lb.; bulk, in less quantity, $1.95; bladders, in barrels, $2.10; bladders, in 100 or 200-lb. kegs or boxes, $2.25; in tins, $2.20 to $2.50; in less than 100-lb. lots, $2.75 f.o.b., Montreal, Ottawa, Toronto, Hamilton, London and Guelph. Maritime Provinces, 10c. higher, f.o.b., St. John and Halifax. Three per cent. discount for cash in 30 days.

ORANGE MINERAL.—Casks, 7c.; 100-lb. kegs, 7¼c.; smaller quantities, 8¼c.

RED LEAD.—Genuine red lead, in casks, $4.50; in 100-lb. kegs, $4.75; in less quantities, $5.75 per 100 lb. No. 1 red lead, casks, $4.25; kegs, $4.50, and smaller quantities, $5.50.

LITHARGE.—Ground, casks, 5c.; less quantities, 5½c.; flake litharge, casks, $5.25; smalls, $5.75 per 100 lb.

LINSEED OIL.—Raw, 1 to 4 barrels, 59c.; boiled, 62c.; raw, 5 to 9 barrels, 58c.; boiled, 61c. Terms, net cash in 30 days. Delivered in Ontario, between Montreal and Oshawa, at 2c. per gallon advance.

TURPENTINE.—Single barrels, 93c.; 2 to 4 barrels, 92c. Terms, net cash in 30 days.

SHELLAC VARNISH.—Pure white, $2.35 to $2.45; orange, $2.25 to $2.35.

MIXED PAINTS.—$1.20 to $1.40 per gallon.

CASTOR OIL.—8¾ to 9¼c. in wholesale lots, and ½c. additional for small lots.

SEAL OIL.—48 to 50c.

COD OIL.—35 to 37½c.

PURE CANADIAN PARIS GREEN.—Petroleum barrels, 13¼c. per lb.; arsenic kegs, 13½c.; 50 and 100-lb. drums, 14c.; 25-lb. drums, 14½c.; 1-lb. packages, 15c.; ½-lb. packages, 17c.; 1-lb. tins, 16c.; ½-lb. tins, 18c.

PURE ENGLISH PARIS GREEN.—Petroleum barrels, 14¼c.; arsenic kegs, 14½c.; 50 and 100-lb. drums, 15c.; 25-lb. drums, 15½c.; 1-lb. paper boxes, 16c.; 1-lb. tins, 17c.

WINDOW GLASS.

TORONTO.

Prices are changed throughout. We quote: Star, Under 26 in., $3.80; 26 to 40 in., $4; 41 to 50 in., $4.50; 51 to 60 in., $4.75; 61 to 70 in., $5; 71 to 80 in., $5.50. Toronto, Hamilton and London. Terms, four months, or 3 per cent., 30 days.

MONTREAL.

Locally a good trade is doing and the prices are steady, but as yet very little outside trade is reported. We quote as follows: First break, 50 feet, $2; second, $2.10 for 50 ft.; first break, 100 feet, $3.80; second break, $4; third break, $4.50; fourth break, $4.75.

The large extension of The Cataract Power Co., on Victoria avenue, is being rapidly put up, and the new machinery will soon be installed.

"ANCHOR"

STRAW HAT ENAMEL.

The original and only genuine.
Will not rub, wash or chip off.
Made in 32 fashionable shades.
A handsome framed show card furnished to all buyers.
Retails at 10c. each.

ANCHOR BRAND
H. & P.
REGISTERED
TRADE MARK

LIQUID PAINT.

When a dealer sells a customer "ANCHOR" LIQUID PAINT he is offering him a brand that contains the best white lead the world can producc —BRANDRAM'S B. B. GENUINE. This combined with Pure Linseed Oil, Turpentine and Dryers, make a paint superior to all others.
If not represented in your town.

Send us a post card and let us tell you all about them.

BRANDRAM BROS & CO
BRANDRAM'S B. B. WHITE LEAD
REGISTERED TRADE MARK
MANUFACTURERS LONDON ENGLAND

HENDERSON & POTTS,
Established 1874.
HALIFAX and MONTREAL,

CEMENT TRADE NOTES AND COMMENT.

THE annual meeting of The National Portland Cement Company, and the visit to the works at Durham, Ontario, has aroused much interest in that company's works. About 300 shareholders and others made a tour of the entire works, starting at the huge clay-drying rotary, through the factory, which seemed full of vats and slurries and pug mills and air compressers, and air pumps and other articles of machinery, all engaged in certain duties in connection with the mixing of the clay and marl, prior to the process of mixing; through the rotary building, where huge drums, 70x6 ft., were converting the mixed marl and clay into clinkers by the peculiar burning process, which consisted of a stream of pulverized coal, blown into the burning firery furnace, estimated to have a temperature of 2,500 to 3,000 deg. Fah.; thence to the clinker pits, from which the product is conveyed to the grinding department. Here it is partially pulverized, then automatically transferred to the tube mills, where it is pulverized so fine that it will pass through a wire gauze of 10,000 meshes to the square inch, and the process of manufacture is thus complete. By a system of conveyors the finished product is carried to the bins of the warehouse and stirred up till ready for packing, which is also done automatically and rapidly.

The powerhouse, where 750 h.-p. is developed, the laboratory, where experiments and tests are made, the lake from which the marl is taken by dredges, were all visited by the party.

In the evening the annual meeting was held at the Rossin House, Toronto, when the following board of directors were re-elected:

President—W. F. Cowham
Vice-President—A. F. McLaren, M.P.
Treasurer—Gilbert McKechnie.
Secretary—P. W. Stanhope.
Director—Barlow Cumberland.

In his speech to the directors President Cowham elicited some interesting facts about the growth of the consumption of cement. In Toronto there were but two miles of cement pavement, constructed in 1891, he pointed out, while last year 27 miles of it were put down, and about 40 miles a year would be put down in the years to come. In other cities the same conditions are manifest. Farmers are replacing their wooden stable floors with cement concrete, because it makes a better floor and one more conducive to the good health of their stock. Cement silos are now taking the place of wooden ones, as, on account of being exposed to fermentation, the wooden ones soon decay and have to be replaced. Cement bridges and even cement buildings were taking the place of wooden and stone ones all over the country.

The production of cement is now receiving much attention in Manitoba. In the annual address before the Winnipeg Board of Trade, John Russell referred to the industry as follows:

"An industry that has taken a prominent place in Manitoba during the last year is that of cement both ordinary and plaster of paris. Several factories in existence last season turned out these products to the full extent of their capacity, and it is most gratifying to learn that unlimited quantities of the raw material have been found in a very widely extended area. I would recommend that a standing committee on manufacturing interests be appointed by the Board."

The Western Ontario Portland Cement Company have been incorporated with $500,000 capital and headquarters at Atwood, Ont.

Machinery for the new cement works of The Ontario Portland Cement Company, at Blue Lake, has commenced to arrive. Parts of the large rotary kilns are already there and will be installed immediately.

CATALOGUES, BOOKLETS, ETC.

MANUFACTURERS' CALENDAR.

The Taylor-Forbes Co., Limited, manufacturers of general hardware, castings, lawn mowers, etc., Guelph, Ont., have issued a calendar for 1903 which will be of use to the men whose engagements are many and whose memory is not too reliable. It is in tablet form, containing a great number of pages. Opposite each date a good space is left for jotting down memoranda of any sort, and extra ruled pages at the back are also added for this purpose.

WILL BE A BROKER.

P. M. Bellhouse, who has been with Peck, Benny & Co. for a number of years, the major portion of which he was office manager, is going into the broking business with C. Simpson Garland, stock broker. The congenial manners for which Mr. Bellhouse has always been noted in personal contact with him, and in his correspondence with customers throughout the Dominion, has won him a reputation which not many enjoy. He will be greatly missed amongst his confreres in the iron world, bu never forgotten. In the new venture his abilities and wide business connection will doubtles secure for him a prosperous future

THE SURVIVAL OF THE FITTEST!!!

The advent of the "SUN" Varnish in an attractive form for retailing will revolutionize the sale of Varnish for universal purposes.

The "SUN" is destined to have the largest sale of any brand in the Dominion of Canada.

The "SUN" is a uuique Varnish made by The Canada Paint Company only.

For particulars, ask our traveller, see page No 46 of catalogue for 1903, or address,

THE CANADA PAINT COMPANY, LIMITED.

Made in Canada.

HEATING AND PLUMBING

BETTER VENTILATION WANTED.

THAT many public buildings are badly in need of proper ventilation is unquestioned. An exchange publishes the following plea with the suggestion that business men interested in ventilating should encourage the advocacy of better ventilation :

" There should be a sanitary committee appointed some way or some how," says the writer, " to report on the ventilation of public buildings, including business offices, lecture-halls, churches, theatres, school rooms, travelling conveyances and all other places where people are wont to congregate. In nine cases out of ten in entering these places one is met with a stifled, dead air, if not nauseating, and then we are ready to criticize the indifference or impoliteness of the employes, when the truth is they are partially mad from the constant brain stuffing of poisoned air. Carbonic acid gas, the effusions of tobacco, liquor and the results of bad dietetic habits of those who visit or work in the room, all being thrown off, with little ventilation, is the fate of a large majority of those who occupy public places of business. A woman cannot ride in a public conveyance with the benefit she should receive, because of this same negligence. If she ask for better ventilation she is ignored or rather told others do not desire it."

ACETYLENE LAMPS FOR A PENNY.

The masterpiece in gutter merchants' penny lines is surely the waistcoat-pocket acetylene lamp now being offered for sale in the London streets, says Ironmonger. The apparatus consists of a glass tube about 2 in. long and ½ in. in diameter, pinched in at the top to form a neck and burner and plugged with a cork at the bottom. The "installation" includes a piece of calico and a pill-box full of carbide particles. Gas is generated by dipping the rag in water, squeezing out part of the moisture and replacing it in the tube with a tiny piece of carbide. Acetylene immediately issues from the top, and when lighted gives a flame which at first is about an inch long, and then gradually dies down till the carbide is spent. A piece of carbide about the size of a pea will give a light for several minutes. Whether or not the "generator" is a dangerous toy I must leave your acetylene expert to say, but that it is capable of affording much cheap amusement to a lad with scientific tastes admits of no question. The capacity of the apparatus for filling an apartment with an odor akin to that of rotten eggs is equally unquestionable.

PLUMBING AND HEATING NOTES

Martin & Kirk, plumbers, Sydney, N.S., have dissolved and Chas. D. Kirk continues.

The premises of Geo. Langwell & Son, Montreal, have been damaged by fire ; insured.

Townsend & Walsh, plumbers, etc., of Ottawa, have assigned, and Mr. Walsh has offered 35c. on the dollar.

J. M. Marcotte, Montreal, and George Lefaivre, Quebec, have been appointed joint curators of L. H. Gaudry, plumbers' supplies, Quebec.

William S. Gamble, plumber, died at his home in Ottawa, last week, after a brief illness. He was 35 years of age, and leaves a widow and young daughter. Mr. Gamble was born in Iroquois, Ont., and lived in Brockville and Sault Ste. Marie, Ont., before taking up his residence in Ottawa.

PLUMBERS' REGISTRATION BILL.

The National Association of Plumbers of Great Britain are still agitating for the passage of the Plumbers' Registration Bill, which has been before the British House for so long. At a meeting of a local association at Hull, it was stated that the efforts to secure this Bill had been kept up for 20 years ; yet those desiring it had to content themselves with the knowledge that they had made substantial progress, and that there seemed to be a reasonable hope of its early passage. The following resolution was passed by the meeting : " That this meeting cordially approves of the movement for the national registration of plumbers as a safeguard to the public health, and recommends that the Government be urged to deal with the subject during the ensuing session of Parliament."

TORONTO PLUMBERS MEET.

A special meeting of the Toronto Master Plumbers' Association was held on Monday evening. The object of the meeting was to admit into membership several applicants. There was a good attendance, President Robert Ross occupying the chair. Seven of the applicants were received, the others intending to join not being able to attend. They will be received later.

BUILDING NOTES.

F. W. THOMPSON, managing director of The Ogilvie Flour Mills Company, Limited, states that as soon as the Ontario Legislature ratifies the by law passed by Fort William, granting a bonus to his company, the erection in that place of a fire-proof mill, one of the largest in Canada, will be started.

The Marshall-Wells Hardware Company, Winnipeg, propose to erect a new warehouse.

The Hudson Bay Co. will erect a $40,000 store at Fort Francis, Ont., in the spring.

Foley, Lock & Larsen intend to build a 100 x 100 five-storey warehouse on Market street east, Winnipeg.

Nicholas Bawlf, Winnipeg, intends to erect a $50,000 office building near the Grain Exchange of that city.

A five-storey 133 x 91-ft. warehouse will be put up on McDermot avenue, Winnipeg, by Stobart, Sons & Co.

A large building to contain a bank, several shops and dwelling houses, will be built in Brantford, Ont., in the spring.

The Intercolonial Railway will spend from $80,000 to $100,000 on the big new roundhouse to be built near the one-mile house at St. John, N.B.

Schultz Bros., Guelph, Ont., have the contract for the erection of the Macdonald Institute residence at the O.A.C., Guelph. The job is to cost $80,000.

F. J. Castle, wholesale grocer, Ottawa, intends erecting a six-storey warehouse on Queen street. Ahearn & Soper will also likely erect a building on the same street.

St. John, N.B., will at once call for tenders for the Carnegie library, and it may be taken for granted that all of his gift of $50,000 will be spent on the building.

The Anglo Canadian Cold Storage Corporation, of London, Eng., intend to spend at least $100,000 in the construction of its new building in Carleton, N.B.

The General Public Hospital Commissioners, St. John, N.B., will lay out $25,000 on improvements at that institution, and the Union Club will spend from $10, to $12,000 on the addition to their building.

J. H. G. Russell, architect, Winnipeg, is preparing plans for a large warehouse on Princess street for Martin, Bole & Wynne. Campbell Bros. & Wilson, will

THIS PAINT

Is made along scientific lines. It leaves behind the brush a mass of beautiful color easy to work, that pleases any painter, man or woman who uses it.

It shows the best value in the line of pure paint. It makes money and makes customers. Painters want

RAMSAY'S PAINT

because it has strength and tone; is uniform in color and always guarantees a safe job.

Dealers make money with it because there are many beautiful advertising lines go with it to help it, and it helps itself as well.

A RAMSAY & SON	EST'D	PAINT
MONTREAL	1842	MAKERS

Every agent handling

MURALO

is pleased with their past year's pro fits. Every consumer who has used

Muralo Wall Tinting

is satisfied with the results obtained and wants more

We have still a few good proposi tions to offer to live up-to-date dealers who wish to handle the best line at popular prices.

Send for Color Card and parti culars.

AGENTS:

A. RAMSAY & SON, - - - - MONTREAL
THE J. H. ASHDOWN HARDWARE CO., Limited, - WINNIPEG
McLENNAN, McFEELY & CO., - - - VANCOUVER

Makers

THE MURALO COMPANY, New Brighton, Borough of Richmond, New York.

Always Get The Best.

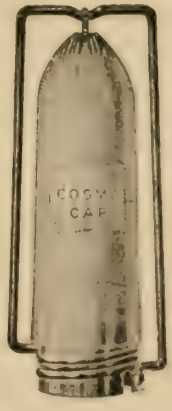
NOTHING EQUALS

Rochester Lamps

FOR SOFT, PURE, MELLOW LIGHT FOR READING,

and our **Hanging Lamps** are recognized superior to all others for lighting stores and dwellings.

Our **Rochester Cluster Gas Lamp** is simply perfect for store and hall lighting.



Every merchant should have them for his show window.

All kinds of the best gas and oil lamps kept in stock.

Send us a trial order for **our new Cap Mantle,** cheapest and best for all gas lamps.

THE ROCHESTER LAMP CO.
OF CANADA,
24 FRONT ST. WEST, - - - TORONTO.

Booth Copper Co., Limited

Cuts Copper and Brass

SHEETS—TUBES RODS

to any size.

FULL STOCK ALWAYS ON HAND.
PROMPT SHIPMENTS.

The BOOTH COPPER CO., Limited

119-123 Queen St. East,
TORONTO.

build a warehouse on Princess street, for which Mr. Russell will also draw the plans.

A. Chausse, building inspector, Montreal, predicts an exceedingly busy season this year. Contracts have been signed for a number of buildings, which have been destroyed by fire. The building of the projected Carnegie library, the Notre Dame Hospital, the civic hospital, the technical school and other public buildings will furnish any quantity of employment and millions of dollars will be expended for building purposes.

The Victoria Chemical Works, Victoria, B.C., have awarded the contract for erecting a new building, 90 x 35 ft., to Moore & Whittington. As the building will be used for the manufacture of sulphuric acid it will be lined with heavy lead sheeting, about 50 tons of which was received from Chester, Eng., for this purpose, by the China Mutual steamer Ning Chow. This lining will reduce the escape of noxious fumes to a minimum, it is hoped.

WINNIPEG FIRMS BUSY.

H. E. PLAXTON, of The Dominion Steam Heating Co., Winnipeg, is in Toronto this week. He reports a continuance of the activity in building operations which has prevailed in Winnipeg for some time, and predicts even greater activity in the coming spring and summer.

"There are many large buildings going up," said Mr. Plaxton, "and one-pipe steamheating seems to be the favorite. We are just finishing the Strathcona apartment house, in which 24,000 ft. of pipe have been installed. We also put in this building 50 'Ideal' closets, 32 enamelled baths, 50 washbasins and 32 sinks.

"A good feature of work in our city now is that the standard of plumbing and heating done there is fully as high as that done in the cities of Eastern Canada. Our people have the money and the readiness to spend it.

"Outside of Winnipeg, too, prospects are excellent. At Selkirk we have a large job at heating and plumbing additions to the asylum there. Good work is asked for in the outside towns, too."

ADVANTAGES OF ACETYLENE.

M. Masi, a prominent Italian scientist, has recently completed an extended series of observations upon the hygiene of acetylene lighting, says an exchange. He found that the gas in burning consumes less oxygen and gives off less carbonic acid gas and water vapor than is the case with other methods of lighting, excluding, of course, the electric light. In a confined locality it produces less heat than either gas, candles or petroleum, and it does not give rise to ammonia, nitrous acid or carbon monoxide. As the purity of air in factories is shortly to be a subject for legislation in this country these points are of practical interest. M. Masi's conclusions are that acetylene does not present any more danger from explosion than gas or petroleum, and that it is cheaper for a given candle power than all other methods of lighting.

BUILDING PERMITS ISSUED.

OTTAWA.

J. G. Gagnon, two brick-veneered dwellings, Cathcart street, $1,250.

Estate of S. H. Borbridge, alterations to store, Sparks street, $2,800.

John Corry for six solid-brick dwellings, Gloucester street, to cost $4,800.

TORONTO.

Mrs. Williams for an $1,800 dwelling on St. Clarence, near Bloor street.

A. Rowe for two $1,200 dwellings on Delaware ave., near Shanley street.

C. D. Daniel for $5,000 residence, on Powell and Elm ave.; F. Brown architect.

J. W. Fenwick for a $1,500 residence on First ave., near Broadview, C. K. Rogers, builder.

A. G. Graydon for $1,000 residence at 102 Brunswick ave.; R. A. Graydon, builder.

Col. Mason for $5,000 stable at rear of 43 Queen's Park; G. W. Gouinlock, architect.

J. Wheller for pair of $1,500 dwellings on Smith street, near Broadview; Mr. Bradley, architect.

A. Hawes for $5,000 addition to apartment house at the corner of Huron and Sussex streets; J. A. Burridge, builder.

The Dominion Paper Box Co., for four $12,500 warehouses on King street west, near Brant street; G. W. Gouinlock, architect.

Dominion Government for $21,000 alterations to General Post Office, Adelaide street; D. Carlyle, builder; also for $5,000 alterations to Customs House, corner Front and Yonge streets; Brown & Love, builders.

A SMALL FIRE.

A fire broke out on Monday night in the premises of the Montreal Smelting and Refining Works, 10 Dorchester street, Montreal, but was quickly extinguished by the fire brigade. The works are owned by Geo. Zangwell & Son., and are fully covered by insurance.

Ahearn & Soper, Ottawa, expect to open their new mica works about March 1.

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 2c. a word each insertion; cash in advance. Letters, figures, and abbreviations each count as one word in estimating cost.

SITUATIONS VACANT.

WANTED — HARDWARE SALESMAN. Apply stating age, experience and salary expected. To J. Henderson, Collingwood. (8)

WANTED—50 MEN TO SELL ALUMINUM gas burners, make $2 to $5 per day. 191½ Yonge St., Toronto. Geo. H. Bunnel & Co. (F)

WANTED — THOROUGHLY CAPABLE travellers that understand the selling of babbitt metals, solder, as well as other metals; those having experience or connection preferred; state salary expected. Apply "Metal," Grand Union Hotel, Toronto. (F)

WANTED—GOOD FOUNDRY LABOURER Ontario Foundry, Pearl St., Torrnto. (F)

WANTED—TINSMITH, $500 PER ANNUM; apply, Allan's, 111 Victoria St., Toronto. (F)

WANTED—AN UP-TO-DATE HARDWARE man; apply stating salary, Box 544, Port Arthur, Ont. (12)

WANTED—TRAVELLER FOR WESTERN Ontario; one acquainted with territory and experienced with stove and furnace business, preferred. State experience. The Gurney Foundry Co., Limited. (7)

WANTED—HARDWARE SALESMAN Apply, stating age, experience and salary expected, to J. Henderson, Collingwood (F)

FOR SALE.

WAGON AND CARRIAGE SHOP FOR SALE —in Brucefield; also residence; proprietor retiring on account of ill-health. Jos. Robinson, Brucefield Ont. (F)

HARDWARE, STOVE AND TIN BUSINESS can be bought, owing to illness of proprietor; best town of its size in Ontario; large, properous country; established over 25 years, and has been the leader from the start; will bear the closest investigation; worth a premium, but for quick, cash sale will sell at a rate on dollar; principals only dealt with. Box 607, Globe. (F)

FOR SALE—OLD ESTABLISHED TINSMITH business, village of 1,000; good locality; going west. Apply, Box x147, Star. (F)

HARDWARE FOR SALE—AN OLD ESTABlished and paying business; present owner wishes to retire. Address, Iron, Box 617, Globe, Toronto, (F)

SNAP—TIN SHOP AND STOVES EXchange—$400, worth $700; reasons, other business; move quick. V. Vance Essex, Ont. (F)

—WANTED—

A man to take general charge of an office, with experience in hardware and speaking both languages preferred. State salary, etc. Address

"SUN," care of Hardware and Metal, 232 McGill St., Montreal.

THOS. BIRKETT & SON CO., Limited, Wholesale Hardware Merchants, Ottawa, Ont.

Barb Wire,
Hay Wire,
Cut Nails,
Wire Nails,
Cordage,
Glass,
Etc.

The Only Exclusive Wholesale Hardware Firm Between Montreal and Toronto.

Tarred and Dry Sheathing,
Tarred Felt,
Rosin, Pitch,
Chopping Axes,
Broad Axes,
Cross Cut Saws,
Etc.

A complete stock of Lumbermen's and Builders' Hardware always on hand. **A Trial Solicited.**

PRICES RIGHT. ASK FOR PRICES.

Use Syracuse Babbitt Metal

IT IS THE BEST MADE.

For Paper and Pulp Mills, Saw and Wood Working Machinery, Cotton and Silk Mills, Dynamos, Marine Engines, and all kinds of Machinery Bearings.

Wire, Triangular and Bar Solder, Pig Tin, Lead, Ingot Copper, Ingot Brass, Antimony, Aluminum, Bismuth, Zinc Spelter, Phosphor Tin, Phosphor Bronze, Nickle, etc., always in stock.

Canadian Works, Montreal, P.Q.
American Works, Syracuse, N.Y.
Head Office American Works, 94 Gold Street, New York.

Syracuse Smelting Works

ATKINS HIGH-GRADE, CROSS-CUT SAWS

ARE SUPERIOR TO ALL OTHERS IN MATERIAL, TEMPER, WORKMANSHIP, FINISH AND CUTTING QUALITIES.

OUR VICTOR, TUTTLE TOOTH AND SEGMENT GROUND SAWS ARE THE FAVORITES IN THE CAMPS

E. C. ATKINS & Co.,

LEADING MANUFACTURERS OF HIGH-GRADE, CROSS-CUT, HAND, BAND, CIRCULAR, HACK, BACK, WOOD AND SMALL SAWS OF ALL KINDS.

Factories and Home Office: INDIANAPOLIS, IND., U.S.A.

Write for Catalogue and Prices

American Steel & Wire Co.

New York: Empire Building.
Montreal: New York Life Building.
Chicago: The Rookery.

BARB WIRE. GALVANIZED PLAIN WIRE.
PLAIN TWIST CABLE FENCING.

Telegraph and Telephone Wire, Mattress, Broom, Weaving Wires of every description, Rail Bonds, Bale Ties, Special Wires for all purposes. Springs, Horse Shoes, Wire Rope, Cold Drawn Steel Shafting.

ADVERTISING SUGGESTIONS.

By A. B. Caswell.

"SUCCESSFUL advertising: how to accomplish it?" is the name of a very comprehensive book on the subject, which reached us recently, issued from the press of The Lincoln Publishing Company, of Philadelphia, Pa. The author is J. Angus Macdonald, of New York. Mr. Macdonald is a gentlemen of wide experience in the advertising field, having written and managed the advertising of several of the large departmental stores and business houses in New York. The book is divided into five parts, embracing Ad. Building, Retail Advertising all the Year Around, Special Features in Retail Advertising, Mail Order Advertising, and Miscellaneous Advertising. It contains much matter of special value to the retail advertiser. I have culled a few general suggestions from the book, which I think will be found of interest to the merchant who would improve his advertising. Many of them go to still further forcify points which I have already urged with regard to prices, short sentences, persistency, etc.

Bigness and generosity always attract humankind, especially when that humankind is womankind. So in your bargain stories, give plenty of items and prices.

Newspaper space is too valuable to be wasted with poor, pointless advertising. Let every word in your ads. tell; let every sentence convey a clear-cut idea.

In advertising to women don't waste words with men, be briefer still. Men hate detail, women rather like it; but it's rather expensive to indulge in muchly. The advertising man should know type and its uses. Many a good ad. is spoiled by poor typographical arrangement in the hands of a hasty or careless printer.

Retailers, always give prices in your ads. They're to the initiatory folk what the train is to the engine: the noise and fuss only serves to swing them into view.

Don't be hypocritical in venting your views on paper. Many a good idea has never gone through the sieve of criticism because the critic was too small minded to appreciate its worth.

Always be good-humored in your ads. Good humor is like sunshine, it lightens up many roads; it is always pleasing and attractive, and is a great lift on the road to advertising success.

Retailers, in your ads. give plenty of quotations. Don't have a Niagara of words and a rivulet of items and prices; that's too suggestive of a poor-house pudding—lots of wind and very few plums.

Don't expect results from your ads. in a moment. "Rome was not built in a day," and it takes time for your arguments to simmer in the brains of people who are occupied with affairs of their own.

Ideas come from all sources; a second glance may mean an inspiration; the fluttering of leaves may suggest a train of thought. Quick perceptions see them everywhere and utilize them in advertising.

Size up an advertising medium as you would a man. If the publication has a well-fed, sleek, healthy appearance, it is thriving, and as a publication rarely thrives unless it has a right to, then it deserves consideration.

Brevity is the soul of wit. 'Tis so in advertising. Study brevity as you would spend money; endeavor to lessen your flow of words as you would your flow of cash, yet see that the flow of both is sufficient to do execution.

Top o' column is all right and so is next to reading matter; but the main point, after all, is the ad. itself. See that it is strong in argument, beautiful in appearance and satisfactory in general.

When an idea strikes you, jot it down. When another comes along, pin that down too. In this way the bright advertising writer can keep his ideas constantly on file for reference, instead of their going astray through memory's window.

After all, the greatest study of mankind is woman, with man as a side issue. The advertiser should never overlook this point. When he conquers Her Serene Highness, the woman, he is on the highway to success.

Ideas move the world. Every action, great or small, has its root in an idea. In writing advertising use ideas. If you can't think easily, or are too busy to think, get someone to do your thinking for you. Here's where the modern ad.-writer comes in.

Make your sentences short—likewise your paragraphs. Remember the egg in this, it is a small affair, but very meaty and easily digested.

Hard horse sense is the prime requisite of an advertising man. From the first preparation of copy till its final appearance in a newspaper, this qualification is demanded.

The perceptive faculties must be well developed in an ad.-writer. He ought to grasp ideas from every source, to see points that escape the average, all of which he can utilize in his profession.

In preparing an ad. be your reporter first and editor afterwards. As reporter, get all your best thoughts on the subject down on paper, as editor, trim, polish and elaborate until your ad. is perfect.

Take a thought and express it quickly and easily with one sentence. Treat the second the same way before you venture upon the third. Let each idea stand by itself, never intermingle or jumble them up.

Be natural. Be honest. Be sincere. Be all these to yourself in writing your advertising. The public will recognize these qualities, for they are human and touch all.

In the average body of the average ad. small pica lower-case, answers very well. It makes a clean appearance, is easily read, and is used by many good advertisers.

Advertising is analysis. It is an analysis of the good points of what you have to offer. Analyze your offerings carefully, bring to light all the good points and let the full glare of publicity shine upon them.

The advertising writer is like a sponge, he absorbs every idea within reach. If he does not use suggestions the moment they come to him, they are absorbed in his mental receptacle, to be fished out when occasion requires.

When you set out to prepare your ad., have a mental picture of the space you are to fill. Fill this space right, with neither too many words nor too little. The organ of casuality (as phrenologists call it) is very necessary in an ad.-writer.

When you see a particular style of type set up that you would like to apply to your own ad., don't bother marking type. It is quicker for you and easier for the printer if you paste a bit of that style on your copy with the words, "follow this style."

The advertising writer must use his imagination. Imagination is the sun that lightens up dark places. It lends a charm to prosaic subjects. Bare facts are pills that are more easily digested when

FRANK MILLER'S

HARNESS PREPARATIONS.

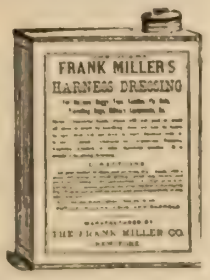
FRANK MILLER'S

HARNESS DRESSING

Recognized as

"THE STANDARD."

Produces a brilliant je black gloss which will not peel or smut and to which dirt will not stick.



Frank Miller's

Harness Soap

Unrivaled for cleaning and softening Harness. Put up in cakes, pans, boxes and tubs.

FRANK MILLER'S

Harness Oil.

Preserves and softens the leather, thus adding life.

The highest quality of oil on the market.

"*RELIABLE*" Harness Dressing.
"*NEVADA*" Harness Soap.
"*ALLIGATOR*" Harness Oil.
"*HARRIS'S*" Harness Composition.
"*SCOTT'S*" Arabian Paste.

Reliable Goods. Prices Right.

HENRY F. FALKINER
50 George Street - TORONTO

SEE

WRIGHT'S New Sprayer

before booking your order.

PRICES RIGHT.

The best on the market.

E. T. WRIGHT & CO.,

Manufacturers. *HAMILTON, ONT.*

LAMB FENCE

Hard Wire, Cross Bar.

The H. R. LAMB FENCE CO., Limited, London, Ont.

Figure it Out

and see if it wouldn't pay you to have your Printing and Advertising done by a Specialist in an up-to-date city office style and finish that's it.

Special 1,000 Bond Statements $2.00. Extra quality Billheads 1,000 $1.25. Envelopes, 1,000, $1.00 up.

WEESE & CO., 54 Yonge Street, - Toronto.

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Hardware and Metal Merchant.

Steward & Romaine Mfg. Co.

EXPANSION and TOGGLE BOLTS

For fastening all kinds of material to Brick Stone or Cement

124 North Sixth St., Philadelphia, Pa.

GALVANIZING

Our plant is modern and capacity large. Prices O.K. Other branches

WINDMILLS, PUMPS, TANKS, FOUNDRY WORK ETC., ETC.

Ontario Wind Engine & Pump Co., Limited, 505 Atlantic Ave., Toronto.

STOVE BRICK

Fire Clay and Asbestos, Furnace Cement.

All kinds of Fire Clay products made to order from patterns. Write for Price List.

JONES BROS., BRACONDALE, P.O., ONT (NEAR TORONTO)

H. & R. SINGLE GUN AUTOMATIC AND NON-EJECTING.

12, 16 and 20 Guage. Steel and Twist Barrels

Superior in Design, Workmanship and Finish, and the most popular Gun on the Market.

Simplest "Take Down" Gun Made

HARRINGTON & RICHARDSON ARMS CO.

Also makers of H. & R. Revolvers.

Catalog on request. Worcester, Mass., U.S.A.

THE CELEBRATED

NATIONAL CUTLERY CO. SHEARS

Acknowledged the best and fully warranted.
Not connected with any Shear Combination.

Tailors' Shears
Trimmers
Ladies' Scissors
Barbers' Shears
Tinners' Snips

DECATUR, BULL & CO., Sales Agents, MONTREAL.

Established 1832. Cable Address "BLISS."

MANUFACTURERS

Wood Turnings, Hand, Bench and other Screws Mallets, Handles, Vises Clamps, Tool Chests Croquet, Lithographs Wood Toys, Novelties

and also the celebrated

Wood's Patent Car Gate

For Street and Steam Railroad Cars.

The R. BLISS MFG. CO.

Pawtucket, R.I., U.S.A

Canadian Representative: ALEXANDER GIBB, 13 St. John St., MONTREAL.

75 YEARS. *ESTABLISHED 1825.* *75 YEARS.*

covered with a coating of a good writer's imagination.

It takes time to make impressions. The first appearance of your ad. may be scarcely noticed, the second noticed, but not remembered, the third may make a slight impression, but the succeeding insertions impress to present and past appearances.

Clearness, brevity and point are the triple virtues that the advertising writer must remember. Originality in expression, beauty in typography and all-around nicety are minor virtues, yet all are good and should somehow be squeezed in the ad.

It is not a bad plan to once in a while go around and interview the compositor or head of the composing-room where your ads. are set up. An interchange of ideas is mutually advantageous and welcome.

To write a good ad. you should have a keen interest in the goods themselves. Handle them, fondle them, get acquainted with them—consider richness, beauty and many attractions—then, when you have imbibed the right sort of impressions, let them flow naturally from your pen.

ADVERTISING TO THE CONSUMER.

By J. D. Roberts, "Blue Ribbon" Tea Co., Toronto.

IN this the age of commercial agressiveness the man who advertises stands out in bold head lines, and in the majority of cases is the man who wins. This branch of his business requires as careful watching and directing as the finances; in fact, there is a better opportunity to exercise good judgment in the advertisement department than in the financial, because the possibilities of the former are unlimited, while the latter is limited to a simple record of actual transactions. Your advertising will not take care of itself, and the man who ventures into the field without any regard to that fact will squander both valuable time and money. But it must be remembered that advertising means more than "space" buying.

It is not sufficient to acquire space in a newspaper and announce that Brown & Co., grocers, are prepared to supply their many customers with staple and fancy groceries, coal oil, etc. The fact that they are grocers would convey that. Their space should be filled with new, crisp facts, and full of life; facts that are sure to "hit" someone.

It is well to take one individual line at a time, and so thoroughly idealize it that the reader is attracted in a manner which touches his or her palate and induces them to try the article advertised. Results may be a little slow in coming to the surface, but it cannot but have its effect, and the merchant soon feels the new impulse of life, while his competitor, who follows out old lines and does not do any shouting, gradually lags behind and takes up a position in the rearguard of the commercial column.

Printer's ink is undoubtedly the great modern force; that fact is generally conceded, but it must be backed up by good home influences. For instance, by tasty and forceful window and shop dressing. Brown & Co. have taffy candy to sell, if they dress their windows with 1,000 sticks of the delicacy one is more inclined to go

Mr J. D. Robert

in and buy than if they incidentally place one stick in their window along with an assortment of canned goods, etc. The 1,000 sticks give the impression that this place is the headquarters for taffy candy, and to the palate of the buyer will taste all the sweeter. The argument lies with the 1,000 sticks, and is applicable to any line. Such is human nature, and as Josh Billings said: "People is queer." By meeting this contingency one is hardly open to criticism. You have the goods to sell, and your study should be how to attract the buyer.

The issuing from time to time of "cut" price lists is like boring holes in the bottom of your boat; you will sink sooner or later. There is no room for argument along this line. History has demonstrated this theory and settled it for all time.

Be original, forceful and crisp. Strive to win the respect and confidence of the public. Keep your prices up to a profitable basis, and advertise. Do this and your name is not likely ever to appear in the list of commercial derilicts.

JUDICIOUS ADVERTISING.

Much money is wasted in advertising for the reason that there are many who set apart given amounts for publicity under a vague sort of an impression that it will bring a fair sort of return, however it may be distributed. They do it as unsystematically as they bestow charity, and under an equal impression that it will be accounted to their favor however and which way soever it goes. But advertising injudiciously directed is money thrown away.—Printers' Ink.

A THING WORTH HAVING IS WORTH PAYING FOR ALWAYS.

There are advertisers, lots of them, who are continually begging for editorial puffs. Their belief in puffs is great, even childlike, but they have little faith in legitimate ads. The great reading public, however, is seldom fooled into mistaking a mere puff for news, or for a spontaneous ebullition of opinion by the editor. Not one puff in hundreds is clever enough to pass as genuine reading matter. All the rest are worthless, because they annoy those who read far enough into them to recognize their spurious character.—Advertising Experience.

APOLLO BEST BLOOM
GALVANIZED IRON

What are you in business for?

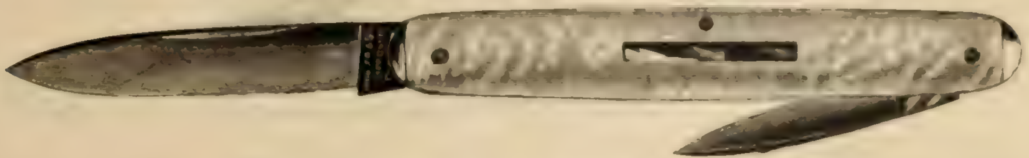
That's what Apollo galvanized iron is for.

American Sheet Steel Company, New York

Representatives for Canada
B. & S. H. Thompson & Company
[illegible] St. Sulpice Street
Montreal

H. BOKER & CO'S "TREE" BRAND

Pen and Pocket Knives.



Exclusive variety of pattern and finish.

Also SCISSORS, SHEARS and RAZORS.

Retailers can readily double the cost on Boker's Cutlery.

For sale by all Leading Wholesale Hardware Houses.

CURRENT MARKET QUOTATIONS.

February 13, 1903.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

TIN

Lamb and Flag and Straits 56 and 28-lb. ingots, 100 lb.	$31 00	$32 00

TINPLATES

Charcoal Plates—Bright

M.L.S., equal to Bradley.	Per box.
I C, usual sizes	$6 75
I X "	8 25
I X X "	9 75
Famous, equal to Bradley—	
I C	6 75
I X	8 25
I X X	9 75
Raven and Vulture Grades—	
I C, usual sizes	5 00
I X "	6 00
I X X "	7 00
I X X X "	8 00
D C, 12½x17	4 50
D X	5 25
D X X	6 00

Coke Plates—Bright

Bessemer Steel—	
I C, usual size, 14x20	4 00
I C, special sizes, base	4 50
20x28	9 00

Charcoal Plates—Terne

Dean or J. G. Grade—	
I C, 20x28, 112 sheets	8 50
IX, Terne Tin	10 50

Charcoal Tin Boiler Plates.

Cookley Grade—	
X X, 14x56, 50 sheet bxs. }	
" 14x60, " }	7 00
" 14x65, " }	

Tinned Sheets.

72x30 up to 24 gauge	8 [illegible]
" " 26 "	8 50

IRON AND STEEL.

Common bar, per 100 lb.		2 05
Refined " "		2 45
Horseshoe Iron "		2 40
Hoop steel, 1½ to 3 in. base		2 90
Sleigh shoe steel, "		2 10
Tire steel	2 30	2 50
Reeled machinery		3 00
Toe calk steel	2 85	3 00
T. Firth & Co.'s tool steel, per lb.	0 12½	0 13
Jessop's tool steel		0 14
Morton's tool steel	0 12½	0 13
Black Diamond and "B.C." tool steel	0 10	0 11
Chas. Leonard's tool steel	0 08	0 09
Park's "Silver" tool steel	0 12	0 14
" "Special"	0 15	0 20
Jonas & Colver's tool steel	0 10	0 20
" " Air Hardening		0 70
Drill steel, per lb.	0 08	0 10

BOILER TUBES

	Per foot
1½, 1¾ and 4 inch	0 09
2½ in	0 16
3 in	0 13
3½ in	0 16
4 in	0 31

STEEL BOILER PLATE

¼ in	2 50	2 60
3/16 in	2 60	2 70
⅜ in and thicker	2 50	2 60

BLACK SHEETS

	Com.	D.Fl.
10 and 12 gauge	2 55	2 75
18 gauge	2 85	3 00
20 "	2 85	3 00
22 to 24 gauge	2 95	3 25
26 "	3 05	3 50
28 "	3 15	

COPPER WIRE

Discount, 50 per cent.

CANADA PLATES

All dull, 52 sheets	2 90	3 00
Half polished	3 00	3 10
All bright	3 75	3 85

IRON PIPE

Black pipe—	Per 100 feet	
⅛ inch	3 00	3 25
¼ "	2 30	2 40
⅜ "		2 65
½ "		2 85
¾ "		3 65
1 "		5 20
1¼ "		7 35
1½ "		8 95
2 "		12 55
2½ "		21 00
3 "		25 00
3½ "		32 00
4 "		38 50
4½ "		45 00
5 "		48 00
6 "		63 00
Galvanized pipe—		
⅜ inch		3 20
¼ "		3 45
½ "		3 85
¾ "		5 00
1 "		7 20
1¼ "		10 05
1½ "		12 20
2 "		16 85

Malleable Fittings—Discount 30 p.c.

Cast Iron Fittings—

On all cast iron fittings, including plugs, bushings, unions and nipples, 50 & 10 p.c. dis. All others—discount 60 p.c.

GALVANIZED SHEETS

	G.C.	Comet	Bell	Queen's Head
16 gauge				
18 to 24 gauge	4 05	3 75	3 75	4 05
26 "	4 25	4 00	3 90	4 25
28 "	4 50	4 25	4 05	4 50

American brands, $4 40 for 28 gauge.
Less than case lots 10 to 15c. extra.

CHAIN

Proof coil, 3/16 in., per 100 lb.		
" ¼ "	7 85	8 10
" 5/16 "	5 25	5 50
" ⅜ "	4 50	4 75
" 7/16 "	4 25	4 50
" ½ "	4 20	4 50
" 9/16 "	4 05	4 50
" ⅝ "	4 00	4 50
" ¾ "	4 00	4 50

Halter, kennel and post chains, 40 to 40 and 5 per cent.

Cow ties	40 p.c.
Tie out chains	65 p.c.
Stall fixtures	35 p.c.
Trace chain	45 p.c.

Jack chain, iron, single and double, discount 35 p.c.

Jack chain, brass, single and double, discount 40 p.c.

COPPER

Ingot	Per 100 lb.	
Casting		13 50
Lake Superior		
Bars		
Cut lengths, round, ½ to ⅞ in.	23 00	25 00
" round and square 1 to 2 inches	23 00	25 00
Sheet		
Plain, 14 oz., and light, 16 oz., 14x48 and 14x60	22 00	22 50
Plain, 14 oz., and light, 16 oz., irregular sizes	22 50	23 00
Tinned copper sheet		24 00
Planished		32 00
Braziers (in sheets)		
4x6 ft., 25 to 30 lb. each, per lb.		0 23
" 35 to 45 " "		0 22
" 50 lb. and above "		0 21

BOILER AND T.K. PITTS

Plain tinned, per lb.	0 28
Spun, per lb.	0 32

BRASS

Rod and Sheet, 14 to 30 gauge, 15 per cent.

Sheets, hard-rolled, 2x4	0 23
Tubing, base, per lb.	0 23

ZINC SPELTER

Foreign, per 100 lb.	5 50	6 00
Domestic " "		

ZINC SHEET

5 cwt. casks	6 00	6 25
Part casks	6 25	6 50

LEAD

Imported Pig, per 100 lb.	3 50
Bar, per lb.	0 05
Sheets, 2½ lb. sq. ft., by roll	0 06½
Sheets, 3 to 6 lb. "	0 06

NOTE—Cut sheets ½c. per lb. extra. Pipe by the roll, usual weights per yard, lists at 7c. per lb. and 37½ p.c. dis. f.o.b. Toronto.

NOTE—Cut lengths, net price, waste pipe 8 ft. lengths, lists at 8c.

SHOT

Common, $6.50 per 100 lb.; chilled, $7.00 per 100 lb.; buck, seal and ball, $7.50. Discount, 22½ p.c. Prices are f.o.b. Toronto, Hamilton, Montreal, St. John and Halifax. Terms, 3 p.c. cash, freights equalized.

SOIL PIPE AND FITTINGS

Light soil pipe, discount 45 and 10 per cent.
" " fittings discount 50 and 10 p.c.
Med. and Extra heavy pipe and fittings dis. 55 and 10 per cent.
7 and 8 in. pipe, discount 45 and 10 per cent.

SOLDER

		Per lb.
Bar, half and half, guaranteed		0 20
Bar, half and half, commercial	0 19	0 19
Refined		0 19
Wiping	0 17	0 18

ANTIMONY

Cookson's per lb.	[illegible]

WHITE LEAD

	Per 100 lb.	
Pure	5 00	5 25
No. 1	4 62½	4 87½
No. 2	4 25	4 50
No. 3	3 87½	4 12½
No. 4	3 50	3 75
Munro's Select Flake White		[illegible] 75
Elephant and Decorators' Pure		[illegible] 25
Brandram's Genuine		[illegible] 50
" Decorative		[illegible] 00
" No. 1		[illegible] 50
"Monarch" brand		[illegible] 12½
Decorator's Pure		[illegible] 25
Essex Genuine		[illegible] 50

RED LEAD

Genuine, 560 lb. casks, per cwt.	$4 [illegible]
Genuine, 100 lb. kegs	[illegible]
No. 1, 560 lb. casks, per cwt.	4 2[illegible]
No. 1, 100 lb. kegs, per cwt.	4 [illegible]

WHITE ZINC

Extra Red Seal	[illegible]	[illegible]
No. 1	[illegible]	[illegible]
No. 2	[illegible]	[illegible]

DRY WHITE LEAD

Pure, casks	[illegible]
Pure, kegs	[illegible]
No. 1, casks	[illegible]
No. 1, kegs	[illegible]

PREPARED PAINTS

In ¼, ½ and 1 gallon tins.

Pure, per gallon		1 2[illegible]
Second qualities, per gallon		1 00
Barn (in bbls.)	0 [illegible]	0 [illegible]
The Sherwin-Williams paints		1 [illegible]
Canada Paint Co.'s pure		1 2[illegible]
Toronto Lead & Color Co.'s pure		1 2[illegible]
Sanderson Pearcy's pure		1 20
Stewart & Wood's Champion pure		1 00
Standard Paint Co.'s "New Era"		1 20
The Francis-Frost Co.'s "Ark" Brand		1 25
The Francis-Frost Co.'s British Navy deck		1 50
Hollywood paste paint		1 10
" liquid paint		1 2[illegible]
" floor paint		1 2[illegible]
Henderson & Potts's "Anchor" Brand		1 25

COLORS IN OIL.

25 lb. tins, Standard Quality.

Venetian red, per lb.	0 04½	0 05
Chrome yellow	0 12	0 14
Golden ochre	0 08	0 10
French "		0 0[illegible]
Marine black		0 [illegible]
Chrome green		0 10
French Imperial green		0 12
Signwriters' black		0 1[illegible]
Burnt umber		0 11
" sienna		0 11
Raw umber		0 11
" sienna		0 11

COLORS, DRY

Common ochre, bbls.	1 20	1 [illegible]
Yellow ochre (J.F.L.S.), bbls.		2 [illegible]
Yellow ochre (La Belle)	1 15	1 [illegible]
Brussels ochre		[illegible]
Venetian red (best), bbl.	1 7[illegible]	[illegible]
English oxides, per cwt.	[illegible]	[illegible]
American oxides, bbls.	1 [illegible]	[illegible]
Canadian oxides, bbls.	1 [illegible]	1 [illegible]
Super magnetic oxides, [illegible] p.c.	2 00	[illegible]
Burnt sienna, pure, per lb.		[illegible]
" umber		[illegible]
Raw umber		[illegible]
Drop black, pure		[illegible]
Chrome yellow, pure		[illegible]
Chrome greens, pure, per lb.	[illegible]	[illegible]
Golden ochre	[illegible]	[illegible]
Ultramarine blue in 28-lb. boxes, per lb.	[illegible]	[illegible]
Fire proof mineral, per 100 lb.		[illegible]
Genuine Eng. Litharge, per lb.		[illegible]
Mortar color, per 100 lb.	[illegible]	[illegible]
Pure Indian red, No. [illegible]	[illegible]	[illegible]
Whiting, bbl.	[illegible]	[illegible]
English vermillion		[illegible]

[illegible]

Casks [illegible]	0 [illegible]
100 lb. [illegible]	[illegible]

WADE & BUTCHER'S "SPECIAL" Razors

Are unequalled for quality and finish.

JAMES HUTTON & CO., - MONTREAL

Sole Agents for Canada.

PUTTY.

Bulk in bbls	1 80
Bulk in less quantity	1 95
Bladders in bbls	2 10
Bladders in kegs, boxes or loose	2 25
Bladders in 25-lb. tins	2 20
Bladders in 12½-lb. tins	2 50
Bladders in bulk or tins less than 100 lb.	2 75

VARNISHES.

In 5-gal. lots	Per gal.	Net
Carriage, No. 1	1 50	1 60
Pale durable body	4 10	4 25
" rubbing	2 85	3 20
Gold size, japan	2 85	3 00
No. 1 brown japan	0 85	0 90
Elastic oak		1 50
Furniture, extra		1 25
" No. 1		1 10
Hard oil finish	1 65	1 75
Light oil finish	1 40	1 60
Damar	1 70	1 85
Shellac, white	2 35	2 45
" orange	2 25	2 35
Turpentine, brown japan	1 25	1 30
" black japan	0 85	1 20
" " No. 1	0 50	0 75
Elastilite varnish, 1 gal. can, each		2 00
Granitine floor finish, per gal.		2 75

Maple Leaf coach enamels, size 1, $1 20; size 2, 70c.; size 3, 40c. each.
Sherwin-Williams kopal varnish, assorted case, from ½ pts. to 1 gal., $2.50.

CASTOR OIL.

East India, in cases, per lb....	0 09½	0 10
" small lots	0 10	0 10½

COD OIL, ETC.

Cod oil, per gal.	0 50	0 55
Pure olive		1 20
" neatsfoot		0 90

GLUE.

Common	0 08	0 09
French medal	0 10	0 14
Cabinet sheet	0 12	0 13
White, extra	0 18	0 20
Gelatine	0 25	0 30
Strip	0 18	0 20
Coopers	0 19	0 20
Huttner	0 15	0 16

HARDWARE.

AMMUNITION.

Cartridges.

B. B. Caps, Dominion, 50 and 5 per cent.
Rim Fire Pistol, discount 40 p.c., American.
Rim Fire Cartridges, Dominion, 50 and 5 p.c.
Central Fire Pistol and Rifle, 10 p.c., Amer.
Central Fire Cartridges, pistol sizes, Dominion, 30 per cent.
Central Fire Cartridges, Sporting and Military, Dominion, 15 per cent.
Central Fire, Military and Sporting, American add 5 per cent. to list. B.B. Caps, discount 40 per cent. American.
Loaded and empty Shells, "Trap" and "Dominion" grades, 25 per cent. Rival and Nitro, 10 per cent. advance on list.
Brass shot shells, [illegible] per cent.
Primers, Dom., 30 per cent.; American, $1 60.

Wads.	per lb.
Best thick white felt wadding, in ½-lb. bags	$1 00
Best thick brown or grey felt wads, in ½-lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 [illegible]
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 each, 8 gauge	0 55
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10 gauge	0 25
Thin card wads, in boxes of 1,000 each, 8 gauge	

	Per M.
Chemically prepared black edge grey cloth wads, in boxes of 250 each	
11 and smaller gauge	0 60
9 and 10 gauges	0 70
7 and 8 "	0 90
5 and 6 "	1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 "	1 65
5 and 6 "	1 90

ADZES.

Discount 20 per cent.

ANVILS.

Wright's, 80-lb. and over	0 10¼
Hay Budden, 80-lb. and over	0 09¼
Brook's, 80-lb. and over	0 11¼

AUGERS.

Gilmour's, discount 65 and 5 per cent. off list.

AXES.

Chopping Axes		
Single bit, per doz.	6 00	10 00
Double bit, "	10 00	18 00
Bench Axes, 40 per cent.		
Broad Axes, 25 per cent.		
Hunters' Axes	5 50	6 00
Boys' Axes	5 75	6 75
Splitting Axes	6 50	12 00
Handled Axes	7 50	10 00

AXLE GREASE.

Ordinary, per gross	5 75	6 00
Best quality	13 00	15 00

BATH TUBS.

Zinc	6 00

Copper, discount 15 per cent. off revised list.

BATHS.

Standard Enameled.

5½-inch rolled rim, 1st quality	24 00
5½ " " " 2nd "	20 00

BABBIT METAL.

"Tandem," A	per lb.	0 27
" B	"	0 21
" C	"	0 11½
Frictionless Metal	"	0 23
Hercules	"	0 15

Syracuse Smelting Works:

Aluminum, genuine	0 45
Government, "	0 44
Tough, "	0 40
Hard, "	0 40
Dynamo	0 30
Special	0 25
Harmony	0 22
Car Box	0 20
Extra	0 15

The Canada Metal Co.:

Imperial, genuine,	0 40
Metallic	0 30
Hercules	0 20
Star	0 15
No. 1	0 12
No. 2	0 10
No. 3	0 06
No. 4	0 05

BELLS.

Hand.

Brass, 60 per cent.
Nickel, 55 per cent.

Cow.

American make, discount 63¾ per cent.
Canadian, discount 45 and 50 per cent.

Door.

Gongs, Sargant's	5 50	8 00

" Peterboro, discount 45 per cent.

Farm.

American, each	1 25	3 00

House.

American, per lb.	0 35	0 40

BELLOWS.

Hand, per doz.	3 35	4 75
Moulders', per doz.	7 50	10 00

Blacksmiths', discount 40 per cent.

BELTING.

Extra, 60 per cent.
Standard, 60 and 10 per cent.
No. 1, not wider than 6 in., 60, 10 and 10 per cent.
Agricultural, not wider than 4 in., 75 per cent.

BITS.

Auger.

Gilmour's, discount 60 and 5 per cent.
Rockford, discount 50 and 10 per cent.
Jennings' Gen., net list.

Car.

Gilmour's, 47½ to 50 per cent.

Expansive.

Clark's, 40 per cent.

Gimlet.

Clark's, per doz.	0 65	0 90
Diamond, Shell, per doz.	1 00	1 50
Nail and Spike, per gross	2 25	5 20

BLIND AND BED STAPLES.

All sizes, per lb.	0 07¾	0 12

BOLTS AND NUTS.	Per cent.
Carriage Bolts, common ($1 list)	50 and 10
" " full sq. ($2 40 list)	55 and 10
" " Norway Iron ($3 list)	55 and 10
Machine Bolts, all sizes	50, 5 and 10
Plough Bolts	50, 5 and 10
Blank Bolts	50, 5 and 10
Bolt Ends	50, 5 and 10
Sleigh Shoe Bolts	65, 5 and 10
Coach Screws, cone point	66⅔ and 10

Nuts, square, all sizes, 3¼c. per lb. off.
Nuts, hexagon, all sizes, 4c. per lb. off.
Stove Rods, per lb., 5½ to 6c.

BOOT CALKS.

Small and medium, ball	per M.	4 25
Small heel	"	4 50

BRIGHT WIRE GOODS.

Discount 62½ per cent.

BROILERS.

Light, discount 65 to 67½ per cent.
Reversible, discount 65 to 67½ per cent.
Vegetable, per doz., discount 37½ per cent.

Henis, No. 8	per doz.	6 00
Henis, No. 9	"	7 00
Queen City	"	7 50

BUTCHERS CLEAVERS.

German	per doz.	6 00	11 00
American	"	12 00	20 00

BUTCHER KNIVES.

Bailey's	per doz.	0 60	6 30

BUILDING PAPER, ETC.

Tarred Felt, per 100 lb.	1 75
Ready roofing, 2-ply, not under 45 lb., per roll	0 90
Ready roofing, 3-ply, not under 65 lb., per roll	1 15
Carpet Felt ... per ton	45 00
Dry Sheathing ... per roll, 400 sq. ft.	0 40
Tar " ... " 400 "	0 50
Dry Fibre ... " 400 "	0 55
Tarred Fibre ... " 400 "	0 65
O. K. & I. X. L. ... " 400 "	0 70
Resin-sized ... " 400 "	0 45
Oiled Sheathing ... " 600 "	1 00
Oiled " ... " 400 "	0 70
Roof Coating, in barrels ... per gal.	0 17
Roof " small packages "	0 25
Refined Tar ... per barrel	4 50
Coal Tar ... "	4 00
Coal Tar, less than barrels ... per gal.	0 15
Roofing Pitch ... per 100 lb.	1 00

BULL RINGS.

Copper, $2.00 for 2½-inch, and $1.90 for 2-inch.

BUTTS.

Wrought Brass, net revised list.

Cast Iron.

Loose Pin, discount 60 per cent.

Wrought Steel.

Fast Joint, discount 65, 10 and 2½ per cent.
Loose Pin, discount 65, 10 and 2½ per cent.
Berlin Bronzed, discount 70, 70 and 5 per cent.

Gen. Bronzed	per pair	0 40	0 65

CARPET STRETCHERS.

American	per doz.	1 00	1 50
Bullard's	"	....	6 50

CASTORS.

Bed, new list, discount 55 to 57½ per cent.
Plate, discount 52½ to 57½ per cent.

CATTLE LEADERS.

Nos. 31 and 32	per gross	8 50	9 50

CHALK.

Carpenters' Colored, per gross	0 45	0 75
White lump ... per cwt.	0 60	0 65
Red	0 05	0 06
Crayon ... per gross	0 14	0 18

CHISELS.

Socket, Framing and Firmer.

Broad's, discount 60 and 10 per cent.
Warnock's, discount 50 and 10 per cent.
P. S. & W. Extra, discount 60 and 10 per cent.

CHURNS.

Revolving Churns, metal frames No. 0, $8 No. 1, $8.50; No. 2, $9.00; No. 3, $10.00; No. 4, $12.00; No. 5, $16.00 each. Ditto, wood frames, 20c. each less than the above. Discounts: Delivered from factories, 53 per cent.; from stock in Montreal, 51 per cent. Terms 4 months or 3 per cent. cash in 30 days.

Churn frames, including bearings, levers, etc. Nos. 0, 1, 2 and 3, wood, $2.40; and 4 and 5, $2.65. Metal frames, 25c. extra. Discount 15 per cent., net 30 days.

CLIPS.

Axle, discount 65 per cent.

CLOSETS.	Net.
Plain York or Ontario Syphon Jet	$9 60
Emb. " " "	10 20
Fittings	1 00
Plain Elgin or Teu. Syphon Washout	6 00
Emb. " " "	6 60
Fittings	1 25
Low Down Elgin or Teutonic, plain	9 60
Low " " " emb.	10 20
Plain Richelieu	3 75
Emb. "	4 00
Connections	1 25
Low Down Ontario Syphon Jet, plain	11 70
Low " " " emb'd.	12 30
Closet connection	1 25
Basins, P.O., 14-in.	0 70
Basins, oval, 17 x 14-in.	1 50
Basins, " 19 x 15-in.	2 25

COMPASSES, DIVIDERS, ETC.

American, discount 62½ to 65 per cent.

CONDUCTOR PIPE.

Plain or Corrugated.

2-inch	per 100 feet	3 00
3 "	" "	4 00
4 "	" "	5 25
5 "	" "	6 75
6 "	" "	9 00

CRADLES, GRAIN.

Canadian, discount 20 to 25 per cent.

CROSSCUT SAW HANDLES.

S. & D., No. 3	per pair	0 17½
S. & D., " 5	"	0 22½
S. & D., " 6	"	0 15
Boynton pattern	"	0 20

DOOR SPRINGS.

Torrey's Rod (15 p.c.), per doz.		....	2 00
Coil	"	0 88	1 60
English	"	2 00	4 00

DRAW KNIVES.

Coach and Wagon, discount 50 and 10 per cent.
Carpenters', discount 60 and 10 per cent.

Has it Ever Occurred to You

that you could largely increase your business, confer a favor upon us, and benefit your customers by advising them to use our Building Papers, Roofing Felts and Wire Edged Ready Roofing ?

We will guarantee to supply you with the best of material, but, you must do the missionary work among your customers.

The Paterson Mfg. Co., Limited

Toronto and Montreal.

DRILLS

Hand and Breast

Millar's Falls, per doz., net list

DRILL BITS.

Morse, discount 37½ to 40 per cent
Standard, discount 50 and 5 to 55 per cent.

FAUCETS.

Common, cork-lined, discount 35 per cent.

EAVETROUGHS

10-inch . . . per 100 ft 3 10

ELBOWS (stovepipe.)

5 and 6-inch, common ... per doz 1 20
7-inch ... " 1 35
Polished, 15c. per dozen extra.

ESCUTCHEONS.

Discount 40 per cent.

ESCUTCHEON PINS

Iron, discount 40 per cent

FACTORY MILK CANS

Discount off revised list, 40 per cent.

FILES AND RASPS

Great Western	70 and 10 per cent.
Arcade	70 " 10 "
Kearney & Foot	70 " 10 "
Disston's	70 " 10 "
American	70 " 10 "
J Barton Smith	70 " 10 "
McClellan	70 " 10 "
Eagle	70 " 10 "
Nicholson, 60 and 10 to 60, 10 and 5	"
Royal	80 "
Globe	70 to 75 "

Black Diamond, 60 and 10 to 60, 10 and 5 per cent
Jowitt's, English list, 25 to 27½ per cent
Nicholson File Co.'s "Simplicity" file handle, per gross 85c. to $1 50

GLASS

Window Box Price

Size United Inches	Star Per 50 ft	Star Per 100 ft	D Diamond Per 50 ft	D Diamond Per 100 ft.
Under 26	2 20	4 25	...	6 25
26 to 40	2 40	4 65	...	6 75
41 to 50		5 10		7 50
51 to 60	....	5 35	....	8 50
61 to 70		5 75		9 75
71 to 80		6 25		11 00
81 to 85		7 00		12 55
86 to 90		7 75		15 00
91 to 95				17 50
96 to 100				20 50

GAUGES

Marking, Mortise, Etc

Stanley's, discount 50 to 55 per cent

Wire Gauges

Winn's, Nos. 26 to 33 each 1 65 2 40

HALTERS

Rope, ⅜-inch	per gross		
Rope, ½ "	"		9 00
Rope, ¾ to ⅞-inch	"	....	14 00
Leather, 1-inch	per doz	3 87½	4 00
Leather, 1¼ "	"	5 15	5 20
Web	"	1 87	2 45

HAMMERS

Nail

Maydole's, discount 5 to 10 per cent Canadian discount 25 to 27½ per cent.

Tack

Magnetic ... per doz 1 10 1 20

Sledge

Canadian ... per lb 0 07½ 0 08½

Ball Pean

English and Canadian, per lb 0 22 0 25

HANDLES

Axe . per doz net 1 50 3 00
Store door. ... per doz 1 00 1 50

Fork

C. & B., discount 40 per cent., revised list

Hoe

C. & B., discount 40 per cent., revised list

Saw

American. ... per doz 1 00 1 25

Plane.

American ... per gross 3 15 3 75

Hammer and Hatchet

Canadian, discount 40 per cent

Cross-Cut Saws.

Canadian... per pair 0 13¼

HANGERS doz pairs

Steel barn door	5 85	6 00
Stearns, 4-inch		5 00
" 5-inch		6 50
Lane's covered		
No. 11, 5-foot run		8 40
No 11½, 10 foot run		10 80
No 12, 10-foot run		12 60
No 14, 15-foot run		21 00
Lane's O N.T. track, per foot		0 04½

HARVEST TOOLS

Discount 60 and 10 per cent.

HATCHETS.

Canadian, discount 40 to 42½ per cent

HAT ENAMEL.

Henderson & Potts "Anchor Brand 84

HINGES

Blind, Parker's, discount 16⅔ per cent

Heavy T and strap, 4-in., per lb		0 06½
" " 5-in., "		0 06¼
" " 6-in., "		0 06
" " 8-in., "		0 05¾
" " 10 in., "		0 05½

Light T and strap, discount 65 and 5 per cent
Screw hook and hinge
6 to 10 in .... per 100 lb ... 4 50
12 in. up. ... " ... 3 25
Spring... per gro. pairs . 10 50

HOES

Garden, Mortar, etc., discount 60 to 60 and 10 per cent
Planter ... per doz 4 00 4 50

HOLLOW WARE

Discount 45 and 5 per cent

HOOKS

Cast Iron

Bird cage	per doz	0 50	1 10
Clothes line	"	0 27	0 63
Harness	"	0 72	0 88
Hat and coat	per gro	1 00	3 00
Chandelier	per doz	0 50	1 00

Wrought Iron

Wrought hooks and staples, Canadian discount 47½ per cent

Wire

Hat and coat, discount 45 per cent
Belt per 1,000 0 60
Screw, bright, discount 55 per cent

HORSE NAILS

"C" brand, 40, 10 and 7½ per cent off list } Oval
"M" brand, 50, 10 and 5 per cent } head
Countersunk, 65 per cent
"Monarch, 65 per cent
"Peerless 50 and 7½ per cent dis

HORSESHOES

F O B Montreal

Iron Shoes	No 2 and larger.	No 1 and smaller.
Light, medium and heavy	3 35	3 60
Snow shoes	3 60	3 85
Steel Shoes		
Light	3 45	3 70
Featherweight (all sizes)	4 85	4 85

F O B Toronto, Hamilton, London and Guelph, 10c per keg additional
Toe weight steel shoes . 6 70

JAPANNED WARE

Discount 45 and 5 per cent off list, June 1899

ICE PICKS

Star per doz 3 00 3 25

KETTLES

Brass spun, 7½ per cent discount off new list
Copper per lb 0 30 0 50
American, 60 and 10 to 65 and 5 per cent

KEYS

Lock, Canadian dis 40 to 40 and 10 per cent
Cabinet, trunk and padlock,
American per gross 0 60

KNOBS

Door, japanned and N P., per doz		1 50	2 50
Bronze, Berlin	per doz	2 75	3 25
Bronze, Genuine	"	6 00	9 00
Shutter, porcelain, F & L screw	per gross	1 30	4 00
White door knobs	per doz	0 95	1 00

HAY KNIVES

Net prices

LAMP WICKS

Discount, 60 per cent

LANTERNS

Cold Blast	per doz	7 00
No 3, "Wright's	"	8 50
Ordinary, with O burner	"	4 00
Dashboard, cold blast	"	9 00
No 0	"	5 75

Japanning, 50c per doz extra

LEMON SQUEEZERS

Porcelain lined	per doz.	2 20	5 60
Galvanized	"	1 87	3 85
King, wood	"	2 75	2 90
King, glass	"	4 00	4 50
All glass	"	0 50	0 90

LINES

Fish per gross 1 05 2 50
Chalk " 1 90 7 40

LAWN MOWERS

Woodyatt, 12 in wheel	7 50
Star "	5 50
Daisy "	4 90
Philadelphia, 10-in. wheel	6 00
Ontario, "	12 75

Discount, 50 per cent

LOCKS

Canadian, 40 to 40 and 10 per cent
Russell & Erwin per doz 3 00 3 25

Cabinet

Eagle, discount 30 per cent

Padlocks

English and Am per doz 0 50 6 00
Scandinavian " 1 00 2 40
Eagle, discount 20 to 25 per cent

MACHINE SCREWS

Iron and Brass

Flat head, discount 25 per cent
Round head, discount 20 per cent

MALLETS

Tinsmiths	per doz	1 25	1 50
Carpenters', hickory,	"	1 25	3 75
Lignum Vitae	"	3 85	5 00
Caulking, each		0 60	2 00

MATTOCKS

Canadian per doz 5 50 6 50

MEAT CUTTERS

American, discount 33⅓ per cent
German, 15 per cent
Gem each 1 15

MILK CAN TRIMMINGS

Discount 25 per cent

NAILS	Cut	Wire
2d and 3d	3 45	3 45
3d	3 10	3 12
4 and 5d	2 85	2 95
6 and 7d	2 75	2 80
8 and 9d	2 60	2 60
10 and 12d	2 55	2 55
16 and 20d	2 50	2 50
30, 40, 50 and 60d (base)	2 45	2 45

Cut nails in carlots 5c less
Wire nails in carlots are $2 40
Cut nails in carlots are $2 40 base
Galvanizing 2c per lb net extra
Steel cut nails 10c extra
Miscellaneous wire nails discount 75 per cent
Coopers nails discount 30 per cent
Flour barrel nails, discount 25 per cent

NAIL PULLERS

German and American 1 85 3 50

NAIL SETS

Square round and octagon per gross 3 38 4 00
Diamond 12 00 15 00

POULTRY NETTING

2-in Mesh, 19 w g., dis 60 per cent
2-in Mesh, 16 w g and heavier 50 p.c.

OAKUM

Navy per 100 lb 6 00
U.S Navy " 7 25

OILERS

McClary's Model galvanized oil can with pump, 5 gallon, per dozen 10 00
Zinc and tin, discount 50, 50 and 10 per cent
Copper per doz 1 25 3 50
Brass " 1 50 3 40
Malleable, discount 25 per cent

GALVANIZED PAILS

Dufferin pattern pails, discount 45 per cent
Flaring pattern, discount 45 per cent
Galvanized washtubs, discount 45 per cent

PIECED WARE

Discount 40 per cent off list June 1899
10 qt flaring sap buckets, discount 40 per cent
6, 10 and 14 qt flaring pails, dis 40 per cent
Creamer cans, discount 40 per cent

PICKS

Per dozen 6 00 9 00

PICTURE NAILS

Porcelain head per gross 1 35 1 50
Brass head " 0 40 1 00

PICTURE WIRE

Tin and gilt, discount 75 per cent

PINE TAR

½ pint in tins per gross 7 80
1 " " " 9 60

PLANES

Wood bench Canadian discount 40 per cent American discount 50 per cent
Wood, fancy Canadian or American, 37½ to 40 per cent

PLANE IRONS

English per doz 2 00 5 00

PLIERS AND NIPPERS

Button's genuine, per doz pairs, discount 37½ to 40 per cent
Button's imitation per doz 5 00 9 00
German " 0 60 2 60

PLUMBERS BRASS GOODS

Standard Compression work dis 60 per cent
"J M T" Cushion work discount 50 per cent
Fuller work discount 65 per cent
6 dozen lots and over of the above extra discount 10 per cent
Lever handle Stops and Waste, discount 60 per cent With, in lots of 2 dozen and over an extra discount of 10 per cent
"J M T" Globe, Angle and Check Valves discount 55 per cent
Standard Globe, Angle and Check Valves discount 65 per cent
"J M T" Radiator Valves, discount [illegible] per cent
Standard Radiator Valves, discount [illegible] per cent
Patent Quick Opening Valves [illegible] per cent
No 1 compression bath cock [illegible]
No 4 " [illegible]
No 7 Fuller's [illegible]
No 4½ " [illegible]
Patent Compression Cushion cock, hot and cold [illegible]
Patent Compression Cushion, basin cock No 208 [illegible]
Square head [illegible]
Compression [illegible] and Check Valves discount [illegible]
Thompson [illegible] $25 00

WINDOW GLASS —TO IMPORT.

Prompt Deliveries

EVERY KIND OF PLATE AND WINDOW GLASS IN STOCK.

BENT GLASS of all kinds, our own manufacture. **Closest Prices.**

TORONTO PLATE GLASS IMPORTING CO.,

Hill & Rutherford

Warerooms and Offices—135 to 143 Victoria St.
Bending Works—209 to 213 Victoria St.

TORONTO

PRESSED SPIKES

Discount 22½ per cent

PULLEYS

Hothouse	per doz	0 55 1 00
Axle	"	0 22 0 33
Screw	"	0 27 1 00
Awning	"	0 35 2 50

PUMPS

Canadian cistern		1 80 3 60
Canadian pitcher spout		1 40 2 10

PUNCHES

Saddlers	per doz	1 00 1 85
Combinators	"	9 00 15 00
Tinners', solid	per set	0 72
" hollow	per inch	1 00

RANGE BOILERS

Dominion 30 gallon	net	6 00
" 35 "	"	7 00
" 40 "	"	8 00
Ronald's Galvanized, 30 gallon	"	7 40
" " 35 "	"	8 40
" " 40 "	"	9 60
Copper 30 gallon	"	22 00
" 35 "	"	24 00
" 40 "	"	28 00

Discount off copper boilers 15 per cent

RAKES

Wood	per doz net	1 20 up

RAZORS.

	per doz.	
Elliot's	4 00	18 00
Geo. Butler's & Co.'s	4 00	18 00
Boker's	7 50	11 00
King Cutter	12 50	15 00
Wade & Butcher's	3 60	10 00
Thorn & Quack's	7 00	12 00
Barley's	6 00	12 00
Barley's Brantford	10 00	11 00
Cartes Magnetic		15 00
Griffon, Barber's Favorite		10 75
Griffon No. 65		13 00
Griffon Safety Razors		13 50
Griffon Stropping Machines	....	13 50

REGISTERS

Discount 40 per cent

RIVETS AND BURRS

Iron Rivets, black and tinned, discount 60 and 10 per cent

Iron Burrs, discount 55 per cent

Extras on Iron Rivets in 1-lb cartons, ½c per lb

Extras on Iron Rivets in ½-lb cartons, 1c per lb

Copper Rivets, with usual proportion burrs, 45 per cent discount. Cartons, 1c per lb extra net

Copper Burrs only, discount 30 and 10 per cent

Extras on Tinned or Coppered Rivets, ½-lb cartons 1c per lb

RIVET SETS

Canadian, discount 50 to 67 per cent

ROPE, ETC.

Sisal	0 12
Pure Manilla	0 14
"Britoil" Manilla	0 12
Cotton, 3 to 6 inch and larger	0 16
" 5-32 inch	0 21
" 2 inch	0 22
Russia Deep Sea	0 15
Jute	0 08
Lath Yarn, single	0 11
" double	0 11
Sisal bell cord, 48 feet per doz	0 65
" " 60 feet "	0 80
" " 72 feet "	0 95

RULES

Boxwood, discount 35 and 10 per cent

Ivory, discount 37½ to 40 per cent

SAD IRONS

Mrs. Potts, No. 55, polished	per set	4 50
" No. 50, nickle plated	"	6 80

SAND AND EMERY PAPER

E. & A. sand, discount, 40 and 5 per cent

Emery, discount 40 per cent

Garnet (Bartoneso), 5 to 10 per cent advance on list

SAP SPOUTS

Bronzed iron with hooks . per 1,000 9 50

SAWS

Hand, Disston's, discount 12½ per cent.
S. & D., discount 40 per cent.
Crosscut, Disston's, per foot 0 35 0 55
S. & D., discount 35 per cent on Nos 2 and 3
Hack, complete . each 0 75 2 75
" frame only 0 75

SASH WEIGHTS

Sectional	per 100 lb	2 50 2 75
Solid	"	1 75 2 00

SASH CORD

Per lb		0 23 0 30

SAW SETS per doz

Lincoln and Whiting	4 75
Hand Sets, No. 1 Woodyatt (Morrill)	4 25
X-Cut Sets, No. 3 Woodyatt (Morrill)	9 50

SCALES

Barrow, Stewart & Milne
Imperial Standard, discount 40 per cent
Weigh Beams, discount 35 per cent.
Champion Scales, discount 55 per cent.
Fairbanks standard, discount 35 per cent.
" Dominion, discount 55 per cent.
" Richelieu, discount 55 per cent
Warren's new Standard, discount 40 per cent.
" " Champion, discount 55 per cent
" Weighbeams, discount 35 per cent

SCREW DRIVERS

Sargent's	per doz.	0 65 1 00

SCREEN DOORS

Common doors, 2 or 3 panel, walnut stained, 4-in style . . . per doz 6 80
Common doors, 2 or 3 panel, yellow and green stained, 4-in style . per doz 7 00
Common doors, 2 or 3 panel, in natural colors, oil finish . . . . per doz. 8 15
3-in. style 20c per dozen less

SCREWS

Wood, F. H., bright and steel, discount 87½ and 10 per cent.
Wood, R. H., bright, dis. 82½ and 10 per cent.
" F. H., brass, dis. 80 and 10 per cent
" R. H., " dis. 75 and 10 per cent.
" F. H., bronze, dis. 75 per cent.
" R. H., " dis. 70 per cent
Drive Screws, dis. 87½ and 10 per cent.
Bench, wood . per doz 3 25 4 00
" iron . " 4 25 5 00
Set, case hardened, dis. 60 per cent.
Square Cap, dis. 50 and 5 per cent.
Hexagon Cap, dis. 45 per cent

SCYTHES.

Per doz net	. . . . .	5 50 8 00

SCYTHE SNATHS

Canadian, discount 40 per cent

SHEARS

Bailey Cutlery Co., full nickeled, discount and 2½ per cent
Bailey Cutlery, Japan Handles, discount 67½ per cent
Seymour's, discount 50 and 10 per cent

SHOVELS AND SPADES

Canadian, discount 45 per cent.

SINKS

Cast iron, 16 x 24	0 85
" 18 x 30	1 00
" 18 x 36	1 40

SNAPS

Harness, German, discount 25 per cent
Lock, Andrews . 4 50 11 50

SOLDERING IRONS

1 lb	per lb	0 37
2 lb. or over	"	0 34

SQUARES

Iron, No. 833	per doz	2 40 2 55
" No. 494	"	3 25 3 40

Steel, discount 60 to 60 and 5 per cent
Try and Bevel, discount 50 to 52½ per cent

STAMPED WARE.

Plain, discount 75 and 12½ per cent off revised list
Retinned, discount 75 per cent off revised list

STAPLES.

Galvanized	3 25	3 50
Plain	2 90	3 15

Coopers', discount 45 per cent
Poultry netting staples, discount 40 per cent

STOCKS AND DIES.

American discount 25 per cent.

STONE.

Washita	per lb.	0 28 0 60
Hindostan	"	0 06 0 07
" slip	"	0 09 0 09
Labrador	"	.... 0 13
" Axe	"	.... 0 15
Turkey	"	.... 0 50
Arkansas	"	.... 1 50
Water-of-Ayr	"	.... 0 10
Scythe	per gross	3 50 5 00
Grind, 2-in., 40 to 200 lb., per ton		.... 25 00
" " under 40 lb., "		.... 28 00
" under 2 in. thick, "		.... 29 00

STOVEPIPES.

5 and 6 inch, per 100 lengths	7 00
7 inch	7 50

ENAMELINE STOVE POLISH.

No. 4, 3 doz. in case . net cash	4 80
No. 6, 3 doz. in case "	8 40

TACKS, BRADS, ETC.

Carpet tacks, blued	80 and 15
" " tinned	80 and 20
" " (in kegs)	40
Cut tacks, blued, in dozens only	80
" " weights	60
Swedes cut tacks, blued and tinned	
In bulk	80 and 10
In dozens	75
Swedes, upholsterers', bulk . . . 85,	12½ and 12½
" brush, blued and tinned bulk	70
Swedes, gimp, blued, tinned and japanned	75 and 12½
Zinc tacks	35
Leather carpet tacks	55
Copper tacks	50
Copper nails	52½
Trunk nails, black	65 and 5
Trunk nails, tinned	65 and 10
Clout nails, blued	65 and 5
Chair nails	35
Patent brads	40
Fine finishing	40
Lining tacks, in papers	10
" " in bulk	15
" " solid heads, in bulk	75
Saddle nails, in papers	10
" " in bulk	15
Tufting buttons, 22 line, in dozens only	60
Zinc glaziers' points	5
Double pointed tacks, papers	90 and 10
" " " bulk	40
Clinch and duck rivets	45

TAPE LINES.

English, ass skin . . . . . per doz.	2 75	5 00
English, Patent Leather . . .	5 50	9 75
Chesterman's . . . . . each	0 90	2 85
" steel . . . . each	0 80	8 00

TINNERS' SNIPS.

Bailey's, discount 25 per cent

THERMOMETERS

Tin case and dairy, discount 75 to 75 and 10 per cent

TRAPS (steel.)

Game, Newhouse, discount 25 per cent
Game, H. & N., P. S. & W., 65 per cent.
Game, steel, 72½, 75 per cent.

TROWELS

Disston's, discount 10 per cent		
German	per doz	4 75 6 00
S. & D., discount 35 per cent		

TWINES

Bag, Russian	per lb	0 27
Wrapping, cotton, 3-ply	....	0 19
" 4-ply	....	0 23
Mattress	per lb	0 33 0 45
Staging	"	0 27 0 35

VISES

Wright's	0 13½
Brooks	0 12½
Pipe Vise, Hinge, No. 1	3 50
" " " No. 2	5 50
Saw Vise	4 50 9 00

ENAMELLED WARE

White, Princess, Turquoise, Blue and White discount 50 per cent . . . . . .
Diamond, Famous, Premier, discount 50 and 10 per cent . . . . . .
Granite or Pearl, Imperial, Crescent, discount 50, 10 and 10 per cent.

WIRE.

Smooth Steel Wire

No 0-9 gauge		$2 50
10 "		6c. extra.
11 "		12c. "
12 "		20c. "
13 "		30c. "
14 "		40c. "
15 "		55c. "
16 "		70c. "

Add 60c for coppering and $2 for tinning.
Extra net per 100 lb. Oiled wire 10c, spring wire $1.25, special hay baling wire 30c, best steel wire 75c., bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15., bagging and papering 10c, 50 and 100-lb. bundles 10c, in 25-lb. bundles 15c, in 5 and 10-lb bundles 25c., in 1-lb. hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.
Fine Steel Wire, discount 25 per cent. List of extras: In 100-lb. lots: No. 17, $5 No. 18, $5.50 No. 19, $6 No. 20, $6.65 No. 21, $7—No. 22, $7.30—No. 23, $7,65 No. 24, $8—No. 25, $9 No. 26, $9.50—No. 27, $10 No. 28, $11 No. 29, $12 No. 30, $13 No. 31, $14—No. 32, $15—No. 33, $16 No. 34, $17. Extras net tinned wire, Nos. 17-25, $2 Nos. 26-31, $4 Nos. 32-34, $6. Coppered, 5c. oiling, 10c. in 25-lb. bundles, 15c in 5 and 10-lb. bundles, 25c.—in 1-lb. hanks, 25c. in ½-lb. hanks, 38c in ¼-lb. hanks, 50c. packed in casks or cases, 15c. bagging or papering, 10c.
Brass wire, discount 62½ per cent. off the list.
Copper wire, discount 62½ per cent. net cash 30 days, f.o.b. factory.
Galvanized wire, per 100 lb. Nos. 4 and 5, $3.70 to $3.90 Nos. 6, 7, 8, $3.15 to $3.35 No. 9, $2.50 No. 10, $3.20 to $3.40 No. 11, $3.25 to $3.45 No. 12, $2.65 No. 13, $2.75 No. 14, $3.75 to $3.95 No. 15, $4.30 No. 16, $4.30. Base sizes, Nos. 6 to 9, $2.27½ f.o.b. Cleveland. In carlots 12½c. less.
Clothes Line Wire, regular 7 strand, No 17, $4.65; No. 18, $2.90; No. 19, $2.60. Hollow 6 strand, No. 17, $4.30; No. 18, $2.70; No. 19, $2.35; No. 20, $2.30, f.o.b. Hamilton, Toronto, Montreal.

WIRE FENCING

Galvanized barb	2 80
Galvanized, plain twist	2 90
Galvanized barb, f.o.b. Cleveland, $2 67½ in less than carlots, and $2 55 in carlots.	

COILED SPRING WIRE.

High Carbon, No. 9	$2 75
" No. 11	3 40
" No. 12	2 95

WIRE CLOTH.

Painted Screen, per 100 sq. ft., net. 1 40
Terms, 3 per cent. off 30 days.

WASTE COTTON

Colored . . . . . per lb.	0 06
White . . . . . "	0 08

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Acme, discount 35 to 37½ per cent
Agricultural, discount 60 per cent
Coes Genuine, discount 20 to 25 per cent
Towers' Engineer . . . . . each 2 00 7 00
" S. . . . . per doz 5 80 6 00
G. & K.'s Pipe . . . . . " 3 40
Burrell's Pipe . . . . . each 3 00
Pocket . . . . . per doz 0 25 2 50

WRINGERS

Leader	per doz	30 00 33 00
Royal Canadian	"	24 00
Royal American	"	24 00
Sampson	"	24 0

Terms, 4 months, or 3 per cent 30 days

WROUGHT IRON WASHERS

Canadian make, discount 40 per cent

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Cables—"Machinery," Newport. Emlyn Engineering Works, NEWPORT, MON., ENGLAND.

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HARDWARE
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The Weekly Organ of the Hardware, Metal, Heating, Plumbing and Contracting Trades in Canada

VOL. XV | MONTREAL AND TORONTO, FEBRUARY 21, 1903. | NO. 6.

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MANUFACTURER OF
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REGISTERED TRADE MARK
HARDWARE
SPECIALITIES OF ALL DESCRIPTIONS
PLIERS VICES
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Manufactured for Heating all classes of Buildings by Hot Water or Steam. Made in different heights, beautiful designs. Plain or Ornamental.

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Marlin,
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Lead Pipe.
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Well Advertised.
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Easily Sold.
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Of Known Reputation.

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Cedar Pails with Electric Welded Wire Hoops.
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Easy Running.
Quick Freezing.
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Practical Results.

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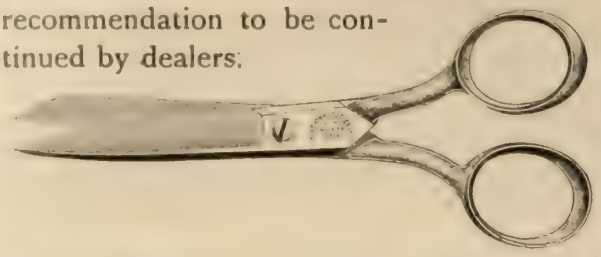
The celebrated National Cutlery Co. have been nearly half a century manufacturing only high-grade scissors, shears and tinners' snips of all description. This is a recommendation to be continued by dealers.



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Ask your jobber for NATIONAL CUTLERY CO.'S SHEARS. If you cannot procure them write for catalogue and all information to–

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No connection with any shear combination.

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BURGON & WILKINSON Ladies' Hedge Shears, No. 107, best quality steel, beautifully polished, handles of light oak, or mahogany, fitted with nut, bolt and patent spring washer for keeping blades well on the cut.

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This makers' shears are all constructed with the same device, making them the leaders. Ask your jobber for **Burgon & Wilkinson's Shears.**

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STAR COIL DOOR SPRING, Also the GEM.

Made of High-Grade Steel Spring Wire and in Various Finishes.

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COLUMBIA
Single and Double Acting.

Spring Hinges Strong and Handsomely Finished.

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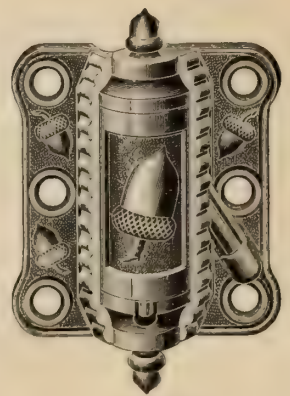

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Large STOCK Prompt SHIPMENTS.

TORREY ROD DOOR SPRING.

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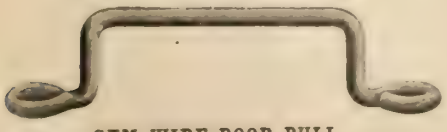

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Blacksmiths, Boiler Makers, Tank Builders, Bridge Builders, Railroad Contractors, etc., wanting the best forge or blower always specify the **CHAMPION**, it being no longer a question of whose make, but simply of what pattern or size will best answer the user's requirements. Thousands are now in daily use giving universal satisfaction.

We illustrate a few of the most popular numbers, but can supply any particular number wanted

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QUOTE LOW.

No 86.
(No. 85 same, with shield.)

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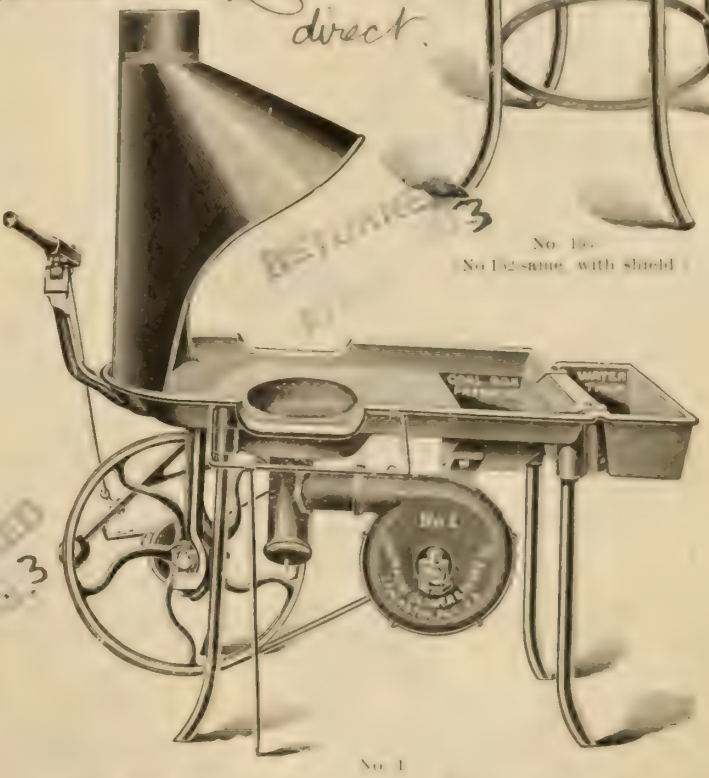

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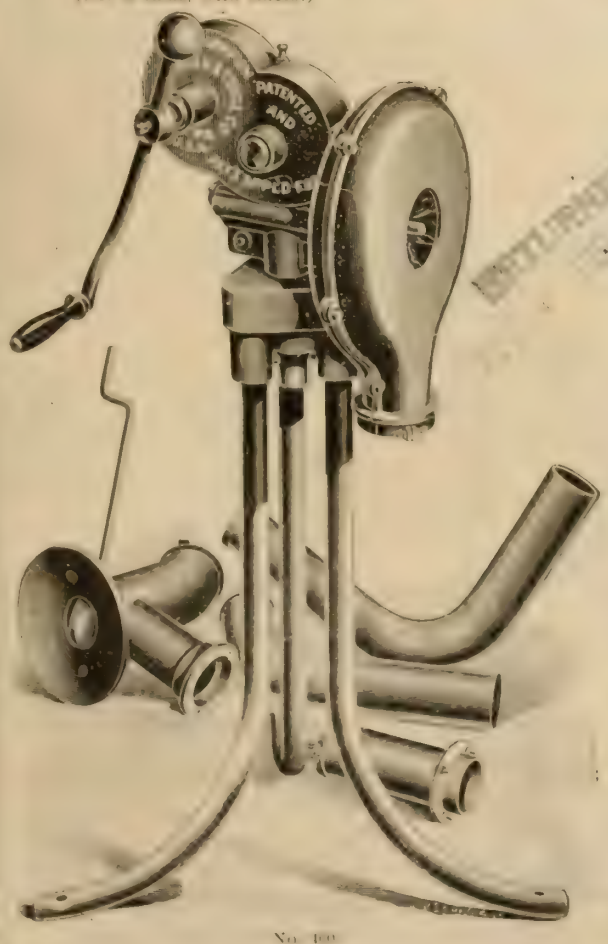

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NO. 86 FORGE, hearth 22 ins fan 9½ ins, height 33 ins

NO. 85, same as 86 but has shield instead of half hood.

NO. 1 FORGE, hearth 32 x 15 ins, fan 16 ins, height 30 ins sold with or without tank

NO. 153 FORGE, hearth 18 ins fan 8 ins height 30 ins

NO. 152, same as 153 but has shield instead of half hood

NO. 400 BLOWER, ball bearing, 12-inch fan, with tuyere iron and piping complete can be adjusted in height to suit operator. The best made and most popular of any blower in the land

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Wholesale Hardware **Blacksmith's Supplies**

Address all correspondence to **Montreal**

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"Turns night-time into day-time"

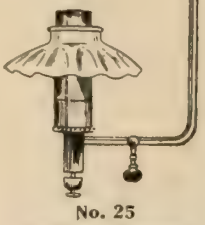
NEW MODELS. LOWER PRICES.

We offer you the best made lamp on the market, built scientifically.

We offer you a lamp that will light your store for half the cost of kerosene.

We offer you a lamp that is safer than a coal oil one.

We offer you a lamp which you can sell at a good profit.



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100 Candle Power.

Do you want the Agency for it?

THEN WRITE FOR OUR CATALOGUE AND DISCOUNTS.

EVERY LAMP GUARANTEED.

AUER LIGHT CO., 1682 NOTRE DAME ST., MONTREAL.

After Stock-Taking

You will be replenishing your stock, so we wish to keep before your notice, "**Dominion**" Goods, all of which bear the following Trade Mark, which is a guarantee of quality:

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Wood Screws, Wire Nails, (Papers), Bright Wire Goods, Wire Door Pulls, Steel and Brass Jack Chain, "Crescent" Wire Coat and Hat Hooks.	Wire Nails, Iron and Steel, Brass and Copper, Hay Baling, Pulp Binding, Galvanized, Barbed.	WIRE

Bed, Blind, and Poultry Netting. — **STAPLES** — Bright and Galvanized Fence.

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Dominion Wire Manufacturing Co.

MONTREAL Limited TORONTO

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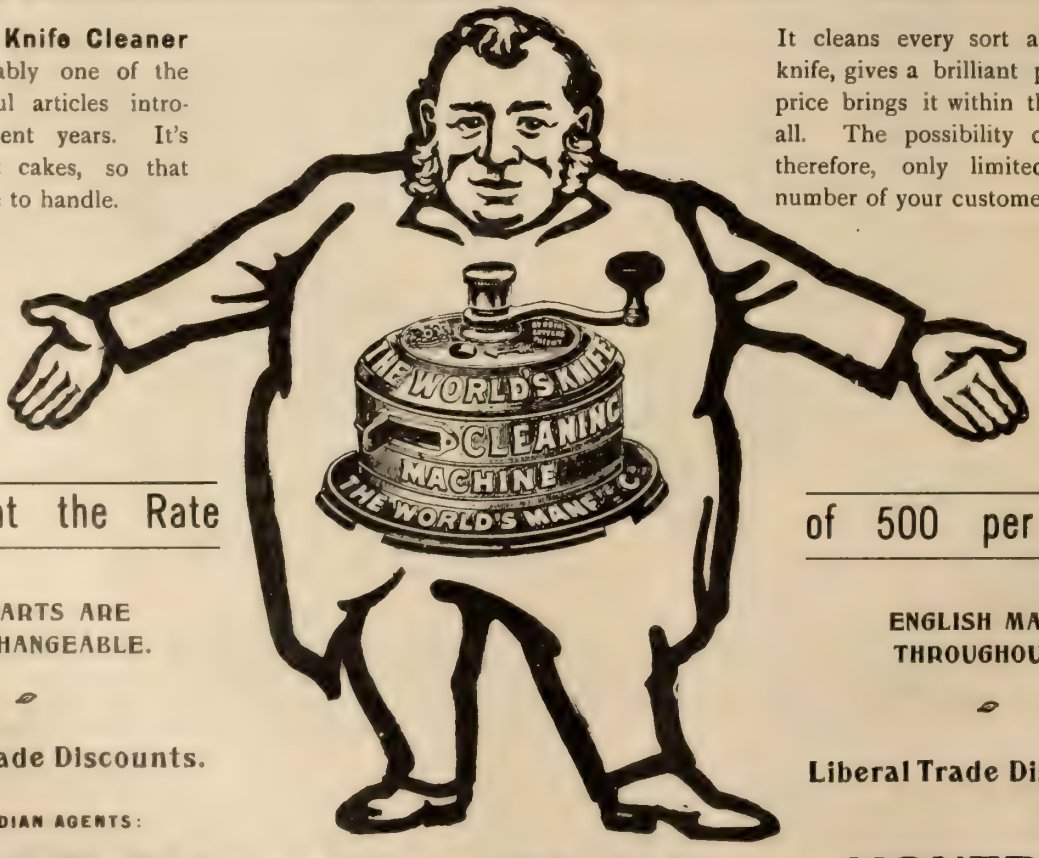
The **World's Knife Cleaner** is unquestionably one of the most successful articles introduced in recent years. It's going like hot cakes, so that now is the time to handle.

It cleans every sort and size of knife, gives a brilliant polish. Its price brings it within the reach of all. The possibility of sale is, therefore, only limited by the number of your customers.



Simplicity itself.

Makes no dust

Cleans at the Rate of 500 per hour.

ITS PARTS ARE INTERCHANGEABLE.

ENGLISH MAKE THROUGHOUT.

Liberal Trade Discounts.

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The woman who shops asks for and insists on having the

WHITE MOUNTAIN FREEZER.

Isn't this a good reason why you should have it on hand? There are other reasons equally good. The White Mountain is the most perfect, best known, best advertised, most profitable, quickest-selling, most satisfactory Ice Cream Freezer in existence. The combined opinion of thousands of retailers and jobbers attest that *this is fact, not fancy.*

We are sole Agents in Canada.

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When selling silver-plated ware why not sell the best? There is generally as much profit in it as the other kind and infinitely more satisfaction both to your customers and yourself.

STANDARD SILVERWARE

ranks among the best. We do not say this boastfully, but with the positive knowledge whereof we speak, and our guarantee, which is better, is behind it.

SOME HINTS ON SPRING LINES FOR THE ASKING.

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PAINTS We manufacture these brands — LION — "PEERLESS," "OWL," "RAVEN" also Ready-mixed House and Floor Paints, Roof, Barn, Bridge and Brick Paints, Coach Colors, Varnishes, Japans, etc. Our prices will interest you. Write us.

The Ottawa Paint Works, Ottawa, Ont.

Standard Paint & Varnish Works Limited

Makers of High Grade Varnishes, Japans, Paints, Colors & Enamels.

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is especially necessary in the Hardware store. All hardware goods should be well wrapped when delivered. Our brown and manilla wrapping papers are strong, tough and wearable.

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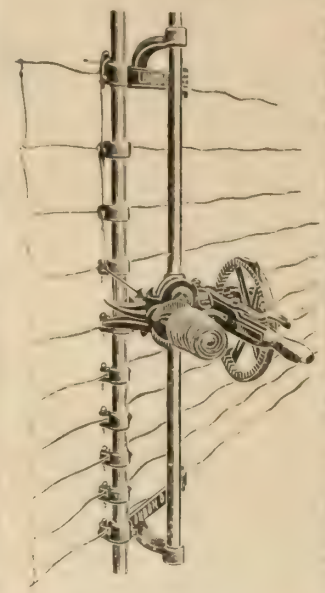

It is a fact that it costs more for labor to weave wire fences in the factory and stretch it afterwards than to do it in the field with a LONDON

It is a fact that heavier, stronger and better built fences are being built all over this country with LONDON FENCE MACHINES

It is a fact that there is as much profit to the dealer in selling LONDON MACHINES and COILED WIRE as in roll fencing

The extra cost of roll fence is in the factory, the trouble with it is in erecting. It can't be done perfectly.

Sell your farmer friends a LONDON It will build a perfect fence and win their approval every time

Write for prices.

Address—

The London Fence Machine Co., Limited

Head Office and Works, LONDON, ONT.

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Wortman & Ward Manufacturing Co., Montreal, Que., General Agents for Quebec

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Agency: The London Fence Machine Co., Limited, at Summerside, for P.E.I.

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THE MOST COMPLETE STOCK

Brass and Copper

in Sheets, Tubes, Wire and Rod.

Service Right, Quality Right, Prices Right

WATERBURY BRASS CO.

122 to 130 Centre St., - New York City.

Always have our classified Stock List before you.

YOURS FOR THE ASKING.

WILLIAM ABBOTT

Representing Jonas & Colver's Celebrated "Novo" Air Hardening Steel. Especially adapted for high speed and for all classes of tools and work. Easily annealed, for shaping into Milling Cutters, Dies and other tools. Stock on hand for immediate orders.

Office and Sample Room, 13 St. John Street,

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The P. R. Cumming Manufacturing Co., LIMITED.

NO. 22.

No. 33 (double blade) is similar in construction and finish.

Something New!

THIS is an entirely new style of mincing knife of our own design. The shank is a flat tinned steel band, drawn tightly into a groove encircling the handle, the blade being riveted between the ends. This construction does away with any hole in the handle, which consequently cannot split or come loose. The handle itself is stained and shellacked, the whole making the neatest and strongest mincing knife ever put on the market.

MADE ONLY BY **The P. R. Cumming Manufacturing Co., Limited, Clarksburg, Ont.**

R. B. BYASS & CO., PORT TALBOT, SOUTH WALES, GREAT BRITAIN.

Largest MAKERS OF

BEST SIEMENS STAMPING ENAMELLING BLACK PLATES,

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MAKERS of all descriptions of STEEL SHEETS.

Brands "**SKER,**" and "**SKER BEST.**"

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There's Money For You In Placing Orders For Immediate Shipment On Enamel Roll Rim Baths.

We are making a special drive on enamel roll rim baths at the present time and dealers desiring immediate shipment on these goods will find it to their great advantage to get our prices.

These baths are made in two or three distinct styles in 4 ft., 5 and 5½ foot lengths are beautifully modelled, and at the prices offered are decidedly the best proposition offered in a long time.

The inducements we are offering are for immediate shipment only.

Illustrations showing these baths will be sent on application when price quotations will be made.

THE JAMES MORRISON BRASS MFG. CO., Limited, TORONTO

Bevelling

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TO THE TRADE.
LOWEST PRICES.

Luxfer Prism Co., Limited

100 King St. W., Toronto.

GLASS

— FOR —

Store Fronts.

We make a specialty of all glass materials for the latest, most up-to-date **Store Fronts.**

— ALSO —

INTERIOR DECORATION.

WILL SEND DESIGNS.

Luxfer Prism Co., Limited

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"Yours for the Asking."

Our new catalogue will interest you, it shows all the up-to-date improvement in Bicycle Accessories.

The Bicycle season is near and you will be asked for Bicycle Hardware, **can you afford to lose this business.**

Send to-day for catalogue and Price List. The favor is ours.

Accessories Department

Canada Cycle and Motor Co., Limited

Branches at:
WINNIPEG, MAN.
VANCOUVER, B.C.

Toronto Junction, Canada.

Supplies for the Maple Syrup Season.

Sap Buckets . . .

—EXTRA DEEP AND STRAIGHT.
—THREE SIZES.

They possess many advantages over the ordinary flaring Buckets—being small in diameter they do not catch the rain or snow, and as they are very deep they hang perpendicularly, and consequently will not overflow until full.

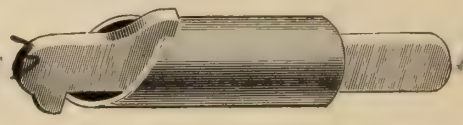
—Covers supplied if required.
—They nest close for shipping or storing.

We can also supply the ordinary Flaring or Western Sap Pails.

E. T. Sap Spouts.

MADE OF RETINNED STEEL—STRONG AND DURABLE.

Only require a ⅜-in. hole in tree.
It does not cover the inside surface of the hole; therefore a larger amount of sap is obtained.
Packed in card-board boxes.



Maple Leaf Sap Spouts.

Made in Bronzed Steel.
Require a ½-in. hole.
Has a shoulder which prevents it being driven in too far.
The hole in the tree is not exposed to wind and snow; consequently, sap will flow longer.
Packed in card-board boxes.

Syrup Cans, round or square.

Plain or decorated. Made in ¼, ½, and 1 gallon sizes.
Either Wine or Imperial Measure.

A full stock carried in all lines; orders shipped promptly.

KEMP MANUFACTURING COMPANY,

TORONTO, CANADA.

HARDWARE AND METAL

VOL. XV. MONTREAL AND TORONTO, FEBRUARY 21, 1903. NO. 8.

COMMENT ON CURRENT TOPICS.

THE United States Congress has created a Department of Commerce. It is to be hoped the Minister of the new Department will exhibit more zeal for the duties appertaining thereto than the gentleman who fills the corresponding office in the Canadian Department of Trade and Commerce.

• • •

Turkey has 100,000 armed men on the Bulgarian frontier. The intention is, no doubt, to gobble up the troublesome Balkan States.

• • •

Carnegie is so desirous of peace that he is ready to pay Venezuela's debt to Germany, namely, $360,000. If the millionaire philanthropist would undertake to pay the debts of individual creditors who are anxious to meet their liabilities and cannot, it would be more sensible than liquidating the debts of nations who have no intention of meeting their obligations unless forced to do so.

• • •

The labor party in St. John, N.B., have two candidates in the field for the Provincial Legislature. W. Frank Hatheway, wholesale grocer, is one of the candidates, and he, like his colleague, is laboring hard to win.

• • •

A clergyman has been elected president of the Prince Edward Island Fruit Growers' Association. The cultivation of the fruits of the orchard with the fruits of the spirit should prove a happy combination.

• • •

A Newfoundland paper says: "The promise of the coming season is most gratifying. In lumber, mining and manufacturing there is a better prospect than ever before." This is also gratifying to Canadians. We always like to see our prospective partners doing well.

• • •

The independent tobacco manufacturers of Virginia, North Carolina, Pennsylvania, New York and other States in the Union have organized for mutual protection. They are now smoking the pipe of peace.

• • •

Peter Ball, who has been appointed commercial agent at Birmingham, for Canada, ought to be able to roll up a good trade for this country in his district.

• • •

A deputation waited upon the Dominion Government a few days ago asking for encouragement to start a shipbuilding industry. They ought to be able to "float" their enterprise.

• • •

Cuba is to borrow $35,000,000, a sign that the "Pearl of the Antiles" is advancing in civilization.

• • •

The people who are stealing elephants from the British forests in India may possibly now have some "white elephants" on their hands.

• • •

A cable says the colonies are to be given ample time to tender for supplies for South Africa. It is to be hoped the colonies will take time by the forelock.

• • •

A press despatch says that Mr. Tarte is skeptical. We understand it was because he was not orthodox that he was forced out of the Cabinet.

• • •

The people who deposited their money in the Oakville private bank are now coming in for public commisseration.

• • •

Poor persons who go insane in Toronto are treated by the authorities as if they were criminals. They are arrested and committed to the common jail, whence they are only removed after the usual red tape procedure has been gone through. This frequently takes months. And Death, in the meantime, knowing no red tape, often asserts his claim.

• • •

A good deal is heard these days about municipal control of public utilities. That is all right as far as it goes, but, first of all, would it not be well if the public were to first get a little more control of the municipal authorities.

• • •

In spite of the old adage that two is company and three is a crowd, a third party has been formed in Manitoba.

• • •

A newspaper published in Cannington says "North Ontario is just itching to send Hon. George E. Foster to Parliament." Naturally, therefore, we may expect to see many scratching for him.

• • •

The pressers have joined the striking cutters in Toronto. The object is, of course, to press the employers to capitulate.

• • •

With Messrs. Root and Lodge representing the United States on the board of jurists who are to define the Alaskan boundary, we may expect them to get at the Root of the matter and Lodge a report in keeping therewith.

• • •

Great Britain, Germany and Italy appear to have been eminently successful in bringing Venezuela to time. If merchants were to act in concert they might also be able to successfully bring their delinquent customers to time.

• • •

The midwinter fairs which are being held in different parts of the Dominion for the exhibition of animals and their products are much more emblematical of Canada, and therefore more sensible, than the midwinter ice palaces which were held in the years gone by.

• • •

Judging from the attention the subject is receiving electrical energy is the mo-

tive power upon which industrial activity is to depend.

* * *

Politicians do not always profit by experience. Some 20 years ago the whiskey used in an election campaign in North Ontario became frozen. And yet, in spite of the experience then gained, another campaign has been brought on in that constituency with the thermometer down to zero. If the history of 20 years ago is repeated, the party workers will have a thirsty time of it.

* * *

Some rather unique features have developed in the election campaign that is now in full swing in North York. One of the candidates, wishing to demonstrate to his audience the truthfulness of his assertions, pulls a Bible from his pocket and dramatically presses it to his lips. Another of the candidates has his meetings opened with prayer. For the sacredness of the Book which the one professes to revere, and for the cause of religion which the other professes to believe, it is to be hoped these practices will be discontinued.

BRANDON BINDER TWINE FACTORY.

THE annual meeting of The Brandon Binder Twine Factory was held recently, and the report for the year is a gratifying one for all concerned. The number of shareholders was shown to be 2,968, and the number of shares sold 1,728. The shares remaining unsold were 271. The amount of money paid in by shareholders on stock was $68,210. The financial statement shows $31,033 of manufactured twine on hand, $27,764 of raw material, and $63,286 plant, the total assets being $128,988. The liabilities included $59,008 of bills payable.

Authority was given for the necessary expenditure to ascertain the possibilities of making binder twine from flax, which is a question now occupying a great deal of attention in the West.

It was decided to increase the number of directors to nine, and the following were duly elected: N. Wolverton, Brandon, Man.; W. T. Johnston, Wawanesa, Man.; J. T. Partridge, Sintaluta, Man.; J. G. Burke, Elmore, Assa.; Allan Leslie, Chater, Man.; A. McPhail, Brandon, Man.; John Hanbury, Brandon, Man.; F. W. Smith, Brandon, Man.; E. L. Christie, Brandon, Man.

At the conclusion of the general meeting the new board met and elected officers as follows: N. Wolverton, president, W. T. Johnston, vice-president; S. H. Christie, secretary-treasurer; N. Wolverton, manager. The new board arranged for the immediate flotation of additional stock to the extent of $40,000.

CATALOGUES, BOOKLETS, ETC.

DOWSELL MFG. CO. CATALOGUE.

WHEN clothes wringers, washing machines, mangles, revolving barrel churns, or crates for fruit, vegetables or eggs are wanted, the catalogue of The Dowsell Mfg. Co., Limited is always consulted by the dealer in these lines. During the past few years the reputation of this firm's products has reached such a high standard that nearly all hardwaremen handle their lines. Their 1903 catalogue is the most complete they have yet issued. All the lines are fully described, illustrations of the working parts as well as the exterior being given in all cases. These catalogues will be sent to any reader of HARDWARE AND METAL upon application.

CARRON PIG IRON.

The Carron Co., 125 Buchanan street, Glasgow, have issued a neat, cloth-bound folder containing photographs of fractures of some grades of "Carron" pig iron, with the approximate analysis, breaking strains and deflections thereof. "Carron" pig iron is manufactured, its makers state, almost entirely from Scotch Black Band Ironstone, with the addition of small quantities of other first-class ironstones (no cinder of any kind being used). The Carron Co. would be pleased to send a copy of this folder to any Canadian consumer of pig iron who mentions HARDWARE AND METAL when writing. The work should be of much value for reference.

BRITISH COLUMBIA BULLETINS.

Two exceedingly valuable bulletins have been issued by the British Columbian Provincial Government. One of these, Bulletin No. 7, contains a general review of "Mining in British Columbia," giving details of the work done on the various fields as well as returns of the aggregate output of the different metals. As the yield of minerals in British Columbia in 1902 was approximately $18,800,000, it will be seen that the scope of this review is large indeed. The other bulletin, No. 9, is devoted to supplying information re the "Undeveloped Areas of the Great Interior of British Columbia." To one seeking an opening for investment or desirous of getting a better grasp of the resources of the "Far West" of Canada, these books will be found authoritative. They can be secured on application to Richard Wolfenden, King's Printer, Victoria.

LAURENTIAN STOVES AND RANGES.

A firm that has made particularly rapid strides during the past few years, particularly in developing trade in the new settlements of Ontario and the Northwest, is The Gould Manufacturing Co., Limited, Smith's Falls. This firm are just issuing their catalogue of "Laurentian" stoves and ranges for 1903. These stoves and ranges are made from the latest American patterns, and the greatest care has been exercised to have them abreast of the times in external appearance and internal construction. As considerable extensions are contemplated by this firm, they should be able to take much new business this year. Readers of HARDWARE AND METAL should write for a catalogue of this excellent line of heating goods.

HARDENING ALUMINUM.

A process with the object of increasing the mechanical properties of aluminum has been patented in Germany, says Kuhlow's Trade Review. The process is interesting in the sense that it opens up a view to the possibility to employ aluminum to new uses in giving it certain qualities of endurance and resistence which is wanting in its pure state. It is well known that aluminum works badly with certain cutting tools and files. It has been shown that the alloying of aluminum and magnesium have a marked superiority over pure aluminum, but less malleable and ductile. The authors observed that if aluminum is allied to 2 to 10 per cent. of magnesium the metal obtained is hardly to be distinguished from aluminum, but when this alloy is passed several times through a flatting mill, heated each time towards 400-500 deg. C., its principles are modified. The alloy cuts and files well as though it was charged with magnesium. It has preserved, on the other hand, the ductility and malleability of pure aluminum.

The deepest regret was felt by the members of the Montreal Board of Trade at the very sudden death of Joel Baker, who was one of the oldest members of the Board, and formerly took a prominent part in the business life of the city.

WIRE NAILS
TACKS
WIRE

Prompt Shipment

The ONTARIO TACK CO.
Limited
HAMILTON, ONT.

LOOKING FOR A CANADIAN BOOM.

"KEEP your eye on Canada" is advice current just now in Scottish iron and steel circles, especially the former, says Ironmonger, London, Eng. This is due to the receipt of letters from correspondents both in the United States and in the Dominion, pointing to what they consider the certainty of an early burst of industrial activity such as has never yet been seen in our great dependency. Schemes are being worked out for the immediate beginning of big railway and agricultural enterprises, which, it is felt, will rouse Canada for good from the partial lethargy in which she has lain for over a generation. The correspondents referred to agree in the opinion that the United States are not at present in the position to cope with the wants that are likely to arise in Canada very soon, and they advise Scottish manufacturers and merchants who are favorably situated in the matter of freight, etc., carefully to consider the advantages that may follow from at once seizing on the opportunity that seems to present itself. Some arrangements for the development of Canadian trade are being made. In Glasgow, which has many intimate business relations with Canada, the feeling is gathering strength that the Dominion has entered on a new era, marked at the moment by the projected arrangements for the settlement of whole populations in new districts, the extensions of railways, and the liberal influx of American and British capital into hitherto neglected parts of the country. Canadian Government representatives are now visiting different parts of Scotland to call the attention of urban and rural audiences to the advantages of life in the West, and a heavy emigration movement is looked for in the spring and summer months. The Canadian estimate of the outlook is reflected in the arrival this week of travellers representing Montreal iron and steel houses and in the announcement, by mail, of the contemplated early departure for this side of others.

OTTAWA HARDWARE ASSOCIATION.

The first annual meeting of The Ottawa Hardware Association was held in the Board of Trade rooms on Tuesday evening, February 10. The reports all showed a very successful year and everyone is well satisfied that the association is a good thing, and we are all the better for it. The election of officers resulted as follows:

President—E. B. Butterworth.
1st Vice-President—W. G. Charleson.
2nd. Vice-President—Wm. Stratchan;
Treasurer—Wm. Graham, re-elected;
Secretary—J. G. Cowan re-elected.

The Value of Well Aged Varnish.

Properly aged varnish is always the best—other things being equal. No varnish can be as good as it ought to be without proper aging. It is one of the important details which turns out a varnish always the same—one that always gives good results.

Proper aging improves a varnish—improves its appearance, color, and working, drying and wearing qualities. It removes all sediment.

THE SHERWIN-WILLIAMS VARNISHES

are all properly aged. They are stored for months in specially constructed tanks in a room kept at uniform temperature throughout the year. They are carefully watched and tested, and are never sent out until "ripe" and right in every respect.

This after-aging ties up a large amount of capital, but it pays—we obtain superior varnishes.

We make special varnishes for every purpose. Each one is the best varnish for the purpose.

Write us to-day for our varnish prices.

THE SHERWIN-WILLIAMS CO.
PAINT AND VARNISH MAKERS.

CLEVELAND, CHICAGO, NEW YORK, NEWARK, BOSTON, KANSAS CITY, SAN FRANCISCO, LOS ANGELES, MINNEAPOLIS, MONTREAL, TORONTO, WINNIPEG.

CANADIAN DIVISION

HEADQUARTERS, & PAINT FACTORY, 21 St. Antoine Street, Montreal.
VARNISH FACTORY, St. Patrick Street, Montreal.
TORONTO DEPOT, 86 York Street.
WINNIPEG DEPOT, 147 Bannatyne St., East.

WIRELESS TELEGRAPHY TEST.

WIRELESS telegraphy is to be given a test in Toronto on Saturday, when an effort will be made to send messages between Toronto and Hamilton. Dr. de Forest, an American inventor, is promoting the test. In order to demonstrate the practical value of an invention of his own in wireless telegraphy. He says it has been tested in comparison with the Marconi and Essenden systems with honors to itself. Going into further details, Dr. de Forest explained that the messages, or aerograms, as they are officially known, are sent with a Morse key exactly like that used in sending messages by wire. The dots and dashes which are recorded at the receiving station by the waves of electricity are taken from a telephone receiver. The apparatus required is neither very extensive nor complicated beyond the understanding of those who have only an elementary knowledge of electricity. An aerogram sent from a ship 150 miles out at sea was received on an instrument that could be carried in an overcoat pocket. His system is based on an alternating current of electricity. As the alternating current is used in Washington, the electricity for the tests at the Navy Yard was taken from the regular wires. Where a direct current is used at points where the company has not erected its own power station, a motor-generator is used to turn it into an alternating current.

Dr. de Forest was entertained on Saturday night at dinner by W. [illegible] of 67 St. george street, where Prof. R[illegible] say Wright, Dr. Chant, John [illegible] Burgess, Major Greville Harston, J. K. [illegible] K.C., George Hamlin of [illegible] and others were present.

The first and [illegible] of J. J. R. Alexander [illegible] president Little River East, ha[illegible]

NICKEL STEEL VS. STEEL RAILS.

THE order given some weeks ago by the Pennsylvania Railway Co. for 5,000 tons of nickel-steel rails at $74 per ton as compared with ordinary Bessemer rails at $28 per ton, has centred much attention on this new rail. It appears, says an exchange, that the specifications call for the manufacture of an alloy containing 3 per cent. of nickel. It is claimed that rails made of this alloy will wear five times as long as those made of ordinary Bessemer steel, and that when they are worn out they will realize 20c. per lb. as scrap. This, it is claimed, makes nickel steel the cheaper material, in spite of its high first cost. It is claimed for the alloyed steel that it resists the wear and tear of friction better than does ordinary steel, that it is less liable to break because of frost, that it does not splinter as ordinary steel is liable to do, that it has a tensile strength nearly double that of Bessemer steel, and is less liable to the corrosive effects of moisture and exposure, as well as to crystallization from vibration. These are deemed desirable qualities for ensuring safety in the running of heavy and fast trains, as they minimise dangers from broken rails. It is stated that arrangements are being made for the manufacture of nickel steel for ordinary and marine boiler-plate, and for wire of a special character that is required to have enormous tensile strength. United States metallurgists assert that the addition of nickel to steel from one half per cent. up to about 16 per cent. adds greatly to its strength and resistance to corrosive influences, and that after 16 per has been reached the steel grows soft and very ductile, and takes a polish that resembles nickel-plated ware.

A $60,000 FAILURE.

The firm of Lambert & Fils, builders and contractors, Providence Lane, Montreal, have assigned on demand of Camille Bourdon, lumber merchants. The liabilities amount to about $60,000. There are 47 direct creditors, including the Quebec Bank, which has a claim of $13,775.

A BUSINESS TRANSFER.

The William Hunter Co., Limited, general merchants, Silverton, B.C., have sold their stock and business to Wilson & Barclay. Both Mr. Wilson and Mr. Barclay were interested in the former firm, and are shrewd and reliable business men. THE CANADIAN GROCER wishes the new firm every success.

WHAT IS HE SAYING?

The young man is one of those up-to-date clerks. The lady has come to enquire about **CHURCH'S COLD WATER ALABASTINE** as a result of seeing some newspaper advertising that is being done by **The Alabastine Co., Limited**, Paris, Ont.

These enquiries come early in the Spring, about house-cleaning time, and the dealer who reaps the benefit is the one who has a complete and well-assorted stock. **HOW IS YOURS?** The Trade supplied by Wholesale Hardware and Paint Dealers. Also by **The Alabastine Co., Limited, Paris, Ont.**

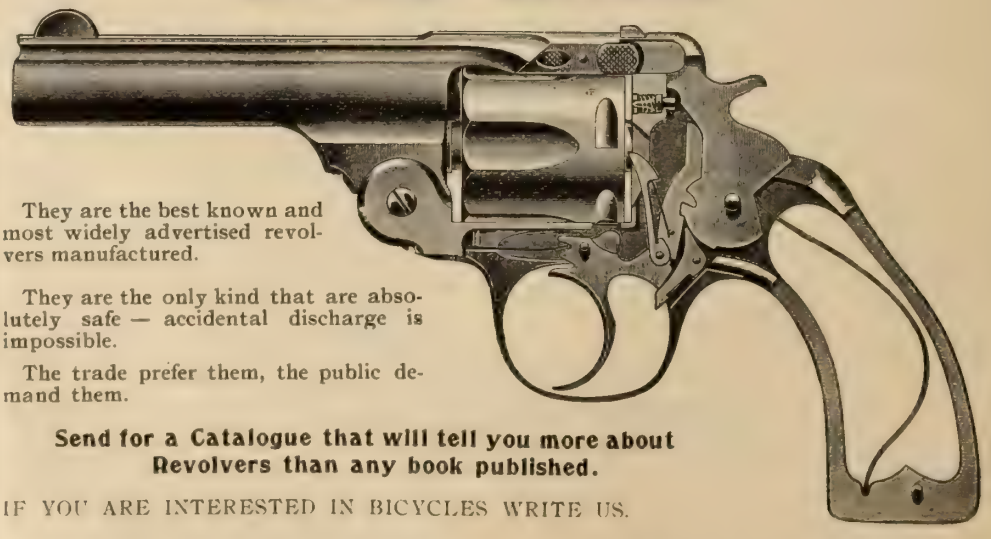
REMEMBER THE

Spring Number!

If you want to get good position, send us your ad. right away, and don't lose sight of the fact that **MARCH 10** is the last day we can receive copy.

IVER JOHNSON REVOLVERS

ARE EASY SELLERS.



They are the best known and most widely advertised revolvers manufactured.

They are the only kind that are absolutely safe — accidental discharge is impossible.

The trade prefer them, the public demand them.

Send for a Catalogue that will tell you more about Revolvers than any book published.

IF YOU ARE INTERESTED IN BICYCLES WRITE US.

IVER JOHNSON'S ARMS & CYCLE WORKS,

New York Office: 99 Chambers St. FITCHBURG, MASS.

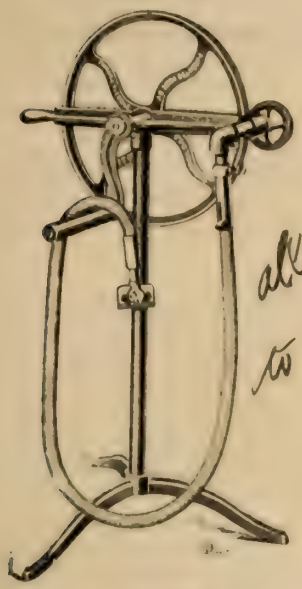
H. S. HOWLAND, SONS & CO., LIMITED

WHOLESALE ONLY

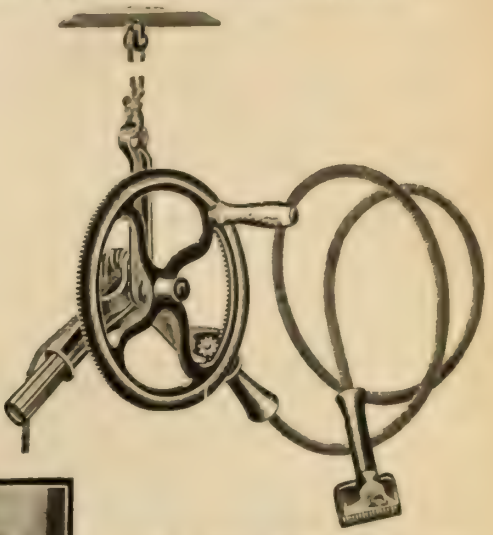
37-39 West Front Street, **Toronto.**

WHOLESALE ONLY

The "Chicago" Horse-Clipping Machines



Knife suitable for "1902," and "20th Century" Clippers.



— 1902 —

"When it comes to quality, no hand-power Horse-Clipping machine that is made *any where*, by *any body*, at *any price*, compares with the "Chicago 1902."

Its construction is so *simple*, *strong* and *fine*; the only machine made that can be turned with the right or left hand.

All the gearing is cut from solid metal. It stands on a firm, rigid base. No belt to slip. Positive power."

A clipped horse dries out from sweating in 20 minutes, and can sleep without risk of getting cold

The "20th CENTURY" CLIPPER.

"Is it any wonder that the demand for the new "20th Century" Clipper is enormous? Why, it gives a customer a machine for a little more than the cost of a hand clipper.

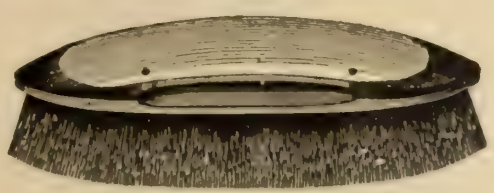
A Time and Money Saver that does a hundred times the work and does it much better.

It hangs up, giving the operator elbow room and facility.

Runs easy—cuts fast—requires no experience to operate.

It only weighs 15 pounds, and when boxed is small enough for shelf goods (3 x 12 x 14 in.)"

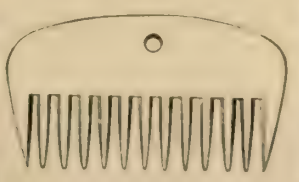
Horse Cards.



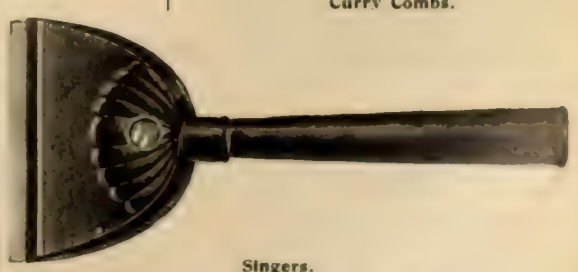
Horse and Dandy Brushes.

Curry Combs.

Hand Clippers.



Mane Combs.



Singers.

H. S. HOWLAND, SONS & CO. LIMITED, Toronto.

WE SHIP PROMPTLY.

Graham Nails are the Best.

OUR PRICES ARE RIGHT.

Factory: Dufferin Street, Toronto

MACHINERY

THE LIFE OF LOCOMOTIVES.

THE relative value of English and United States stoves continues to absorb much attention. A valuable contribution to the question was given by Wilson Worsdell, chief locomotive superintendent of The North Eastern Railway Company, who, in a lecture before students of the British Association of Civil Engineers presented the following deductions: "On English railways the life of a passenger express locomotive was 25 years, on an average; of the freight locomotives, 26 years; of local passenger locomotives, 25 years; and of switching or shunting engines, 27 years. The mileage varied on all the lines from 700,000 to 1,000,000 miles during the lifetime of a passenger engine. The mileage of a freight engine was from 500,000 up to 800,000 miles, and of a local passenger engine from 500,000 to 800,000 miles. American practice, however, was altogether different from the English practice. The Americans built their locomotives to last for an average lifetime of 15 years, getting as much work out of them as they possibly could in that time, and then putting them on the scrap heap. The average life of an express passenger locomotive in America was 18 years as against the English 25; of a freight locomotive 16 years as against the English 26; of a local passenger engine 19 years as against 25; and of a shunting or switching engine, 22 years as against 27. The mileage varied also. The American engine ran in its 18 years' existence 2,000,000 miles, double that run by a British engine in a much longer time. The lifetime of a boiler was about the same in America as in England; and the length of time between repairs in America was a year and a quarter or a year and a half, against two years in England."

AN AUTOMATIC ELECTRIC METER.

J. L. McLean, of Peterboro', Ont., has invented an electric meter, which, by dropping 25c. in it, one will receive 25c. worth of current, after which the electricity is cut off automatically, says an exchange. The prepayment meter is similar to the water meter, of which there are 18,000 in use in Montreal and 55,000 in Canada. It is strictly automatic in its action, there being no switches or handles to turn. All the operator desiring light has to do is to go to the meter and deposit therein 25c., or any number of quarters, which will be used consecutively as the light is consumed. Another important feature is that the consumer can check his own machine by the clock which is modelled after the cash-register system, keeping check on the light used for the consumer and of the number of quarters deposited for the company. The meter will do away with all suspicion on the part of consumers that they are being defrauded by meters which they cannot read. If any customer thinks that he is being robbed, all he has to do is to turn on the light and with his watch or the family clock he can tell at a glance how much light he is getting for a quarter. Another important feature is that this meter enables the company to do a cash business, and at the same time ridding the consumer of light bills, as the clock keeps tab on the number of quarters deposited, and which are collected periodically throughout the year.

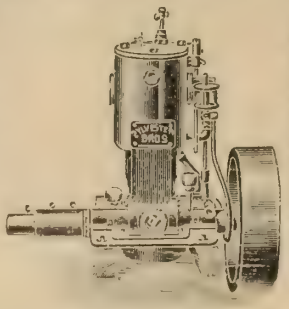
PRIZE-WINNING MACHINERY.

A representative of "Hardware and Metal" had the pleasure of calling at The Sylvester Manufacturing Company's Factory, Lindsay, Ont., where he was shown through the premises. After seeing the manufacture of the different agricultural machines turned out by the company, he was shown through the gasoline engine shop. Here, a surprise awaited our representative. This shop is a building by itself, equipped with the latest-improved machinery and appliances and operated by skilled mechanics, using the best material possible in the construction of "The Sylvester Gasoline Engine," all endeavoring to maintain its past record, namely, a prize winner, having the honor and distinction of being awarded the bronze medal at the Toronto Industrial Exhibition, 1902, against all competitors in Canada and the United States. Every piece used in the construction of the Sylvester engine is manufactured on the premises (except crank shafts, which are imported), thus enabling the company to supervise every part in the production of their engine, and also placing them in a position to confidently guarantee their engine. The Sylvester is handsome in design, perfectly simple, and built for business. The popularity the Sylvester engine has enjoyed in the past, and is enjoying at present, has created a demand which keeps the engine department continually busy. The firm also manufacture marine engines and gasoline launches, having added a launch-building department to their already large plant. We bespeak a great future for the Sylvester gasoline engine.

KEEPING TAB BY ELECTRICITY.

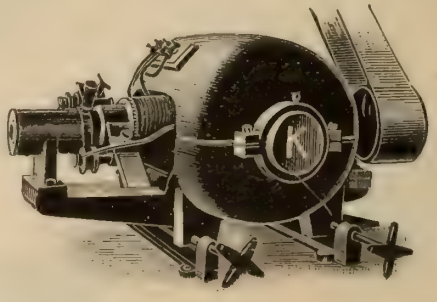
The Washington postal authorities are experimenting with a new mail box, which will keep, it is claimed, perfect tab on collections. The boxes will be arranged on a regular route and numbered. Each will be connected by a wire with an annunciator board in the main office, and as the collector opens the box a bell will ring and an index on the board will tell that the box is open. The apparatus is so arranged that if the collector fails to open a box there is a wire which prevents his opening the next box in the series.

THE SYLVESTER GASOLINE ENGINES AND LAUNCHES.



Awarded the Bronze Medal (the highest prize) at the Toronto Industrial Exhibition 1902. The simplest, most reliable, economical and substantial Engine on the market. Can be used any place, by any one, for any purpose. Sizes 1½ to 16 horse power. Stationary, portable, and marine. Also extra-fine Gasoline Launches, best in the market. Write for Catalogue "H" and testimonials.

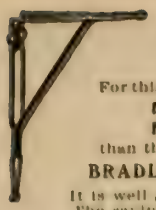
The Sylvester Mfg. Co. Limited
LINDSAY, ONT.



Kay Electric Dynamo and Motor Co., Limited

Manufacturers of Dynamos and Motors for all purposes, both direct and alternating currents. Special attention given to repairs.

Office and Works, 219-221 Queen St. East, Toronto.
'Phone Main 1251. Estimates cheerfully given.



Will Hold Up a Shelf!

That's what a shelf bracket is for.

For this purpose there can be

NOTHING BETTER
NOTHING CHEAPER

than the . . . .

BRADLEY STEEL SHELF BRACKET

It is well **Japanned, Strong** and **Light.** The saving in freight is a good profit, aside from the **lower price** at which the goods are sold.

☞ Order direct or through your jobber.

ATLAS MFG. CO., New Haven, Conn., U.S.A.

Partial List of New and Re-Built Machinery.

(LIST CORRECTED WEEKLY)

SCREW CUTTING ENGINE LATHES

2 in x 10 in Sebastian Foot Power, with chuck.
11 in x 5 ft Barnes " " or Power, NEW
16 in x 6 ft Potter, NEW
14 in x 6 ft " "
24 in x 10 ft London Tool Co., NEW
24 in x 12 ft " " " "
24 in x 16 ft " " " "
36 in x 22 ft " " " "
24 in x 10 ft Gap, London Tool Co., New
15 in x 22 x 14 ft " Sebastian with Raising Blocks
14 in x 22 x 5 ft, 2 in Gap, " "

PLANERS AND SHAPERS

24 in x 24 in x 6 ft Iron Planer, London, NEW
36 in x 36 in x 10 ft " " " "
9 in x 6 in x 24 in " " Hand or Power
24 in Iron Shaper, Crosby Co

BOLT CUTTERS

No 1 Acme Head Capacity ¼ in to 1 in
No 1½ " " ¼ in to 1½ in
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GEAR CUTTERS

30 in Automatic Gear Cutter, London Make
30 in " " Whitton "
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18 in x 6 ft " "
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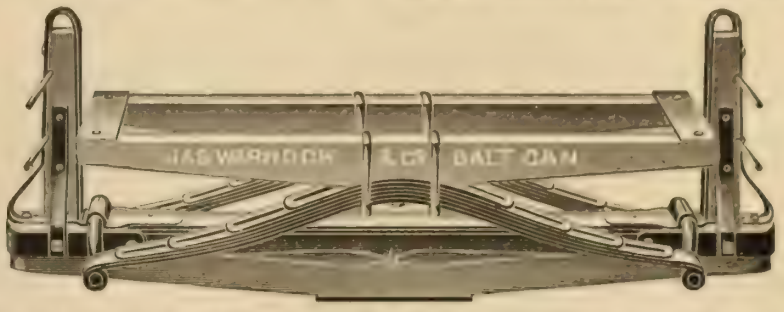

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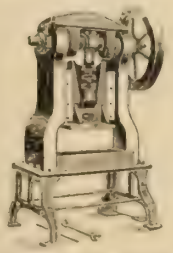

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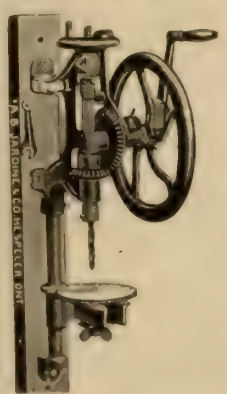

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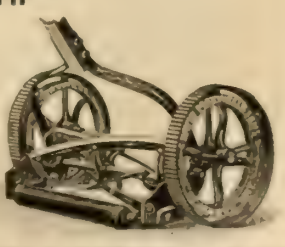

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LAWN MOWERS.

High and Low Wheels, from 12-in. to 20-in. widths. Cold Rolled Steel Shafting, Crucible Steel Knives and Cutting Plate.

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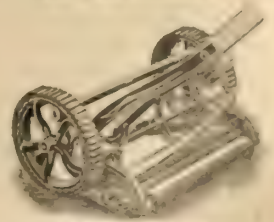

MAXWELL MOWER.
Low Wheel

MACHINERY AND ELECTRICAL NOTES.

THE Henderson Roller-Bearing Manufacturing Company, Limited, of Toronto, are installing in their new works on Esplanade street, the most modern machinery for making their bearings.

A No. 2 "Petrie" boiler was shipped to The Colonial Typewriter Co., Peterboro', Ont., by H. W. Petrie, Toronto.

A fine equipment of the most modern kind will be installed by The Dominion Iron and Steel Co., Limited, at Sydney, N.S.

The sum of $100,000 will be spent on improving the equipment and rolling stock of the Brockville and Westport Railway.

The John Harrison & Sons Co. have built a large mill at Owen Sound, Ont., in which they will shortly instal considerable machinery.

Two special Crosby presses were installed in the plant of The Macdonald Manufacturing Co., Toronto, by H. W. Petrie, Toronto.

A No. 2 "Godfrey S. Bremer" punch and shear was purchased by McGregor & McIntyre, Pearl street, Toronto, from H. W. Petrie, Toronto.

A fine tool in the shape of an "Oliver" wood trimmer was delivered to J. S. Jocelyn, 102 Adelaide street, Toronto, by H. W. Petrie, Toronto.

The Oshawa Gas and Steamfitting Co., Oshawa, Ont., have installed a 21-in. x 10-ft. lathe. This machine was furnished by H. W. Petrie, Toronto.

A semi-portable return tubular boiler has been installed by W. D. McRae, Wallaceburg, Ont. This boiler was purchased from H. W. Petrie, Toronto.

The agitation for an extension on the I.C.R. to Louisburg, C.B., is growing in strength, the local papers discussing the question with much warmth.

A Brainard Lincoln milling machine was installed by W. P. Sutton, 82 Adelaide street west, Toronto. This machine was purchased from H. W. Petrie, Toronto.

The Ontario Wind Engine and Pump Co., Limited, Toronto, have received an order for a 16-ft. airmotor outfit for South Africa, where it will be installed on a railway contract at Simon's Bay.

The Rothesay, N.B., Water and Improvement Co. have secured water rights, land, etc., and will erect an electric power station and will provide water, power and light for Rothesay. Hon. William Pugsley is president of the company.

The Buffalo Tool and Machine Co., of Toronto, are removing their offices on Bay street to 172 Front street west. Here they will carry a larger range of wood and iron-working machinery than they now have in stock at their present premises.

The Fort William, Ont., Ironworkers' Union have passed a resolution to support only the business and professional men who instal municipal telephones.

The imports of all kinds of belting into Canada during the fiscal year 1902, including leather belting, gutta percha and rubber belting, cotton belting, etc., was valued at $111,800, of which $58,844 came from the United States, and $82,956 from other countries.

A foundry outfit consisting of a Colliau cupalo, No. 11, Buffalo Blower and countershaft and accessories; also a 48-in. x 48-in. x 14-ft. iron planer was purchased by The Niagara Falls Machine and Foundry Co., Niagara Falls, Ont., from H. W. Petrie, Toronto.

The Gillies Launch and Engine Company, Ottawa, have been incorporated with $100,000 capital; provisional directors: T. F. Sullivan, Montreal; J. D. McCann, Westport; A. J. H. Russell, Peter McVeigh, J. E. Askwith, Ottawa. The company will take over the business of The Central Canada Foundry and Machine Works at Carleton Place.

The Empire Machine and Metal Stamping Company, 1012 Yonge street, Toronto, have purchased a fine lot of machinery in the shape of a 20-in. Gould & Eberhardt pattern shaper, and three Crosby presses, one each, Nos. 18, 19 and 20; also a 4 h.-p. upright boiler. The above machinery was furnished by H. W. Petrie, Toronto.

The Bridgeburg, Ont., Review says that the solicitor of The Canadian Shipbuilding Co., Limited, was, at the last meeting of the Bridgeburg township council, asking that an assessed rate be struck on their proposed premises for 20 years. The company have bought 120 acres of land abbuting the river scarcely four miles north of the town of Bridgeburg.

The Farmers' Co-operative Harvest Machine Co., Limited, have been incorporated to engage in the manufacture of agricultural implements and tools. The authorized capital is $1,000,000, and the provisional directors are: Dr. Oronhyatekha, James F. McLaughlin, John A. McGillivray, William J. Clokey, W. E. Wellington, Toronto; Joseph Stratford, Brantford; O. H. Van Loon, Townsend township, Norfolk county; Duncan McEwen, Brantford township, Brant county; John Cornworth, Paris; William Dynes, Village of Granger; E. G. Stevenson, Detroit, Mich. The head office is to be at Toronto.

Over 600 men are employed in the Michigan Central Works at St. Thomas, Ont. The shops have a standing order for 20 80,000-lb. cars per month, and are building four 190,000-lb. locomotives, the first of the kind built in Canada. The engines will be of the compound consolidated type, with cylinders 23x35 and 32-in. stroke. The drive-wheel centres will be 56 in. and the boilers will be tested to 210 lb. pressure. The total weight of the engines will be 190,000-lb. each, 164,000 of which will rest on the drivers. The boiler will contain 365 2-in. flues.

A LIGHTWEIGHT ACCUMULATOR.

Dr. Welsbach, the German savant, whose reputation is world-wide as the discoverer of the Welsbach light, is reported to have at last solved the problem of making an electric accumulator without the use of lead. It has been the terrible weight of the accumulators which has handicapped developments in electric traction; and if Dr. Welsbach's invention proves satisfactory, it will be another feather in the cap of Germany, for it is no secret that even Edison has been cogitating for long over a means of obviating the weight difficulty in connection with accumulators. The succession of inventive triumphs in almost every department of science by Germany during recent years has caused much searching of hearts. Once upon a time Great Britain bore the palm for evolving new and practical ideas, and there is naturally more than a tinge of patriotic regret on our part at the change of venue. Even America takes a seat behind Germany, and yet there even every workman is taught to exercise his thinking faculties; while on the other hand, in this country for an employe to make a suggestion to a principal is often regarded as a piece of sheer impertinence. The subject, comprehensively, is an interesting one; and it may be that in the training of the German youth seeds of inquiry are sown which grow and grow until a harvest of realization is in many cases reaped.

WIRELESS TELEPHONE.

An electrical inventor, named N. B. Stubblefield, of Murray, Ky., claims to have discovered an instrument by which not only sound can be transmitted through space without wires, but that the voice can be transmitted and understood as clearly as with the telephone now in ordinary use. The inventor claims that the ground is a magnet, and that with proper use of his instruments, when they have been perfected, ships at sea can be communicated with or battles directed from one ship to another. He claims that bulletins could be sent from Washington to every home in the country, telling all the important happenings of the day, at a slight cost. As yet 300 yards is the longest distance he has talked.

EMPIRE MACHINE & METAL STAMPING CO., Limited

MANUFACTURERS OF ALL KINDS OF

MACHINERY

We make all kinds of Hardware and Wire Specialties. Wire straightened and cut to lengths.

Metal Stamping — We work all kinds of Sheet Steel, Brass, Aluminum, Copper and Silver to any shape.

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For Sale by all Wholesale Dealers

STEP LADDERS

Made of the best selected wood and well finished. Prices and discounts according to quantity.

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OTTAWA.

For richness of color and durability, **GLOBE PAINT** is on a par with the best. Every can guaranteed. Send for Spring catalogue of colors and prices.

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COMPOSITION PIPE,

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Cap Screws. **Set Screws.**

Square and Hexagon

Cold Pressed Nuts.

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DISTRICT OFFICES:
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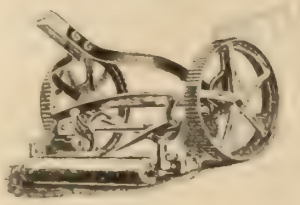
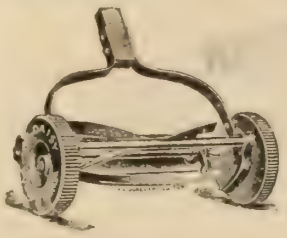
OUR LEADERS

The Woodyatt has been well tried, and is being made this season HIGH GRADE to maintain its enviable reputation.



The Star, an extremely popular, medium-priced mower, made throughout of good material.



The Daisy, a well-made, easy-running, low-priced mower for people with small lawns or slim purses.

If you desire our 1903 Lawn Mower Catalogue, shewing all the varieties we make, drop us a card.

We sell through the jobber only. **Taylor-Forbes Company, Limited, Guelph, Ont.** Largest lawn mower makers in Canada.

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Warehouse, - Hotel, and Railroad use.

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Send for our New Truck Catalogue.

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MONTREAL VANCOUVER

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TO IMPORT WELSH COAL.

THE great scarcity of coal during the winter has had the effect of bringing manufacturers together to discuss the best means of placing themselves in a safer position, in the event of the same conditions prevailing again.

To depend entirely on American coal miners is thought to be rather too precarious a position for manufacturers whose plants must be kept in active operation throughout the year; and the first thought that suggests itself is in relation to obtaining supplies from other sources. Naturally, Welsh coal first presented itself as most suitable and as easiest of access.

A fair quantity of Welsh anthracite has been imported during the past few months, and with all manufacturers it has been pronounced satisfactory, while those who have used it in the household have found no difficulty in adapting it to all purposes to which American anthracite was formerly put.

Mr. Walter J. Phelps, of Wormann & Ward Manufacturing Co., Limited, at a recent meeting of the Canadian Manufacturers' Association in Montreal, stated that Welsh anthracite could be obtained, under ordinary circumstances at a lower price than American anthracite. Over $7,000,000 had been spent last year in coal, which sum could have just as well been sent to Great Britain instead of the United States. Mr. Phelps suggests that if a sufficient number of citizens would signify their willingness to buy Welsh instead of American coal, the coal dealers would be encouraged to import anthracite from Wales for next winter's use.

This is a movement which all will endorse, as did all the manufacturers who were present at the meeting. The greater our imports from Great Britain, the more likely are we to gain a preference on that market; and from an importation of millions of dollars worth of coal, which is increasing year by year, we are bound to get a large reciprocal trade in time. Apart from the direct trade advantages which we would derive from prefering Welsh to American coal, the movement to adopt that course should be helped forward by all who believe in strengthening the connection between ourselves and Great Britain (and who in Canada does not?), for in what better way could it be accomplished than by making our commercial interests, as much as possible, one with those of the Mother Country. If we must send millions of dollars out of the country for coal, let us, at least, put it in the pockets of our best friends.

A TIMELY REMARK.

The Toronto World, which has been leaning towards the side of The Toronto University, contained the following paragraph a few days ago:

The report has gained currency that the place of the late Senator Wood on the University Board of Trustees is to be filled by one of the newly appointed Superior Court judges. The appointment would be somewhat unexpected as the board is already strong in legal ability, with Chief Justice Meredith for chancellor and Chief Justice Moss for vice-chancellor, while Dr. Hoskin combines very happily the qualities of a lawyer and man of business. A business man would seem to be the natural successor of Senator Wood.

The above paragraph is not only pointed and timely, but it is also indirectly an endorsation of the course of HARDWARE AND METAL in regard to Toronto University affairs.

INTERFERENCE WITH PUBLIC RIGHTS.

A GREAT deal is being heard in Ontario just now about the Conmee Act, dealing with the purchase by municipalities of private electrical plants.

One of the features in this Act should appeal to business men as being particularly absurd. We have reference to the clause which provides that even after the arbitrators have fixed upon what they consider to be a fair price for the purchase of the plant by the municipality, an additional 10 per cent. must be added.

If this principal were applied to competition in ordinary business affairs it would remain on the statute book but a short time indeed.

Its ridiculous character would be apparent were we to apply the principal to ordinary business affairs. If, for example, a man desired to start into business in a village he would first of all be compelled to buy out the one or more particular lines of business in which he intended to engage, while after the price had been fixed by competent judges he would be compelled to pay an additional 10 per cent. above the figure which the latter had stipulated.

This principle might please the business men who wanted to sell out, but it would be anything but satisfactory to the man who desired to start a new business.

Such a law applied to ordinary business matters would be accounted a restraint of trade, and yet this is practically what the Conmee Act is.

It is to be hoped that the efforts which will be made during the coming session of the Ontario Legislature to repeal the Act will be successful.

The existing electrical plants have no doubt their vested rights which the State should take every means to protect, particularly when there is developing such a strong opposition to the rights of corporations, but the Conmee Act, in endeavoring to protect these, interferes with the rights of the public.

When there is a mix-in advertising it usually the fault of the merchant.

TORONTO UNIVERSITY AFFAIRS

THOSE who are opposed to the course which HARDWARE AND METAL has taken in regard to the affairs of the Toronto University are endeavoring to hide under a cloud the real question at issue. The Toronto Globe has declared that "the University of Toronto is not what its best friends would like to see it." And yet that newspaper in mightily offended because we have advocated certain improvements in the management and control of that institution. To ask for a more practical conduct of studies in order that education may be made more practical is accounted "the merest vanity" and the aim low and the way vulgar.

If our suggestions do not find favor with The Globe and others who are dissatisfied with them, let them propose something that is better. We heartily assure them that if they do we will give them our heartiest support. All we want is greater efficiency in the educational work of the University. We have it in black and white in the columns of The Globe that the affairs of Toronto University are not what they should be. If it really believes this it is certainly its duty as a newspaper, with an influence probably second to none in the Dominion, to point out why the University is not "what its best friends would like to see it," and, furthermore, to suggest what might be done in order that the desideratum might be secured.

But it required no such confession as that of The Globe, quoted above, to justify the position that has been taken by HARDWARE AND METAL in regard to Toronto University affairs. During the last 10 or 12 years the reputation of the University has been steadily deteriorating. Isolated departments could be mentioned to which this charge would not apply. We are speaking of the University as a whole. For it is by its general character, and not by its actions in certain particulars, that universities, like individuals, must be judged.

That the University of Toronto has lost the popularity it once possessed is putting it mildly. Among no class is this probably more pronounced than among business men. The commercial course started a year ago at the instigation of the Toronto Board of Trade and the Canadian Manufacturers' Association was the result of this dissatisfaction on the part of the business men. The term of this course is two years, and at its conclusion successful candidates are granted a diploma.

This course would never have been created were it not that the commercial and financial interests were ready to grasp at almost anything that promised to improve the practical character of the studies at the University. So far the course has borne but little fruit. It has only one student.

The course introduced nothing new into the curriculum of the University. What it contains was already in the prescribed studies of the University. The only difference is that they were grouped together and labelled "Commercial Course." What then, is the benefit? None whatsoever. Are the prescriced subjects lacking in suitability? Perhaps they might be extended somewhat, but what there is is good.

It is not the curriculum, however, that makes men and fits them for life's battles. It is the character of the men who have the teaching of the subjects. And herein it is that lies the chief secret of the weakness of the Toronto University. In other words, it is not a new curriculum, but new men in some of the chief departments of the University's work.

As a result of this deficiency, the tendency of the University is to create a "cultured aristocracy," and not a body of men fitted for the industrial requirements of Canada. The graduates who are not "cultured aristocrats," were saved from being so, not by the mercy of the University, but by the strength of their own individuality and character.

We have not yet had the last word in regard to this matter.

THE PRICE THERMOMETER.

One of the travellers for a big Canadian paint firm called recently on a hardware dealer in a suburb of Montreal. He wanted to sell varnishes and oils principally. The dealer was in need of a quantity of castor oil and asked the traveller to quote prices on it.

To his embarrassment, the latter suddenly found that he had entirely forgotten the price, and was just about to ring up the firm's headquarters in the city, when the customer interrupted him with, "Oh, never mind; I'll tell you the price."

He brought forth a copy of HARDWARE AND METAL, and although he was a French-Canadian, with a very limited knowledge of English, he ran his finger down the paint and oil column untill he came to "castor," and told the price to the traveller. They then did a fair business on that basis.

THE BICYCLE.

FROM all reports to hand it seems to be an assured fact that the swing of prosperity has again joined hands with the bicycle business, and it is interesting to review some of the causes which have contributed to the falling off in the trade during the past two or three seasons. Perhaps no invention during the past century has met with such meteoric success as the bicycle. The individual ability which it gives to the rider to annihilate distance seemed to almost entrance the the public until wheeling became a perfect craze. Almost everyone who could afford it invested in a bicycle, and many personal sacrifices were made for the sake of the silent steed of steel. This was carried to such an extent that many other lines of business were visibly affected, and the fact that the "Four Hundred" took it up added in no small degree to the demand created.

The craze was altogether too great for a healthy business to endure, and when society withdrew the stamp of its approval, making it no longer "the proper thing" to ride a bicycle, the great army of men and women who wheeled for sport and pleasure laid their bicycles aside. They not only did this, but talking from their own passing feeling and experience, spread the cry abroad that the bicycle was dead, forgetting that it is the most useful and convenient means of individual locomotion ever invented.

The business people, and workingmen and women who had purchased their bi

cycles for the genuine use they got out of them, together with the fresh air and healthful exercise secured while going about their business, and to and from their places of employment, found them indispensable.

In the country where some time ago there was considerable prejudice against them, the farmers now find the bicycle one of the most convenient articles about the place. The members of society and many people who have decried the wheel are also realizing its usefulness and have brought their old mounts forth from the darkness of the attic or are investing in new machines and the bicycle manufacturers and dealers are correspondingly happy in consequence.

A WORD FOR THE STEEL TRUSTS.

WHEN what was commonly called the Steel Trust was organized, it was expected by not a few that it would take advantage of its enormous power to earn large profits and manipulate the market at will.

Although the United States Steel Corporation with its $1,000,000,000 capital, is not altogether in control of the market, it is still suffciently powerful to excercise an enormous influence in the iron and steel trade. This is evidenced from the way in which it has kept the market steady during the period of unprecedented activity.

Instead of taking advantage of the extraordinary demand that has existed during the last year or more for iron and steel, it has steadily refused to take advantage of the market by enhancing prices. On the contrary, it has, where a change has been made, made a reduction instead of an advance in prices. In fact, we believe we are correct in stating that the Trust has not advanced prices in any article since it was formed.

Some of the lines in which it has refused to advance prices and in which the demand has been extraordinarily brisk, are steel bars, steel plates and structural steel. And it is also worthy of mention that the largest buyers have been treated in the same way as the smaller ones; that is, because they were able to buy larger quantities they were not given a better figure than those who had to purchase in smaller quantities

As far as steel plates were concerned, there was every encouragement for the United States Steel Corporation to put their prices up, for during the last three years the consumption of steel plates in the United States has increased about 2,400 tons per day or 720,000 tons a year.

The lines in which reductions were made were wire nails and tin plates.

The course of the United States Steel Corporation in regard to prices has certainly been different from what has hitherto been the practice in trusts and combinations. The Wire and Steel Trust, which existed a few years ago, followed a course to the very contrary. It advanced prices beyond all reason, and to such an extent that jobbers in the United States found that they could buy in Liverpool nails which had been exported by the Trust, bring them back across the Atlantic and lay them down cheaper than they could buy in the home market. The result was a curtailment in the consumption of nails and the eventual collapse of the combination.

So far, the action of the Steel Corporation has been beneficial rather than otherwise. When it might have advanced prices, and even unduly advanced them, it refrained from doing so. It based its action on the assumption that it would only result in a curtailment of consumption and consequently a loss of confidence in the market.

If the Steel Corporation continues to follow this course, and it sets an example which others may also follow, the strong sentiment against large corporations, which now exist in the public mind, will, no doubt, in time become greatly modified

COMPLETE THE CANAL.

AT a meeting in Peterboro', Ont., on Monday, the Trent Canal Association decided to memorialize the Government to complete the waterway, which bears the name of the Association.

The original intention of this canal was to open up a short route from the Upper Lakes to Lake Ontario. However feasable this route may be, it has by successive Governments been made a medium for political purposes. Each Government spending a little now and then, in order to satisfy the constituencies along the route of the proposed canal.

So far, there are about 132 navigable miles completed, while about 33 are yet unnavigable, and up to the end of the fiscal year, 1901, $3,340,700 had been expended on the system.

Whether the work should ever have been undertaken is a matter which we need not discuss. After the expending of so much money it is only reasonable to demand that the work should be completed. For, while it may never be of much use for the passage of vessels of large size, the canal would certainly facilitate transportation in that part of the country tributary to it.

INTERESTING CONTEST FOR A NAME.

What's in a name?
A rose, by any other name would smell as sweet'

In the month of December last The McClary Manufacturing Co., Limited, London, Ont., advertised in the public press for a name which was to be given to a new patterned range made by them and soon to be placed on the market.

Considerable interest, indeed a wonderful amount of interest, in this contest was excited, not only in Ontario, but from one side of the continent to the other ; and the intelligent housewife set her wits to work to select a sweet and appropriate name for this very handsome new range.

Hardware merchants, tinsmith and stove dealers everywhere will be much interested to learn that no less than 20,150 names were contributed by the large number of 7,834 ladies.

The most popular names sent in were King Edward, Marconi, Cook's Friend, Canada's Pride and Kitchener. The winning name was "Pandora" by this the new range will be known, and all dealers will be eagerly on the lookout for it when the season opens.

Three ladies sent in the winning name, and each received a complete range of the new pattern. The winners were Mrs. E. C. Boland, Vandeleur, Grey County ; Mrs. J. Bevis, Hamilton ; Mrs. George McQuillan, Toronto.

Other prize-winning names in order were, "Lady Bristler," Hibiscus, "Sure-lot," "Trojan," and "Terrapin," and the respective winners were Mrs. A. [illegible] Hammond, B. C.; Mrs. J. Daynes, Montreal ; Mrs. M. Maltby, Manor Assa ; Mrs. J. R. G. Bliss, and Mrs. [illegible] MacNeill, Orwell, Prince Edward Island.

London, February 17, 1903. W.H.L.

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

Montreal, February 20, 1903

HARDWARE.

THERE is no let up in the demand for both shelf and heavy hardware, and the wholesale houses are being pushed to fill orders. There is no special feature to note in regard to changes, except that American axe and sledge handles have advanced about 10 per cent. during the past week. An advance of from 5 to 10 per cent. has occurred in brushes, and we learn from a reliable source that in all probability the increase is to be permanent. Rubber belting has also been advanced from 10 to 15 per cent. There is a scarcity of cast iron goods, and an advance is daily looked for. Horse nails are a little steadier than a week ago and the prices remain unchanged. The new prices issued on cold blast, crank, tilt or lift lanterns, are about the same as we have been quoting.

LAWN MOWERS. The movement in Lawn mowers for spring delivery is good. Quotations follow. 10½-in. wheel x 12-in. cutter, $7.50; by 14-inch cutter, $8.00; by 16-inch do, $8.50; by 18-inch do, $9.00; by 20-inch do, $10.00. Star, 9-inch wheel by 12-inch cutter, $5.50; by 14-inch do, $5.75; by 16-inch do, $6. Daisy, 8-inch wheel by 12-inch cutter, $4.90; by 14-inch do, $5.10; by 16-inch do, $5.30. Philadelphia pattern, 7½-inch wheel by 10-inch cutter, $6; by 12-inch do, $6.50; by 14 inch do, $7; by 16-inch do, $7.50. Grass boxes are quoted as follows: 12 inch, $2.25; 14-inch, $2.25; 16-inch, $2.50; 18-inch, $2.50; 20-inch, $2.75. The discount on all the above is 50 per cent. off.

BARB WIRE.—A fair inquiry is noted for barb wire and the market is steady. Our quotations are as follows: $2.80 per 100 lb. f.o.b. Montreal; $2.15 f.o.b. Cleveland, in carlots of 15 tons; $2.67½ f.o.b. Cleveland, in smaller lots.

GALVANIZED WIRE. The market is unchanged and very little business is transacted. We quote: No. 5, $3.70; Nos. 6, 7 and 8, $3.15; No. 9, $2.55; No. 10, $3.20; No. 11, $3.25; No. 12, $2.65; No. 13, $2.75; No. 14, $3.75. In carlots, f.o.b. Cleveland: No. 5, $2.20; Nos. 6, 7, 8 and 9, $2.15; No. 10, $2.20; No. 11, $2.25; No. 12, $2.30; No. 13, $2.40; No. 14, $2.50. In less than carlots, 12½c. per 100 lb. extra is charged.

SMOOTH STEEL WIRE. There is no change to note in this market, and trade is quiet. We quote: Bright and annealed, $2.50 per 100 lb. f.o.b. Montreal, Toronto, Halifax, London, Hamilton and St. John. Net extras per 100 lb. are now as follows: Coppered wire, 60c.; tinned wire, $2; oiling, 10c.; spring wire, $1.25; best steel wire, 75c.; bright soft drawn, 15c.; special hay-baling wire, 30c.

FINE WIRE. Orders for future delivery are coming to hand daily. The discount is still 25 per cent. with the following extras: 1 and 2 lb. hanks, 25c. per 100 lb.; ½ lb. hanks, 37½c. and ¼-lb. hanks, 50c.

BRASS AND COPPER WIRE.—The market remains quiet and the discount is 62½ per cent.

FENCE STAPLES.—A good business is reported and the prices are steady at last week's quotations: $3 per 100 lb. keg for galvanized staples and $2.80 for bright, with 25c. extra for 25 and 50-lb. packages.

WIRE NAILS.—The demand for wire nails is brisk and the market is firm. We quote as follows: Carlots, $2.40 and small lots, $2.45 per keg f.o.b., Gananoque, Montreal, London, Hamilton, Toronto, Brantford, Windsor, Ont., and St. John.

CUT NAILS.—The movement in this line is good for spring shipment. Our quotations follow: In carlots, $2.40 and in small lots, $2.45 per keg.

HORSE NAILS.—A steadier feeling prevails in horse nails this week, and the prices are the same as last reported. We quote: "M" brand, "Oval" and "New City" heads, 55 per cent.; "Countersunk"

CREAMERY Cans and Trimmings

CREAMERY CANS.
With Locking Attachment Cover.
With Slip Cover.

CREAMERY TAPS.
Steel Retinned Tap.
Loose Key Metal Tap.

"FAMOUS" MICA GAUGE.

As we carry a complete stock at all times of the above lines prompt shipment can always be made. A heavy stock of Sheet Tin of all sizes, gauges and quality always on hand.

The McClary Manufacturing Co.

LONDON, TORONTO, MONTREAL, WINNIPEG, VANCOUVER, AND ST. JOHN, N.B.

"Everything for the Tinshop."

ENGLISH
GERMAN
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FIRE
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SEWER PIPE

Double Strength Culvert Pipe a Specialty.

THE CANADIAN SEWER PIPE CO.

HAMILTON, ONT. TORONTO, ONT.
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Deseronto Iron Co.

LIMITED

DESERONTO, ONT.

Manufacturers of

CHARCOAL PIG IRON

BRAND "DESERONTO."

Especially adapted for Car Wheels, Malleable Castings, Boiler Tubes, Engine Cylinders, Hydraulic and other Machinery where great strength is required; Strong, High Silicon Iron, for Foundry Purposes.

"MIDLAND"

BRAND

Foundry Pig Iron.

Made from carefully selected Lake Superior Ores, with Connellsville Coke as Fuel. "Midland" will rival in quality and grading the very best of the imported brands.

Write for Price to Sales Agents

Drummond McCall & Co.

MONTREAL, QUE.

or to

Canada Iron Furnace Co.

MIDLAND, ONT. Limited

heads, prices quoted on application. "C" brand, 40, 10 and 7½ per cent. off. "Monarch," 60 per cent. and "Peerless," 50 per cent.

HORSESHOES.—A steady demand is noted. We quote: Iron shoes, light and medium pattern, No. 2 and larger, $3.35. No. 1 and smaller, $3.60. snow pattern, No. 2 and larger, $3.60; No. 1 and smaller $3.85; X L steel shoes, new light pattern, sizes 1 to 5, No. 2 and larger, $3.45. No. 1 and smaller, $3.70. feather weight, all sizes, 0 to 4, $5; toe weight, all sizes, 1 to 4, $6.25. Shoes, more than one size in a keg, 10c. per keg extra f.o.b. Montreal only.

RIVETS AND BURRS.—A small trade is being done for future delivery, and the discounts are quoted as follows: Best iron rivets, section carriage and wagon box, black rivets, tinned do., coopers rivets and tinned swedes rivets, 60 and 10 per cent.; swedes iron burrs are quoted at 55 per cent. off; copper rivets, with the usual proportion of burrs, 45 per cent. off and coppered iron rivets and burrs, in 5 lb. carton boxes are quoted at 60 and 10 per cent. off list.

BOLTS AND NUTS.—The market is quiet and prices unchanged. Discounts are: Norway carriage bolts, 55 per cent.; common, 50 and 10 per cent., full square carriage bolts, 55 per cent., machine bolts, 50 and 5 and 10 per cent.; coach screws, 66 2/3 per cent.; sleighshoe bolts, 65 and 5 per cent.; blank bolts, 50 and 5 per cent.; bolt ends, 50 and 5 per cent., plough bolts, 50, 5 and 10 per cent. Tire bolts, 67½ per cent.; stove bolts, 67½ per cent. Nuts, square, 3¾c. per lb. off list, hexagon nuts, 3¾c. per lb. off list. To all retailers an extra discount of ½c. per lb. is allowed.

SCREWS.—A small movement in screws is reported during the week. Quotations follow: Round head bright, 82½ and 10 per cent.; flat head bright, 87½ and 10 per cent.; brass, round heads, 75 and 10 per cent.; brass, flat heads, 80 and 10 per cent.

CORDAGE.—The market is firm and a fair trade is doing. We quote as follows: Pure manila, 14c.; British pure manila, 12c; sisal, 11c.; double lathyarn, 10½c., single lathyarn, 10c.

BUILDING PAPER.—The market is fairly active and the prices steady. Our quotations follow: Tarred felt, $1.75 per 100 lb.; 2-ply, ready-roofing, 90c. per roll; 3-ply, $1.15 per roll; carpet felt, $2.25 per 100 lb.; dry sheathing, 35c. per roll; tar sheathing, 45c. per roll; dry fibre, 55 per roll; tarred fibre, 60c. per roll, O K and I X L, 65c. per roll; heavy straw and sheathing, $30 per ton; slaters' felt, 60c. per roll.

SCREEN WIRE CLOTH.—There is a steady demand for screen wire cloth at $1.40 per 100 square feet.

FIREBRICKS.—The market is without change. We quote: English, $16 to $22 and Scotch, $17 to $22 per 1,000.

CEMENT.—It is a little early yet for the spring trade, and the market is quiet. Our quotations are still as follows: Canadian cement, $1.90 to $2.25; German, $2.20 to $2.30; English, $2.15 to $2.25; Belgian, $1.70 to $1.95 per barrel ex store, and American, $2.10 to $2.20 ex cars.

SNOW SHOVELS.—A small movement is reported for immediate delivery. We quote: "Habitant," $2.25 to $2.40; "Victor," 40 per cent. off; steel railroad shovels, 48 and 5 per cent. off.

Bar Iron
Horseshoe Iron
Hoop and Bar Iron

All "Dominion Crown," best English make, at low prices

A. C. LESLIE & CO.

509-512 Merchants Bank Building.

MONTREAL.

Well Drivers' Tools.

We manufacture Well Drivers' Tools as well as Pumps, and can quote close prices on them. Write us if you need a stock of them. We have Augers for Earth and Clay, a combined Sand Pump and Drill, Drive Well Points etc.

Better send for catalogue of these handy tools.

Quality the Best.
Prices Right.

The R. McDOUGALL CO., Limited

GALT, ONT.

Manufacturers of Pumps, Well Drivers Tools, Etc.

Pig Iron

We offer the following brands, to arrive, viz:

No. 1 "SUMMERLEE."
" 1 "GARTSHERRIE."
" 1 "EGLINTON."
" 1 "CARNBROE."
" 1 "MIDDLESBORO'."
" 3 do.

Write for quotations

ADAM HOPE & CO.

Hamilton, Ont.

NOVA SCOTIA STEEL & COAL CO., Limited

NEW GLASGOW, N.S.

Manufacturers of

Ferrona Pig Iron

And SIEMENS MARTIN

OPEN HEARTH STEEL

FIRE SHOVELS.—Discounts are. No. 70, 82½ to 90c. per doz.; No. 55, 55 to 60c.; No. 57, 82½ to 90c.; No. 60, 82½ to 90c.; No. 65, $1.37½ to $1.45, No. 80, 50 to 55c.; "Duplex" No. 7, $1.21; No. 9, $1.72; No. 11, $1.82.

COAL HODS.—Only a small demand is reported, and our quotations are as follows: Japanned, 16 in., $4.50 per doz.; 17 in., $4.80; 18 in., $5.10, with gold band, 17 in., $5.10, 18 in., $5.40. Galvanized, 16 in., $6.20, 17 in., $6.50; 18 in., $6.80 per doz. The discount is 45 per cent.

LANTERNS.—New prices have been issued for a few lines of lanterns. Quotations follow: Tilt, lift or hinge, No. 0, $4 per doz.; Cold Blast, $7 per doz.; dashboard, No. 0, $5.75 per dozen; cold-blast dashboard, $9 per dozen. Extras are as follows: Japanning, 50c. per dozen; copper plating cold blast, $2 per dozen. The prices quoted are f.o.b. London, Hamilton, Toronto, Belleville, Kingston and Montreal.

METALS.

The scarcity of pig iron is the topic of conversation among the metal dealers this week. One dealer thinks that the closing down of the Hamilton, Ont., furnaces has a great deal to do with the shortage. There is some talk of importing from the United States and Scotland. The copper market in the United States is very firm, and a letter from a New York house says that raw copper cannot be bought for less than 13c. The local market has advanced from 50 to 75c. per 100 lb., and may go still higher. Ingot tin is also about 50c. per 100 lb. higher. The foreign market is about normal and no changes in prices have been reported since our last issue. Canada plates are steady and no further reduction is looked for at present.

BAR IRON.—There is a steady demand and the prices are firm. We quote: Merchants' bar, $2; horseshoe iron, $2.25 and forged iron, $2.30.

BLACK SHEETS.—The market is active at last week's figures. We still quote: 28 gauge, $2.65; 26 gauge, $2.60; 20 to 24 gauge, $2.50; 8 to 20 gauge, $2.50.

GALVANIZED IRON.—Business is quiet in all kinds of galvanized iron, and our prices follow: No. 28, Queen's Head, $4.40; Apollo, 10¾-oz., $4.30; Fleur de Lis, $4.15, Comet, $4.10; "Bell" brand $4.05. For less than case lots 25c. extra is charged.

LEAD PIPE.—A brisk demand continues, with composition and waste quoted at 8c. and ordinary at 7c. The discount is 37½ per cent.

IRON PIPE.—There is a fairly good business doing for spring delivery. We now quote: Standard pipe per 100 feet, in lengths under 19 feet: Black, ¼, $2.40; ⅜, $2.65; ½, $2.85; ¾, $3.65; 1 in., $5.20; 1¼, $7.35; 1½, $8.95; 2 in., $12.55. Galvanized, ¼, $3.20; ⅜, $3.15; ½, $3.85; ¾, $5; 1 in., $7.20; 1¼, $10.05; 1½, $12.20; 2-inch, $16.85. Extra heavy pipe, plain ends, are quoted per 100 feet as follows: Black, ½, $4.20; ¾, $5.25; 1-in., $7.55; 1¼, $10.55; 1½, $12.75; 2 in., $17.60. Galvanized, ½, $5.20; ¾, $6.65; 1-in., $9.55; 1¼, $13.25; 1½, $16; 2 in., $21.90. For threads and couplings, 5 per cent is added. Trade discount, 5 to 7½ per cent.

TINPLATES.—The market is firm. We quote: Coke, $4.25 to $4.50 and charcoals, $4.75 to $5.

SOIL PIPE AND FITTINGS.—A good spring trade is reported during the week.

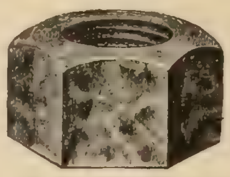
Standard Horse Rasps

"Kearney & Foot," "Nicholson," "Arcade," "Globe."

Warranted.

All of the above brands are celebrated for their Sharp Elastic Teeth and Uniform Temper
For sale by all prominent Hardware dealers.

NICHOLSON FILE CO., DOMINION WORKS, PORT HOPE, ONT.



THE JOHN MORROW MACHINE SCREW COMPANY, Limited

Manufacturers of

Set and Cap Screws, Special Milled Work, Engine Studs. Etc. Cold Punched Nuts of every variety of finish.

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DO YOU WANT TO MAKE MONEY

FIRST FLOOR DOUBLE OUTFIT.

THESE OUTFITS WILL HANDLE

VARNISHES, RAW AND BOILED LINSEED OIL, TURPENTINE, FILLERS

and all other Non-Lubricants without "sticking" or "gumming" and to your entire satisfaction and profit.

WE BUILD FIFTY DIFFERENT STYLES FOR HANDLING ALL CLASSES OF OILS

Our Catalogue "A" gives full information.
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OF COURSE YOU DO

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You are not doing this
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BOWSER
FOUR MEASURE
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OIL TANKS

TO HANDLE YOUR

PAINT OILS
—AND—
VARNISHES

No waste of oil or time.
No use for measures or funnels.
No dirty, oil-soaked floors.
No over measure given.

They are Neat, Clean, Handy, Economical, Satisfactory.

They Pump and Measure Accurate Gallons, Half-Gallons, Quarts and Pints.

S. F. Bowser & Co.

Factory: Fort Wayne, Indiana.

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Practical Capability.

Isn't that the necessity in building materials ?

Most experienced builders all over the country use our

Sheet Metal Building Materials

Because they are honest, capable goods that give the acme of artistic effect as well as sterling endurance.

We make every conceivable need in Shingles, Ceilings, Sidings, etc.

To sell our goods is to secure the best trade.

The Metallic Roofing Co., Limited

TORONTO WINNIPEG MONTREAL

Discounts are quoted as follows: Light soil pipe, 3 to 6 inch, 50 per cent.; medium and extra heavy soil pipe, 2 to 6 inch, 60 per cent.; extra heavy soil pipe, 8 inch, 45 per cent.; light fittings, 2 to 6 inch, 50 and 10 per cent.; medium and extra heavy fittings, 2 to 6-inch, 60 per cent.; extra heavy fittings, 8-inch, 45 per cent.

PIG IRON.—The scarcity of pig iron has made the market very unsettled. We quote $23.50 to $24.50 ex store, Montreal.

INGOT COPPER.—An advance of about 50c. per 100 lb. has taken place this week. We now quote $14 to $15 per 100 lb.

INGOT TIN.—The market still shows a tendency to advance. We quote $33 to $33.50 per 100 lb.

PIG LEAD.—We quote, Carlots, $3.10 and less than carlots, $3.25.

STEEL.—There is a steady demand for steel, with the prices firm: Mild, $2.05; sleighshoe, $2.10 to $2.20; tire, $2.15 to $2.25; spring, $2.85 to $3; reeled machinery, $2.75 to $3; toecalk, $2.60 to $2.75; machinery (iron finish), $2.10; mild steel, $2.05; sqdare harrow, $2.15.

TOOL STEEL.—The trade is brisk. We quote: Black Diamond, 8 to 9c.; Sanderson's, 8 to 9c., according to the grade; Jessop's, 13c.; Leonard's, 7½c.; Jonas & Colver's, 10 to 20c.; "Air Hardening," 50 to 65c. per lb.

CANADA PLATES.—The local market is quite active. Quotations are: 52's, $2.60 to $2.70; 60s, $2.70 to $2.80; 75s, $2.80 to $2.85; full polished, $3.75 and galvanized, $4.25 to $4.35; galvanized, 60s, $4.45 to $4.55.

TERNE PLATES.—The market is firm. We quote $7.50.

COIL CHAIN.—A good movement is reported in coil chain. Quotations follow: No. 6, 11½c.; No. 5, 10 to 10½c.; No. 4, 9 to 9½c.; No. 3, 8 to 8½c.; ¼ in., 6½ to 7c. per lb.; 5-16, $5 to $5.20; 5-16 exact, $5.25; ⅜, $4.25; 7-16, $4; ½, $3.95 to $4.05; 9-16, $3.85 to $3.95; ⅝, $3.65 to $3.75; ¾, $5 to $5.20; ⅞, $3.30; 1-in., $3.15 to $3.25. In carlots an allowance of 10c. is made.

SHEET ZINC.—The sheet zinc market is quiet and the quotations are from $5.75 to $6.

ZINC SPELTER.—A few inquiries have been reported during the past week at $5.25.

SOLDER.—The solder market is brisk at unchanged prices. We quote: Bar solder, 20c. and wire solder, 18c.

SCRAP METALS.

A brisk demand continues in scrap metals and the prices are firm. Copper continues to strengthen, and an advance is looked for in both heavy and light copper. Quotations are: Heavy copper and wire, 10c. per lb.; light copper, 9c.; heavy red brass, 10c.; heavy yellow, 8½c.; light brass, 5c.; lead, 2 to 2¼c.; zinc, 2¼ to 2⅜c.; iron, No. 1 wrought, $15 to $16; No. 2, $7 per ton; machinery scrap, $16.50 to $17; stove plate, $13; malleable and steel, $6; mixed country rags, 60 to 70c. per 100 lb.; old rubbers, 6½ to 6¾c. per pound.

HIDES.

Buyers claim that quite a lot of culls are coming in. The market is firm and active, but the prices remain unchanged. We quote: No. 1 hides, 8c; No. 2, 7c; No. 3, 6c. Calfskins, 8 to 10c. and lambskins, 75c.

RAW FURS.

Supplies of most furs keep up fairly well and we hear of no marked scarcity in any line. Prices have not changed, nor does there seem any prospect of their doing so until after the March sales. We quote:

		Large	Medium	Small	Kitts				
BEAVER	Labrador and choice Eastern	$6.00	$5.00	$2.75	$1 1.50	Fall Beaver [illegible] per pound		Spring Beaver [illegible] per pound	
"	Territory Rocky Mountains and Western								
	Strictly Prime, or, No 1	6.00	4.00	2.00	50 .75				
	Partly Prime, or, No 2	4.00	3.00	2.00	50				
	Unprime, or, No 3	3.00	2.00	75	40				
	Flat, weak, or poor, or, No 4	2.50	50	25	25				
		Large	Medium	Small	2	3	4	Cubs	Yearls
BEAR	Black Choice only	15.00	10.00	7.50	6.00	3.00	50	$2.00 to $8.00	
"	Brown "	12.00	7.00	5.00				1.00 to 5.00	
		1	2	3	4				
BADGER	Of all sections	50	25	10	05				
		Dark	Brown	Pale	2	3	4		
FISHER	Eastern and far North Eastern	6.50	5.00	5.00	3.00	1.75	50		
	Territory and Western	6.50	5.00	3.50	2.00	1.00	50		
		Large	Small	2	3	4			
FOX	Red North Eastern and similar fine bright red kinds	4.00	2.75	1.25	75	20			
"	Territory and Western	4.00	2.75	1.40	50	20			
		Dark	Fair	Pale	2	3	4		
"	Cross Value principally as to beauty, also size & richness	10.00	7.00	4.00	2.50	1.50	50		
"	Silver Eastern and far Northern	75.00	40.00	25.00	20.00	9.00	4.50		
"	Pacific Coast, Territory and Western	50.00 60	35.00	20.00	15.00	5.00	2.50		
		Large	Medium	Small	2	3			
LYNX	Far North Eastern	4.00 5.00	2 to 3.50	2.25	2.00	75	25		
"	Territory and Western	4.00 5.00	2 to 3.50	2.25	2.00	60	20		
		Dark	Brown	Pale	2	3	4		
MARTEN	British Columbia, Northern Pacific and similar	7.00	5.00	2.50	1.75	1.00	25		
"	Territory and Western	3.50	2.25	1.50	1.00	60	20		
"	Quebec and Ontario	3.00 4.00	2.25 3.00	2 to 2.25	1.00	50	25		
		Large	Medium	Small	2 Large	2 Small	3		
MINK	Halifax, far North Eastern and choice	4.00	3.25	2.50	2.25	1.50	40	25	
"	Territory and Western	1.50 2.00	1.50	1.00	75		25	15 25	
		Spring	Winter	Fall	Kitts				
MUSKRAT	Eastern, best large		10c 13	8 to 10	2 to 5				
"	Territory and Western		5 to .10	.07	2 to 4				
		Large	Small	2	3	4		Cubs	
OTTER	Labrador and far North Eastern	$10 $14	7.00 10	5.00	2.50	2.00		$1.00 to $2.00	
"	Territory and Western	6.00	4.50	3.50	2.25	50		25 to 50	
		Large	Small	2	3	4			
RACOON		75 1.25	60 75	33 50	25	15			
"	Black Value according to darkness, size and beauty	2.25	2.00	1.00	50	25			
		Black	Short St	Long St	White				
SKUNK		75 1.25	75	40 50	05 15				
		Dark	Brown	Pale	2	3	4		
WOLVERINE	Value according to darkness, size and beauty	5.00	4.00	2.50	1.50	75	25		
CASTOREUM		$5.00 to $6.00 per pound							

MONTREAL NOTES.

Ingot copper has advanced 50c during the week.

Ingot tin has advanced 50c since our last report.

ONTARIO MARKETS

Toronto, February 20, 1903

HARDWARE.

THE feeling of optimism which has been noted in recent issues, becomes more pronounced as the season progresses. Orders booked so far have been of larger volume and have been more freely given than even last year. Shipments have so far been largely on Manitoba and the Northwest account, to which points all lines are moving freely. The demand from Ontario and Quebec is of a sorting nature, spring trade having not properly opened, though a good many

forward orders for harvest tools, spades and shovels and cutlery have been booked. Trade in these lines, as far as the manufacturers and jobbers are concerned, is pretty well over. An interesting feature of trade is the exceptional demand for stock for immediate shipment, which seems to indicate unusual building activity all over the country. Prices are firm as a rule. Brass and copper wire rod prices have been reduced 2½ per cent. United States augers and auger bits have again advanced. Lathyarn rope is 1c. per lb. lower. The advances in brushes and woodenware noted last week, are well maintained. No other changes are reported.

BARB WIRE.—Orders are well booked up for the beginning of the season. Prices are unchanged. The base price is quoted as follows: $2.55 from Cleveland and 10c. less in carlots. From stock, Toronto, $2.80.

COILED SPRING WIRE.—Orders continue to come in fairly well, and prices are unchanged, and we quote as follows: No. 9, $2.75; No. 11, $3.40; No. 12, $2.95. Freight up to 25c. per 100 lb. allowed on 500 lb. or over. Carlots of 15 tons, 5c. less, with freight up to 20c. allowed.

GALVANIZED WIRE.—A few orders of a sorting nature are reported. Prices are steady. Our quotations are as follows: Nos. 6, 7 and 8, $3.15 to $3.35 per 100 lb.; No. 9, $2.50; No. 10, $3.20 to $3.40; No. 11, $3.25 to $3.45; No. 12, $2.65; No. 13, $2.75; No. 14, $3.75 to $3.95; No. 15, $4.30; No. 16, $4.55. Nos. 6 to 9 base from Cleveland are quoted at $2.27½ in less than carlots.

SMOOTH STEEL WIRE.—A fair demand is noted. We quote the base price as follows: $2.50 per 100 lb. Oiling, 10c.; coppering, 60c. and tinning, $2 per 100 lb. extra. Shipping points, Toronto, Hamilton, London and Montreal, with freights equalized on those points.

WIRE NAILS.—As noted above, the demand for wire nails is a feature of the market. Orders of unusual size have been coming in steadily for the last week or two and from every section. While the prices are firm there is not sufficient fear of advances to cause retailers to stock heavily, so it is taken that even at this mid-winter season building operations are exceptionally active. Quotations are as follows: $2.45 per keg and 5c. less for carlots. The shipping points are Toronto, Hamilton, London, Gananoque and Montreal.

CUT NAILS.—The activity in wire nails has not materially affected the cut nails, which are not moving very freely. We quote $2.50 per keg.

HORSE NAILS.—A moderate demand is noted with prices steady since last week's reduction. Discounts are: "C" brand, oval head, 10 and 10 and 7½ per cent., on "Monarch" 60 per cent. and "Countersunk" head 60 per cent.; on "Peerless," 15 and 7½ per cent.

HORSESHOES.—Business still continues quiet and the prices steady as follows: Iron shoes, No. 2 and larger, light, medium and heavy, $3.45; snow shoes $3.70; light steel shoes, $3.55; feather weight (all sizes), $4.95; iron shoes, No. 1 and smaller, light, medium and heavy (all sizes), $3.70; snow shoes, $4; light steel shoes, $3.80; featherweight (all sizes), $4.95.

SCREWS.—A good trade is doing for the season at unchanged prices. We still quote: Flat head bright, 87½ and 10 per cent. discount; round head bright, 82½ and 10 per cent.; flat head brass, 80 and 10 per cent.; round head brass, 75 and 10 per cent.; round head bronze, 65 per cent. and flat head bronze, 70 per cent.

RIVETS AND BURRS.—The demand continues active, and our quotations are as follows: Iron rivets, 60 and 10 per cent. discount; iron burrs, 55 per cent.; copper rivets, with usual proportion of burrs, 45 per cent.; copper burrs alone, 30 and 10 per cent.

BOLTS AND NUTS.—A fairly good trade is doing with the prices steady. We quote: Carriage bolts, common (81 list), 50 and 10 per cent.; carriage bolts, full square ($2.40 list), 55 and 10 per cent.; carriage bolts, Norway iron (83 list), 55 and 10 per cent.; machine bolts, all sizes, 50, 5 and 10 per cent.; coach screws, cone points, 66 2 3 and 10 per cent.; elevator shaft and whiffletree bolts, 50 per cent.

SPADES AND SHOVELS.—Orders have been satisfactory, both in point of number and volume, but seem to be about in. Prices are unchanged, and the discount is 45 per cent. and the list price has been reduced $3 per dozen for Olds' good, $2 for Gray's and $1 for Burns'.

ROPE.—Lathyarn is 1c. lower. Other lines are unchanged with some orders being booked and a general interest in conditions being manifested by the trade. We quote: Pure manila, 14c.; British manila, 12c.; sisal, 11c.; lathyarn, single, 11c. and double, 11½c.; sisal bed cord, 3-cord, 48 feet, 65c.; 60 feet, 80c.; 72 feet, 95c. per doz.

HARVEST TOOLS.—Orders have been generous, but are now well in. There is no change in the discounts, they remaining at 60 and 10 per cent.

LAWN MOWERS.—A fair trade is doing. Prices are firm. Quotations follow: Woodyatt, 12-inch wheels, $7.50; Star, 12-inch wheels, $5.50; Daisy, 12-inch wheels, $4.90; Philadelphia, 10-inch wheels, $6; Ontario, 10 inch wheels, $12.75. The other prices are in proportion.

BRASS AND COPPER WIRE.—The discounts have been reduced 2½ per cent., now being 60 off. This advance in prices is attributed by manufacturers to the advance in brass and copper wire rods.

AUGERS AND AUGER BITS.—The United States makers of these goods have steadily pushed prices upwards until they are now 20 per cent. higher than they were on January 1. The local jobbers have followed the makers' advance.

BUILDING PAPER.—The probability of another advance has encouraged buying. Prices are as follows: Dry sheathing, grey or straw, 10c. per roll; tar sheathing, grey or straw, 50c. per roll; dry fibre, 55c. per roll; tarred fibre, 65c. per roll.

RANGE BOILERS.—The demand is not as active as it was, but is still good. The prices are steady and are as follows: 18 and 30 gallon, $6; 35 gallon, $7; 40 gallon, $8; 52 gallon, $12.50; 63 gallon, $19; 82 gallon, $23; 100 gallon, $31, and 120 gallon, $37.

STOVES AND TINWARE.—Interest is taken in summer lines, but business is not expected to open for a short while yet.

BRUSHES.—The advance, or rather the reduction of discount, is well maintained. A fair business is doing.

SCREEN DOORS.—It is anticipated that trade in this line may be of small volume this summer as, on account of the cool summer last year, considerable stock was carried over. We still quote: Screen doors, common, two or three panel, walnut stained, 4-in. style, $6.80; stained, yellow or green, $7; in natural colors, oil finish, $8.15; 3-inch style, 20c. per dozen less.

CEMENT.—The demand is still increasing, and prices are firmly maintained. We quote as follows: Canadian Portland, $2.40 to $2.50; hydraulic, $1.35 per bbl.

METALS.

Business continues in a very satisfactory condition. The demand is well distributed and aggregates a much larger volume than last year. A feature of the market is the difficulty of getting iron pipe, the stocks of which in local jobbers' hands are small. Owing to the larger demand all over the States and to the difficulty of getting fuel and transportation, the United States manufacturers of iron pipe are not able to fill orders as promptly as their customers would desire. Copper and tin are higher on the outside markets, and both are 1c. dearer here. Iron and steel prices are firmly held.

PIG IRON.—Though the production and offerings are larger, prices are stiff throughout. Quotations follow: $23 to $25 for No. 1 and $22.50 for No. 2 at the Canadian furnaces. No. 2 Summerlee is quoted at $25 on track, Toronto.

STEEL BOILER PLATES.—We quote $2 per 100 lb. at Pittsburg.

TOOL STEEL.—There is an excellent movement, with prices firm. We quote: "B C" and "Black Diamond," 10 to 11c.; Jessop's, Morton's and Firth's, 11c.; Jonas & Colver's, 10 to 20c.; ditto, "Air Hardening," 70c. per lb.; Chas. Leonard's, 8c. to 9c.; Park's "Silver," 12 to 14c.; Park's Special," 15 to 20c.

MILD STEEL.—Prices continue steady. We quote $1.90 per 100 lb. at Pittsburg and $2.75 per 100 lb. on track, Toronto.

SPRING STEEL.—No change, and we quote $3.50 per 100 lb. on track, Toronto.

BAR IRON.—The firm feeling continues with a good demand noted, and we quote the base price as follows: $2.05. Extras cut to length while rolling: 2 ft. and over, 10c. per 100 lb.; 1 ft. and under 2 ft., 15c.; under 1 ft., 20c.; over 20 ft., by special agreement, according to length and size.

BLACK SHEETS.—The demand continues excellent. Prices are steady and we quote: Common, $3.15 for 28 gauge and dead flat, $2.50 for 26 gauge.

CANADA PLATES.—Orders for import are being freely booked. Quotations are: All dull, $2.90 to $3; half polished, $2.85 to $3.10 and all-bright, $3.75 to $3.85.

GALVANIZED SHEETS.—A good and steady demand is recorded. Stock prices keep steady and are as follows: Queen's Head, $4.50 for 28 gauge; American, $4.40 for 24 gauge; Bell brand, $4.30 for 28 gauge; Gordon Crown, $4.50 for 28 gauge.

TIN.—The demand has improved, but buyers are purchasing from hand-to-mouth. The outside markets advanced early in the week, and the local market has followed to the extent of $1 per 100 lb. We quote $32 to $33 per 100 lb.

TINPLATES.—A good business is being done. The local market has not yet followed the advances in England. Prices follow: Charcoals, $4.75 to $5 and cokes, $4.25 to $4.50 per box.

COPPER.—Ingots continue in good demand and are $1 higher as a consequence of the higher English quotations. We

quote as follows: Ingot copper, $13 and sheet copper, $22 to $23 per 100 lb.

BRASS.—Unchanged. The discount is 15 per cent.

LEAD.—There is a good movement. The prices are unchanged at $3.50 per 100 lb. for pig lead and $3.75 for bar lead.

IRON PIPE.—The demand keeps excellent. The manufacturers are having great difficulty in filling orders, as the producing capacity of all the works in Canada and the United States has not increased as rapidly as the consumption. Two causes of this has been the scarcity of fuel and the difficulties of transportation. Prices steady. We quote per 100 ft. Black pipe, ¼ in., $3; ⅜ in., $2.30 to $2.40; ½ in., $2.65; ¾ in., $2.85; ⅞ in., $3.65; 1 in., $5.20; 1¼ in., $7.35; 1½ in., $8.95; 2 in., $12.55; 2½ in., $20 to $21; 3 in., $24 to $25; 3½ in., $30 to $32; 4-in., $37.50 to $38.

ZINC SPELTER.—The activity continues. We quote 5 to 6c. per lb.

ZINC SHEETS.—There is an excellent demand. Prices are steady. We quote the base price as follows: Cask lots, $6 to $6.25 and part casks, $6.25 to $6.50.

SOLDER.—A better inquiry. The prices are steady at 20c. for guaranteed half and half, and at 17 to 18½c. for wiping.

ANTIMONY.—Business is in small lots. The price is steady at $9 per ton.

PETROLEUM.

The market is easier with the demand rather smaller than a week ago. The Union Petroleum Co.'s prices are as follows: Lily White, Canadian, 18c. in bbls.; Silver Light, American, 19½c. in bbls.; Crystal Spray, water white, American, 21c. in bbls.; Pennoline, best American imported, 22c. in bbls. In bulk, 2c. less.

OLD MATERIAL.

Prices are well maintained, but receipts are not as large. Quotations are as follows: Heavy copper and wire, 10½c. per lb., light copper, 8 to 8½c.; heavy red brass, 9½c.; heavy yellow brass, 7½ to 8½c.; light brass, 5 to 5½c.; lead, 2 to 2¼c.; scrap zinc, 3c.; iron, No. 1 wrought, $14 per net ton; No. 2 wrought, $4.50; machinery cast scrap, $15.50 to $16; stove plate, $10; malleable and steel, $6 to $6.50; old rubbers, 6½c. per lb. and country mixed rags, 50c. per 100 lb.

FOREST CITY GOSSIP.

Office of "Hardware and Metal."

London, February 19, 1903.

THE more one gets around the manufacturers of hardware and metal goods, the more do they open our eyes in pleased surprise at their number and importance; the more do we ascertain of the number of busy employes, and of the vast capital invested in this truly industrial centre.

* * *

There's a courtesy, too, and it has been everywhere extended to your representative, a courtesy that is born of common sense and good breeding, that stamps the managers and directors of these London concerns as business men and not snobs; men whose heads are level, and who are always willing to talk business in business style.

* * *

There's an active business, too, all around these factories, and prices are well maintained. The regular wholesale and retail hardware trade have nothing to complain of, and prices remain much the same as during last week. One jobber, in oils and paints, stated that because of the continued high figure at which turpentine is now sold, benzine, which is only a fraction of the price, is quite largely taken as a substitute.

* * *

The Columbia Handle Co., of London, are finding themselves in a very hard and difficult position lately, causing them to hold in their horses, and almost put a stop in some departments of their output, and this has not arisen, as in the case of some other industries, from shortness in the coal supply, but from something to them of even more weighty and serious importance. It appears that the hardwoods, principally white ash, are timbers much used in the manufacture of handles, and as the woods and forests are now almost depleted of this sort, and as yet no substitute has been found, they are finding themselves up against a hard proposition. An English firm of high standing wrote them recently that of their goods they want three carloads every month. It is certainly very tantalizing that owing to shortness of the necessary timber only one carload every two months can be exported.

* * *

The Cold Storage Company have re-elected Thomas H. Smallman as president. The other officers of the company also re-elected, are: Vice-president, M. Masuret; manager, C. R. McDuffie; directors, John Labatt, R. W. Puddicombe, J. S. Niven, Isaac Waterman and W. J. Reid.

* * *

The hydraulic pumps ordered for the London waterworks are now at the Springbank pumping station, ready to be set up, and once the permission is given to instal the machinery, the work will be rushed forward and finished in a month or six weeks. The new hydraulics will pump 1,000,000 gallons daily, or double the amount available with the old ones. There is also a smaller pump constructed solely for the lower Colville springs, which yield 100,000 gallons per day. This will mean that where the old pumps yielded 2,000,000 gallons per day at the most, the new plant can pump 4,400,000 gallons daily.

* * *

The surplus of receipts over the expenditure in London, Ont., for the last year in the civic departments was $2,661. This result is very pleasing to the friends of Mayor Beck, and last year's council, who struck half a mill from the rate of taxation and still have something left.

* * *

The St. Thomas, Ont., Journal publishes a picture of George Brasher, Mayor of Tillsonburg, Ont., together with a biographical sketch, in which it is stated that Mr. Brasher was born in Prescott, Ont., in 1834, and began work as a telegrapher operator there when only 12 years of age. He is now engaged in the mercantile business.

* * *

The great scarcity of fuel during last fall and winter seems to have roused more than one of the Western Ontario towns to the necessity for correct measuring of wood, and the weighing of coal. Ald. McKenzie, of Woodstock, proposes to put through the next meeting of the city council, a by-law, compelling all wood for sale in city limits, to be first brought to the market, classified, and measured by the clerk. In Chatham, J. L. Scott,

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery 6d. and 1s. Canisters

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, LIMITED

MANUFACTURERS OF

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:

JOHN FORMAN, 644 Craig Street

MONTREAL

COVERT MFG. CO.

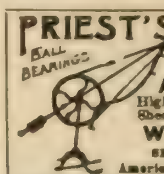
West Troy, N.Y

Steel Carriage and Wagon Jacks,

Harness Snaps, Chain, Rope and Web Goods, etc

FOR SALE BY JOBBERS AT MFRS. PRICES

PRIEST'S CLIPPERS



Largest Variety, Toilet, Hand, Electric Power

ARE THE BEST.

Highest Quality Grooming and Sheep-Shearing Machines

WE MAKE THEM.

SEND FOR CATALOGUE TO

American Shearer Mfg. Co., Nashua, N.H., USA

The Best Door Closer is . . .

NEWMAN'S INVINCIBLE FLOOR SPRING

Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring, and has twice the wear. In use throughout Great Britain and the Colonies. Gives perfect satisfaction. Made only by

W. NEWMAN & SONS,

Hospital St. BIRMINGHAM.

Oneida Community Goods

HALTERS, COW TIES, SNAPS, etc., etc.,

in all sizes and styles. May be had of all jobbers throughout Canada.

Factory—NIAGARA FALLS, ONT.

..A..

STANDARD.

The cost of Axes per million feet of lumber taken out should be the best Standard. Under this Standard the CROWN JEWEL is the cheapest Axe in the market.

Dundas Axe Works, Dundas, Ont.

W. L. Haldimand, Jr., Eastern Agent, Montreal

ion of the [illegible] $100 towards a system of sprinkling and on the city scales and paying a competent man there to see that it is properly done.

The unusual mild weather of this week has compelled many merchants and house keepers to set their fires up again, in spite of having these gradually empty with a feeling toward the advent of warm temperature.

W. H. L.

NOVA SCOTIA MARKETS

Halifax, February 19, 1903.

THERE is more activity in the hardware business this month than is usual at this season of the year, and all firms are kept constantly busy. The travellers on the road are sending in a number of orders for immediate delivery, and at the same time still larger orders for spring delivery. Everything now indicates a busy season in the hardware line, consequent on large building and other operations contemplated in many parts of the Maritime Provinces and other territory covered by the travellers for the city firms. Payments since the first of the year have been fairly well met and there is a buoyant and hopeful feeling in hardware circles which argue well for the current year's business.

* * *

The prediction that $1 would be the quotation on turpentine seems now to be fairly open to fulfilment, as 95c. was booked up last week. The rise in turpentine also affects varnish and other commodities which require it in manufacture, and unless something new opens up in the situation there will be much higher quotations all around, which will seriously affect contractors who have figured on the nominal prices. Linseed oil is also firm and liable to advance in sympathy with turpentine. Only limited stocks are held here.

* * *

Builders' materials are firm and heavy orders are being booked. Putty is now quoted higher: In bbls., 100 lb. and over, $2.10; 100 to 200 lb. kegs, $2.25; in bulk, 800 lb. and over, $1.80. Considerable builders' materials were shipped last week to Newfoundland by the ss. Glencoe. There will be a considerable revival in shipbuilding this season, which, besides the ordinary demand, will create a large demand for canvas and cordage. The ss. Evangeline, which arrived from Liverpool last week, brought a large quantity of hemp for Ontario mills.

* * *

A meeting of the Maritime Foundry Association was held in this city on Thursday, February 12. Those present were Charles Fawcett, Sackville, N.B.; William Knight, Amherst, N.S.; J. C. Rockwell, Lunenburg, N.S.; W. S. Fisher, St. John, N.B.; A. E. Wall, Wolfville, N.S.; H. S. Crowell and F. H. Wilcox, Yarmouth, N.S.; James F. Hills and Frank Hills, Halifax, N.S. James F. Hills is president; C. F. Fawcett, vice-president, and W. S. Fisher, secretary of the Association. The meeting was called for the purpose of considering the advisability of an increase in foundry products. A long session was held and the matter was fully discussed in all its bearings. The result was that a general advance of 5 per cent. was decided on in stoves, ranges, furnaces, etc.

R. C. H.

SELF-MEASURING OIL OUTFITS.

The element of waste enters so very largely into the handling of oil and gasoline that any device that will prevent this waste should be welcomed by all users of oil, and will prove a most profitable investment. The self-measuring oil tank, described in our advertising page, is manufactured by S. F. Bowser & Co., Fort Wayne, Ind. The illustration shows a cellar outfit for handling all kinds of oils. The pump measures a correct gallon, half-gallon or quart at each stroke, and deposits the oil directly into the consumer's can without the use of measure or funnels. A discharge register tallies the number of gallons drawn, and so keeps track of the transactions. It is complete in every respect, no detail having been overlooked that would tend to its improvement or durability or to the convenience of the operator. In addition to the style shown above, Bowser & Co.'s catalogue shows more than 50 other styles. Any one addressing S. F. Bowser & Co., Fort Wayne, Ind., and asking for Catalogue A, will receive the catalogue and full detailed information in reference to the outfits.

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 2c. a word each insertion; cash in advance. Letters, figures, and abbreviations each count as one word in estimating cost.

SITUATIONS VACANT.

WANTED — HARDWARE SALESMAN. Apply stating age, experience and salary expected. To J. Henderson, Collingwood. (8)

WANTED—AN UP-TO-DATE HARDWARE man; apply stating salary, Box 544, Port Arthur, Ont. (12)

TINSMITH WANTED, AT ONCE, STEADY work. C. W. Conn, Tillsonburg. (F)

WANTED—TWO EXPERIENCED HARDware clerks; young, unmarried men preferred. Send testimonials with application. Vancouver Hardware Co., Limited, Box 339, Vancouver, B.C. (8)

WANTED — EXPERIENCED TINSMITH, with some knowledge of plumbing. Good position for a capable man. Give references. Apply E, 1892, Montreal Star Office. (F)

SITUATIONS WANTED.

AS TRAVELLER—EXPERIENCED IN SADdlery, hardware and furs; best references. Box 381, Globe. (F)

EXPERIENCED HARDWARE SALESMAN, with references, desires situation in up-to-date store. State salary and apply Box 15, HARDWARE AND METAL. (8)

FOR SALE.

HARDWARE FOR SALE—AN OLD ESTABlished and paying business; present owner wishes to retire. Address, Iron, Box 617, Globe, Toronto. (F)

CELEBRATED WAGGONER EXTENSION ladder, firemen's ladders, lawn swings, etc.; gold medal, 1902; write for catalogue H, and prices. The Waggoner Ladder Co., Limited, London, Ont. (8)

FOR SALE—HARDWARE AND TINWARE business in live town of 2,200 population. Good surrounding country. Only one opposition. Good reasons for selling. Box 16, HARDWARE AND METAL. (10)

FOR SALE—PROPERTY AND MACHINERY saved from fire, known as The Thamesville Milling Co.; good business chance for pine lumber, etc., also chopping and saw mill; little opposition, also a good dwelling house. Address, Robert Duffus, Box 57, Thamesville, Ont. (F)

HARDWARE STOCK FOR SALE — IN Drayton, Ont. Stock about $5,000. Louis A. Noecker estate. (F)

TO RENT.

TINSMITH SHOP TO RENT—GOOD OPENing, low rent; established 1850. Apply to Samuel Webster, Elora, Ont. (F)

—WANTED—

A man to take general charge of an office, with experience in hardware and speaking both languages preferred. State salary, etc. Address

"SUN," care of Hardware and Metal, 232 McGill St., Montreal.

FENCES and GATES

IN WIRE AND IRON.

We can furnish anything required, from a plain wire fence for the farm to an ornate iron fence for residence or public building. Special prices to hardware trade. Send for catalogues.

The Dennis Wire and Iron Co.,

LONDON, ONT.

STANDARD TIN WORKS

MANUFACTURERS OF

TINWARE AND TIN CANS

Fruit Cans, Meat Cans,
Jacketed Oil Cans,
Baking Powder Cans,
Lard Pails, Etc.

JAS. A. McGOLPIN

156-162 Duke Street, TORONTO.

"FROST"

COILED WIRE

AND

STAPLES.

IMPORTANT: Insist on all your wire being tagged "THE FROST." It is a guarantee of superiority.

THE FROST WIRE FENCE CO.

Limited

WELLAND, ONT.

Winnipeg, Man. Cleveland, Ohio.

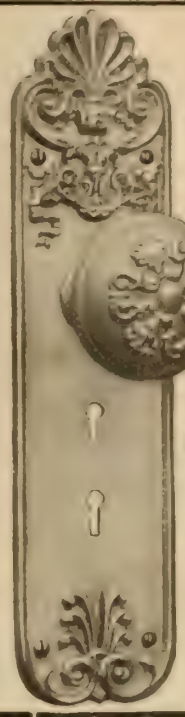
FIRE SALE THIS WEEK

ASK FOR LIST OF SPECIAL OFFERS

IN STOCK . .

Chain
Galv'd. Sheet Iron
Black Sheet Iron
Canada Plates
Tin Plates
Galv'd. Can. Plates
Barb Wire
Hay-Baling Wire
Bar Iron and Steel
Portland Cement
Wire and Cut Nails
Harvest Tools
Shovels and Spades
Glass
Paints and Oil.

WAREHOUSE,
45 Common St.



Full line of Builder's Hardware, Locks, Hinges, Etc.

Send us your mail orders. Quick despatch.

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Montreal.

A visit to our sample rooms will pay you.

Agent for
Woven Hose
Jewel Pens

The Arcade
Pen Works

The Peters
Cartridge Co.
Cincinnati, Ohio

Lefever Arms Co.
Syracuse, N.Y.

A complete line of
Cutlery and Silverware
Fine and Staple Hardware

Contractor's Supplies.

SHOWROOMS and
General Offices,
10 De Bresoles St.

DUNLOP BRAND

Lawn Hose

Send at once for our price list of Lawn Hose. By watching the small savings you accumulate big profits

Dunlop Hose sells quickly because everybody knows there is good quality behind the "two hands" trade mark.

Hardware Merchants will find profit in handling our Rubber Matting, Horse Shoe Pads, etc.

THE DUNLOP TIRE CO., Limited
TORONTO

PENNOLINE

Doubles its Sales.

The sale of **Pennoline**, our crack illuminating oil during 1902 was over double that of 1901, while the outlook for 1903 is still better.

Moral—The public are beginning to recognize a good thing.

Another cent or two on the gallon is nothing compared to the smoky chimneys, clogged and dirty burners, and unpleasant odors that come from low-priced oils.

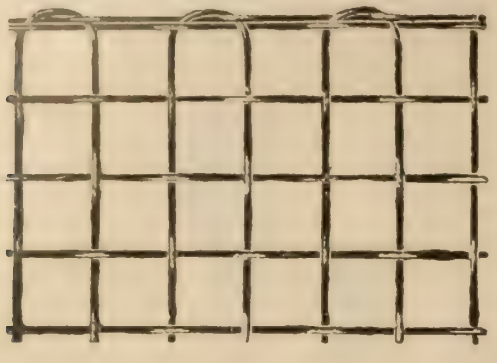
See market quotations for prices.

The Union Petroleum Co.,

TORONTO.

Branches: Montreal, Winnipeg, St. John and Lunenburg

WIRE CLOTH



Sand Screens, Coal Screens, Cinder Sifters, Evaporators, Grain and Seed-Cleaning Machinery, Milk Strainers, Galvanized and Re-galvanized Cloth, Wire Lathing, Window Protection, Malt Kiln Floors, Woollen Mills, Smoke Stacks, Mining Screens, and for all purposes.

THE B. GREENING WIRE CO., Limited

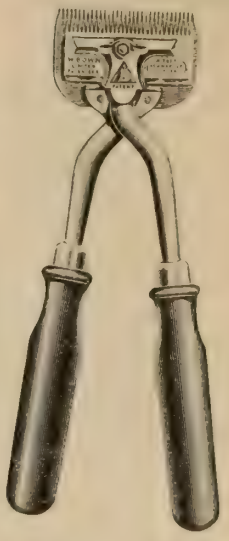
Hamilton, Ont. Montreal, Que.

BOWN'S "NEWMARKET" Clipper.

PATENTED 1874.

The King of Centre-Adjustment Clippers still remains unsurpassed after a run of nearly

THIRTY YEARS



The Improved B. PATTERN "NEWMARKET" may now be obtained from all jobbers.

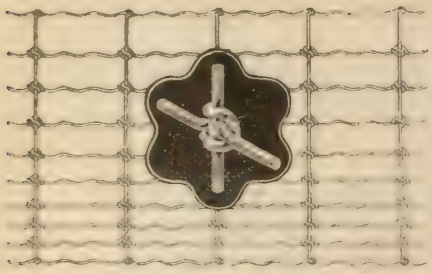
Detachable Plates.
Improved Cap with Long Bearing.
Rigidity and Easy Running.
Accurately Machined and Perfectly Fitted.

All Parts Interchangeable.

MANUFACTURED SOLELY BY

BURMAN & SONS, LIMITED

BIRMINGHAM, ENGLAND.



IDEAL Woven Wire Fencing

COMPLETE IN THE ROLL, READY TO ERECT.

A GOOD SELLER

because the use of No. 9 Hard Spring Wire for both Stays and Horizontals makes it the

Strongest and Best.

WRITE FOR SAMPLE AND PRICES.

THE McGregor-Banwell Fence Co., Limited.

WINDSOR, ONT

"Pullman" Lawn Sprinkler

IS YOUR ORDER IN?

Send for Folder No. 14.

PULLMAN MNFG. CO.

Rochester, N.Y., U.S.A.

GLUE

The sticking kind. The best only is manufactured by us.

Write for quotations.

W. Harris & Co., Danforth Ave., TORONTO

Established 1854. Phone Main 1706

THE GEO. B. MEADOWS

Toronto Wire, Iron and Brass Works Company, Limited.

Manufacturers of Wire Window Guards, Wire Cloth, Moulders' Riddles, Children's Cots, Bank and Office Railings, Ornamental Iron Fencing, Window Fixtures, Wire Work, Architectural Wrought Iron Work.

117 King St. West, TORONTO, ONT.

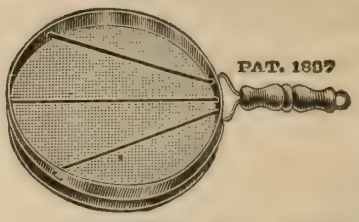
THE "SUN" BRAND PORTLAND CEMENT.

We make only one quality and that the best. Ask us for quotations.

The Sun Portland Cement Co., Limited

OWEN SOUND

JAS. A. CLINE, Managing Director



The FAIRGRIEVE GAS TOASTER

Retails at 25c. The only Toaster guaranteed to toast on gas, gasoline or blue flame oil stoves without taste or smell. Write for prices.

THE FAIRGRIEVE MAN'FG. CO.,

295 COLLEGE ST., TORONTO.

U. S. Branch: 289 Jefferson Ave., DETROIT.

THE C. G. YOUNG CO.

RUBBER STAMPS

AND SUPPLIES

No. 1 Adelaide Street East - Toronto

STEVENS-MAYNARD JR. RIFLE

The Young Gentleman's Rifle.

The Young Gentleman's Rifle.

If you want the best cheap rifle ever made we have it in the Stevens-Maynard Jr. It will be a great seller this year. Better place order now.

The leading Jobbers handle Stevens products.

J. Stevens Arms & Tool Co., P.O. Box 217 Chicopee Falls, Mass., U.S.A.

TRADE WITH ENGLAND

Every Canadian who wishes to trade successfully with the Old Country should read

"Commercial Intelligence"

(The address is 168 Fleet St., London, England.)

The cost is only 6c per week. (Annual subscription, including postage, $4.80.)

Moreover, regular subscribers are allowed to advertise without charge in the paper. See the rules.

CELEBRATED **HEINISCH** SHEARS

Tailors' Shears,
Trimmers' Shears,
Tinners' Snips, etc.

ACKNOWLEDGED THE BEST.

R. HEINISCH'S SONS CO.

NEW YORK OFFICE, 90 Chambers St
NEWARK, N.J., U.S.A.

Not connected with any Shear Combination

FREE INSURANCE AGAINST FIRE

PLASBESTER

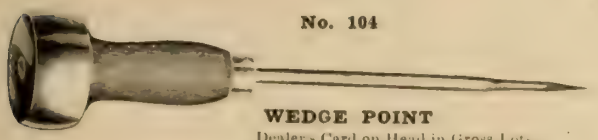
AGENTS WANTED IN EVERY TOWN.

the BEST ASBESTOS WALL PLASTER

Fire Proof
Frost "
Sound "
Will not crack.

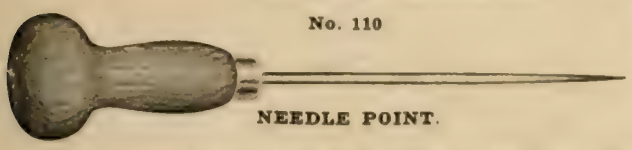
1/3 **SIZE.**

No. 104



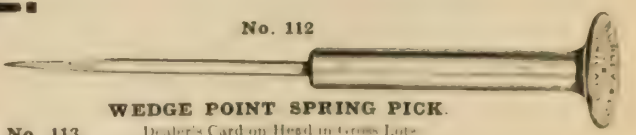
WEDGE POINT
Dealer's Card on Head in Gross Lots

No. 110



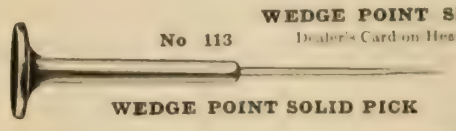
NEEDLE POINT.

No. 112



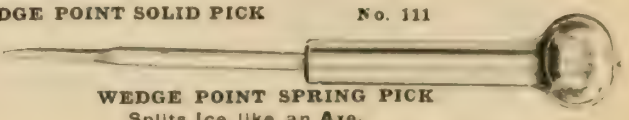
WEDGE POINT SPRING PICK.
Dealer's Card on Head in Gross Lots

No 113



WEDGE POINT SOLID PICK

No. 111



WEDGE POINT SPRING PICK
Splits Ice like an Axe.

WALKER'S QUICK AND EASY ICE PICKS.

Steel Tempered; will not Bend, Break or Rust.

ANTI-RUST NICKEL-PLATED.

ERIE SPECIALTY CO., Erie, Pa., U.S.A.

RE-ACTING WASHER

The quickest acting, readiest selling, and most generally satisfactory Rotary Washing Machine on the market.

The only regret your customers will have after buying one of these excellent machines is that they did not know about it sooner.

They require them—you should stock them—we can supply them. Order early.

The Dowswell Manufacturing Co., Limited

HAMILTON.

W. L. HALDIMAND & SON, Montreal, Eastern Agents.

Ask and Receive.

Advertise and Acquire.

If you want to sell a business or a delivery wagon, if you want a partner or a clerk—**advertise.** If you have what you don't want, or haven't what you do want—**advertise.**

Our condensed advertisements cost little, but are worth a good deal.

You can reach most of the hardware merchants in Canada at the expense of a few cents. Our rate is 2c. per word each insertion, and *remittance must accompany order in every case*

HARDWARE AND METAL
MONTREAL and TORONTO

Window and Interior Displays

Timely Hints and Suggestions.

THE NEW IDEA OF WINDOW DRESSING.

THE elaborate, time-consuming display is fast passing away. The recent holiday displays clearly show this to be a fact. In New York, stores that for years have depended on the costly and elaborate trims from which to draw custom, have this year been content with plain, neat, business shows, where the merchandise was the chief feature in attracting attention. There are many reasons for this change. One is economy. Another is that more frequent changes are needed nowadays. People tire of a trim, and it loses its business bringing feature after three or four days showing. One merchant says (and we think his ideas are not far wrong) that the window display that is required today, to be in keeping with the best trade, is the one where all "side-show" ideas are absent and where the display is made artistic by its simplicity and neatness. In other words, the displays that talk business, that present a silent argument, designed to influence the onlooker towards purchasing the goods on display.

Merchants are sick and tired of the old spectacular show, designed to show the cleverness of the decorator rather than the merits of his employer's goods. Many trimmers in the smaller cities still adhere to the "loud," "yellow" display. They spend two or three days on a display that will catch a crowd and perhaps block the sidewalk; but the main idea of window-dressing is lost sight of in such a display, and the window fails in its purpose, viz.: to get customers into the store to purchase. Another merchant told me that he would rather have one window display that would be the means of bringing a dozen customers in to purchase, than to have 20 displays of the spectacular sort that block the street but do not tempt the public to buy. And who could dispute this statement. There are lots of people on the street at all times of the day who like to be amused and have their curosity aroused, but, as a rule, they are not the buying public. To sum up the question, I can safely say that everything points to a revival in the line of window decoration, and the plain, artistic, display, where the merchandise is the only feature, is the display that is required now by the best merchants in the country.

This does not necessarily follow, however, that the window dresser who has been getting "big money" for putting in these spectacular trims is going to suffer in consequence of the "revival." He is not. His services are always in demand at a good salary. Under the new system he has just as much headwork to do; and, in fact, it requires more artistic ability to put in a simple, high-class display than was required for the elaborate trim. His displays are changed twice as often under the new idea than under the old. His duties are increased, if anything. In comparing the two systems, the new one is the one under which the high-class trimmer can feel that he earns his salary, by constantly keeping in mind that he is employed to show goods in the best possible way towards affecting their sale.

PREPARE AHEAD.

ANYTHING that is worth doing is worth doing well. Every retailer will admit that he should have a show window and have an exhibition of something in it; but too frequently it is regarded as a necessary evil, that must be disposed of in the quickest and cheapest possible manner. This is a great mistake. Good window-trimming cannot be obtained by trying to work on the inspiration of the moment, any more than an architect can build a house without first making out his plans. A man, to trim his window well, must give careful thought and study as to the material to be used and the way of using it. Before a thing is taken out of the window for a redressing, there should be a definite idea of what is to replace it. You may not follow your plans just as you originally intended them to be, but, at least, you will be able to redress your window in a much shorter time and to a greater advantage. Extra forms or stands for draping should be ready to put in the window the moment the old display is taken out. In this way the window is vacant only a short time, and you are thus able to get the most benefit out of the display.

MAKE HARDWARE STORE WINDOWS ATTRACTIVE.

The opinion that window displays are primarily to attract attention, says an exchange, is only half right. A live monkey might attract attention to a store, but would it sell refrigerators? A display's most important function is to call attention to the fact that certain lines are carried. Further, it may tend to create a want.

Neat, serviceable fishing tackle or easy appearing hammocks will often cause a person who had no previous intention of procuring such articles to come into the store and make a purchase. An exhibit of nails and barb wire would be of little value, because it is taken for granted that a hardware store sells both.

But there are many things in a hardware store about which the average customer does not know. Should he be in need of such he will be at a loss unless he learns through displays or other advertisements where those articles are on sale. For example, if a man wants a chandelier and does not know just where to go for it, the first stors he sees displaying chandeliers will probably sell him. Avoiding staples, we should fill our windows with novelties, lines frequently not carried by hardwaremen and goods which sell only during a certain season of the year.

The last requisite of display is that it makes a good impression. To do this only one line of goods and only the best grade of that should be shown. A window full of cheap cutlery might cause quite a run on those articles, but would do so at the expense of the store's reputation. Suppose a stranger in town should want to buy a set of tools and be referred to a store making such a display, would he not think "That is the place where I saw those bargain knives?" And would he not also think that if the knives were cheap the tools would be the same?

In addition to advertising the lines exhibited a window display should benefit the whole store. If the best goods are used, if the arrangement is such that they are shown to the best advantage, and if the window, as a whole, is neat and clean, this will be the result. If not, the window display has fallen short of the usefulness it should possess.

Chester Sitlington, who has been in Fuller Bros'. hardware store, Forest, Ont., for a number of years, has gone to London, Ont., where he has secured a position in D. Howden & Company's wholesale store. Chester was very popular in Arkona, and his many friends will be pleased to hear of his promotion.

The Selling Qualities

Of our splendid range

The Imperial Oxford

make them the most desirable stock you can handle.

THEIR DIFFUSIVE FLUE CONSTRUCTION
FRONT DRAW-OUT GRATE
OVEN THERMOMETER
DRAW-OUT OVEN RACK

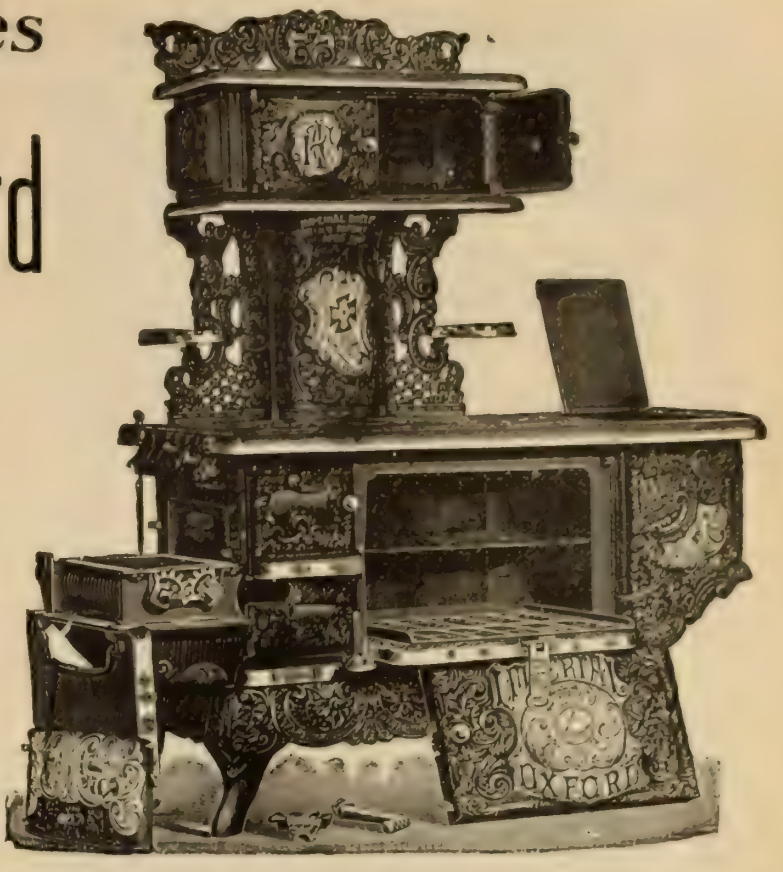
and other improved features, give them a quickly appreciated precedence over other ranges.

Housewives everywhere praise them enthusiastically.

Customers realize their superiority on sight—sales are easy.

They're the popular range of Canada.

Send us your address at once.



THE GURNEY FOUNDRY CO., Limited

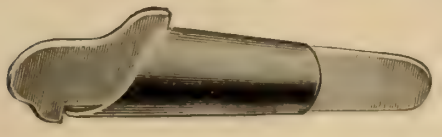
TORONTO. WINNIPEG. VANCOUVER.

THE GURNEY-MASSEY CO., LIMITED, MONTREAL.

SAP SPOUTS==Steel.

"IMPERIAL"

TAPERED



Made from heavy tinned sheets, specially adapted for

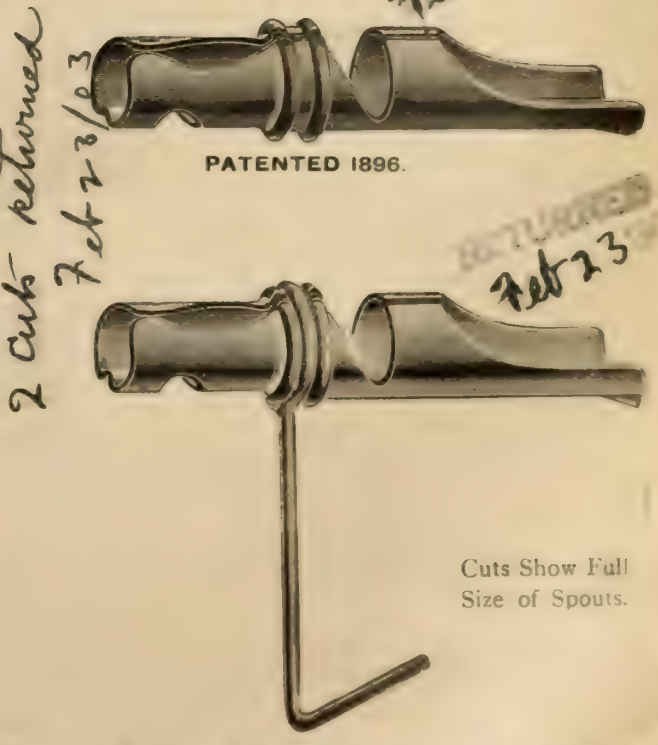
COVERED SAP BUCKETS.

PLAIN, RETINNED.

"EUREKA"

The "EUREKA" Steel Sap Spouts are ever popular, because they are economical and durable, safe and secure, no leakage, easily inserted, do not injure the tree, secure full flow of sap. All packed in cardboard boxes, 100 each.

Berlin Bronze. 22 without hooks. Berlin Bronze. 22 with hooks.
Tinned Steel, 20 without hooks. Tinned Steel, 20 with hooks.



Cuts Show Full Size of Spouts.

The Thos. Davidson Mfg. Co., Limited, Montreal.

PAINT, OIL AND BRUSH TRADES

PAINT FIRMS AMALGAMATE.

A MEETING of the directors of The Hollywood Paint Company, Limited, Toronto, was held on February 13. Charles J. McLennan, president and general manager of The McLennan Paint Company, of Buffalo, N.Y., purchased an interest in The Hollywood Paint Co., which in future will be under the management of The McLennan Paint Co.

It is the intention of The McLennan Paint Co. to manufacture and market their products in Canada. The Hollywood Paint Co. will, therefore, become their medium. Under this arrangement, the Hollywood Co. will be strengthened materially and The McLennan Paint Co. will find an outlet for their products.

The McLennan Paint Co. own and operate one of the largest manufacturing industries in America. The growth of their business has been unusual. Their specialties are agricultural implement paints, and with those of The Hollywood Co., there is no doubt that the new combination will build up a strong business in Canada. The business of The Hollywood Co. has developed very rapidly since their organization. The directors of the latter company are men of repute and business ability. The consolidation of the interests involved will form a very

The following gentlemen will be interested in the management of the amalgamated concern: C. J. McLennan, president, The McLennan Paint Co., Limited, Buffalo; Seneca Jones, manager, Canadian Millers' Mutual Fire Insurance Company, Hamilton; C. F. Grantham, general manager, Imperial Cotton Co., Hamilton; W. H. Kestin, secretary-treasurer, The McLennan Paint Co., Limited, of Buffalo; H. P. Coburn, vice-president and general manager, Sawyer-Massey Company, Limited, Hamilton; James Thomson, Gartshore-Thomson Pipe and Foundry Co., Limited, Hamilton; F. A. Lane, general superintendent, The McLennan Paint Co., Limited, Buffalo; Norman S. Jones, director, Dominion Bolting Company, Limited, Hamilton.

A PROGRESSIVE PAINT FIRM.

The Globe Paint Co., 122-124 Adelaide street west, Toronto, are among the paint manufacturers who are making a strong bid for trade this spring. This company have been in business in Toronto for eight years, during which time they have proved the contrary of the old saying, "A prophet is not without honor in his own country," as they have built up a remarkable good business in that city. Like all other progressive firms, however, they are not satisfied with city trade only, but are looking for business in every part of the Dominion, and already enjoy the patronage of a number of leading hardware merchants throughout the country. Their paints have always enjoyed a reputation for quality, and this has doubtless been one of the secrets of their success. For richness of color and durability their brands are well known. They manufacture a splendid line of house and coach colors, etc. Their efforts will doubtless be rewarded with a share of the paint business that is going.

FOR COLLECTING TURPENTINE.

Dr. C. H. Herty, of Athens, Ga., has patented gutters and cups for an improved method of collecting crude turpentine. This method has been tested in detail by representative turpentine operators, and has been found to secure a larger yield and better quality of gum than was secured in the usual way. Dr. Herty is now at Thomasville, Ga., with a force of Government experts, placing his method on the turpentine farms of operators in that State, Florida and Alabama. More than 5,000,000 trees, it is said, will have Herty gutters and cups on them before the spring is over. For the past 18 months Dr. Herty has been conducting his work under the supervision of the United States Government Department of Forestry.

PAINT AND OIL NOTES.

The Ontario Linseed Oil Co. has purchased property on Water street, Owen Sound, Ont., and is preparing plans for a building, the contract of which will shortly be let. The capacity of the factory will be about 1,000 bushels of flaxseed per day. The factory is expected to commence operations next fall.

At a convention in Richmond, Va., the National Association of House Painters and Decorators decided to hold their next meeting in Toronto. Stewart N. Hughes, of Toronto, was elected a member of the executive board of the Association, the President of which is W. J. Edwards, of Massachusetts.

PAINT AND OIL MARKETS.

MONTREAL.

Owing to travellers being detained by stormy weather and the irregularity of the mails, the past week was not as brisk as desired for the month of February. There seems to be a keen inquiry for ground white lead, and some grinders have difficulty in keeping up with the demand. The big price of turpentine, which is quoted at 95c. per gallon this week by the barrel, and $1 per gallon has been asked for small lots, which is the highest figure on record for nearly 40 years, is becoming serious in the manufacture of varnishes, and it is thought that an advance of 10c. should be placed on all kinds of varnishes and japans. Benzine has advanced about 6c. during the last two weeks, in sympathy with the turpentine market. Business generally, is good, but the cold weather is holding spring orders back somewhat. We quote:

GROUND WHITE LEAD.—Best brands, Government standard, $5.00 to $5.25; No. 1, $4.27½ to $4.87½; No. 2, $4.40 to $4.50; No. 3, $4.02½ to $4.12½; No. 4, $3.65 to $3.75 all f.o.b. Montreal. Terms, four months, or 3 per cent. off for cash in 30 days.

DRY WHITE LEAD.—$5 in casks, and in kegs, $5.25.

DRY WHITE ZINC.—Pure dry, in casks, 6¼c.; in 100-lb. kegs, 6¾c.; No. 1, zinc, in casks, 5¼c.; in 100-lb. kegs, 5¾c.

WHITE ZINC (ground in oil)—Pure, 25-lb. irons, 8c.; No. 1, 7c.; No. 2, 6c.

PUTTY.—We quote: Bulk, in barrels, $1.80 per 100 lb.; bulk, in less quantity, $1.95; bladders, in barrels, $2.10; bladders, in 100 or 200-lb. kegs or boxes, $2.25; in tins, $2.20 to $2.50; in less than 100-lb. lots, $2.75 f.o.b., Montreal, Ottawa, Toronto, Hamilton, London and Guelph. Maritime Provinces, 10c. higher, f.o.b., St. John and Halifax. Three per cent. discount for cash in 30 days.

ORANGE MINERAL.—Casks, 7c.; 100-lb. kegs, 7¼c.; smaller quantities, 8¼c.

RED LEAD.—Genuine red lead, in casks, $4.50; in 100-lb. kegs, $4.75; in less quantities, $5.75 per 100 lb. No. 1 red lead, casks, $4.25; kegs, $4.50 and smaller quantities, $5.50.

LITHARGE.—Ground, casks, 5c.; less quantities, 5½c.; flake litharge, casks, $5.25; smalls, $5.75 per 100 lb.

LINSEED OIL.—Raw, 1 to 4 barrels, 59c.; boiled, 62c.; raw, 5 to 9 barrels, 58c.; boiled, 61c. Terms, net cash in 30 days. Delivered in Ontario, between

Painters all like "ARK BRAND" Paint.

That's because it spreads easily and smoothly, it does not crack, chalk or peel, it comes in full measure cans, and makes their work satisfactory.

Then again, they know it is a pure lead, zinc and oil paint, ground by the only perfect process, making an absolutely honest paint.

Dealers will find that "Ark Brand" will appeal to the painters and that it is a most profitable line to carry.

Write us for our prices and the booklet, "Paint: What to Use, and how to Use It."

Manufactured by

THE FRANCIS-FROST CO. Limited

TORONTO.

Canadian Distributing Agents for Grippin's Crack Filler, and "Munisco" Wall Finish.

The biggest Week

We have had many big weeks already this year, but we opened more exclusive agencies last week than ever before. Some of the dealers were carrying two other brands but HOLLYWOOD takes the place of both.

HOLLYWOOD PAINT

has all the good features of the others and many advantages exclusively its own. We can write you an interesting letter.

HOLLYWOOD PAINT CO., Limited,

HAMILTON, ONT.

Montreal and Oshawa, at 2c. per gallon advance.

TURPENTINE.—Single barrels, 95c.; 2 to 4 barrels, 94c. Terms, net cash in 30 days.

BENZINE.—25 to 37c.

SHELLAC VARNISH.—Pure white, $2.35 to $2.45; orange, $2.25 to $2.35.

MIXED PAINTS.—$1.20 to $1.40 per gallon.

CASTOR OIL.—8¾ to 9¼c. in wholesale lots, and ½c. additional for small lots.

SEAL OIL.—48 to 50c.

COD OIL.—35 to 37½c.

PURE CANADIAN PARIS GREEN.—Petroleum barrels, 13¼c. per lb.; arsenic kegs, 13½c.; 50 and 100-lb. drums, 14c.; 25-lb. drums, 14½c.; 1-lb. packages, 15c.; ½ lb. packages, 17c.; 1 lb. tins, 16c.; ½-lb. tins, 18c.

PURE ENGLISH PARIS GREEN.—Petroleum barrels, 14¼c.; arsenic kegs, 14½c.; 50 and 100 lb. drums, 15c.; 25 lb. drums, 15½c.; 1 lb. paper boxes, 16c.; 1-lb. tins, 17c.

TORONTO.

For the first time since the beginning of the year the market has continued for a full week without change in quotations. Turpentine seems to have reached top prices and last Friday's 2c. advance is not likely to be followed by a further raise. Linseed oil is stationary in England and firm here. White lead is unchanged in quotations, but there is some talk of underselling. There is a good sorting demand. The general opinion seems to be that the volume of trade is larger than a year ago, but in one quarter, it is claimed, that there is little difference between the size of orders this year and those of last spring. We quote:

WHITE LEAD.—Ex-Toronto, pure white lead, $5 to $5.25; No. 1, $4.62½ to $4.87½; No. 2, $4.25 to $4.50; No. 3, $3.87½ to $4.12½.; No. 4, $3.50 to $3.75 in packages of 25-lb. and upwards; ½c. per lb. extra will be charged for 12½-lb. pkgs.; genuine dry white lead in casks, $5.02½.

RED LEAD.—Genuine, in casks of 560 lb., $4.50; ditto, in kegs of 100 lb., $5; No. 1, in casks of 560 lb., $3.75; ditto, in kegs of 100 lb., $4.25.

LITHARGE.—Genuine, 6 to 6½c.

WHITE ZINC.—Genuine, French V.M., in casks, $6.25; Lehigh, in casks, $6 to $6.25.

SHINGLE STAIN.—In 5-gallon lots, 60 to 75c. per gallon.

PARIS WHITE.—90c. to $1 per 100 lb.

WHITING.—65c. per 100 lb.; Gilders' whiting, 80c.

GUM SHELLAC.—In cases, 35 to 37c.; in less than cases, 40 to 42c. per lb.

LIQUID SHELLAC.—Pure orange, in bbls., $2.25 to $2.35; white, $2.35 to $2.45 per gal.; in less quantities, 10c. extra.

GLUES.—Broken sheet, in 200-lb. bbls., 8½c. per lb.; cabinet glue, in bbls., 12c.; emery glue, in bbls., 17½c.; bookbinders', ground, 10½c.; finest American, white, 19c.; No. 1 American white, 15c. per lb.

PUTTY.—Bladders, in barrels, $2.10; bladders, in 100 lb. kegs, $2.25; bulk in barrels, $1.80; bulk, less than barrels, and up to 100 lb., $2.05; bladders, bulk or tins, less than 100 lb., $2.75.

PARIS GREEN.—Petroleum bbls., 14c. per lb.; arsenic kegs, 14½c.: 50 and 100 lb. drums, 15c.; 25-lb. drums, 15½c.; 1-lb. packages, 16c.; ½-lb. packages, 18c.; 1-lb. tins, 16c.; ½-lb. 18c.

PLASTER PARIS.—New Brunswick, $2 per barrel.

PUMICE STONE.—Powdered, $2.50 per cwt. in bbls. and 4 to 5c. per lb. in less quantity; lump, 10c. in small lots and 8c. in bbls.

LIQUID PAINTS.—Pure, $1.20 to $1.40 per gallon; No. 1, $1.10 per gallon.

BARN PAINTS.—65 to 70c. per gallon.

CASTOR OIL.—English, in cases, 9 to 9½c. per lb., and 10 to 10½c. for single tins.

LINSEED OIL.—Raw, 1 to 2 bbls., 61c.; boiled, 64c.; 3 to 5 barrels, raw, 60c.; boiled, 63c.; 6 to 9 barrels, raw, 58c.; boiled, 61c. delivered. To Toronto, Hamilton and London, 2c. less. All quantities of 10 barrels and over of linseed oil sold only f.o.b., Toronto, Hamilton, London and Guelph.

TURPENTINE.—Single bbls., 95c.; 2 to 3 bbls., 94c. delivered. Toronto, Hamilton and London, 1c. less. For less quantities than barrels, 5c. per gallon extra will be added, and for 5-gallon packages, 50c. and 10-gallon packages, 80c. will be charged.

GASOLINE AND BENZINE.—We quote as follows: Benzine, 19¼c. and gasoline, ordinary, 21¼c. and engine, 22¼c. f.o.b. Toronto.

WINDOW GLASS.

MONTREAL.

The local trade has somewhat improved during the past week, but the outside business is as yet very quiet. The prices remain unchanged. Quotations are as follows: First break, 50 feet, $2; second, $2.10 for 50 ft.; first break, 100 feet, $3.80; second break, $4; third break, $4.50; fourth break, $4.75.

TORONTO.

There is a good demand with prices firm in view of an advance of four points in Belgium. Ornamental glass, on the other hand, is lower, the discount having been increased 5 per cent. Quotations follow: Star, Under 26 in., $3.80; 26 to 40 in., $4; 41 to 50 in., $4.50; 51 to 60 in., $4.75; 61 to 70 in., $5; 71 to 80 in., $5.50. Toronto, Hamilton and London. Terms, four months, or 3 per cent., 30 days.

The Point Edward Elevator Company, Limited, have been incorporated under the Ontario Companies' Act, for the purpose of erecting and conducting a grain elevator at Point Edward, Ont. The provisional directors are: Thos. Long, Toronto; J. J. Long, Collingwood; D. S. Lasier, Chicago; J. J. Laiser, Chicago; and F. Mooers, Kingston.

LIQUID HOUSE PAINT.

If you desire to increase your paint trade you will have to supply your customers with the best Ready-Mixed Paint obtainable.

"ANCHOR" LIQUID PAINT has no equal on the market, the white lead used is the best the world can produce—**BRANDRAM'S B. B. GENUINE.**

It has been giving satisfaction for more than a quarter of a century, and is still forging forward.

HAT ENAMEL—Will not wash or chip off. The original and only genuine, manufactured by

HENDERSON & POTTS,

Established 1874.

HALIFAX and MONTREAL,

ANNUAL EXHIBITION FOR MONTREAL.

THERE is every prospect that Montreal will again have annual fall exhibitions after a lapse of some four years. The project was no sooner announced than it found many endorsers among the best known business men of the city, and the first steps have already been taken toward materializing the ideas of those interested in it.

At the meeting in the City Hall when the subject was discussed, it seemed to be the prevailing impression that Montreal should be able to accomplish as much in this way as Toronto has done for years, notwithstanding that Mr. Robert Monro, of The Canada Paint Co., and a past president of the Canadian Manufacturers' Association, thought that the Ontario capital had a decided advantage over Montreal in being surrounded with several cities and large towns from which visitors could be drawn to the exhibition in crowds. He pointed out also that it was only in the special features of the Toronto Exhibition that it was financially a success; that the agricultural displays were a minor feature in the eyes of visitors. Mr. Munro's remarks were partially endorsed by Mr. Charles Chaput, who stated that in former Montreal exhibitions there was a lack of both visitors and exhibitors, which was the reason for their failure.

J. X. Perrault, however, thought that Montreal was even more favorably situated than Toronto, in that many more American visitors could be brought there than to the western city. Cheap railway rates would be required, and all the commercial interests of the city should take a part in placing the new company on a sound foundation. With proper management he felt sure of the success of the exhibitions.

Several other speakers were heard in favor of holding annual exhibitions, among them Henry Miles, representing the Business Men's League; Hon. J. I. Tarte, who was confident of success if the proposed organization were placed on a purely business basis, and Ald. Ramarche. The last mentioned gentleman considered that even if the exhibitions were at first only self-supporting they should be counted a success.

It was finally decided that the idea of holding exhibitions should be approved of, and to appoint committees to carry out the scheme along the lines of the Toronto Exhibition. The committee appointed was: Hon. F. L. Beique, Hon. L. J. Forget, Mayor Cochrane, Hon. J. D. Rolland, Hon. H. B. Rainville, Ald. H. Laporte, Geo. E. Drummond, R. Wilson-Smith, T. H. Gauthier, Henry Miles and J. X. Perrault.

From these names it will be seen that the enterprise has behind it no lack of business ability and sound judgment, as the committee includes the most capable men in Montreal, representing various important commercial interests of the city and province.

TRADE OUTLOOK IN NEWFOUNDLAND.

The average citizen is more concerned now about the industrial outlook than the varying phases of political existence. The promise of the coming season is most gratifying. In lumbering, mining, and manufacturing, there is a better prospect than ever before. Mercantile activities are increasing, corporate enterprise is manifesting itself, rich and poor seem assured of a prolonged period of well-being. The trade statistics of the colony for some years past show a most healthy growth, and there is no reason why this should not be maintained to an even greater degree in future.—Herald, St. John, Nfld.

DEATH OF A WELL-KNOWN HARDWAREMAN.

Mr. Joel C. Baker, for many years a well-known hardwareman of Montreal, died on February 11 in that city. He was a member of the firm of Mulholland & Baker, and was an indefatigable worker toward the betterment of the commercial interests of the city.

Mr. Baker was first a lawyer by profession, being a partner of the late Sir John Abbott, but shortly after his marriage with a daughter of the late Mr. Wm. Workman, son of the founder of Frothingham & Workman, he entered the hardware business. He was a frequent contributor to the press, writing under the nom de plume of "Jacob Kalleper." Hon. Geo. B. Baker, of Sweatsbury, was a brother.

The funeral took place on Friday, February 13, from the family residence to the Church of St. James the Apostle. A great number of mourners followed the remains to the cemetery, among them many well-known figures in the commercial circles of Canada.

Ex-Alderman Chas. Clarke, Woodstock, Ont., died suddenly of heart failure at his home early in the morning, February 11. The deceased was a well-known resident of Woodstock, having come to that town 24 years ago. He was first in the grocery business with his brother, Oliver Clarke, but afterwards he became a partner in the hardware firm of Broditch & Co., where he remained until some six years ago, when he retired.

To Preserve and Beautify.

To meet the demand for a Varnish which will give a smooth hard finish and enhance the beauty of the surface upon which it is applied and for general purposes, **THE CANADA PAINT COMPANY** have introduced the Universal "Sun" Varnish. It is a hard copal Varnish, made only by themselves from selected clear bright gum and is thoroughly matured and tested before being passed into stock for shipment. It is suitable for all purposes where Varnish is used, inside or outside.

The "Sun" Varnish may be applied with every satisfaction to outside doors, boats, buggies, wagons, and where durability is required.

"I will have the Sun or I will have none."

For interior work the "Sun" is especially valuable for furniture, church seats, inside blinds, bath rooms, oilcloth, etc., etc. A floor varnished with "Sun" Varnish is sweet and wholesome.

The "Sun" Varnish is brought to such a state of perfection that it may be used with the greatest confidence.

The "Sun" is put up in half-pints, pints, quarts, half-gallons, gallons. (Imperial measure).

Directions for use upon every package.

BEWARE OF IMITATIONS.

Sole Makers,

THE CANADA PAINT CO., LIMITED.

HEATING AND PLUMBING

THE FUTURE OF GAS LIGHTING.

ON Monday night Professor Vivian B. Lewes, professor of chemistry at the Royal Naval College, Greenwich, and chief gas examiner to the City of London Corporation, delivered the closing lecture of a series entitled "The future of coal gas and allied illuminants," arranged for by the Society of Arts, London, says Ironmonger. Professor Lewes stated in his lecture that for the incandescent burner a gas of high candle power was not required—only a gas that had enough heating power to raise the mantle to the proper degree of incandescence. Indeed, to use a gas of high candle power with burners was simply a waste of money. He thought a gas of about 12-candle power and with a heating value of about 460 British thermal units would be the best gas to supply in the future. In his second lecture he described a method by which such a gas could be made and sold at probably about 2s. per 1,000 cubic feet, at which price, he stated in the third lecture, the use of gas for cooking, for heating, and for gas engines would develop rapidly. In the concluding lecture, Professor Lewes dealt with the allied illuminants, namely oil and acetylene, both of which, he said, had undergone great developments within the last few years. In regard to oil, he said the Kitson system of lighting, in which a mantle was employed in connection with a non-luminous oil gas flame, gave a light equal to 1,000 candles at a cost of a penny per hour. With regard to acetylene, he said this gas could be dissolved in acetone, and in this way 100 cubic feet of the gas could be compressed into one cubic foot of cylinder space, and that in this form the gas was admirably adapted for train, tram and omnibus lighting. He also showed that with this compressed acetylene, in conjunction with the incandescent mantle, a light of 146 candles per cubic foot of gas could be obtained.

PLUMBING AND HEATING NOTES.

The Sisters of Mercy, Ottawa, will erect a $70,000 hospital. Charles Brodeur, Hull, is the architect.

Hutchinson & Wood have prepared plans for a new business block for E. N. Renouf, at the corner of University and St. Catherine streets, Montreal. It will be seven storeys high, fire-proof and modern in every particular.

E. L. Martin, of Martin & Kirk, Sydney, N.S., is on a business trip to New York. When he returns he will open up in the plumbing line in Sydney, where he is favorably known.

The Canadian Heating and Ventilating Co., Owen Sound, Ont., is about to purchase a site for its factory. This extensive factory, when completed, will be a great acquisition to the town.

The Hamilton Journeyman Plumbers' Union held their first annual banquet on Friday evening last, 60 members and guests being present. President Fred Staunton occupied the chair. The Master Plumbers' Association was represented by President George Stevenson, and the manufacturers and supply houses by Robert Young. The meeting was harmonious and satisfactory in every respect.

THE OTTAWA PLUMBING BY-LAW.

The Ottawa Board of Health have recommended that the plumbing by-law be rescinded. Many aldermen are opposed to such action. On motion of Ald. Askwith a committee composed of Alds. Enright, Cleary, Hopewell, Davidson and the mover were appointed a committee to revise the by-law.

BUILDING NOTES.

Plans have been approved for the new boiler works and foundry near the police station, Vancouver.

Plans are under way for an elevator at Point Edward, Ont., to replace the one burned five years ago.

The Grand Trunk is to build a handsome new station at Brantford, Ont. A new station has also been built at Fergus.

Capitalists backed by the Warings of London, Eng., are examining the conditions at Ottawa, and may erect a large, modern hotel in that city.

A new market, to cost about $30,000, is to be built at Charlottetown, P.E.I. Plans have been prepared by W. C. Harris, C. B. Chappell and John P. Nichol.

E. J. Lennox, architect, Toronto, has prepared the plans for The Toronto General Trust Company's office building, which will be eight storeys high and will be fitted in modern style.

KITCHEN VENTILATION.

IN seeking the cause for the proverbial crossness and ill health of cooks generally, the blame is attached to the bad lighting, overheating and poor ventilation of the kitchens in which they spend so much time, says the Metal Worker. While it is probable that professional cooks were under consideration when this subject was discussed, there is no doubt that the defects mentioned often apply with equal force to the home kitchen, and it is possible that those who equip such kitchens could improve the conditions with profit to themselves and the occupants. The stove dealer and tinsmith are occupied no small part of their time in catering to this part of a dwelling, and they should use their influence and trade knowlege along this line.

They should point out that the cooking apparatus ought to be placed where the cook will not only have a good light on the work, but can also have the diversion of a change of scene and the relief afforded by a nearby window. Such a window can be used with excellent advantage for the escape of excessive heat and for ventilation. Consequently the proper location of the cooking apparatus should be pointed out to architects, builders, carpenters and owners. There are, however, many existing buildings where these desirable conditions are not found, and it is here that the greatest good and the most profit can be secured. In well-equipped kitchens, hoods are placed over the range to gather the steam and odors and carry them off. The use of such hoods only needs to be explained to secure a profitable trade. Sometimes the regular smoke flue cannot be used for a vent flue, and then a sheet iron flue with ventilating hood will serve the purpose. Such equipment will exhaust the odors and carry off the fuel air and surplus heat and will lead to the need of some fresh air being brought into the kitchen without the chilling effect of opening a window in winter. This should be a simple detail, readily supplied where there is a constant fire, as in a cooking stove, by constructing a flue to bring the fresh air to the stove in such a way that it will be heated before it is discharged into the kitchen. Here is a field that the bright, capable man can exploit with profit to himself and benefit to his customers.

HOUSE PAINTS

Try a good line this year to help you in your business. The paint business is well worth considering.

RAMSAY'S PAINTS

are made to build up just such a business. Let us talk to you about some of the pretty advertising we send you to help the thing along. Shall we send our traveller ?

A RAMSAY & SON	EST'D	PAINT
MONTREAL	1842	MAKERS

What are you going to stock this spring in the line of Wall Finish? Have you considered the up-to-date

Wall Tinting Muralo ?

It is readily soluble in Cold Water.
It brings **big profits** and **large sales.**
It is the only sanitary Tinting sold to-day.
It is well advertised and always gives satisfaction.
send for Color Card and particulars.

AGENTS:

A. RAMSAY & SON, - - - - MONTREAL
THE J. H. ASHDOWN HARDWARE CO., Limited, - WINNIPEG
McLENNAN, McFEELY & CO., - - - VANCOUVER

Makers

THE MURALO COMPANY, New Brighton, Borough of Richmond, New York.

OUR TRADE A MARK — AUER LIGHT MANTLES LONGEST LIFE & BRIGHTEST — OUR TRADE A MARK

A COMPARISON

TRASH A cheap mantle gives a fair light for a few nights, then grows dim and shrinks up to a "wasp-waist" like this:

The "Wasp-Waist"
Cheap chemical.

This is caused by the cheap chemicals which the manufacturer used.

QUALITY A good mantle, which cannot shrink, made of the purest chemicals, is the only kind we put our trade mark A on. It guarantees you the best that is made and will satisfy your customers.

The Auer Light Mantle
Pure chemicals.

Lowest prices on mantles, shades, chimneys, globes and sundries.

Write us if you are interested.

AUER LIGHT CO., MONTREAL.

CORDAGE

ALL KINDS AND FOR ALL PURPOSES.

Manila Rope	Lathyarn
Sisal Rope	Shingleyarn
Jute Rope	Bale Rope
Russian Rope	Lariat Rope
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Clotheslines	Drilling Cables
Tarred Hemp Rope	Spunyarn
White Hemp Rope	Pulp Cord
Bolt Rope	Lobster Marlin
Hide Rope	Paper Cord
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Ratline	Fish Cord
Plow Lines	Sand Lines

"RED THREAD" Transmission Rope from the finest quality Manila hemp obtainable, laid in tallow.

CONSUMERS CORDAGE COMPANY,

Limited

Western Ontario Representative
WM. B. STEWART,
Tel. 94. 27 Front St., West, Toronto.

MONTREAL, QUE.

INDUSTRIAL GOSSIP

THE Mount Forest Manufacturing Co., Limited, Mount Forest, Ont., recently incorporated for the manufacture of picture mouldings, frames, etc., commenced operations last week.

The Toronto and Mimico Electric Railway is to be extended from Mimico to Oakville at once. The right of way has been secured.

The Toronto Suburban Railway will apply to extend its line from some point on its Davenport Road branch easterly to some point in East Toronto or Little York.

Meaford, Ont., has passed a by-law to exempt from taxation for ten years The Charles Barber Foundry Co., and a by-law to loan The Oshawa Canning Co. $10,000.

The Niagara Falls Power Company will use redwood timber instead of steel for their big tunnel. They are now receiving bids for 3,000,000 feet of this timber from California.

The Toronto Junction Cement Brick Co. intend erecting a building 140 x 65 ft. for the manufacture of cement bricks and window sills, which are being much used for building purposes now.

The St. John, N.B., Iron Works held their annual meeting on Wednesday, last week, when a satisfactory dividend was declared. John E. Moore is president, and Charles McDonald, managing director of the company.

It is expected that the Berlin-Preston Railway line will be in a position to handle freight in a few weeks. This will give Berlin a connection with the C.P.R. and make it a competing point in transportation matters.

The name of The Ontario Farmers' Cordage Co. has recently been changed to The Brantford Cordage Co., Limited. This company manufactures binder twine under the brands "Gold Leaf," "Silver Leaf" and "Maple Leaf."

A 250 ton boat is being built of wood at the canal basin at Ottawa. When completed this boat will be used by The Ottawa Forwarding Co. on the Ottawa-Montreal route. This is the first boat of any size built in Ottawa in four years.

A company wants incorporation and power to build an electric railway from Stratford, Ont., through Sebringville to Mitchell; from Stratford to St. Mary's; also to Embro on the C.P.R.

The material is on the ground for The Mount Forest, Ont., Carriage Company's new building, which is to be four storeys high and 250 x 60 ft. in size, exclusive of boiler-room and dry kiln. The erection of the building will start as early as possible in the spring.

The incorporation is announced of The Dominion Linen Mills, Limited, with head offices in Toronto. The capital is $250,000, and the provisional directors are as follows: Charles McEachren, W. B. Hill, George Stevenson, Alexander A. Hood, Diby Grimson, all of Toronto.

A scheme is under way to establish a binder-twine factory in Holstein, Ont., says The Owen Sound Times. A provisional board of directors has been appointed, and efforts are being made to secure a sufficient amount of stock to establish the business on a good financial basis.

The city of Ottawa will seek from the Ontario Legislature authority to build, equip and operate a street railway through the city and the adjoining municipalities, and to acquire by purchase or expropriation existing lines; also permission to spend $24,850 to purchase a site and furnishing a free library.

At its next session the Ontario Legislature will be asked to confirm an agreement between the Hamilton Electric Light and Cataract Power Company and The Hamilton Cataract Power, Light and Traction Co., providing for the transfer of the undertaking and assets of the former company to the latter company.

MINING OPERATIONS IN ONTARIO.

W. E. H. Carter, secretary of the Ontario Bureau of Mines, who is inspecting some of the mineral districts of Ontario, reports that The Graphite Company at Calabogie are now turning out refined graphite. Formerly they shipped the crude graphite to the United States for refining. Mr. Carter reports that the felspar industry is making good progress. It was very difficult to get a market in the United States at first, because the potteries making use of it own their own deposits and try to keep the Canadian article out of the market. This, however, has been overcome, and now four other felspar properties have been put in operation, and are all producing at the present time. Felspar is used largely in the manufacture of pottery, glass, carborundum, etc. It has to be ground in the United States.

The Canada Corundum Company are getting ready to enlarge their plant. They will construct a plant sufficient for turning out 200 tons a day. At present their output is about 20 tons. There is a $10,000,000 combine in corundum in the United States, but they are unable to hurt the Canadian trade, as our product is superior to theirs.

NEW CANADIAN CANAL.

It is announced says The Marine Review, that work is to begin in the spring on a canal connecting the Richelieu River at St. Johns with the St. Lawrence opposite the city of Montreal. It is to be pushed vigorously and will be completed within two years as it is a short cut and involves the investment of about $5,250,000. The charter provides that the canal shall not have a depth of less than 9 ft. and a width of not less than 80 ft. at the bottom. As a matter of fact, it will have immediately a depth of 14 ft., corresponding with that of the St. Lawrence canals. Its length is 18¼ miles. The present connection between Lake Champlain and the St. Lawrence is by the Richelieu River, which is its outlet, and the Chambly canal, the oldest of the Canadian artificial waterways.

The Chambly canal reaches the St. Lawrence at Sorel, 45 miles below Montreal and is a 7-ft. waterway, with locks 18 ft. wide. It was built when the seaport to which access was desired was Quebec. It makes the route to the St. Lawrence 105 miles long. This distance to free river navigation is reduced 83 miles by the proposed canal from St. Johns to Montreal. Arrangements are made in the plans to increase the depth of the Lake Champlain and St. Lawrence ship canal to 21 ft., when the Georgian Bay canal is built, as it will really be an extension of that canal to Lake Champlain and through that lake and the old Champlain canal connecting Whitehall and Troy, to the Hudson River and New York.

It is expected that the completion of this canal will have the effect of bringing to American ports some part, at least, of the traffic which will be concentrated at Montreal by the system of Canadian artificial waterways. The St. Lawrence route to the sea is not attractive from the point of view of the marine underwriters, and the economy of shipments by way of New York is appreciated.

Hardware! Hardware!

To Lumbermen, Contractors, and Merchants **Of the Ottawa Valley**—Has it ever occured to you that you could **Save a Profit** and get exactly what the **Trade Requires** by purchasing your supplies from

THOS. BIRKETT & SON CO., Limited, Wholesale Hardware Merchants, **Ottawa, Ont.**

EVERYTHING IN HARDWARE. P. S.—SEND FOR PRICES.

Use Syracuse Babbitt Metal

IT IS THE BEST MADE.

For Paper and Pulp Mills, Saw and Wood Working Machinery, Cotton and Silk Mills, Dynamos, Marine Engines, and all kinds of Machinery Bearings.

Wire, Triangular and Bar Solder, Pig Tin, Lead, Ingot Copper, Ingot Brass, Antimony, Aluminum, Bismuth, Zinc Spelter, Phosphor Tin, Phosphor Bronze, Nickle, etc., always in stock.

Canadian Works, Montreal, P.Q.
American Works, Syracuse, N.Y.
Head Office American Works, 94 Gold Street, New York.

Syracuse Smelting Works

ATKINS

HIGH-GRADE, SILVER STEEL SAWS

Are the FINEST that Money, Experience and Skill can Produce.

No dealer's Stock is complete without them. They are easy to sell. Every saw warranted.

Incorporated.

Write for Catalogue and Prices.

H. P. HUBBARD, Sales Agent for Canada.
Toronto Office: 44 Scott St. Tel. Main 1896.

E. C. ATKINS & CO.

Factories and Home Office: INDIANAPOLIS, IND.

American Steel & Wire Co.

New York: Empire Building.
Montreal: New York Life Building.
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BARB WIRE. GALVANIZED PLAIN WIRE.
PLAIN TWIST CABLE FENCING.

Telegraph and Telephone Wire, Mattress, Broom, Weaving Wires of every description, Rail Bonds, Bale Ties, Special Wires for all purposes. Springs, Horse Shoes, Wire Rope, Cold Drawn Steel Shafting.

BUSNESS CHANGES.

DEFECTIVES ASSIGNMENTS, COMPROMISES

THE [illegible] Royal Color and Varnish Company, of Montreal, has been incorporated.

E. C. Desaulniers, general merchant, of [illegible]ville, Que., has assigned.

E. A. D. Landriault, general merchant, Hawkesbury, Ont., has assigned.

A. Laroche, general merchant, St. Arm and Station, Que., has compromised.

Elzear Belleau, tinsmith and general merchant, St. Vubert, Que., has assigned.

Ed. Germain, general merchant, of St. Bazile, Que., has effected a compromise.

J. R. Deschambault, general merchant, Terrebonne, Que., is offering 50c. on the dollar.

W. F. Frost, general merchant, Pubnico Head, N.S., has assigned to E. H. Armstrong.

A. A. Choquette, general merchant, of Rapid River, Ont., has assigned to How and Barnes.

The assets of the hardware stock of E. H. Lafreniere, Montreal, were sold on February 18.

A. Vermette, general merchant, of St. Scholastique, Que., has compromised at 50c. on the dollar.

James H. Warner, carriagemaker, of East Zorra, Ont., has made an assignment to M. M. Tisdale.

J. Bruyere & Fils, general merchants, of Ottawa and Embrem, are offering to compromise at 25c. on the dollar.

A meeting of the creditors of J. U. St. Armand, general merchant, St. Genevieve de Batiscan, Que., was held on February 13.

Lambert & Fils, builders, of Montreaf, have made an assignment, and a meeting of their creditors will be held on February 24.

T. E. Copeland, hardware merchant, of Winnipeg, assigned to C. H. Newton, and a meeting of his creditors was held on February 20.

William Bone, painter, Hintonburg, Ont., has assigned to W. A. Cole, and a meeting of his creditors will be held on February 21.

H. U. Mockler, general merchant, of Durham, Ont., has made an assignment to Richard Lee, and a meeting of his creditors will be held on February 23.

H. Lamarre is curator for J. U. St. Armand, general merchant, St. Genevieve de Batiscan, Que.; the assets will be sold on February 19.

INCORPORATIONS AND CHANGES.

The Point Edward Elevator Company, Limited, have obtained a charter.

The Merritt Bros. Co., Limited, of St. John, N.B., have been incorporated.

Putan & Fitzpatrick, Birtle, Man., general merchants, have removed to Swan Lake.

The Northwest Thresher Insurance Co., Winnipeg, Man., are applying for incorporation.

The Mathie Ellis Co., coal and builders' supplies, Quebec, have applied for a charter.

Burke & Shearer, agricultural implement agents, Gainsboro, have dissolved, and E. Burke continues.

A. F. Murray & Co., contractors, etc., Montreal, have dissolved, and a new partnership has been registered.

John G. Clarke & Son, hardware and stove merchants, of Berwick, N.S., have registered a co-partnership of John C. Clarke and Ralph N. Clarke.

Sylvester Nichols, carriagemaker and blacksmith, Aylesford, N.S., has registered consent for his wife, Francis Nichols, to do business in her own name.

SALES MADE AND PENDING.

F. A. Thompson, Buckingham, Que., has sold out his general stock.

Overend & Son have succeeded to the general business of James Overend, Minette.

The general store of A. E. French, Minnedosa, N.S., has been sold to Campbell Bros.

D. D. Wigle, Amherstburg, Ont., has sold his stock of hardware to Melvin Wigle.

P. A. Scott, Fleming, has sold his stock of agricultural implements to Robt. Holmes.

George Trott, hardware merchant, of Bothwell, Ont., has sold out to J. Puddicombe, jr.

The general merchandise of the estate of Joseph Monkhouse, Altona, is advertised for sale by tender.

The general stock of the estate of T. Armstrong & Bros., has been sold to J. F. Snell at 87c. on the dollar.

J. S. Watson, grist miller and general merchant, Packingham, Ont., has disposed of the general stock of his business.

B. Sherrin & Son, hardware and furnishing merchants, Preston, are reported to have sold out to D. J. Finnerton.

The general stock of the estate of F. J. Mayhew, Thamesville, Ont., has been sold at 47c. on the dollar to J. U. Smith.

J. J. Heaslip, Alameda, has sold out the hardware department of his hardware, implement and grain business to Beach & Devell.

PARTNERSHIPS FORMED AND DISSOLVED.

Walker & Davey, general merchants, of Enterprise, Ont., are dissolving partnership.

Nadeau & Gauthier, general mercnants, Farnham, Que., have dissolved partnership.

FIRES.

The general stock of W. R. Horner, of Granby, Que., was damaged by smoke and removal: insured.

The stock of William Topp, tinsmith, of Granby, Que., was damaged by water and removal; insured.

J. Mullin, Son & Co., Granby, Que., had their general stock damaged by smoke and removal; insured.

DEATHS.

J. Bean, general merchant, Galetta, Ont., is dead.

George R. Bruce, builder, of Guelph, Ont., is dead.

S. J. Smith, of the hardware firm of Smith & Pethick, Wingham, Ont., is dead.

T. W. Robertson, of The High River Trading Co., general merchants, High River, is dead.

IMPLEMENT DEALERS IN MANITOBA

ONE of the most interesting gatherings of the past week was that of the Retail Implement Dealers' Association. The attendance was not so large as The attendance was not so large as last last year, but was more representative. In all four sessions were held, the final one on Thursday evening being addressed by W. S. Thomas, president of the National Association of Implement Dealers, who has come at his own expense to attend the meeting. His address was considered of great value to the trade. The concluding paragraph is an illustration of the practical character of the whole: "Now let us learn by heart, and let it hereafter be said of all of us, as was recently said of one of the successful co-operative societies: 'The great secret of their success so far has been their ability to stick together. They have all such confidence in their organization and confidence in each other, that they are perfectly honest and honorable with each other.' That tells the whole story."

It was decided to hold the next annual meeting at Brandon. The officers elected for the current year were:

President—A. Mack, Carberry.
Vice-President—J. C. Nelson, Brandon.
Secretary—W. J. Helliwell, Oak Lake.
Directors — John Crawford, Neepawa; John Menzies, W. J. May, Portage la Prairie; D. McDonald, Virden; W. Williams, Gladstone; T. J. Agnew, Prince Albert; F. Chapin, Hartney; Jas. Winram, Pilot Mound.
Auditors—J. Inglis, Brandon, and D. Sheriff, Brandon.

Among those present from outside points were: A. Mack, Carberry; W. J. Helliwell, Oak Lake; J. E. Menzies, Minnedosa; Thos. Bellamy, Edmonton; Jas. Winram, Pilot Mound; D. A. Macdonald, Regina; T. J. Noble, Carman; Chas. Wahn, Gretna; J. Avery, Austin; Isaac Moore, Cypress River; John Crawford, Neepawa; D. McDonald, Virden; M. Craig, J. C. Nelson, Brandon; George Booth, Macgregor; W. Shoultz, Macgregor; A. E. Cameron, Melita; W. J. May, Portage la Prairie; T. J. Agnew, Prince Albert; W. Williams, Gladstone; R. Langtry, Virden.

At the conclusion of the Thursday evening meeting the whole Association adjourned to the new building of The Cockshutt Plow Company on the corner of Princess and Pacific avenue. Here a splendid spread was served by Mrs. Hample, and after everyone had satisfied the cravings of the inner man, the company repaired to the second floor of the great building, where a very delightful vaudeville performance was given for their entertainment.

The general store business of Humphreys & Trites Co., Limited, Petitcodiac, N.B., has been sold to The Sussex Mercantile Co., Limited.

FRANK MILLER'S

HARNESS PREPARATIONS.

FRANK MILLER'S

HARNESS DRESSING

Recognized as

"THE STANDARD."

Produces a brilliant jet black gloss which will not peel or smut and to which dirt will not stick.

Frank Miller's

Harness Soap

Unrivaled for cleaning and softening Harness. Put up in cakes, pans, boxes and tubs.

FRANK MILLER'S

Harness Oil.

Preserves and softens the leather, thus adding life.

The highest quality of oil on the market.

"RELIABLE" Harness Dressing.
"NEVADA" Harness Soap.
"ALLIGATOR" Harness Oil.
"HARRIS'S" Harness Composition.
"SCOTT'S" Arabian Paste.

Reliable Goods. Prices Right.

HENRY F. FALKINER
60 George Street - TORONTO

SEE **WRIGHT'S New Sprayer** before booking your order.

The best on the market. PRICES RIGHT.

E. T. WRIGHT & CO.,
Manufacturers. *HAMILTON, ONT.*

LAMB FENCE

Rigid because it has a hard wire upright.

The H. R. LAMB FENCE CO., Limited, London, Ont.

GET OUR PRICES ON
WIRE NAILS
LINSEED OIL
PLATFORM SCALES
KERRIGAN HARDWARE CO., London, Ont.

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Hardware and Metal Merchant.

Steward & Romaine Mfg. Co

EXPANSION and TOGGLE BOLTS

For fastening all kinds of material to Brick Stone or Cement

124 North Sixth St., Philadelphia, Pa.

GALVANIZING

Our plant is modern and capacity large Prices O K Other branches

WINDMILLS, PUMPS, TANKS, FOUNDRY WORK ETC., ETC.

Ontario Wind Engine & Pump Co., Limited, 505 Atlantic Ave., Toronto.

STOVE BRICK

Fire Clay and Asbestos, Furnace Cement.

All kinds of Fire Clay products made to order from patterns Write for Price List.

JONES BROS., BRACONDALE, P.O., ONT (NEAR TORONTO)

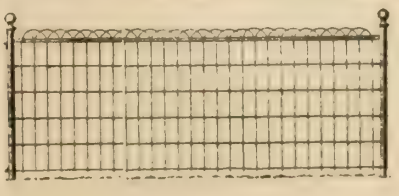
H. & R. SINGLE GUN AUTOMATIC AND NON-EJECTING.

12, 16 and 20 Guage.
Steel and Twist Barrels

Superior in Design, Workmanship and Finish, and the most popular Gun on the Market.

Simplest "Take Down" Gun Made

HARRINGTON & RICHARDSON ARMS CO.
Also makers of H. & R. Revolvers.
Catalog on request. Worcester, Mass., U.S.A.

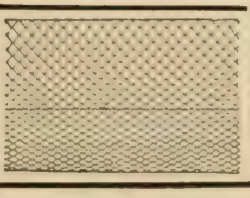


CYCLONE LAWN AND CEMETERY FENCE.

We build it from 24 inch to 42 inch high from **14c.** to **19c.** per running foot The best and strongest in the market. We build farm fences and gates of all sizes.

Cyclone Woven Wire Fence Co., Limited
Write for price. TORONTO

NOTE CLOSE MESH AT BOTTOM



Page Acme Poultry Netting

A bird cannot fly through as small a hole as it can crawl through, so Page Poultry Netting is made with small meshes at bottom and large at top. No. 12 gauge wire top and bottom—no sag. Get Page fences and gates—they're best.

The Page Wire Fence Co., Limited, Walkerville, Ont. Montreal, P.Q., and St. John, N.B. 8

Established 1832. Cable Address. "BLISS."

MANUFACTURERS

Wood Turnings, Hand, Bench and other Screws Mallets, Handles, Vises Clamps, Tool Chests Croquet, Lithographs Wood Toys, Novelties

and also the celebrated

Wood's Patent Car Gate

For Street and Steam Railroad Cars.

The R. BLISS MFG. CO.
Pawtucket, R.I., U.S.A

Canadian Representative: ALEXANDER GIBB, 13 St. John St., MONTREAL.

75 YEARS. *ESTABLISHED 1825.* *75 YEARS*

ZEAL FOR CANADIAN PRODUCTS.

By a United States Citizen, but now a resident of this Country

NOT in the sense that we should exclude people from other countries from coming here, on the contrary, we think they should be invited and urged to come and bring their money with them, for the reason that Canada is a good place to live in, and Canadian enterprises are safe to invest in.

The term "Canadian productions for Canadians" would, perhaps, fit the case better, and in this connection it would not be out of place to say a few words.

It is a too common error of both the business men and the people generally in this fair land of ours, if not to belittle the products of our own manufacture, to at least praise up importations from other countries, speaking in such high terms as to give a newcomer or stranger the impression that it is for other countries to lead, and for Canada to follow; and that even in doing the following Canada is many years behind in the production of novelties, and things generally that are desirable and convenient for the use of our citizens. Especially does this apply to our neighbor "on the other side," as we say when speaking about the domain of the indomitable Yankee.

A short time ago the writer wanted an article in the furniture line. Went into one of the big stores in Toronto and was shown the stock, but the article having the particular feature wanted was not there. The clerk said that kind was not made in Canada, that he had never seen one, etc. I remarked that it was in general use on the other side, and carried in stock by dealers in his line. By way of explanation he said that the manufacturers of this country were not up-to-date, and that there was not demand enough for such goods to warrant the making of them. "Besides," he said, "We don't have skilled labor here. All the young men who have ingenuity, and can do that class of work, go to the other side because they can get better wages, etc."

In another store I was shown some goods, and the first thing the clerk said was "These are from the other side." I inquired if he thought them any better for that, and he replied:

"No, but when you want anything novel, you have to go over there to get it."

One more instance was that of an old-established hardware dealer in a small town in Ontario, when speaking of foreign-made articles in comparison with our own. He said: "I don't care; it is just so, and I tell them so to their faces. When the manufacturers in this country make their goods as tasty and saleable as they do in the United States, we can sell them, but they don't do it."

Now, such talk is all wrong, even if it were true, but it is not. It is a pretty good rule to not say anything bad about a man even though his characteristics are such that you cannot say anything good of him. And the same rule can be made to apply when speaking of our country and its productions. It is well enough to adopt the methods of others when by doing so, there is no conflict or infringement of rights; but it is neither good policy nor horse sense to be always lauding and magnifying what others are doing, and speaking disparagingly of our own. Right here in our own country we have every facility for doing all that can be done anywhere in the world to make our people comfortable and happy; and love of country should prompt a man to say the best he can about the land of his birth or adopton. If he feels like expressing himself otherwise, he would better say nothing, leaving those with whom he converses to find out by their own experience as to what the facts are. Ten to one, if they come from a people who are truly loyal and bring their loyalty with them, you will not find them complaining, but hustling to bring about a better condition of things, if need be.

Patriotism is what is most needed, and as we believe that there is an all-wise and and over-ruling Providence, so let us believe that this fair land of ours is "God's country," and that we are here for no other purpose than to improve both the country and the conditions of our people. This can in a measure be accomplished by always speaking as if we thought and felt that our country, her people, and her institutions are the best on earth.

ONE WHO OBSERVES.

INQUIRIES ABOUT CANADIAN TRADE.

Inquiries received by the Canadian Section of the Imperial Institute, London, England:

1. A firm maunfacturing boots and shoes wish to hear from Canadian jobbers to take up sale of these goods.

2. A Scotch firm of produce brokers wish to secure the representation of a first-class Canadian manufacturer of flour.

3. A manufacturer of spun, steamed and cleaned horse hair desires names of Canadian importers of this material.

4. A London firm of produce brokers would be pleased to act for Canadian shippers of butter, eggs, bacon and similar lines. They possess a first-class connection.

[The names of the firms making the above inquiries can be obtained on application to the Editor of HARDWARE AND METAL.]

The agricultural implement business of J. T. Bell, Medicine Hat, N.W.T., has been sold to T. H. Rhodes.

APOLLO BEST BLOOM
GALVANIZED IRON

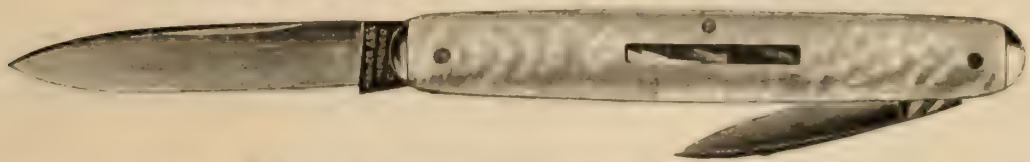
The metal-worker who uses common galvanized iron makes his business harder to do and harder to get; and, of course, his profits less.

American Sheet Steel Company, New York

Representatives for Canada
B. & S. H. Thompson & Company
53 St. Sulpice Street
Montreal

H. BOKER & CO'S "TREE" BRAND

Pen and Pocket Knives.



Exclusive variety of pattern and finish.

Also SCISSORS, SHEARS and RAZORS.

Retailers can readily double the cost on Boker's Cutlery.

For sale by all Leading Wholesale Hardware Houses.

CURRENT MARKET QUOTATIONS.

February 20, 1903.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

TIN.

Lamb and Flag and Straits 56 and 28-lb ingots, 100 lb. $31 00 $32 00

TINPLATES

Charcoal Plates Bright.

M L S., equal to Bradley	Per box.
I C, usual sizes	$6 75
I X "	8 25
I X X "	9 75
Famous, equal to Bradley	
I C	6 75
I X	8 25
I X X	9 75
Raven and Vulture Grades	
I C, usual sizes	5 00
I X "	6 00
I X X "	7 00
I X X X "	8 00
D C, 12½x17	4 50
D X	5 25
D X X	6 00

Coke Plates Bright

Bessemer Steel	
I C., usual size, 14x20	4 00
I C., special sizes, base	4 50
20x28	9 00

Charcoal Plates Terne

Dean or J. G. Grade	
I.C., 20x28, 112 sheets	8 50
IX., Terne Tin	10 50

Charcoal Tin Boiler Plates

Cookley Grade	
X X, 14x56, 50-sheet bxs / " 14x60, " / " 14x65, "	7 00

Tinned Sheets

72x30 up to 24 gauge	8
" " 26 "	8 50

IRON AND STEEL

Common bar, per 100 lb.		2 05
Refined " "		2 45
Horseshoe Iron "		2 40
Hoop steel, 1½ to 3-in base		2 90
Sleigh shoe steel, "		2 10
Tire steel	2 30	2 50
Reeled machinery		3 00
Toe calk steel	2 85	3 00
T Firth&Co's tool steel, per lb	0 12½	0 13
Jessop's tool steel		0 14
Morton's tool steel	0 12½	0 13
Black Diamond and "B C" tool steel	0 10	0 11
Chas. Leonard's tool steel	0 08	0 09
Park's "Silver" tool steel	0 12	0 14
" "Special"	0 15	0 20
Jonas & Colver's tool steel	0 10	0 20
" "Air Hardening"		0 70
Drill steel, per lb	0 08	0 10

BOILER TUBES

	Per foot
1½, 1¾ and 4 inch	0 09
2½ in	0 10
3 in	0 13
3½ in	0 16
4 in	0 31

STEEL BOILER PLATE.

¼ in	2 50	2 60
3-16 in	2 60	2 70
⅜ in and thicker	2 50	2 60

BLACK SHEETS

	Com	D Fl
10 and 12 gauge	2 55	2 75
18 gauge	2 85	3 00
20 "	2 85	3 00
22 to 24 gauge	2 95	3 25
26 "	3 05	3 50
28 "	3 15	

COPPER WIRE

Discount, 50 per cent

CANADA PLATES

All dull, 52 sheets	2 90	3 00
Half-polished	3 00	3 10
All bright	3 75	3 85

IRON PIPE.

Black pipe	Per 100 feet	
⅛ inch	3 00	3 25
¼ "	2 30	2 40
⅜ "		2 65
½ "		2 85
¾ "		3 65
1 "		5 20
1¼ "		7 35
1½ "		8 95
2 "		12 55
2½ "		21 00
3 "		25 00
3½ "		32 00
4 "		38 50
4½ "		45 00
5 "		48 00
6 "		63 00
Galvanized pipe		
¼ inch		3 20
⅜ "		3 45
½ "		3 85
¾ "		5 00
1 "		7 20
1¼ "		10 05
1½ "		12 20
2 "		16 85

Malleable Fittings - Discount 30 p.c.

Cast Iron Fittings

On all cast iron fittings, including plugs, bushings, unions and nipples, 50 & 10 p.c. dis.

All others discount 60 p.c.

GALVANIZED SHEETS

	G C	Comet	Bell	Queen's Head
16 gauge				
18 to 24 gauge	4 05	3 75	3 75	4 05
26 "	4 25	4 00	3 90	4 25
28 "	4 50	4 25	4 05	4 50

American brands, $4 40 for 28 gauge

Less than case lots 10 to 15c extra

CHAIN

Proof coil, 3-16 in., per 100 lb.		
" ¼ "	7 85	8 10
" 5-16 "	5 25	5 50
" ⅜ "	4 50	4 75
" 7-16 "	4 25	4 50
" ½ "	4 20	4 50
" 9-16 "	4 05	4 50
" ⅝ "	4 00	4 50
" ¾ "	4 00	4 50

Halter, kennel and post chains, 40 to 40 and 5 per cent

Cow ties	40 p.c.
Tie out chains	65 p.c.
Stall fixtures	35 p.c.
Trace chain	45 p.c.

Jack chain, iron, single and double, discount 35 p.c.

Jack chain, brass, single and double, discount 40 p.c.

COPPER

Ingot		Per 100 lb.
Casting		13 50
Lake Superior		
Bars		
Cut lengths, round, ½ to ¾ in	23 00	25 00
" round and square, 1 to 2 inches	23 00	25 00
Sheet		
Plain, 14 oz., and light, 16 oz., 14x48 and 14x60	22 00	22 50
Plain, 14 oz., and light, 16 oz., irregular sizes	22 50	23 00
Tinned copper sheet		24 00
Planished		32 00
Braziers (in sheets)		
4x6 ft., 25 to 30 lb. each, per lb		0 23
" 35 to 45 " "		0 22
" 50-lb and above "		0 21

BOILER AND T. K. PITTS

Plain tinned, per lb	0 28
Spun, per lb	0 32

BRASS

Rod and Sheet, 14 to 30 gauge, 15 per cent

Sheets, hard-rolled, 2x4	0 23
Tubing, base, per lb	0 23½

ZINC SPELTER

Foreign, per 100 lb.	5 50	6 00
Domestic " "		

ZINC SHEET

5-cwt casks	6 00	6 25
Part casks	6 25	6 50

LEAD

Imported Pig, per 100 lb	3 50
Bar, per lb	0 05
Sheets, 2½ lb sq. ft., by roll	0 06¼
Sheets, 3 to 6 lb "	0 06

NOTE.—Cut sheets ½c per lb., extra. Pipe, by the roll, usual weights per yard, lists at 7c per lb and 37½ p.c. dis. f.o.b. Toronto.

NOTE.—Cut lengths, net price, waste pipe 8 ft. lengths, lists at 8c.

SHOT.

Common, $6 50 per 100 lb., chilled, $7 00 per 100 lb., buck, seal and ball, $7 50. Discount, 22½ p.c. Prices are f.o.b. Toronto, Hamilton, Montreal, St. John and Halifax. Terms, 3 p.c. cash, freights equalized.

SOIL PIPE AND FITTINGS

Light soil pipe, discount, 45 and 10 per cent

" " fittings, discount 50 and 10 p.c.

Med. and Extra heavy pipe and fittings, dis. 55 and 10 per cent

7 and 8 in. pipe, discount 45 and 10 per cent

SOLDER

		Per lb.
Bar, half and half, guaranteed		0 20
Bar, half and half, commercial	0 19	0 19½
Refined		0 19
Wiping	0 17	0 18

ANTIMONY

Cookson's per lb 0 09

WHITE LEAD

	Per 100 lb.	
Pure	5 00	5 25
No 1	4 62½	4 87
No 2	4 25	4 50
No 3	3 87½	4 12½
No 4	3 50	3 75
Munro's Select Flake White		5 75
Elephant and Decorators Pure		5 25
Brandram's Genuine		6 50
" Decorative		6 00
" " No. 1		5 50
"Monarch" brand		6 12½
Decorator's Pure		5 25
Essex Genuine		5 50

RED LEAD

Genuine, 560 lb. casks, per cwt	$4 75
Genuine, 100 lb. kegs, "	5 00
No 1, 560 lb. casks, per cwt	4 25
No 1, 100 lb. kegs, per cwt	4 50

WHITE ZINC

Extra Red Seal	0 06	0 08
No 1	0 05½	0 07
No 2	0 05	0 06

DRY WHITE LEAD

Pure, casks	5 00
Pure, kegs	5 25
No 1, casks	5 00
No 1, kegs	5 25

PREPARED PAINTS

In ¼, ½ and 1 gallon tins

Pure, per gallon		1 25
Second qualities, per gallon		1 00
Barn (in bbls.)	0 60	0 90
The Sherwin Williams paints		1 50
Canada Paint Co's pure		1 25
Toronto Lead & Color Co's pure		1 25
Sanderson Pearcy's pure		1 20
Stewart & Wood's Champion pure		1 00
Standard Paint Co's "New Era"		1 30
The Francis Frost Co's "Ark" Brand		1 25
The Francis Frost Co's British Navy deck		1 50
Hollywood paste paint		1 40
" liquid paint		1 25
" floor paint		1 25
Henderson & Potts's "Anchor" Brand		1 35

COLORS IN OIL.

25 lb tins, Standard Quality

Venetian red, per lb	0 04½	0 06
Chrome yellow	0 12	0 14
Golden ochre	0 08	0 10
French "		0 06
Marine black		0 09
Chrome green		0 10
French Imperial green		0 12
Signwriters black		0 16
Burnt umber		0 11
" sienna		0 11
Raw umber		0 11
" sienna		0 11

COLORS, DRY

Common ochre, bbls	1 20	1 30
Yellow ochre (J F L S), bbls		2 00
Yellow ochre (La Belle)	1 15	1 25
Brussels ochre		2 00
Venetian red (best), bbl	1 75	2 00
English oxides, per cwt	3 00	3 25
American oxides, bbls	1 25	2 00
Canadian oxides, bbls	1 25	1 75
Super magnetic oxides, 93 p.c.	2 00	2 25
Burnt sienna, pure, per lb		0 10
" umber, " "		0 10
Raw umber		0 09
Drop black, pure		0 09
Chrome yellow, pure		0 18
Chrome greens, pure per lb	0 09	0 10
Golden ochre	0 04	0 06
Ultramarine blue, in 28 lb. boxes, per lb.	0 06	0 18
Fire proof mineral, per 100 lb.		1 00
Genuine Eng. Litharge, per lb		0 07
Mortar color, per 100 lb.	1 25	1 50
Pure Indian red, No. 45, lb.	0 08	0 10
Whiting, bbl	0 55	0 60
English vermilion in 30 lb. bags		0 85

BLUESTONE

Casks, for spraying, per lb.	0 07
100-lb lots, do	0 08

WADE & BUTCHER'S

"SPECIAL" Razors

Are unequalled for quality and finish.

JAMES HUTTON & CO., - MONTREAL

Sole Agents for Canada

PUTTY

Bulk in 100s	1 80
Bulk in less quantity	1 95
Bladders in 60s	2 10
Bladders in kegs, boxes or loose	2 25
Bladders in 25-lb tins	2 20
Bladders in 12½ lb tins	2 50
Bladders in bulk in tins less than 100 lb	2 75

VARNISHES

	In 5 gal. lots Per gal	Net
Carriage, No. 1	1 50	1 60
Pale durable body	4 10	4 25
" rubbing	2 85	3 20
Gold size, japan	2 85	3 00
No. 1 brown japan	0 85	0 90
Elastic oak		1 50
Furniture, extra		1 25
" No. 1		1 10
Hard oil finish	1 65	1 75
Light oil finish	1 40	1 60
Damar	1 70	1 85
Shellac, white	2 35	2 45
" orange	2 25	2 35
Turpentine, brown japan	1 25	1 30
" black japan	0 85	1 20
" No. 1	0 59	0 75
Elastilite varnish, 1 gal. can, each		2 00
Granitine floor finish, per gal		2 75
Maple Leaf coach enamels: size 1, $1 20; size 2, 70c; size 3, 40c each		
Sherwin Williams kopal varnish, assorted case, from ½ pts. to 1 gal., $2 50		

CASTOR OIL

East India in cases, per lb	0 09½ 0 10
" small lots	0 10 0 10½

COD OIL, ETC

Cod oil, per gal	0 50 0 55
Pure olive	1 20
" neatsfoot	0 90

GLUE

Common	0 08 0 09
French medal	0 10 0 14
Cabinet sheet	0 12 0 13
White, extra	0 18 0 20
Gelatine	0 25 0 30
Strip	0 18 0 20
Coopers	0 19 0 20
Hatters	0 15 0 16

HARDWARE.

AMMUNITION

Cartridges

E. E. Caps Dominion, 20 and 5 per cent
Rim Fire Pistol, discount 40 per c. American
Rim Fire Cartridges, Dominion, 50 and 5 per
Central Fire Pistol and Rifle, 10 per c. Amer
Central Fire Cartridges, pistol sizes, Dominion, 20 per cent
Central Fire Cartridges, Sporting and Military, Dominion, 10 per cent
Central Fire, Military and Sporting, American adds 10 per cent to list. E. E. Caps, discount 40 per cent American
Loaded and empty Shells. "Trap" and "Dominion" grades 25 per cent. Rival and Nitro, 10 per cent extra net to list
Brass Shot Shells, 75 per cent
Primers, Dom., 70 per cent. American, $1 60

Wads

	per lb.
Best three white felt wads, 12 to 8 bags	$1 00
Best three brown or grey felt wads, 12 to 8 bags	0 80
Best thick white card wads in boxes of 500 each, 12 and smaller gauges	0 80
Best thick white card wads in boxes of 500 each, 10 gauge	0 85
Best thick white card wads, in boxes of 500 each, 8 gauge	0 95
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each 10 gauge	0 25
Thin card wads, in boxes of 1,000 each, 8 gauge	

Chemically prepared black edge grey cloth wads, in boxes of 250 each Per M

11 and smaller gauge	0 60
9 and 10 gauges	0 70
7 and 8 "	0 90
5 and 6 "	1 10

Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each

11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 "	1 65
5 and 6 "	1 90

ADZES

Discount 20 per cent.

ANVILS

Wright's, 80-lb. and over	0 10½
Hay Budden, 80-lb. and over	0 09½
Brook's, 80-lb and over	0 11¼

AUGERS.

Gilmour's, discount 65 and 5 per cent off list.

AXES

Chopping Axes	
Single bit, per doz.	6 00 10 00
Double bit, "	10 00 18 00
Bench Axes, 40 per cent	
Broad Axes, 25 per cent	
Hunters Axes	5 50 6 00
Boys' Axes	5 75 6 75
Splitting Axes	6 50 12 00
Handled Axes	7 50 10 00

AXLE GREASE.

Ordinary, per gross	5 75 6 00
Best quality	13 00 15 00

BATH TUBS.

Zinc	6 00
Copper, discount 15 per cent. off revised list	

BATHS

Standard Enameled.

5½ inch rolled rim, 1st quality	24 00
5½ " " " 2nd "	20 00

BABBIT METAL.

"Tandem," A per lb.	0 27
" B "	0 21
" C "	0 11½
Frictionless Metal "	0 23
Hercules "	0 15

Syracuse Smelting Works:

Aluminum, genuine	0 45
Government, "	0 44
Tough, "	0 40
Hard, "	0 40
Dynamo "	0 30
Special "	0 25
Harmony "	0 22
Car Box "	0 20
Extra "	0 15

The Canada Metal Co.:

Imperial, genuine,	0 40
Metallic "	0 30
Hercules, "	0 20
Star "	0 15
No. 1 "	0 12
No. 2 "	0 10
No. 3 "	0 06
No. 4 "	0 05

BELLS

Hand

Brass, 60 per cent
Nickel, 55 per cent

Cow

American make, discount 65⅔ per cent
Canadian, discount 45 and 50 per cent

Door.

Gongs, Sargant's	5 50 8 00
" Peterboro', discount 45 per cent	

Farm

American, each	1 25 3 00

House

American, per lb	0 35 0 40

BELLOWS

Hand, per doz	3 35 4 75
Moulders, per doz	7 50 10 00
Blacksmiths, discount 9 per cent	

BELTING

Extra, 60 per cent.
Standard, 60 and 10 per cent
No. 1, not wider than 6 in., 60, 10 and 10 per cent
Agricultural, not wider than 4 in., 75 per cent.

BITS

Auger

Gilmour's, discount 60 and 5 per cent.
Rockford, discount 50 and 10 per cent
Jennings Gen., net list

Car.

Gilmour's, 47½ to 50 per cent.

Expansive

Clark's, 40 per cent.

Gimlet.

Clark's, per doz	0 65 0 90
Diamond, Shell, per doz.	1 00 1 50
Nail and Spike, per gross	2 25 3 20

BLIND AND BED STAPLES.

All sizes, per lb	0 07¾ 0 12

BOLTS AND NUTS.

	Per cent.
Carriage Bolts, common (81 list)	50 and 10
" " full sq. ($2 40 list)	55 and 10
" " Norway Iron (83 list)	55 and 10
Machine Bolts, all sizes	50, 5 and 10
Plough Bolts	50, 5 and 10
Blank Bolts	50, 5 and 10
Bolt Ends	50, 5 and 10
Sleigh Shoe Bolts	65, 5 and 10
Coach Screws, cone point	66⅔ and 10
Nuts, square, all sizes, 3½c. per lb. off	
Nuts, hexagon, all sizes, 4c. per lb. off.	
Stove Rods, per lb., 5½ to 6c	

BOOT CALKS.

Small and medium, ball per M	4 25
Small heel "	4 50

BRIGHT WIRE GOODS.

Discount 62½ per cent.

BROILERS.

Light, discount 65 to 67½ per cent.
Reversible, discount 65 to 67½ per cent.
Vegetable, per doz., discount 37½ per cent.

Henis, No. 8 per doz	6 00
Henis, No. 9 "	7 00
Queen City "	7 50

BUTCHERS' CLEAVERS.

German per doz.	6 00 11 00
American "	12 00 20 00

BUTCHER KNIVES

Bailey's per doz.	0 60 6 30

BUILDING PAPER, ETC.

Tarred Felt, per 100 lb.	1 75
Ready roofing, 2-ply, not under 45 lb., per roll	0 90
Ready roofing, 3-ply, not under 65 lb., per roll	1 15
Carpet Felt per ton	45 00
Dry Sheathing per roll, 400 sq. ft.	0 35
Tar " 400 "	0 45
Dry Fibre " 400 "	0 56
Tarred Fibre " 400 "	0 60
O. K. & I. X. L. " 400 "	0 65
Resin sized " 400 "	0 40
Oiled Sheathing " 600 "	1 00
Oiled " 400 "	0 70
Roof Coating, in barrels per gal.	0 17
Roof " small packages "	0 25
Refined Tar per barrel	4 50
Coal Tar "	4 00
Coal Tar, less than barrels per gal.	0 15
Roofing Pitch per 100 lb.	1 00

BULL RINGS

Copper, $2 00 for 2½-inch, and $1 90 for 2-inch

BUTTS

Wrought Brass, net revised list

Cast Iron

Loose Pin, discount 60 per cent

Wrought Steel.

Fast Joint, discount 65, 10 and 2½ per cent
Loose Pin, discount 65, 10 and 2½ per cent
Berlin Bronzed, discount 70, 70 and 5 per cent
Gen. Bronzed per pair 0 40 0 65

CARPET STRETCHERS.

American per doz.	1 00 1 50
Bullard's "	6 50

CASTORS.

Bed, new list, discount 55 to 57½ per cent.
Plate, discount 52½ to 57½ per cent.

CATTLE LEADERS.

Nos. 31 and 32 per gross	8 50 9 50

CHALK.

Carpenters' Colored, per gross	0 45 0 75
White lump per cwt	0 60 0 65
Red "	0 05 0 06
Crayon per gross	0 14 0 18

CHISELS.

Socket, Framing and Firmer.

Broad's, discount 60 and 10 per cent.
Warnock's, discount 50 and 10 per cent.
P. S. & W. Extra, discount 60 and 10 per cent

CHURNS.

Revolving Churns, metal frames No. 0, $8 No. 1, $8.50; No. 2, $9.00; No. 3, $10.00; No. 4, $12.00; No. 5, $16.00 each. Ditto, wood frames, 20c each less than the above. Discounts: Delivered from factories, 53 per cent.; from stock in Montreal, 51 per cent. Terms 4 months or 3 per cent. cash in 30 days.

Churn frames, including bearings, levers, etc Nos. 0, 1, 2 and 3, wood, $2.40; and 4 and 5, $2.65. Metal frames, 25c. extra. Discount 15 per cent., net 30 days.

CLIPS.

Axle, discount 65 per cent

CLOSETS.

	Net.
Plain York or Ontario Syphon Jet	$9 60
Emb. " " "	10 20
Fittings	1 00
Plain Elgin or Ten. Syphon Washout	6 00
Emb. " " "	6 60
Fittings	1 25
Low Down Elgin or Teutonic, plain	9 60
Low " " emb	10 20
Plain Richelieu	3 75
Emb. "	4 00
Connections	1 25
Low Down Ontario Syphon Jet, plain	11 70
Low " " " emb'd.	12 30
Closet connection	1 25
Basins, P.O., 14-in	0 70
Basins, oval, 17 x 14-in.	1 50
Basins, " 19 x 15-in.	2 25

COMPASSES, DIVIDERS, ETC.

American, discount 62½ to 65 per cent.

CONDUCTOR PIPE.

Plain or Corrugated

2-inch per 100 feet	3 00
3 " " "	4 00
4 " " "	5 25
5 " " "	6 75
6 " " "	9 00

CRADLES, GRAIN

Canadian, discount 20 to 25 per cent.

CROSSCUT SAW HANDLES

S. & D., No 3 per pair	0 17½
S. & D., " 5 "	0 22½
S. & D., " 6 "	0 15
Boynton pattern "	0 20

DOOR SPRINGS.

Torrey's Rod (15 per c.) per doz	2 00
Coil "	0 88 1 60
English "	2 00 4 00

DRAW KNIVES

Coach and Wagon, discount 50 and 10 per cent
Carpenters', discount 60 and 10 per cent.

Has it Ever Occurred to You

that you could largely increase your business, confer a favor upon us, and benefit your customers by advising them to use our Building Papers, Roofing Felts and Wire Edged Ready Roofing?

We will guarantee to supply you with the best of material, but, you must do the missionary work among your customers.

The Paterson Mfg. Co., Limited

Toronto and Montreal.

DRILLS

Hand and Breast

Millar's Falls, per doz., net list

DRILL BITS.

Morse, discount 37½ to 40 per cent
Standard, discount 50 and 5 to 55 per cent.

FAUCETS

Common, cork-lined, discount 35 per cent

EAVETROUGHS

10-inch .... per 100 ft 3 10

ELBOWS (stovepipe.)

5 and 6-inch, common ... per doz 1 20
7-inch ...... " 1 35
Polished, 15c per dozen extra.

ESCUTCHEONS.

Discount 40 per cent.

ESCUTCHEON PINS

Iron, discount 40 per cent.

FACTORY MILK CANS.

Discount off revised list, 40 per cent

FILES AND RASPS.

Great Western	70 and 10	per cent.
Arcade	.70 " 10	"
Kearney & Foot	70 " 10	"
Disston's	.70 " 10	"
American	.70 " 10	"
J. Barton Smith ..	.70 " 10	"
McClellan	.70 " 10	"
Eagle	.70 " 10	"
Nicholson, 60 and 10 to 60,	10 and 5	"
Royal	.80	"
Globe	.70 to 75	"

Black Diamond, 60 and 10 to 60, 10 and 5 per cent.
Jowitt's, English list, 25 to 27½ per cent.
Nicholson File Co.'s "Simplicity" file handle, per gross 85c. to $1.50.

GLASS

Window. Box Price

Size United Inches.	Star Per 50 ft.	Star Per 100 ft	D. Diamond Per 50 ft	D. Diamond Per 100 ft.
Under 26	2 ?0	3 80	....	6 75
26 to 40	2 10	4 ?	...	7 25
41 to 50 ..	..	4 50	.	8 75
51 to 60 ...	.	4 75	..	10 00
61 to 70 ..		5 0?	..	11 50
71 to 80 ..	.	5 50	..	12 50
81 to 85 ..		....	...	14 ?0
86 to 90 ..		....	.	16 50
91 to 95	...	..	.	18 00
96 to 100 ..	...	...	.	20 00

A discount of 25 per cent is offered on "Double Diamond."

GAUGES.

Marking, Mortise, Etc

Stanley's, discount 50 to 55 per cent

Wire Gauges

Winn's, Nos. 26 to 33 each 1 65 2 40

HALTERS

Rope, ⅜ inch	per gross		
Rope, ½ " ...	"		9 00
Rope, ⅝ to ¾ inch ...	"		14 00
Leather, 1 inch ...	per doz	3 87½	4 00
Leather, 1¼ " ...	"	5 15	5 20
Web	"	1 87	2 45

HAMMERS

Nail

Maydole's, discount 5 to 10 per cent Canadian discount 25 to 27½ per cent

Tack

Magnetic ... per doz 1 10 1 20

Sledge

Canadian ... per lb 0 07½ 0 08½

Ball Pean

English and Canadian, per lb 0 22 0 25

HANDLES

Axe ... per doz net 1 50 3 00
Store door ... per doz 1 00 1 50

Fork

C. & B., discount 40 per cent., revised list

Hoe

C. & B., discount 40 per cent., revised list

Saw

American ... per doz 1 00 1 25

Plane.

American ... per gross 3 15 3 75

Hammer and Hatchet

Canadian, discount 40 per cent

Cross-Cut Saws.

Canadian .... per pair 0 13¾

HANGERS. doz. pairs

Steel barn door	5 85	6 00
Stearns, 4 inch		5 00
" 5-inch		6 50

Lane's covered

No. 11, 5-foot run	8 40
No. 11½, 10 foot run	10 80
No. 12, 10-foot run	12 60
No. 14, 15 foot run ...	21 00
Lane's O.N.T. track, per foot	0 04½

HARVEST TOOLS

Discount 60 and 10 per cent.

HATCHETS

Canadian, discount 40 to 42½ per cent

HAT ENAMEL.

Henderson & Potts "Anchor Brand" 84

HINGES.

Blind, Parker's, discount 16⅔ per cent

Heavy T and strap, 4-in., per lb ...	0 06½
" " 5-in., " ...	0 06¼
" " 6-in., "	0 06
" " 8 in., " ...	0 05¾
" " 10-in., " ...	0 05½

Light T and strap, discount 65 and 5 per cent.
Screw hook and hinge
6 to 10 in ...... per 100 lb ... 4 50
12 in up ...... " 3 25
Spring ..... per gro pairs 10 50

HOES

Garden, Mortar, etc., discount 60 to 60 and 10 per cent
Planter ...... per doz 4 00 4 50

HOLLOW WARE

Discount 45 and 5 per cent

HOOKS

Cast Iron

Bird cage ...	per doz	0 50	1 10
Clothes line ...	"	0 27	0 63
Harness ...	"	0 72	0 88
Hat and coat ...	per gro	1 00	3 00
Chandelier	per doz	0 50	1 00

Wrought Iron

Wrought hooks and staples, Canadian discount 47½ per cent

Wire

Hat and coat, discount 45 per cent
Belt ... per 1,000 ... 0 60
Screw, bright, discount 55 per cent

HORSE NAILS

"C" brand, 40, 10 and 7½ per cent off list } Oval
"M" brand, 50, 10 and 5 per cent } head
Countersunk, 65 per cent
"Monarch," 65 per cent
"Peerless" 50 and 7½ per cent dis.

HORSESHOES

F.O.B. Montreal

Iron Shoes	No. 2 and larger	No. 1 and smaller
Light, medium and heavy	3 35	3 60
Snow shoes	3 60	3 85

Steel Shoes

Light	3 45	3 70
Featherweight (all sizes)	4 85	4 85

F.O.B. Toronto, Hamilton, London and Guelph, 10c per keg additional
Toe weight steel shoes ... 6 70

JAPANNED WARE

Discount 45 and 5 per cent off list June 1899

ICE PICKS

Star ... per doz 3 00 3 25

KETTLES

Brass spun, 7½ per cent discount off new list
Copper ... per lb 0 30 0 50
American, 60 and 10 to 65 and 5 per cent

KEYS

Lock, Canadian dis. 40 to 40 and 10 per cent
Cabinet, trunk and padlock,
American ... per gross ... 0 60

KNOBS

Door, japanned and N.P., per doz		1 50	2 50
Bronze, Berlin	per doz	2 75	3 25
Bronze, Genuine	"	6 00	9 00
Shutter, porcelain, F. & L. screw	per gross	1 30	4 00
White door knobs....	per doz.	0 95	1 00

HAY KNIVES

Net prices

LAMP WICKS

Discount, 60 per cent

LANTERNS

Cold Blast	per doz	7 00
No. 3, "Wright's"	"	8 50
Ordinary, with O burner	"	4 00
Dashboard, cold blast	"	9 00
No. 0	"	5 75

Japanning, 50c. per doz. extra.

LEMON SQUEEZERS

Porcelain lined	per doz	2 20	5 60
Galvanized	"	1 87	3 85
King, wood	"	2 75	2 90
King, glass	"	4 00	4 50
All glass	"	0 50	0 90

LINES

Fish	per gross	1 05	2 50
Chalk	"	1 90	7 40

LAWN MOWERS

Woodyatt, 12 in. wheel	7 50
Star "	5 50
Daisy "	4 90
Philadelphia, 10 in. wheel	6 00
Ontario, "	12 75

Discount, 50 per cent

LOCKS

Canadian, 40 to 40 and 10 per cent
Russell & Erwin ... per doz 3 00 3 25

Cabinet

Eagle, discount 30 per cent

Padlocks

English and Am ... per doz 0 50 6 00
Scandinavian ... " 1 00 2 40
Eagle, discount 20 to 25 per cent

MACHINE SCREWS

Iron and Brass

Flat head, discount 25 per cent
Round head, discount 20 per cent

MALLETS

Tinsmiths	per doz	1 25	1 50
Carpenters', hickory,	"	1 25	3 75
Lignum Vitae		3 85	5 00
Caulking, each		0 60	2 00

MATTOCKS

Canadian ... per doz 5 50 6 50

MEAT CUTTERS

American, discount 33⅓ per cent
German, 15 per cent
Gem ... each ... 1 15

MILK CAN TRIMMINGS

Discount 25 per cent

NAILS	Cut	Wire
2d and 3d	3 45	3 45
3d	3 10	3 12
4 and 5d	2 85	2 85
6 and 7d	2 75	2 80
8 and 9d	2 60	2 60
10 and 12d	2 55	2 55
16 and 20d	2 50	2 50
30, 40, 50 and 60d (base)	2 45	2 45

Cut nails in carlots 5c less
Wire nails in carlots are $2 40
Cut nails in carlots are $2 40 base
Galvanizing 2c per lb net extra
Steel cut nails 10c extra
Miscellaneous wire nails, discount 75 per cent
Coopers' nails, discount 30 per cent
Flour barrel nails, discount 25 per cent

NAIL PULLERS

German and American ... 1 85 ... 3 50

NAIL SETS

Square, round and octagon, per gross ... 3 38 4 00
Diamond ... 12 00 15 00

POULTRY NETTING.

2-in. Mesh, 19 w.g., dis. 60 per cent
2-in. Mesh, 16 w.g. and heavier, 50 per cent

OAKUM

Navy ... per 100 lb ... 6 00
U.S. Navy ... " ... 7 25

OILERS

McClary's Model galvanized oil can, with pump, 5 gallon, per dozen ... 10 00
Zinc and tin, discount 50, 50 and 10 per cent
Copper ... per doz 1 25 3 50
Brass ... " 1 50 3 50
Malleable, discount 25 per cent

GALVANIZED PAILS

Dufferin pattern pails, discount 45 per cent
Flaring pattern, discount 45 per cent
Galvanized washtubs, discount 45 per cent

PIECED WARE

Discount 40 per cent off list, June, 1899
10 qt. flaring sap buckets, discount 40 per cent
6, 10 and 14 qt. flaring pails, dis. 40 per cent
Creamer cans, discount 40 per cent

PICKS

Per dozen ... 6 00 9 00

PICTURE NAILS

Porcelain head ... per gross 1 35 1 50
Brass head ... " 0 40 1 00

PICTURE WIRE

Tin and gilt, discount 75 per cent

PINE TAR

½ pint in tins ... per gross ... 7 80
1 " " ... " ... 9 60

PLANES

Wood bench, Canadian discount 40 per cent
American discount 50 per cent
Wood, fancy Canadian or American, 37½ to 40 per cent

PLANE IRONS

English ... per doz 2 00 5 00

PLIERS AND NIPPERS

Button's genuine, per doz pairs, discount 37½ to 40 per cent
Button's imitation ... per doz 5 00 9 00
German ... 0 60 2 60

PLUMBERS' BRASS GOODS

Standard Compression work, dis. 60 per cent
"J.M.T." Cushion work, discount 50 per cent
Fuller work, discount 65 per cent
6 dozen lots and over of the above, extra discount 10 per cent
Lever handle Stops and Waste, discount 60 per cent. With in lots of 2 dozen and over an extra discount of 10 per cent
"J.M.T." Globe, Angle and Check Valves, discount 55 per cent
Standard Globe, Angle and Check Valves, discount 65 per cent
"J.M.T." Radiator Valves, discount 55 per cent
Standard Radiator Valves, discount 65 per cent
Patent Quick Opening Valves, discount 70 per cent
No. 1 compression bath cock ... net 2 00
No. 4 " ... 2 00
No. 7 Fuller's ... 2 20
No. 4½ ... 2 35
Patent Compression Cushion basin cock hot and cold ... per doz 15 00
Patent Compression Cushion bath cock No. 2208 ... 2 25
Square head brass cocks, discount 60 per cent
Competition Globe, Angle and Check Valves, discount 70 per cent
Thompson Smoke-test Machine $25 00

WINDOW GLASS —TO IMPORT.

Prompt Deliveries

EVERY KIND OF PLATE AND WINDOW GLASS IN STOCK.

BENT GLASS of all kinds, our own manufacture. **Closest Prices.**

TORONTO PLATE GLASS IMPORTING CO.,

Hill & Rutherford

Warerooms and Offices—135 to 143 Victoria St.
Bending Works—209 to 213 Victoria St.

TORONTO

PRESSED SPIKES

Discount 22½ per cent

PULLEYS

Hothouse	per doz	0 55	1 00
Axle	"	0 22	0 35
Screw	"	0 27	1 00
Awning	"	0 35	2 50

PUMPS

Canadian cistern	1 80	3 60
Canadian pitcher spout	1 40	2 10

PUNCHES

Saddlers	per doz	1 00	1 85
Conductors	"	9 00	15 00
Tinners', solid.....per set		....	0 72
" hollow per inch			1 00

RANGE BOILERS

Dominion, 30 gallon	net	6 00
" 35 "	"	7 00
" 40 "	"	8 00
Ronald's Galvanized, 30 gallon.	"	7 40
" " 35 "	"	8 40
" " 40 "	"	9 60
Copper, 30 gallon	"	22 00
" 35 "	"	24 00
" 40 "	"	28 00

Discount off copper boilers 15 per cent

RAKES

Wood per doz net 1 20 up

RAZORS

	per doz	
Elliot's	4 00	18 00
Geo. Butler's & Co.'s	4 00	18 00
Rieker's	7 50	11 00
" King Cutter	12 50	15 00
Wade & Butcher's	3 60	10 00
Thistle & Quack's	7 00	12 00
Bailey's	6 00	12 00
Bailey's Brantford	10 00	11 00
Carlos Magnetic		15 00
Griffon Barber's Favorite		10 75
Griffon No. 65		13 00
Griffon Safety Razors		13 50
Griffon Stropping Machines		13 50

REGISTERS

Discount 40 per cent.

RIVETS AND BURRS

Iron Rivets, black and tinned, discount 60 and 10 per cent

Iron Burrs discount 55 per cent

Extras on Iron Rivets in 1 lb cartons, ½c per lb

Extras on Iron Rivets in ½ lb cartons, 1c per lb

Copper Rivets, with usual proportion burrs, 45 per cent discount. Cartons 1c per lb extra net

Copper Burrs only discount 30 and 10 per cent

Extras on Tinned or Coppered Rivets, ½-lb cartons 1c per lb

RIVET SETS

Canadian discount 35 to 37 per cent

ROPE, ETC.

Sisal	0 12
Pure Manilla	0 14
"British" Manilla	0 12
Cotton, 3/16 inch and larger	0 16
" 5/32 inch	0 21
" 2 inch	0 22
Russia Deep Sea	0 15
Jute	0 08
Lath Yarn, single	0 11
" double	0 11
Sisal lead cord, 48 feet per doz	0 75
" 60 feet	1 50
" 72 feet	0 90

RULES

Boxwood, discount 35 and 10 per cent

Ivory, discount 30 to 40 per cent

SAD IRONS

Mrs. Potts, No 55, polished per set		0 70
" No 50, nickle-plated "		0 80

SAND AND EMERY PAPER

G. & A. sand, discount, 40 and 5 per cent

Emery, discount 40 per cent

Garnet Paper, 5 to 10 per cent advance

SAP SPOUTS

Bronzed iron with hooks per 1,000 9 50

SAWS

Hand, Disston's, discount 12½ per cent.
S. & D., discount 40 per cent
Crosscut, Disston's per foot 0 35 0 55
S. & D., dis. count 35 per cent on Nos 2 and 3
Hack, complete each 0 75 2 75
" frame only 0 75

SASH WEIGHTS

Sectional	per 100 lb	2 50	2 75
Solid	"	1 75	2 00

SASH CORD

Per lb 0 23 0 30

SAW SETS per doz

Lincoln and Whiting 4 75
Hand Sets, No 1 Woodyatt (Morrill) 4 25
X-Cut Sets, No 3 Woodyatt (Morrill) 9 50

SCALES.

Gurney Standard, 40 per cent
Champion, 55 per cent.
Burrow, Stewart & Milne
Imperial Standard, discount 40 per cent.
Weigh Beams, discount 35 per cent
Champion Scales, discount 55 per cent
Fairbanks standard, discount 35 per cent.
" Dominion, discount 55 per cent
" Richelieu, discount 55 per cent
Warren's new Standard, discount 40 per cent
" " Champion, discount 55 per cent
" Weighbeams, discount 35 per cent.

SCREW DRIVERS.

Sargent's .....per doz. 0 65 1 00

SCREEN DOORS

Common doors, 2 or 3 panel, walnut stained, 4-in. style .....per doz. 6 80
Common doors, 2 or 3 panel, yellow and green stained, 4-in style ..per doz 7 00
Common doors, 2 or 3 panel, in natural colors, oil finish .....per doz. 8 15
3-in style 20c. per dozen less.

SCREWS.

Wood, F. H., bright and steel, discount 87½ and 10 per cent.
Wood, R. H., bright, dis 82½ and 10 per cent
" F. H., brass, dis 80 and 10 per cent.
" R. H., " dis 75 and 10 per cent.
" F. H., bronze, dis. 75 per cent.
" R. H., " dis. 70 per cent
Drive Screws, dis 87½ and 10 per cent
Bench, wood per doz 3 25 4 00
" iron " 4 25 5 00
Set, case hardened, dis 60 per cent
Square Cap, dis 50 and 5 per cent
Hexagon Cap, dis 45 per cent

SCYTHES.

Per doz net 5 50 8 00

SCYTHE SNATHS.

Canadian, discount 40 per cent.

SHEARS

Bailey Cutlery Co., full nickeled, discount and 2½ per cent
Bailey Cutlery, Japan Handles, discount 67½ per cent
Seymour's, discount 50 and 10 per cent.

SHOVELS AND SPADES

Canadian, discount 45 per cent

SINKS.

Castleton, 16 x 24		0 85
" 18 x 30		1 00
" 18 x 36		1 40

SNAPS

Harness, German, discount 25 per cent
Lock, Andrews 4 50 11 50

SOLDERING IRONS

1 lb	per lb.	....	0 37
2 lb. to 5 lb	"		0 34

SQUARES

Iron, No 493	per doz	2 40	2 55
" No 494	"	3 25	3 40

Steel, discount 60 to 60 and 5 per cent

Try and Bevel, discount 50 to 52½ per cent

STAMPED WARE

Plain, discount 75 and 12½ per cent off revised list

Retinned, discount 75 per cent off revised list

STAPLES

Galvanized		3 25	3 50
Plain		2 90	3 15

Coopers, discount 45 per cent.
Poultry netting staples, discount 40 per cent.

STOCKS AND DIES.

American discount 25 per cent

STONE.

Washita	per lb	0 28	0 60
Hindostan	"	0 06	0 07
" slip	"	0 09	0 09
Labrador	"	....	0 13
" Axe	"	....	0 15
Turkey	"	....	0 50
Arkansas	"	....	1 50
Water-of-Ayr	"	....	0 10
Scythe .....per gross		3 50	5 00
Grind, 2-in., 40 to 200 lb., per ton		....	25 00
" " under 40 lb., "		....	28 00
" under 2 in. thick, "		....	29 00

STOVEPIPES.

5 and 6 inch, per 100 lengths	....	7 00
7 inch..... " "	....	7 50

ENAMELINE STOVE POLISH.

No 4, 3 doz. in case, net cash 4 80
No 6, 3 doz. in case, " 8 40

TACKS, BRADS, ETC.

Carpet tacks, blued 80 and 15
" " tinned 80 and 20
" " (in kegs) 40
Cut tacks, blued, in dozens only 80
" ¼ weights 60
Swedes cut tacks, blued and tinned
In bulk 80 and 10
In dozens 75
Swedes, upholsterers', bulk .85, 12½ and 12½
" brush, blued and tinned bulk 70
Swedes, gimp, blued, tinned and japanned 75 and 12½
Zinc tacks 35
Leather carpet tacks 55
Copper tacks 50
Copper nails 52½
Trunk nails, black 65 and 5
Trunk nails, tinned 65 and 10
Clout nails, blued 65 and 5
Chair nails 35
Patent brads 40
Fine finishing 40
Lining tacks, in papers 10
" " in bulk 15
" " solid heads, in bulk 75
Saddle nails, in papers 10
" " in bulk 15
Tufting buttons, 22 line, in dozens only 60
Zinc glaziers' points 5
Double pointed tacks, papers.. 90 and 10
" " bulk.. 40
Clinch and duck rivets 45

TAPE LINES.

English, ass skin .....per doz.		2 75	5 00
English, Patent Leather		5 50	9 75
Chesterman's .....each		0 90	2 85
" steel .....each		0 80	8 00

TINNERS' SNIPS.

Bailey's, discount 25 per cent.

THERMOMETERS.

Tin case and dairy, discount 75 to 75 and 10 per cent

TRAPS (steel.)

Game, Newhouse, discount 25 per cent
Game, H. & N., P. S. & W., 65 per cent
Game, steel, 72½, 75 per cent.

TROWELS

Disston's, discount 10 per cent
German .....per doz. 4 75 6 00
S. & D., discount 35 per cent.

TWINES

Bag, Russian .....per lb			0 27
Wrapping, cotton, 3-ply			0 19
" " 4-ply			0 23
Mattress .....per lb.		0 33	0 45
Staging "		0 27	0 35

VISES

Wright's	....	0 13½
Brook's	....	0 12½
Pipe Vise, Hinge, No 1		3 50
" " " No 2		5 50
Saw Vise	4 50	9 00

ENAMELLED WARE

White, Princess, Turquoise, Blue and White discount 50 per cent

Diamond, Famous, Premier, discount 50 and 10 per cent

Granite or Pearl, Imperial, Crescent, discount 50, 10 and 10 per cent.

WIRE.

Smooth Steel Wire.

No. 0-9 gauge $2 50
10 " 6c. extra.
11 " 12c "
12 " 20c. "
13 " 30c "
14 " 40c "
15 " 55c. "
16 " 70c. "

Add 60c. for coppering and $2 for tinning.

Extra net per 100 lb. Oiled wire 10c., spring wire $1 25, special hay baling wire 30c., best steel wire 75c., bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb. hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.

Fine Steel Wire, discount 25 per cent. List of extras: In 100-lb. lots: No. 17, $5—No. 18, $5.50—No. 19, $6—No. 20, $6.65—No. 21, $7—No. 22, $7.30—No. 23, $7.65—No. 24, $8—No. 25, $9—No. 26, $9.50—No. 27, $10—No. 28, $11—No. 29, $12—No. 30, $13—No. 31, $14—No. 32, $15—No. 33, $16—No. 34, $17. Extras net—tinned wire, Nos. 17-25, $2—Nos. 26-31, $4—Nos. 32-34, $6. Coppered, 5c. oiling, 10c in 25-lb. bundles, 15c. in 5 and 10-lb. bundles, 25c. in 1-lb. hanks, 25c. in ½-lb. hanks, 38c. in ¼-lb. hanks, 50c. packed in casks or cases, 15c.—bagging or papering, 10c.

Brass wire, discount 62½ per cent. off the list.

Copper wire, discount 62½ per cent. net cash 30 days, f.o.b factory.

Galvanized wire, per 100 lb.—Nos. 4 and 5, $3.70 to $3.90—Nos. 6, 7, 8, $3.15 to $3.35—No. 9, $2.50—No. 10, $3.20 to $3.40—No. 11, $3.25 to $3.45—No. 12, $2.65—No. 13, $2.75—No. 14, $3.75 to $3.95—No. 15, $4.30—No. 16, $4.30. Base sizes, Nos. 6 to 9, $2.27½ f.o.b Cleveland. In carlots 12½c. less.

Clothes Line Wire, regular 7 strand, No. 17, $4.65; No. 18, $2.90; No. 19, $2.60. Hollow 6 strand, No. 17, $4.30; No. 18, $2.70; No. 19, $2.35; No. 20, $2.30, f.o.b. Hamilton, Toronto, Montreal.

WIRE FENCING.

Galvanized barb 2 80
Galvanized, plain twist 2 90
Galvanized barb, f.o.b. Cleveland, $2 67½ in less than carlots, and $2 55 in carlots.

COILED SPRING WIRE.

High Carbon, No 9 $2 75
" No. 11 3 40
" No 12 2 95

WIRE CLOTH.

Painted Screen, per 100 sq. ft., net 1 40
Terms, 3 per cent. off 30 days.

WASTE COTTON.

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Made in 6 sizes. Best value obtainable. Specially designed for export. With or without "Emlyn" Patent Guard. Sole maker—

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HARDWARE AND METAL MERCHANT

The Weekly Organ of the Hardware, Metal, Heating, Plumbing and Contracting Trades in Canada.

VOL. XV. MONTREAL AND TORONTO, FEBRUARY 28, 1903. NO. 9.

ANVILS BITS
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MANUFACTURER OF
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REGISTERED TRADE MARK
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SPECIALITIES OF ALL DESCRIPTIONS
PLYERS VICES
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STEEL SHEETS.

"Queen's Head" and "Southern Cross" brands of dead flat or ordinary finish. No better sheets made anywhere. Blue Polished or Imitation Russian Sheets, Electrical Sheets, Tack Sheets, Etc.

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OILERS, WRENCHES,
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NO HONING
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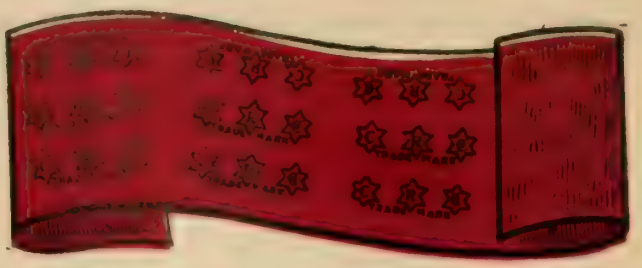

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Good Packing Good Price
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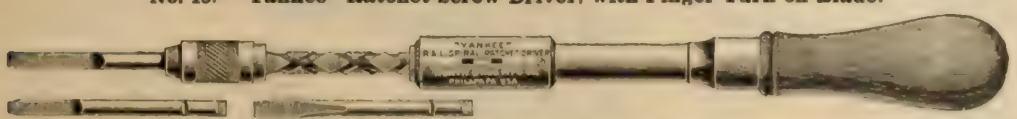
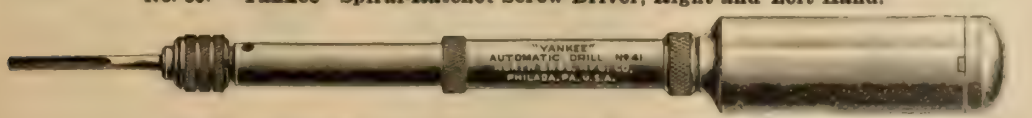
Other Tools are very good Tools, but "YANKEE TOOLS" ARE BETTER

No. 15. "Yankee" Ratchet Screw Driver, with Finger Turn on Blade.

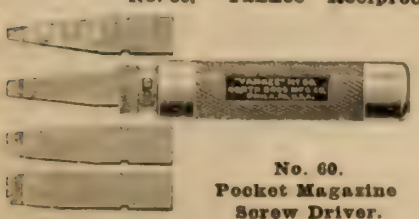


No. 30. "Yankee" Spiral-Ratchet Screw Driver, Right and Left Hand.



No. 41. Yankee" Automatic Drill, Eight Drill Points in Handle.

No. 50. "Yankee" Reciprocating Drill for Iron, Steel, Brass, Wood, etc.



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Screw Driver.

Our "YANKEE" Tool Book tells all about them. Mailed free on application. . . . . .

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Toy Freezers, Ice Shaves and Ice Chippers.

Fluting Machines, Hand Fluters.

Sold by Leading Jobbers in Canada.

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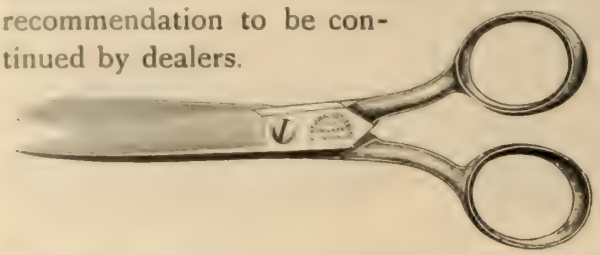
The celebrated National Cutlery Co. have been nearly half a century manufacturing only high-grade scissors, shears and tinners' snips of all description. This is a recommendation to be continued by dealers.



This Ladies' Shear is noted for HIGH FINISH, NEATNESS and QUALITY.

Ask your jobber for NATIONAL CUTLERY CO.'S SHEARS. If you cannot procure them write for catalogue and all information to—

DECATUR, BULL & CO.,
SOLE CANADIAN AGENTS,
Montreal, Que.
No connection with any shear combination.

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BURGON & WILKINSON Ladies' Hedge Shears, No. 107, best quality steel, beautifully polished, handles of light oak, or mahogany, fitted with nut, bolt and patent spring washer for keeping blades well on the cut.

TRADE MARK
W WIL KIN SON

This makers' shears are all constructed with the same device, making them the leaders. Ask your jobber for **Burgon & Wilkinson's Shears.**

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TRADE MARK. W.W G

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BURGON & WIL KIN SON

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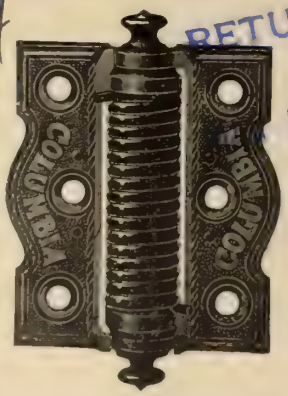
STAR COIL DOOR SPRING, Also the GEM.

Made of High-Grade Steel Spring Wire and in Various Finishes.

(NON-HOLDBACK)



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Large STOCK Prompt SHIPMENTS.

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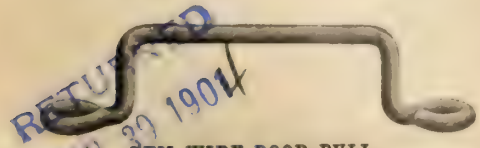

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SEND US YOUR SPECIFICATIONS, OUR CLOSE PRICES WILL SECURE YOUR ORDER.
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"Turns night-time into day-time."

New Models. Lower Prices.

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200 Candle Power.

Would you buy a lamp which doesn't smell or smoke?

Would you buy a lamp which will save you half your expense for coal oil?

Would you buy a lamp which shows your goods in daylight colors?

Would you buy a lamp which you can return, for full price, if you don't like it?

That's the kind of a lamp we make.

EVERY LAMP GUARANTEED

Write for our Catalogue and Discounts.

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You will be replenishing your stock, so we wish to keep before your notice, "**Dominion**" Goods, all of which bear the following Trade Mark, which is a guarantee of quality:

SHELF GOODS — DOMINION WIRE MANUFACTS. CO. LTD. DOMINION TRADE MARK — HEAVY GOODS

Wood Screws,	Wire Nails,
Wire Nails, (Papers),	Iron and Steel,
Bright Wire Goods,	Brass and Copper,
Wire Door Pulls,	Hay Baling,
Steel and Brass Jack Chain,	Pulp Binding,
"Crescent" Wire Coat and Hat Hooks.	Galvanized,
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Bed, Blind, and Poultry Netting. } **STAPLES** { Bright and Galvanized Fence.

BROOM, MATTRESS, BOTTLING, and other wires.

Dominion Wire Manufacturing Co.

MONTREAL Limited TORONTO

MISTRESSES AND MAIDS

DON'T OFTEN AGREE, BUT IN THOUSANDS OF HOMES WHERE

The World's Knife Cleaning Machine

IS USED, THEY ARE OF ONE MIND AS TO ITS EXTRAORDINARY MERITS. By Royal Letters Patent.

WHAT IT WILL DO

It will clean any sort, shape, or size of knife.
It will clean, easily, at the rate of 500 knives per hour.
It will make knife-cleaning a pleasure.
It will easily command large sale.
It will do away with all excuses for dirty knives.
It will feed itself with powder.
It will prove itself the best of all knife-cleaners.

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It will not damage the blades or handles.
It will not make any dust or dirt.
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It will not want constant reading.
It will not soil the hands of the user.

Size—11 inches x 11 inches x 7½ inches high.
Weight about 12 lbs.
Over 25,000 sold in England last year.

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Possessing all the merits and none of the faults of high-class, expensive machines, it yet compares favorably with all these in price, and the cost is not $25 or $30, but simply - - - - - £1

British-made throughout. Handsome Electro Coppered. Complete in wood box, with tin of Knife Polish. It has only to be seen to be at once appreciated and to command a ready sale.

Retail Price,

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Only.

TRADE AND SHIPPERS ONLY SUPPLIED.

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SPECIAL TRADE DISCOUNTS:

For lots of 12 Machines 50 and 5 per cent. For lots of 72 Machines, 50 and 15 per cent.
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Electros Free, Superb, Expensive Show Cards Free.

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Sausage Stuffer, Lard and Fruit Press

8 Sizes and Styles

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40 Sizes and Styles for Hand and Power

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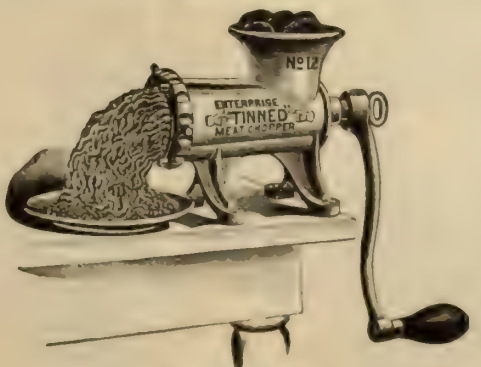

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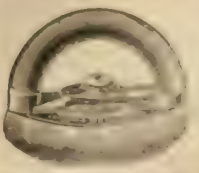

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Special—1,000 Bond Statements, $2.00; Extra quality Billheads, 1,000, $1.50; Envelopes 1,000, $1.00 up.

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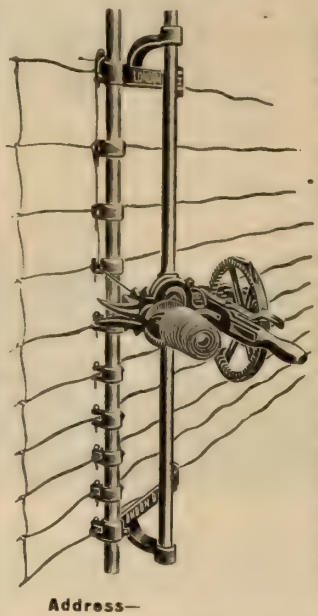

It is a fact that it costs more for labor to weave wire fences in the factory and stretch it afterwards than to do it in the field with a LONDON.

It is a fact that heavier, stronger and better built fences are being built all over this country with LONDON FENCE MACHINES.

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The extra cost of roll fence is in the factory; the trouble with it is in erecting. It can't be done perfectly.

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Brass and Copper

In Sheets, Tubes, Wire and Rod.

Service Right, Quality Right, Prices Right

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122 to 130 Centre St., - New York City.

Always have our classified Stock List before you.

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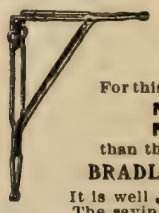

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For this purpose there can be

NOTHING BETTER
NOTHING CHEAPER

than the....

BRADLEY STEEL SHELF BRACKET

It is well **Japanned, Strong** and **Light.** The saving in freight is a good profit, aside from the **lower price** at which the goods are sold.

☞ Order direct or through your jobber.

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ESTABLISHED 1750

LEITH SCOTLAND

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TRADE MARK E R Co 1750

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STEAMER CLOTHS
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Brands "**SKER,**" and "**SKER BEST.**"

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Cable address : "CROLLO," LONDON.

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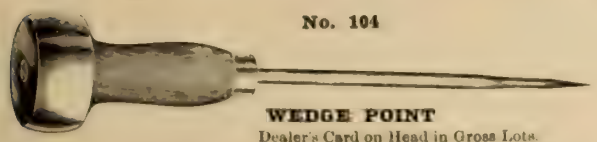
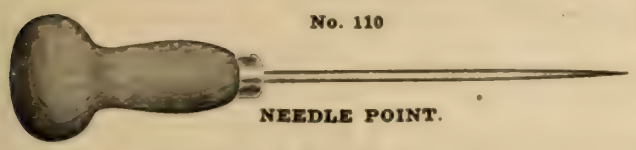


No. 104

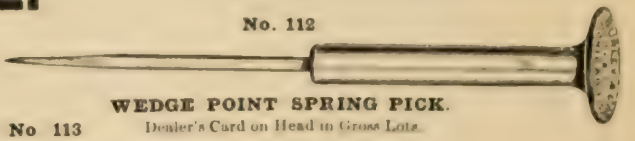
WEDGE POINT

Dealer's Card on Head in Gross Lots.



No. 110

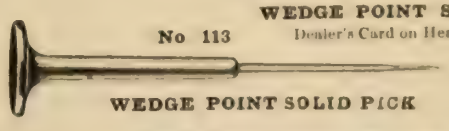
NEEDLE POINT.



No. 112

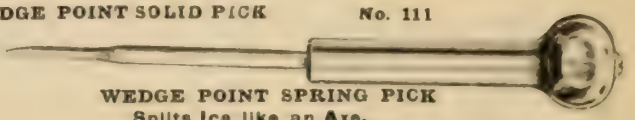
WEDGE POINT SPRING PICK.

Dealer's Card on Head in Gross Lots.



No 113

WEDGE POINT SOLID PICK



No. 111

WEDGE POINT SPRING PICK

Splits Ice like an Axe.

WALKER'S QUICK AND EASY ICE PICKS.

Steel Tempered; will not Bend, Break or Rust.

ANTI-RUST NICKEL-PLATED.

ERIE SPECIALTY CO., Erie, Pa., U.S.A.

Bevelling

Bevelling

Bevelling

Bevelling

Bevelling.

TO THE TRADE.
LOWEST PRICES.

Luxfer Prism Co., Limited

100 King St. W., Toronto.

GLASS

— FOR —

Store Fronts.

We make a specialty of all glass materials for the latest, most up-to-date **Store Fronts.**

— ALSO —

INTERIOR DECORATION.

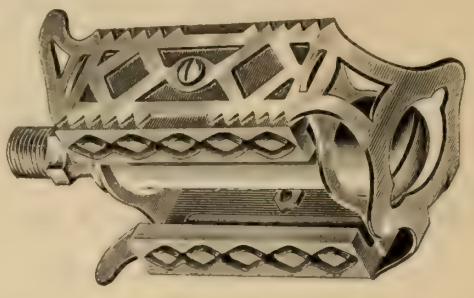
WILL SEND DESIGNS.

Luxfer Prism Co., Limited

100 King St. W., Toronto.

IT'S GOOD TO BE ALIVE

to the fact that "COMFORT" lines of Bicycle Hardware are money makers.



Our **COMFORT** pedals have a reputation that cannot be equalled in Price, Quality and Workmanship.

We are the only manufacturers of Bicycle Accessories in Canada. Everything is high-grade and guaranteed. Be sure you get "COMFORT" Lines.

ACCESSORIES DEPARTMENT.

Canada Cycle and Motor Co., Limited

Branches at:
WINNIPEG, MAN.
VANCOUVER, B.C.

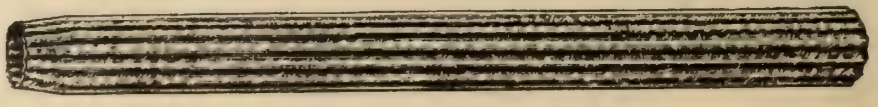
Toronto Junction, Canada.

Have you placed your order for Eave Trough?

We can supply all styles and sizes.
O.G., Round and Square Bead and Half-Round Patterns.
Made in 8 and 10-foot lengths.

Conductor Pipe, Plain and Corrugated.
Conductor Pipe Elbows, Shoes, Hooks and Gutter Spikes.

In fact, everything a Tinner needs.



Galvanized Sheet Iron from Stock or for Import

"Queen's Head," "Fleur de Lis," and "Apollo" Brands.

We will be pleased to quote you.

If you want your orders shipped promptly, write to

KEMP MFG. CO., Toronto, Canada

HARDWARE AND METAL

VOL. XV. MONTREAL AND TORONTO, FEBRUARY 28, 1903. NO. 9.

COMMENT ON CURRENT TOPICS.

"LITTLE drops of water, little grains of sand, make a mighty ocean and a beauteous land." Little grains of wheat are also as potent in the making of a great and mighty Canadian West.

* * *

The British Government last week had two narrow escapes from defeat, notwithstanding that the number of its followers in the House of Commons far exceeds those of its adversaries. But its army appears to be getting as undisciplined as that of the host which followed Xerxes into Greece to meet defeat instead of the anticipated victory. It was on a side issue that the Salisbury Government was defeated some years ago, and it would not be surprising if the present Administration met its fate from a similar cause if present auguries can be taken as a criterion.

* * *

The mobbing of Mr. Munn's, the erstwhile aspirant for political honors in North York, reminds one that our civilization has not yet outgrown the brute instinct of its youthful days. Fortunately, however, we seldom have these exhibitions of man's lower instincts in so pronounced a form.

* * *

In the three jurists which they have appointed to represent them on the Alaskan boundary commission, it is evident the United States feel they have three aces which cannot be beaten by any combination that Great Britain can put up against them. In Canada we are beginning to get suspicious. We fear that the cards have been stacked, and we are going to lose on the deal.

* * *

The Toronto man who was the other day sentenced to one year's imprisonment for voting for a dead man will be at least dead to the world for the period of his incarceration. And he will be buried alive, too.

* * *

One would judge from their speeches that the politicians deemed themselves the salt of the soil on which the industrial life of the country is developing so rapidly these days. But to many business men they appear to be as the tares which an enemy sowed while they (the business men) slumbered and slept.

* * *

"Ralph Connor," the novelist, said the other night that "Canadians had it in their own hands to make the country great." Certainly. Nations, like individuals, are the architects of their own fortune. In our schools, in our universities, in our warehouses, we cannot learn too thoroughly the art of how to build.

* * *

When Jack Frost relaxes his grip, the grippe appears upon the scene to afflict humanity.

* * *

The Canadian Manufacturers' Association demand that the tariff be taken out of politics. It will require a great deal of effort to convert the politicians to this way of thinking.

* * *

The farmers in Ontario want to hire men to work, and, judging from the revelations of the courts, the political parties in that Province are willing to hire men to vote.

* * *

Farm property in Manitoba increased $750,000 last year. But this was nothing compared to the increase in the bank account of the farmers in that Province.

* * *

Judging by the report of the Ontario Educational Department it would pay teachers much better to sow seed in stoney land than sow the seed of knowledge in the minds of offsprings of stoney-hearted penurious parents.

* * *

Wireless telegraphy promises to be so common before long that men may experience difficulty in dodging the message-bearing electrical waves.

* * *

The opposition to Mr. Brodrick in the House of Commons is probably giving him a more uncomfortable quarter of an hour than was the persistence of the Boers during the most unpleasant features of the late war. The Boers never at any time seemed to be in danger of putting him out of office, but there is certainly a possiblity of his opponents in the House of Commons doing so.

* * *

Mr. Tarte is to form a third party. Even should it consist of the ex-Minster of Public Works alone it is safe to venture the opinion that it will be a factor in Canadian political life.

* * *

The unseated Conservative member for Centre Bruce charges Hon. Richard Harcourt, Minister of Education, with having broken faith in regard to the saw-off deal. And he seems to have made out a rather strong case. The head of Ontario's educational system should try and show a better example to the 500,000 children that are under his care. Few of them can recognize the difference between [illegible] faith in political affairs and in [illegible] day affairs.

* * *

One of the excuses of the railway companies for the congestion of traffic is that they have not power enough. There are a good many people in Canada, on the

other hand, who hold that Parliament has given the railways too much power.

* * *

Now that the C.P.R. has purchased the Beaver Line of steamships, we expect to see them working like beavers to secure a good share of the Atlantic carrying trade.

* * *

It is possible that the 10 skeletons exhumed the other day at Ottawa are the remains of some of the politicians who disappeared from political life after the last general election.

* * *

Although the weather is cold in Manitoba, politics are getting pretty warm in that Province. Business men there should keep their heads cool notwithstanding.

* * *

In New Brunswick they are trying to determine who among the politicians are Conservatives and who are Liberals. In other parts of Canada a good many thinking men are trying to discover the line of demarcation between the respective political parties. So far they have met with little or no success.

* * *

The Northern Pacific Railway wants to enter Manitoba and build a system of 2,500 miles. If it will help build up Canada by all means let it come.

THE LATE A. B. JARDINE.

By the death of A. B. Jardine, founder and president of the A. B. Jardine Tool Works, the town of Hespeler, Ont., loses one of its pioneer business men, The late Mr. Jardine was in his 80th year, yet was, until a week previous to his death, connected with his firm, which he founded in 1870. He came to Canada in 1862 from near Glasgow, Scotland, and was from the first considered progressive and industrious. He had, in addition to carrying on his business, been an honored member of the town council and the school board. He leaves a widow and six children.

CATALOGUES, BOOKLETS, ETC.

BELL TELEPHONE CO.

The eastern division of their long-distance lines, the Ontario division and the Northwest division, are shown on the three calendars which The Bell Telephone Co. have issued for 1903. These maps should be of service to all business men. They may be had on application

The E. W. Gillett Co. Limited, are inquiring of wholesale houses for the names of their travelling and sales staff. They will soon have for distribution a handsome memo book which they intend to present to them.

DISCUSSED LEAD DUTIES.

A LARGE delegation representing the British Columbian lead mining interests met in Vancouver last week to meet the Board of Trade of that city. Among the visitors were: G. O. Buchanan, president of the Associated Boards of Trade of East and West Kootenay; J. A. Harvey, of Fort Steele, representing a number of the large lead mines of the Kootenay; John Burns, president of the Trades and Labor Council of Nelson; John Retallack, of Kaslo, president of the Ottawa silver-lead delegation; Dr. Hall, president of the Nelson Liberal Club; L. Pratt, secretary of the Silver-Lead Mining Association of Sandon; M. L. Grimmett, Mayor of Sandon, and P. Chapman, representing the Nelson Board of Trade.

The conference between the delegates and the Board of Trade was reported by The Province as follows: "The case of the silver-lead mine owners of the Kootenays and Slocan country is too well known to require any extended explanation. It was explained in a general way that the Canadian tariff on lead is so low that importations of that article from the United States are large and the result is disastrous to the Canadian product, which cannot be mined so cheaply as can the American article. Not alone are the mine owners of the interior adversely affected by the conditions now prevailing—the merchants and all who have interests at stake in the interior are faced with loss or ruin if the Dominion Government does not come to the rescue with a high protection tariff.

"If the cheaply mined and refined lead of the United States is not kept out of competition with the Canadian product the mines of the Kootenay, and especially those of the Slocan, will be closed down, the miners will leave the country, the merchants will follow the miners and within six months the towns in the silver-lead district will furnish excellent pasturage to dairy farmers; at least such are the predictions of several of the gentlemen now in the city as members of the delegation. The delegation wishes the moral support of the Vancouver Board of Trade in its request to the Dominion Government that the tariff on lead be increased and there is no doubt it will get it."

COMMUNICATION WITH P.E.I.

Editor HARDWARE AND METAL,—Your article of February 14, on "Communications with P.E.I." is very good and to the point, but not half strong enough. What will be a help to us is papers like yours going into the matter. We have been nine days at a time without a mail, and it is now more than a week since a steamer left our island. Our railway is piled up with freight awaiting a chance to ship. A lot of it perishable, such as fresh fish, meats, etc., as well as a lot of horses.

One of our winter steamers has been drifting about the Gulf helpless for more than six weeks without coal on board. The other, Minto, has been a week fighting to get to her, but is now helpless in the ice; and it looks as if they would remain there for the rest of the winter.

We were guaranteed, by the terms of Union, continuous steam communication with the railways of Canada. This we can never have except by a tunnel under the Straits. This can be done, so engineers say, at a cost of less than $15,000,000. A tunnel that will allow the largest train to pass through. This we must have or the terms of Union cannot be carried out. Even could steamers be built to fight the ice, they must be tied up in stormy weather. If Canada cannot fulfill these terms, she must do the next best thing, i.e., a cash consideration. I trust you will give the matter greater prominence and help along the cause.

Charlottetown, P.E.I., February 20, '93.

INQUIRIES ABOUT CANADIAN TRADE.

The following were among the recent inquiries relating to Canadian trade received at the Canadian Government office in London:

1. A Bristol firm, with large experience in the provision trade, desires to take up the agency for the sale of Canadian produce, and ask to be referred to houses needing such representation.
2. The names of leading Canadian flour millers are asked for by a gentleman who is about to join a firm of general merchants at Johannesburg.
3. A business house in Tunis is making inquiry for Canadian firms prepared to ship lumber, canned goods, etc., for which it is open to take up the agency.
4. A London firm doing business with Ceylon has made inquiry respecting the prospect in Canada for a trade in dessicated cocoanut.

[The names of the firms making the above inquiries can be obtained on application to the Editor of HARDWARE AND METAL.]

WIRE NAILS
TACKS
WIRE

Prompt Shipment

The ONTARIO TACK CO.
Limited
HAMILTON, ONT.

BUSNESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

JOHN ROTH, Jr., carriagemaker, of Clifford, Ont., is offering to compromise at 10c on the dollar.

Maxime Gelinas, general merchant, of Grand Mere, Que., has assigned to V. E. Paradis.

A demand of assignment has been made on Kennedy & Co., general merchants, of Brome, Que.

C. A. Choquette, general merchant, of Rapid River, Ont., has assigned to Howard Barnes, of Rainy River.

The assets of the general stock of Beaudoin & Croteau, Black Lake, Que., are to be sold on February 28.

John Dickinson, carriage and agricultural implement merchant, Summerside, P.E.I., is offering to compromise.

A meeting of the creditors of J. A. D. Landriault, general merchant, Hawkesbury, Ont., was held on February 20.

The meeting to appoint a curator of the general stock of F. X. Lamarre, St. Valier Station, Que., is called for February 27.

J. Bruyere & Fils, general merchants, Embrum, Ont., have assigned to M. J. Harty, and a meeting of their creditors will be held on February 28.

PARTNERSHIPS FORMED AND DISSOLVED.

J. G. McGowan & Co., general merchants, Rathwell, Que., have dissolved partnership.

Dinsmore Bros., hardware merchants, of St. Stephen, N.B., have formed a new copartnership.

Fortier & Corriveau, general merchants, Ste. Anne de Beaupre, Que., have dissolved partnership.

Bourne & Crowe, agricultural implement agents, Wallaceburg, Ont., have dissolved, and A. Bourne continues.

INCORPORATIONS AND CHANGES.

Jackson & Co., tinsmith, etc., Arnprior, Ont., have retired from business.

The Ewart Carriage and Wagon Works, Limited, Toronto, have obtained a charter.

A. M. Thompson, general merchant, of Marvelville, Ont., has retired from business.

The Munro & McIntosh Carriage Co., Limited, Alexandria, Ont., have obtained a charter.

Grundy Bros. & Co., stove manufacturers, Kincardine, Ont., have removed to Strathroy, Ont.

A. E. Howse, general merchant, Nichola and Princeton, will be succeeded by The A. E. Howse Co., Limited.

Eliza Jobin has registered as proprietress of the business of A. Barbeau, plumber and roofer, Quebec.

Kenny Bros., general merchants, Russel, Ont., have established a branch to their business in Marvelville.

The Crosby-Landers Co., Limited, shipping and general merchants, Port Maitland, N.S., are applying for incorporation.

SALES MADE AND PENDING.

The assets of The St. James Hardware Co., Montreal, have been sold.

George Middleditch, Ridgetown, Ont., is advertising his foundry for sale.

Kopal

A Good Honest Varnish at a Popular Price.

Kopal, the general purpose varnish, sells well and wears well. It is a splendid varnish to go after trade with. It wins the painter and the householder. It's a good, honest varnish at a popular price.

We have no product that we are more vigorously and systematically pushing to the front than Kopal. It is already a well-known varnish and we aim this year to bring it to the attention of every painter on the continent, through direct advertising and free distribution of samples.

Write us to-day, if you are not now handling Kopal, for prices and particulars regarding our advertising plans.

THE SHERWIN-WILLIAMS CO.

PAINT AND VARNISH MAKERS.

CLEVELAND, CHICAGO, NEW YORK, NEWARK, BOSTON, KANSAS CITY, SAN FRANCISCO, LOS ANGELES, MINNEAPOLIS, MONTREAL, TORONTO, WINNIPEG.

CANADIAN DIVISION

HEADQUARTERS, & PAINT FACTORY, 21 St. Antoine Street, Montreal.

VARNISH FACTORY, St. Patrick Street, Montreal.

TORONTO DEPOT, 86 York Street.

WINNIPEG DEPOT, 147 Bannatyne St., East.

N. B. Gerry, hardwareman, of Durham, Ont., has sold out to Wm. Anderson.

The estate of H. W. Mockler, general merchant, Durham, Ont., is to be wound up.

The assets of the general stock of A. J. Charbonneau, Arnprior, Ont., have been sold.

Aaron Graeb, general merchant, Sault Ste. Marie, Ont., has sold out to D. A. Gunn.

The estate of W. & J. Thompson, general merchants, Listowel, Ont., is to be wound up.

James Johnston, general merchant, of Farnworth, Ont., is selling out to Halley E. Thompson.

The general stock of A. A. Campbell, Apple Hill, Ont., is advertised to be sold on February 26.

Smith Bros., general merchants, of Arnand, Man., have sold their implement business to T. Branson.

The building and plant of Edward Murphy, carriagemaker, St. John, N.B., has been sold by mortgage.

The general stock of Frank Robitaille, Thetford Mines, Que., has been sold to Joseph Pouliot, D'Israeli, at 60½c. on the dollar.

DEATHS.

John Hansuld, hardware merchant, of Ethel, Ont., is dead.

E. Schmidt, hardwareman, of Sebringville, Ont., is dead.

Robert Shields, of Shields & Co., general merchants, Palmerston, Ont., is dead.

A. B. Jardini, of the firm of A. B Jardini & Co., manufacturers of blacksmiths' tools, Hespeler, Ont., is dead.

FIRES.

John Eynouf, carriagemaker, Strittsville, Ont., has been burned out.

A. Child & Son, hardware and stove merchants, have been burned out.

The match factory of E. Page, of St. Raymond, Que., has been burned.

F. G. Dupuis, general merchant, of Orleans, Ont., has been burned out.

Shildrick & Colver, hardware merchants, Waterford, Ont., have been burned out.

Brett, Jackson & Co., hardwaremen, of Orangeville, Ont., have been burned out.

J. England & Sons, general merchants and tanners, Knowlton, Que., had their tannery damaged by fire; insured.

A washing plant at Coal Dock, belonging to The Dominion Iron and Steel Co., Limited, Montreal, was destroyed by fire.

THE TRAVELLING MAN.

By [illegible] after the manner of E. W. [illegible]

I consider your the travelling man.
That jolly old best o' boade
Who [illegible] up and down the land
In petty garb arrayed;
Who playeth havoc with the hearts
Of many country belles,
And stoppeth like the prince he is,
At all the best hotels.

Now mark him as he sits him down
Outside the tavern door,
And lighteth up his good cigar,
Which cost 10c. or more;
And with his comrades gathered round,
He swappeth sundry lies,
Or at the village maidens fair,
Doth make the goo-goo eyes.

And presently he to the bar
With others doth repair,
And many high-balls will he take
To drive away dull care.
How would not such a life of ease
Appeal to anyone?
And would we all were travelling men;
Nay, wait a bit, my son.

Far in the morn ere dawn has come,
From bed ariseth he,
And dresseth in a chilly room
To catch the 5.03.
As breakfast is not ready yet,
He getteth on the train
And rideth down to Green's Cross road,
Perhaps in an hour or twain.

And there before the tavern stove
He warmeth up his legs,
And presently he sits him down
To hash or ham and eggs;
And when to work he goeth forth,
He finds to his amaze,
His customer has gone to town
To be there six or seven days.

He rusheth back into the inn
To make his get away,
And there, with shrinking heart, he hears
The landlord calmly say:
"Were you going east, my friend?
Well, you are left all right,
There ain't none other train that way
'Till 9.18 to-night."

So when at last the weary day
Hath dragged its leaden round,
Again the happy travelling man
Is at the station found.
And to him comes the ticket man
And cheerfully doth state:
"Just make yourself at home, old man,
Your train is three hours late."

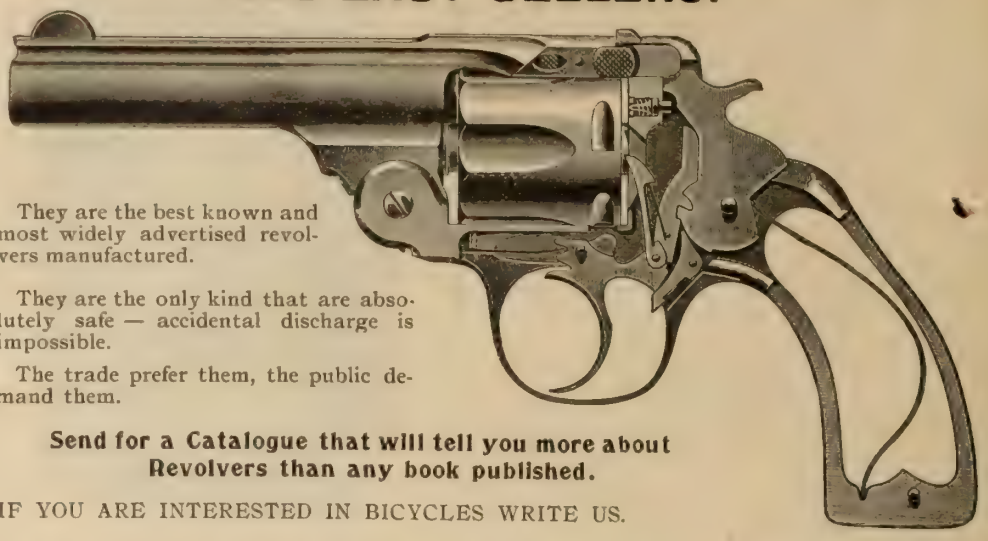
When on the morrow he awakes
Again at work to start,
He gets a letter from his house,
Which cheereth up his heart:
"We note that your expense account
Is running far too high.
We must have this curtailed at once
Or know the reason why."

Now, if his overcoat's at home,
The mercury will drop,
But if he's clad in winter clothes
It hove s near the top;
And all the nicest days come when
He's travelling on the train;
But if he has ten miles to drive
It's either snow or rain.

At length, the weary trip is done
And he is home once more.
He sees his wife an hour or so,
Then drops down to the "store;"
And pleasant words like these he hears:
"What, Bill! Why! home so soon?
We'll have your samples up in shape
To start to-morrow noon."

Ah! envy not the travelling man,
For though his job seems gay,
Despite his efforts, now and then
SOME work will come his way;
And when to you it seems his lot
Is one of joy alone.
Remember that the drummer
Has some troubles of his own.

IVER JOHNSON REVOLVERS
ARE EASY SELLERS.



They are the best known and most widely advertised revolvers manufactured.

They are the only kind that are absolutely safe — accidental discharge is impossible.

The trade prefer them, the public demand them.

Send for a Catalogue that will tell you more about Revolvers than any book published.

IF YOU ARE INTERESTED IN BICYCLES WRITE US.

IVER JOHNSON'S ARMS & CYCLE WORKS,

New York Office: 99 Chambers St. FITCHBURG, MASS.

WHAT IS HE SAYING?

The young man is one of those up-to-date clerks. The lady has come to enquire about **CHURCH'S COLD WATER ALABASTINE** as a result of seeing some newspaper advertising that is being done by **The Alabastine Co., Limited,** Paris, Ont.

These enquiries come early in the Spring, about house-cleaning time, and the dealer who reaps the benefit is the one who has a complete and well-assorted stock. **HOW IS YOURS?** The Trade supplied by Wholesale Hardware and Paint Dealers. Also by **The Alabastine Co., Limited, Paris, Ont.**

GLASS

For buildings and all other purposes

Our Specialty Art Leaded Glass.

See Our New Catalogue.

Hobbs Manufacturing Co., Limited

LONDON, ONT.

H. S. HOWLAND, SONS & CO., LIMITED

WHOLESALE ONLY — 37-39 West Front Street, **Toronto.** — ONLY WHOLESALE

ANTI-RATTLERS.

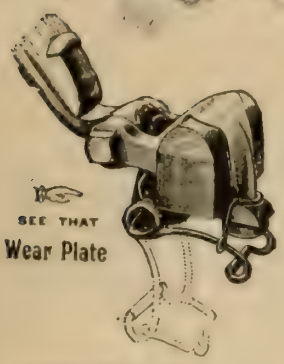
GEM WIRE No. 1.

"DANDY," CAST STEEL.

Burton Anti-Rattler, No. 5.

Trade Mark "Burton"
Registered Oct. 5, 1897.

BURTON'S NO. 5.



JOHNSON'S, NO. 1.

SHAFT COUPLINGS.

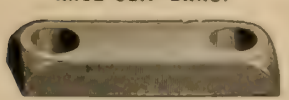
NEW 1901
WIRE ANTI-RATTLER.

PATENTED, MARCH 25, 1902.
PATENTED, CANADA, OCT. 1, 1901.

NEW 1901, STEEL WIRE.

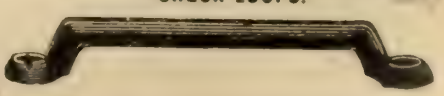
NORWAY IRON AXLE CLIPS.

AXLE CLIP BARS.



WROUGHT FELLOE PLATES.

CHECK LOOPS.



FOR FULLER DESCRIPTION SEE OUR HARDWARE CATALOGUE.

H. S. HOWLAND, SONS & CO. LIMITED, **Toronto.**

ORDERS SOLICITED. — **Graham Nails are the Best.** — OUR PRICES ARE RIGHT.

Factory: Dufferin Street, Toronto

MACHINERY

THE WIRELESS TELEGRAPH.

WHEN a wireless message is sent across the ocean a wireless spark of high tension is made to snap between two brass balls, explains The Boston Transcript. The sparks may be said to make a spalsh in the ether, the high wire taking the place of the stone which, when dropped in a pond, causes ripples to flow outward in every direction. The electrical ripples similarly stream out from the wire in every direction at the speed of several hundred thousand miles a second.

The number of waves which stream from a Marconi pole is estimated at from 500,000 to 2,000,000 per second. These waves are not to be confounded with the air waves which cause sound, though, for the purpose of explanation, they may be compared to them. When a poker is struck, the vibrations of the steel rod transfer themselves to the surrounding air in the form of waves in the atmosphere. Wireless telegraphy waves, however, travel not by means of the atmosphere, but through the far more intangible substance, ether, which is supposed to fill all space and penetrate all matter.

Even in ordinary telegraphy, the currents flow through the ether surrounding the atoms of copper, rather than through the wire itself. In wireless telegraphy the current does not flow through wires, but from wires, using the all-pervading ether as a medium through which to flow.

Many years ago it was discovered that electricity passed through the space separating two long parallel wires. When a current of electricity was made to flow through one wire, a magnetic influence spread out from that wire, and on reaching the other, induced it in a state of electricity similar to the current flowing in the first wire. The current was transferred, as it were, across a bridge of magnetism.

The waves which flow from the transmitting station almost instantly reach the distant receiving wire, but as the waves are then feeble, and cannot operate any instrument, a "coherer" and "relay" have to be used.

The "coherer" consists of a quantity of metal filings, which remain separate from one another, and offer resistance to the passage of a current until the Hertzian waves strike the aerial. Then the filings press together, and the obstruction is bridged. The relay current can then act, and a strong current instantly flows through the circuit and operates the machine, which prints the code on paper tape.

It has been said that two stations might be placed back to back, and the waves made to pass completely around the world. This would require waves of very great length in order to overcome the great curvature of the earth.

The induction method was the one used by all the earlier experiments with wireless telegraphy, and it was not until Hertz published his experiments with the waves caused by the spark-gap method that Hertzian waves became the more popular field of work for electricians.

INSTALLING NEW MACHINERY.

The Collingwood, Ont., Shipbuilding Company are receiving the powerful machinery for their machine shop. Within the past few days the large steam rolls for the bending of boiler plates have arrived and are now being set up in the boiler shop. These are said to be the largest and most powerful in Canada and cost $6,000. To give some idea of their weight, The Collingwood Bulletin says that the largest of the three rolls weighs 12 tons and the others about six tons each. They will bend a steel plate 1½ in. thick as easily as a tinsmith's rolls will put a curve in a piece of sheet iron. The first large order on which these rolls will be put to work will be the boilers for the Crangle and Hagarty steamer, the material for which is already in the yards.

A lathe which will handle a piece of steel 16 ft. in length and 4 ft. square, and a powerful planer have also been received and are temporarily located in the east end of the boiler shop. On the completion of the machine shop these will be removed to their permanent positions.

In the powerhouse steam has been raised on the battery of boilers and as soon as the connections are completed it will be turned on the 400 h.-p. Corliss engine, which will supply the motive power for the electrical plant and air compressor.

Other machines received this week were nine electric motors, three of 10 h.-p., three of 25 h.-p. and three of 40 h.-p. Six of these were imported from Milwaukee and three were purchased from The Canadian General Electric Company. They will be used to drive the electric cranes, lathes, planers, drills and other machines. One of the three 35-ton cranes is on the way here and will be installed in the boiler shop immediately on its arrival.

THE BRITISH BICYCLE TRADE.

THE cycle trade of the past year was better than in 1901. The output of cycles was much greater, and the results more satisfactory. Low prices ruled in consequence of the severe competition, and the margin of profit was correspondingly small. Cycles up to 12 guineas by firms of long standing and good repute have met a ready sale, says Ironmonger, London.

The experience of recent years points to the conclusion that the future of the cycle business rests largely on a big output of machines at popular prices. Fancy figures for bicycles are no longer to be expected. A good serviceable machine, at from 10 to 12 guineas, will in future meet the public want.

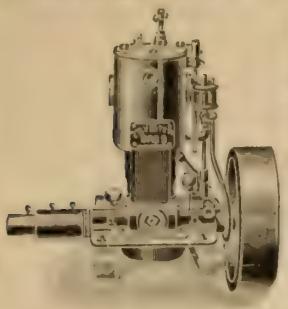
Gradually the number of firms is diminishing, many have undergone reconstruction and others are on the verge of doing so. Past experience has made this inevitable. That the majority of companies were over-capitalized is indisputable, and the lack of public confidence in them is shown by the share list.

In many cases ordinary £1 shares are quoted at 1s. and even less. Where companies with an enormous capital have not been producing large quantities of popular-priced machines, the plant and machinery have been "eating their heads off," and company managers who thus far have held aloof from reconstruction now confess this to be essential to good results in the future.

The outlook for 1903 is more hopeful than in 1902. Firms report 50 per cent. more orders in hand than they had this time last year. The continental trade is small, but better than it was, although the market there is very well supplied by the firms already established. The colonial trade is decidedly on the increase.

The motor industry is growing by leaps and bounds. Coventry is an important centre in this, as in the cycle industry, and, although one large company has made a heavy loss this year, the prospect is regarded as more hopeful.

THE SYLVESTER GASOLINE ENGINES AND LAUNCHES.



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The Sylvester Mfg. Co., Limited
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Petrie's Machinery List.

(CORRECTED WEEKLY)

MARINE ENGINES.

2½ to 4½ h. p. Marine Gasoline, Hamilton Make
4 h. p. " " Old Pattern
1 to 15 h. p. " Steam Engines, Dutton, NEW
7½ and 16 x 12 Steeple Compound, Marine
3 and 5½ x 4½ Fore and Aft. Compound Marine
4 x 4 Marine Engines
5 x 6 " "
6 x 6 " "
9 x 9 " "
6-in. x 7-in. Double Cylinder, Ships Winch, NEW
10 h. p. Clyde Marine Boiler

AUTOMATIC ENGINES.

11 x 10 Peerless Automatic, Leonard
10 x 10 " " "
8 h. p. to 65 h. p. Jewel Automatic Engines, always in stock

STATIONARY GASOLINE ENGINES

8 h. p. and 15 h. p. Haggas Engines, NEW
8 h. p. Toronto Junction Engines, NEW

Monthly Stock List and Prices, also Catalogue of Mill and Engineers' Supplies sent for the asking.

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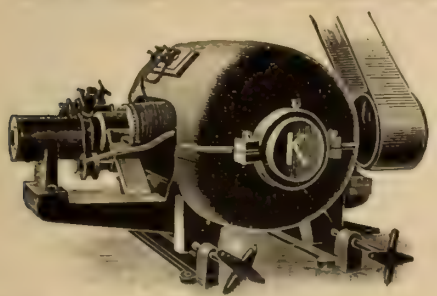

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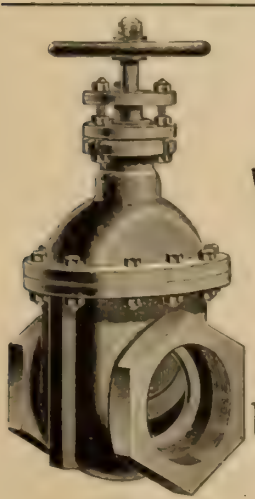

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THE ADAMS STOVE PIPE REGISTER.

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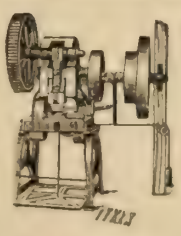

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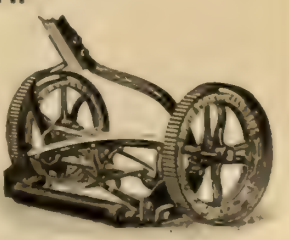
Patented Features: Improved Steel Stand, Roller Bearings, and Foot and Hand Lever Drive, and Detachable Driving Link. Improved for season of 1903. Steel or Wood Frame as desired.



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"THE MAXWELL" Lawn Mower. High Wheel 10 inches.

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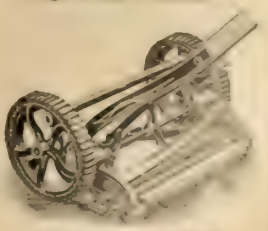

MAXWELL MOWER.

MACHINERY AND ELECTRICAL NOTES.

ARBY BROS. are building a tug 45 ft. long, 10 ft. beam and 5 ft. depth at Owen Sound, Ont. It is to steam [illegible] miles per hour and will cost about $1,500. This firm are also repairing several other craft at Owen Sound, Ont.

The Ottawa Milling Co. will build a short spur line to their mill in the spring.

The Brandon, Man., Machine Works Co. have orders for two 125 h.-p. boilers for A. Kelly & Co.'s flour mills.

An eight ton lighthouse top is being built for the Dominion Government by The Victoria Foundry Co., Ottawa.

A 12 h.-p. portable engine and boiler was shipped to The Syracusse Smelting Works, Montreal, by H. W. Petrie, of Toronto.

A 28 h. p. boiler, to build in brick, has been installed in the creamery of S. Price & Son, Toronto, by H. W. Petrie, of Toronto.

The employes of The Toronto Electric Light Co. held their first annual banquet at Webb's on Friday evening. It was an unqualified success.

A sand papering machine has been added to the plant of The Mendelssohn Piano Co., Toronto. This machine was purchased from H. W. Petrie, Toronto.

The by-law for the purchase of the Berlin, Ont., eltctric light and gas plants for $80,000, to be operated by the town, was carried on Friday, by a majority of 532.

The Victoria Foundry Co., of Ottawa, are turning out shafting and pulleys for The Fraser Lumber Company's new mill at Deschenes, Que. One of these pulleys costs $400.

A fine 16-in. swing x 6 ft. bed Porter lathe has been installed by H. W. Petrie, Toronto, in the plant of E. Housey, Toronto, for the manufarture of the "Superior" gasoline engine.

A correspondent to The Eganville Enterprise, says that a corundum mill, to produce 100 tons per day, will be built in Combermere, Ont., in the spring. The mill will be run by electricity and is expected to give employment to 400 men.

The Cataract Power Co., Hamilton, are preparing plans for an enlargement on an extensive scale of its plant at Decew Falls. General Manager Hawkins has announced that it has been decided to enlarge both the powerhouse and the canal.

John M. Moore, engineer, London, Ont., is calling for tenders for cast iron pipe, laying cast-iron pipe, valves, valve boxes, hydrants, brass fittings, stop-cock boxes, lead pipe, hardware, cylinder and engine oils, boiler compound, and lumber. Tenders must be submitted before March 1.

The Belleville, Ont., National Portland Cement Co., which are to build works at Point Ann, four miles from Belleville, awarded on Friday the contracts for $135,000 worth of machinery, consisting of 50 Griffin mills, 10 rotary kilns, 10 coolers, two clay driers and two stone driers.

James Shirriff, manager of The Brandon Machine Works Co., left last week for Toronto and other eastern manufacturing centres to buy new machinery for the company's establishment. Mr. Shirriff is accompanied by Wm. McClement, the foreman of the machine shop. They will be away about three weeks.

The Guelph and Georgian Bay Railway Co. will ask the Dominion Government for a charter to construct and operate a steam or electric railway from Guelph to Owen Sound or Meaford, or both, via Elora, Fergus, Arthur and Mount Forest; the building of a branch or radial lines from Guelph to Erin and Orangeville; authority to conduct a forwarding business, acquire and use docks and elevators, lay out parks and pleasure resorts, and produce and sell electricity is also wanted.

The conversion of iron into steel, as successfully experimented with some time ago at The Baldwin Iron Works, Ottawa, will commence next week, not as an experiment, but as a commercial enterprise, says The Free Press. This work would have been undertaken as soon as the invention proved a success, but a scarcity of raw material caused the delay. A large supply of crude iron has been received, however, and next week will see the new industry in operation.

CANADA'S IRON RESOURCES.

In commenting on the discovery of the iron deposits in the Moose Mountain range, The Iron and Machinery World, of Chicago, says: "The mineral resources of Canada have as yet been largely undiscovered, but as exploitation goes on, the fact is being disclosed that an immense wealth of iron ore underlies some of the vast solitudes of our northern neighbor. A new Vulcan is looming up in the higher latitudes, and is destined to be an imposing figure. What has been and is being done in the development of the mining properties is, so far, but a pioneer move to a new section of the empire of iron. Home and foreign capital is being heavily invested, the golden current running from Nova Scotia to the Moose Mountains, and to unsurveyed territory beyond. The Moose Mountain range is declared by experts to be the same as the Vermillion range, in age and formation, except that the ore in the one is a hematite and the other a magnetite. * * * * This latest Canadian discovery is of importance to the iron world irrespective of boundary lines, and will ultimately prove to be the basis of extensive operations."

BOOKLET FOR INVENTORS.

MARION & MARION, patent attorneys, of Montreal, have prepared a neat booklet for the use of their technical and industrial clients. It is literally teeming with information of value to persons desirous of securing patents on their inventions. Some of the facts and figures given are exceedingly interesting. For instance, the following facts should be known to everyone seeking a patent in Canada or the United States: "Many inventors believe that, when their application meets with difficulties in the Patent Office, it is because their device infringes on some prior patent; and that, should they obtain a patent for their invention, they thereby obtain the right to manufacture and sell the invention without reference to prior patents. This belief is a common source of patent litigation, which mignt be avoided by a better understanding of this fundamental point of patent law. The question as to infringement never arises in the Patent Office, nor does the grant of a patent convey any rights whatever to the patentee to shield him from the infringement of other patents. There is no doubt that a large proportion, if not the majority, of patented devices are in fact dependent on, or, as the technical phrase is, tributary to, other patents, and can be legally manufactured only by a license under such patents.

"The question of infringement is, on the other hand, properly independent of that of novelty, except in so far as the latter may be involved in the construction of claims. It is in the construction of claims that the most consummate judicial skill is required, just as their original composition is the greatest test of the technical skill of the solicitor.

Patent Office practice involves:

1. Caveats.
2. Novelty searches.
3. Original applications.
4. Rejected applications.
5. Forfeited or abandoned applications.
6. Reissue applications.
7. Disclaimers.
8. Appeals.
9. Interferences (disputes between rival inventors).
10. Conveyance of title.

Court practice involves:

1. Infringement opinions.
2. Validity searches.
3. Title searches.
4. Infringement searches.
5. Infringement suits.
6. Interfering patents.
7. Expert testimony.
8. Popular or "Qui tam" actions.

Much other information of equal value is given with this booklet, which, we understand, can be secured by readers of "Hardware and Metal" on request, for 10c.

W. L. Fish & Son, Johnville, Que., are preparing to instal a new engine in their works.

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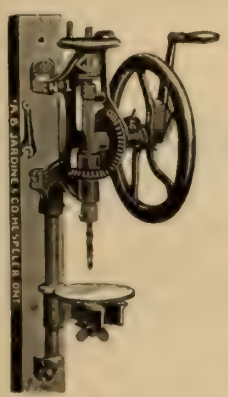

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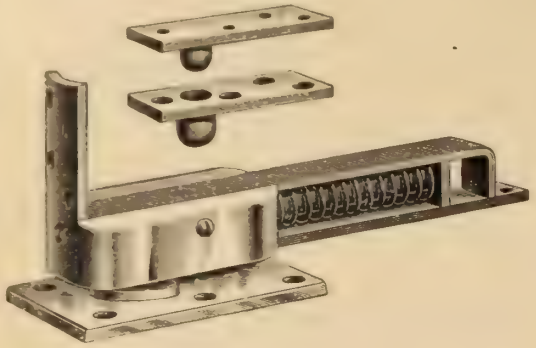
This has been brought out to overcome the objectionable features of the floor hinges at present on the market, which made it necessary to cut a large hole in the floor to receive the hinge, and as all the working parts were beneath the floor, it was impossible to prevent water and dampness from destroying the mechanism. ***Our Hinge*** is secured to the surface of the floor after it has been applied to the door, always bringing the door in perfect allignment before it is fastened to the floor. The tension of the Spring is regulated at any time after the door is hung, permitting the swing of the door to be adjusted as desired. Ask your jobber to show you a sample manufactured by



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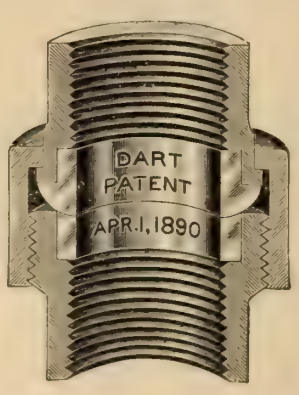

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THE RAILWAYS AND OCEAN TRAFFIC.

THE announcement that the Canadian Pacific Railway Co. has purchased the fleet of the Elder-Dempster Co. does not come as a surprise, for it has been well known for some time that the railway in question has been endeavoring to secure a line of Atlantic steamers. It is, however, none the less a matter of considerable interest and importance. For some years the C.P.R. has had a line of steamships on the Pacific coast, running from Vancouver to Hong Kong, Japan and Chinese ports. This line is subsidized by the Dominion Government, and the amount expended for that purpose in 1901, which is the last year for which we have any figures, was $73,000.

Ever since Mr. Morgan and his fellow-capitalists obtained control of so many of the regular steamship lines plying between this continent and Europe, making them, as it were, a continuation of the large railroad systems in the United States, with which the capitalists in question were connected, it has become evident that the Canadian railways must eventually secure steamships of their own, if they were to be in a position to compete with the railways to the south. Working along these lines, the C.P.R. has at last secured an important line of steamships, and will now be in a better position to meet the competition of United States railways and the steamship lines running from the Atlantic ports of that country controlled by the Morgan syndicate.

Although the Canadian Pacific Railway and the steamship lines, which the C.P.R. has now secured, are practically without any Government control, it is natural to infer that the Canadian transportation system will be very much improved, and that the country as well as the owners of the railways and steamships will receive benefit therefrom. Our trade has greatly increased during the last few years, as our readers are already well aware. Our foreign trade is now close upon $500,000,000 annually. This represents an enormous quantity of merchandise which must be carried by the steamships running to and from the Dominion. During the past 10 years the foreign trade has about doubled, but that is no criterion as to what we may expect in the future. In fact, there is every indication that the development of the next four or five years will very much exceed the ratio of the same period in the past. Our railway system is greatly expanding, and up to the end of the fiscal year, 1901, which is the latest year for which we have any figures, the mileage in operation was 18,294, while the freight carried aggregated 37,000,000 tons. The quantity carried now, however, must be far in excess of that of 1901, as everyone who is acquainted with the condition of traffic to-day must realize.

There is one feature in connection with the possession of the Elder-Dempster Line by the C.P.R. that is, perhaps, worthy of note. The Elder-Dempster Line has hitherto stood outside the combination or the conference of steamship lines, which controls freight rates. Just what the attitude of the C.P.R. towards the conference will be now that it has obtained control of the line will be watched with interest.

Now that the C.P.R. has a steamship line of its own, rumors are rife as to the intention of both the G.T.R. and the Canada Northern. It is said that the G.T.R. is endeavoring to secure the Allan Line, but, so far, nothing official has been given out either to confirm or to dissipate the rumor. It is more likely than not that the G.T.R. is endeavoring to place itself on an equal footing with the C.P.R. As far as the Canada Northern is concerned, it is claimed that J. J. Hill is at the back of the enterprise to secure a line of steamships to run in connection with that system, which is controlled, as our readers are aware, by Mackenzie & Mann.

A SPECIOUS TARIFF ARGUMENT.

A LETTER headed "Furniture Workers Robbed" recently appeared in a daily paper from its Ottawa correspondent. It gives a table showing the imports of furniture into Canada during the six years ending June 30, 1902. In 1897 the value of these imports was $285,512, while last year they had grown to $487,306. This is an increase of 75 per cent. This increase in the importation is the ground upon which the correspondent claims the Canadian furniture manufacturers have been robbed.

Turning to the trade and navigation returns, we find that, during the same number of years, our increase in the exports of furniture is 142 per cent., having been $115,863 in 1897 and $279,260 in 1902.

If the statement of the correspondent in question be true, and that the importers of furniture have been guilty of robbery, is it not equally true that the exporters of furniture have been accessories before the fact in assisting their customers in Great Britain and other countries who have bought our furniture, to rob the manufacturers of Great Britain?

There are undoubtedly items in the Canadian tariff which stand in need of revision, but it can scarcely be said that the tariff on furniture is of such a character as to permit the manufacturers to be robbed of the home trade, as the correspondent in question claims. The duty on furniture is 30 per cent.

As we have already said, there are certain items in the tariff which needs revision, but even if that governing furniture was one of them it would be utter folly to use such arguments as those advanced by the Ottawa correspondent in question and quoted widely by a number of newspapers.

Such arguments do the furniture industry more harm than good, and none generally realize it more than the furniture manufacturers themselves.

THE FACULTY OF TORONTO UNIVERSITY.

WE pointed out in last week's issue that the chief weakness in Toronto University was the Faculty. This weakness, if it is more evident in one department than in another, is in that of the Arts. As this is one of the chief, if not the chief department in the whole University system, it naturally follows that the whole University would be effected thereby. Not only is the Faculty in the department of Arts lacking in that individuality and force of character, which is so necessary to the turning out of efficient students in the strictest sense of the word, but it causes the University itself to be stamped with inefficiency by the great mass of people abroad.

Some one has recently said that what is wanted in the universities of this continent is a combination of the German and British university systems. The German system is professional, aiming primarily at the training of lawyers, doctors, etc., while the British system aims at the development of scholastic ideals.

The atmosphere around Toronto University has become decidedly professional, and throughout the country Toronto University has become associated in the minds of nearly everyone, as an institution for turning out lawyers, doctors, clergymen, and other descriptions of professional men. This belief may be exaggerated to some extent, but when one recognizes that every attempt to bring about a better state of affairs in the University is pooh-poohed and their suggestions that more practical works should be done are termed vain and vulgar, it is not surprising if people do get exaggerated views.

As a result of the spirit which predominates within the institution, it must be evident to even the most cursory observer of the trend of university affairs throughout the world, that Toronto University is out of touch with modern thought and modern ideas as to the service, which such an educational institution can render the country.

Throughout this continent it is recognized to-day by nearly all thinking men that a university is failing in its purpose when it ignores the importance of trade and commerce. Throughout the United States and to some extent in England, it is repeated being pointed out by even men in connection with university work, the necessity of making the university attractive to men who are designed for commercial life, as well as to men designed for the professions. Principal Gordon, the new head of Queen's University comes to us fully impressed with the importance of this. In his inaugural address at Kingston the other day, he was very emphatic upon this point. "It is often asked" he said, "Has the university no special help for young men to look forward to commercial life? We know that the manufacturers are dependent upon the investigation of science. The pulp mill and the iron works require their chemists. The university laboratory, if properly equipped, should be a field for research that tells on the commerce of the country. All this we recognize, but if there comes to us a young man who desires to fit himself for dealing in a large and effective way with the work, and problems of a mercantile career, what can the university offer him? This, at least, we can do. We can select for him from our list of subjects a course of studies that would be specially suited to prepare him for commercial life."

Principal Gordon evidently recognizes the necessities of the case.

A newspaper that cannot be accused of being unfriendly to the University of Toronto is The Toronto World, and yet it, in a recent article on the University affairs, said: "We have no leisured class in this country, and the education must fit men for their aim in life, especially for scientific farming, mining, pharmistry, the building of railways and bridges, and all the work which accompanies the development of a new country."

It is true that Toronto University, on account of the strength of opinion among the commercial interests in this country, has established a commercial course. But what is it? As we pointed out last week, it has one student, and it is scarcely likely to have any more as long as the Faculty remains as it is and the sentiment in the University is so anti-practical, and the professional atmosphere so evident.

That the Toronto University is not only out of touch with the sentiment and spirit of to-day, but we are reminded by a perusal of a report issued 57 years ago by the father of our educational system in Ontario, namely, the late Dr. Ryerson, that as long ago as that views were held which were in advance of those held even to-day by the authorities of Toronto University. From his report we extract the following which speaks for itself:

> By education, I mean not the mere acquisition of certain arts, or of certain branches of knowledge, but that instruction and discipline which qualify and dispose the subjects of it for their appropriate duties and appointments in life, as Christians, as persons in business, and also as members of the civil community in which they live.
>
> The branches of knowledge, which it is essential that all should understand, should be provided for all, and taught to all; should be brought within the reach of the most needy, and forced upon the attention of the most careless. The knowledge required for the scientific pursuit of mechanics, agriculture and commerce must needs be provided to an extent corresponding with the demand and the exigincies of the country, while to a more limited extent are needed facilities for acquiring the higher education of the learned profession.

Dr. Ryerson, it will be noticed, placed first in importance "the knowledge required for the scientific pursuit of mechanics, agriculture and commerce"; and that relating to the learned professions be placed second. Toronto University to-day reverses the order, although knowledge for the "scientific pursuit of mechanics, agriculture and commerce" was never required more than it is to-day.

The trouble in the Toronto University is that it is trying to live on its past. If it is to be such a force for good in the life of Canada as it was 10 or 12 years ago, it must come out from the narrow and exclusive position which it now occupies. But before it can do this we fear that there will have to be a complete remodelling of the Faculty and the system under which the University is conducted

THE PIG IRON SITUATION.

Pig iron is, at the moment, of about the same importance to the average manufacturer as coal was a few weeks ago to the average householder — needed, but hard to get.

The total production of pig iron on this side of the Atlantic, curtailed, as it has been, by scarcity of coke, has not been nearly large enough to supply the demand. Consequently European pig iron, principally English and Scotch, has been imported to a much larger extent than usual.

It will probably be some time before No. 1 Canadian iron will be freely offered. The Hamilton furnace is being relined, and will not be in operation for some days to come. The other Canadian smelters have sold their No. 1 product some time ahead, and are paying more attention to their grades for mixing to supply spot orders.

INDUSTRIAL GOSSIP

THE employes of The McLaughlin Co., Limited, Oshawa, Ont., struck for an advance of 20 per cent in their wages last week. The works are running with non-union men.

The Grundy Co., from Kincardine, Ont., are engaged in installing their stove foundry plant in Strathroy, Ont.

Hon. E. G. Prior, Premier of British Columbia, has declared himself as favorable to grants of further subsidies to railways.

The value of implements and tools exported from Great Britain during last year was £1,570,255, as compared with £1,491,984 in 1901.

The Klondike Mines' Railway may be extended from its present terminus to Gordon's Landing, on the Stewart River, a distance of 85 miles.

During the year just closed Great Britain exported £2,835,905 worth of telegraphic wires and apparatus. In 1901 they exported £3,147,985 worth.

Toronto machinery blacksmiths now work 55 hours a week, having a half-holiday on Saturday. They are now talking of demanding a nine-hour day.

John R. McLean, af Ottawa, says that lumbering operations are exceedingly active in Northern Ontario and Quebec, and would be more so but for the scarcity of men.

Among the new buildings to be erected in Winnipeg this year will be a large moulding shop by The Vulcan Iron Co. on their premises adjoining the C. P. R. tracks.

Two new factories are to be built at Medicine Hat, N.W.T. The Medicine Hat Milling Co. have material on the ground for a new building. E. Bentley is putting up a planing mill and sash and door factory.

The Deering Harvester Works at Hamilton are rapidly nearing completion. The management state that 4,500 people will be employed by these works this season, and that 10,000 will be ultimately employed.

Thos. Ronaldson & Co., of Rotterdam, Holland, have announced that they will run a regular line of steamers between Rotterdam and Montreal, calling also at Quebec. The first sailing from Rotterdam is on April 15.

An Ottawa despatch says that the Canadian Minister of Railways and Canals will again call for tenders for 25,000 tons of steel rails for the Government railway. Neither of the Canadian steel rail mills will bid on the tender.

Coke is being imported from the United States for the British-Columbian smelters, owing to the shortage of Canadian coke, caused by the miners' strike. The production of ore at the big mines is greater at present than for a long time past.

St. Thomas, Ont., council have been asked to loan $20,000 to The Oshawa Canning Co. The company agree to spend $53,000 in land, machinery and buildings, and to employ 150 hands for eight months of the year and 40 for the other four months.

A Kingston, Ont., despatch says that owing to the lack of machinists through the departure of the Germans, The Kingston Locomotive Works Co. have had to discharge over 100 laborers. It is expected that 60 more German machinists will be here next week.

Fire did over $150,000 damage to The Dominion Iron and Steel Company's washing plant at Coke Ovens, N.S., last week. The building was filled with valuable machinery, the motive power alone consisting of 13 motors and two engines. All this was destroyed. The loss is covered by insurance.

J. J. Banfield, Vancouver, stated last week that he had sold property in that city to a purchaser, who, intends to erect a brick block on the land fronting on Carrall street, and in the rear he will erect another brick building to accommodate a rice mill which he proposes to instal. The plant for the rice mill will cost in the neighborhood of $3,000, and while at first only the cleaning of rice will be performed, it is intended that the grinding of that cereal shall be commenced at no distant date.

In referring to trade conditions in British Columbia, The Vancouver Province says: "Little is known concerning the possible duration of the miners' strike but the merchants of the interior and business men generally in that section of the country hope it will be terminated shortly. The great drawback of the mining districts of the interior is that no sooner does the country recover from one labor trouble than another crops up and prosperity receives a setback which it only recovers from after the lapse of considerable time."

NEW FACTORIES FOR OWEN SOUND

Among the buildings that will be erected in Owen Sound for industrial purposes this year are The Ontario Linseed Oil Works, The Canadian Heating and Ventilating Foundries, The Owen Sound Iron Works Company's foundries, extensive additions to The McLauchlan & Sons' Company's factories, additions to The Owen Sound Fruit Packing Company's warehouse for cold storage purposes, an addition to The Grey & Bruce Cement Works, and a corn grinding mill for Chandler & Co., in all probability. Others will doubtless develop as the summer approaches, but these alone represent an expenditure of about $200,000.

COMPANIES INCORPORATED.

The Munro & McIntosh Carriage Company, Alexandria, Ont., capital, $250,000. Provisional directors: Hugh Munro, John McIntosh and J. F. Smith, all of Alexandria, Ont.

The Darling Co., Limited, Sandwich, Ont.; capital, $100,000. Provisional directors: F. W. Wheeler, T. J. Austin, A. T. Pitts, G. F. Clark, of Detroit, Mich.; and S. A. King, Windsor, Ont.

Peerless Cash Register Co., Hamilton, Ont.; capital, $100,000. Provisional directors: S. H. Pocock, A. G. Russell, of Hamilton, J. M. Staebler, Berlin; H. W. Bickell and James Curry, Toronto.

The Brown Manufacturing Co., Midland, Ont.; capital, $40,000. Provisional directors: James Brown, W. H. Bennett, Moses Moses, A. Jackel and William Peters, all of Midland, Ont.

The Shevlin Clarke Co., Rainy River, Ont., lumber dealers; capital, $200,000. Provisional directors: T. H. Shevlin, E. L. Carpenter, H. C. Clarke, all of Minneapolis, Minn.

The Coronation Gold Mining Co., of Ottawa; capital, $100,000. Provisional directors: A. W. Fraser, Jno. Fraser, J. McBain, H. A. Burbidge and A. A. Fraser, all of Ottawa.

The Ottawa Fish and Game Co., capital, $25,000. Provisional directors: G. S. Johnston, W. Thompson, W. J. Johnston, all of Ottawa.

The stock of The St. Catharines Mineral Springs and Sanitarium Co., Limited, is increased from $40,000 to $[illegible], and The Woodstock Wire Mats Co., Limited, from $75,000 to $[illegible].

MARKETS AND MARKET NOTES

QUEBEC MARKETS

Montreal, February 27, 1903.

HARDWARE.

EVERYBODY in the wholesale hardware trade complains of being pushed with orders at present, and not a few of them are working every night in order to keep from getting too far behind with the shipment of goods. A new list has been issued for horse pokes, and the price now quoted for "Champion" and "Dictator," is $4.50 and for "Climax," $6. The discount is 10 per cent. on all kinds. Plumbers' oakum has advanced 50c. per 100 lb. There seems to be a scarcity in bolts and nuts, and one Montreal house found great difficulty in filling an order for immediate shipment. Rumors are afloat of an advance in locks of all kinds and front door sets, the scarcity of pig iron being the reason given by the manufacturers. We might say that the goods moving briskly for prompt shipment are sap spouts, sap pails and sap bits; while those for spring delivery are hay carriers and forks, harvest tools, lawn mowers, grass shears, freezers, ice tongs and refrigerators. There has also been an advance of from 5 to 10 per cent. in the price of horseshoes. Attention might also be called to the price list of cant hooks, which appears below. We quote:

CANT HOOKS.—The following prices are quoted for cant hooks: No. 12, $10; No. 8, $11.50; No. 8a, $11; No. 2, $12; No. 7a, $16; No. 6a, $14.50; No. 5a, $11.50.

LAWN MOWERS.—There is a brisk demand for lawn mowers for spring shipment. Prices are: 10½ in. wheel x 12 in. cutter, $7.50; by 14-inch cutter, $8.00; by 16-inch do, $8.50; by 18-inch do, $9.00; by 20-inch do, $10.00. Star, 9-inch wheel by 12-inch cutter, $5.50; by 14-inch do, $5.75; by 16-inch do, $6. Daisy, 8-inch wheel by 12-inch cutter, $4.90; by 14-inch do, $5.10; by 16-inch do, $5.30. Philadelphia pattern, 7½-inch wheel by 10-inch cutter, $6; by 12-inch do, $6.50; by 14-inch do, $7; by 16-inch do, $7.50. Grass boxes are quoted as follows: 12-inch, $2.25; 14-inch, $2.25; 16-inch, $2.50; 18-inch, $2.50; 20-inch, $2.75. The discount on all the above is 50 per cent. off.

BARB WIRE.—The market remains steady with a fair demand. We quote: $2.80 per 100 lb. f.o.b. Montreal; $2.45 f.o.b. Cleveland in carlots of 15 tons; $2.67½ f.o.b. Cleveland in smaller lots.

GALVANIZED WIRE.—Several inquiries were received during the week for future delivery. Prices are unchanged. Our quotations follow: No. 5, $3.70; No. 6, 7 and 8, $3.15; No. 9, $2.55; No. 10, $3.20; No. 11, $3.25; No. 12, $2.65; No. 13, $2.75; No. 14, $3.75. In carlots, f.o.b. Cleveland: No. 5, $2.20; Nos. 6, 7, 8 and 9, $2.15; No. 10, $2.20; No. 11, $2.25; No. 12, $2.30; No. 13, $2.40; No. 14, $2.50. In less than carlots, 12½c. per 100 lb. extra is charged.

SMOOTH STEEL WIRE.—The prices remain unchanged and the demand is limited. We quote: Bright and annealed, $2.50 per 100 lb. f.o.b. Montreal, Toronto, Halifax, London, Hamilton and St. John. Net extras per 100 lb. are now as follows: Coppered wire, 60c.; tinned wire, $2; oiling, 10c.; spring wire, $1.25; best steel wire, 75c.; bright soft drawn, 15c.; special hay-baling wire, 30c.

FENCE WIRE.—There is a good trade being done for spring shipment. The discount remains at 25 per cent., with the following extras: 1 and 2 K. hanks, 25c. per 100 lb.; ½-lb. hanks, 37½c. and ¼ lb. hanks, 50c.

BRASS AND COPPER WIRE.—An advance of 2½ per cent. is noted in brass and copper wire, and the discount is now quoted at 60 per cent.

FENCE STAPLES.—There is a brisk demand and the prices are firm. We quote $3 per 100-lb. keg for galvanized staples and $2.80 for bright, with 25c. extra for 25 and 50-lb. packages.

WIRE NAILS.—A good trade is doing at unchanged prices. Our quotations

SAP PAILS AND SPILES

STRAIGHT PATTERN

These goods will be needed before long, and your customers may ask for them any time now.

If you require either spiles or pails, we can ship you any quantity the same day the order reaches us.

FLARING PATTERN

Sap Pails—Made in six sizes in both straight and flaring patterns.

"EUREKA" CAST IRON SAP SPILES.

The superiority of these spiles over all others is well known to the trade.

Tinned and Galvanized Iron in the following sizes and Guages, for sap pans, always in stock:

TINNED IRON	GALVANIZED IRON	
48 x 96 x 20	48 x 96 x 16	
48 x 96 x 22	48 x 96 x 18	PROMPT
36 x 84 x 22	48 x 96 x 20	SHIPMENT
	48 x 96 x 22	GUARANTEED.

The McClary Manufacturing Co.

LONDON, TORONTO, MONTREAL, WINNIPEG, VANCOUVER, AND ST. JOHN, N.B.

"Everything for the Tinshop."

ENGLISH
GERMAN
BELGIAN
CANADIAN
AMERICAN
} PORTLAND CEMENTS.

FIRE
BUILDING
ENAMELLED
SILICA
MAGNESIA
} BRICKS.

DRAIN
CULVERT
} PIPES.

F. HYDE & CO.
31 WELLINGTON ST., MONTREAL

. . FULL STOCK . .
Salt Glazed Vitrified
SEWER PIPE
Double Strength Culvert Pipe a Specialty.
THE CANADIAN SEWER PIPE CO.
HAMILTON, ONT. TORONTO, ONT.
ST. JOHNS, QUE.

Deseronto Iron Co.
LIMITED
DESERONTO, ONT.
Manufacturers of
CHARCOAL PIG IRON
BRAND "DESERONTO."
Especially adapted for Car Wheels, Malleable Castings, Boiler Tubes, Engine Cylinders, Hydraulic and other Machinery where great strength is required; Strong, High Silicon Iron, for Foundry Purposes.

"MIDLAND"
BRAND
Foundry Pig Iron.
Made from carefully selected Lake Superior Ores, with Connellsville Coke as Fuel, "Midland" will rival in quality and grading the very best of the imported brands
Write for Price to Sales Agents
Drummond McCall & Co.
MONTREAL, QUE.
or to
Canada Iron Furnace Co.
MIDLAND, ONT. Limited

are still as follows: Carlots $2.40 and small lots, $2.45 per keg f.o.b. Canadaque, Montreal, London, Hamilton, Toronto, Brantford, Windsor Ont., and St. John.

HORSE NAILS.—The prices remain the same as last week, but are reported to be very firm. "M" brand, "Oval" and "New City" heads, 55 per cent.; "Countersunk" heads, prices quoted on application. "C" brand, 40, 10 and 7½ per cent. off. "Monarch," 60 per cent. and "Peerless," 50 per cent.

HORSESHOES.—The demand is steady and the prices have advanced. We quote: Iron shoes, light and medium pattern, No. 2 and larger, $3.40; No. 1 and smaller, $3.65; snow pattern, No. 2 and larger, $3.65; No. 1 and smaller, $3.90. X L steel shoes, new light pattern, sizes 1 to 5, No. 2 and larger, $3.55; No. 1 and smaller, $3.80; featherweight, all sizes, 0 to 4, $5.10; toe weight, all sizes, 1 to 4, $6.35. Shoes, more than one size in a keg, 10c per keg extra f.o.b. Montreal only.

RIVETS AND BURRS.—Trade is gradually increasing. The discounts are: Best iron rivets, section carriage and wagon box, black rivets, tinned do., coopers' rivets and tinned swedes rivets, 60 and 10 per cent.; swedes iron burrs are quoted at 55 per cent. off; copper rivets, with the usual proportion of burrs, 15 per cent. off and coppered iron rivets and burrs, in 5-lb. carton boxes are quoted at 60 and 10 per cent. off list.

BOLTS AND NUTS.—A scarcity is reported and the prices are firm this week. The discounts are quoted as follows: Norway carriage bolts, 55 per cent.; common, 50 and 10 per cent.; full square carriage bolts, 55 per cent., machine bolts, 50 and 5 and 10 per cent.; coach screws, 66 2-3 per cent.; sleighshoe bolts, 65 and 5 per cent.; blank bolts, 50 and 5 per cent.; bolt ends, 50 and 5 per cent.; plough bolts, 50, 5 and 10 per cent. Tire bolts, 67½ per cent.; stove bolts, 67½ per cent. Nuts, square, 3¼c. per lb. off list; hexagon nuts, 3¾c. per lb. off list. To all retailers an extra discount of ½c. per lb is allowed.

SCREWS.—The market is more active than it was a week ago. Quotations are as follows: Round head bright, 82½ and 10 per cent.; flat head bright, 87½ and 10 per cent.; brass, round heads, 75 and 10 per cent.; brass, flat heads, 80 and 10 per cent.

CORDAGE.—A fair trade is reported at unchanged prices. Our quotations are: Pure manila, 14c.; British pure manila, 12c.; sisal, 11c.; double lathyarn, 10½c.; single lathyarn, 10c.

BUILDING PAPER.—The trade report a bright outlook for building paper during the coming season. Prices are unchanged. We quote: Tarred felt, $1.75 per 100 lb.; 2-ply, ready-roofing, 90c. per roll; 3 ply, $1.15 per roll; carpet felt, $2.25 per 100 lb.; dry sheathing, 35c per roll; tar sheathing, 15c. per roll; dry fibre, 55c per roll; tarred fibre, 60c. per roll, O K and I X L, 65c per roll; heavy straw and sheathing, $30 per ton; slaters' felt, 60c per roll.

SCREEN WIRE CLOTH.—There is a brisk demand for screen wire cloth at $1.40 per 100 square feet.

FIREBRICKS.—The market remains unchanged. We quote: English, $16 to $22 and Scotch, $17 to $22 per 1,000.

CEMENT.—There is very little doing in cement as yet. Quotations are: Canadian cement, $1.90 to $2.25; German,

STEEL
SANDERSON'S CAST STEEL,
Full line in stock.
REELED MACHINERY,
SPRING, TIRE, TOE CAULK,
Best English and American makes. Etc.
A. C. LESLIE & CO.
509-512 Merchants Bank Building,
MONTREAL.

In the Good Old Summer Time
you can sell a man any old kind of a pump.
But in the hard winter season, if he finds his pump frozen every cold day, he will not think very much of the man who sold him that pump.
Sell McDougall Anti-Freezing Pump all the year round and you will find that the sale of a good pump will bring about the sale of a good many other things.

The R. McDOUGALL CO., Limited
GALT, ONT.

Pig Iron
We offer the following brands, to arrive, viz:
No. 1 "SUMMERLEE."
" 1 "GARTSHERRIE."
" 1 "EGLINTON."
" 1 "CARNBROE."
" 1 "MIDDLESBORO'."
" 3 do.
Write for quotations.
ADAM HOPE & CO.
Hamilton, Ont.

NOVA SCOTIA STEEL & COAL CO., Limited
NEW GLASGOW, N.S.
Manufacturers of
Ferrona Pig Iron
And SIEMENS MARTIN
OPEN HEARTH STEEL

$2.20 to $2.30. English, $2.15 to $2.25; Belgian, $1.70 to $1.95 per barrel ex-store, and American, $2.10 to $2.20 ex-cars.

SNOW SHOVELS.—The season is about over and a small stock will be carried over. We quote: "Habitant," $2.25 to [illegible]; "Victor," 40 per cent. off; steel railroad shovels, 18 and 5 per cent. off.

FIRE SHOVELS.—A few small orders were booked during the week for immediate shipment. Discounts are: No. 70, 38½ to 40c. per doz.; No. 55, 55 to 60c.; No. 57, 82½ to 90c.; No. 60, 82½ to 90c.; No. 65, $1.37½ to $1.45; No. 80, 50 to 55c.; "Duplex," No. 7, $1.21; No. 9, $1.52, No. 11, $1.82.

COAL HODS.—The demand for coal hods is quiet and the narket prices are as follows: Japanned, 16-in., $4.50 per doz.; 17-in., $4.80; 18-in., $5.10; with gold band, 17-in., $5.10; 18-in., $5.40. Galvanized, 16-in., $6.20; 17-in., $6.50; 18-in., $6.80 per doz. The discount is 45 per cent.

LANTERNS.—There is a steady trade doing. We quote: Tilt, lift or hinge, No. 0, $4 per doz.; Cold Blast, $7 per doz.; dashboard, No. 0, $5.75 per dozen; cold-blast dashboard, $9 per dozen. Extras are as follows: Japanning, 50c. per dozen; copper-plating cold blast, $2 per dozen. The prices quoted are f.o.b. London, Hamilton, Toronto, Belleville, Kingston and Montreal.

METALS.

The metal market is without feature this week, other than the scarcity of pig iron. Dealers claim that unless relief is forthcoming in all probability an advance will take place, which will necessitate an increase in all goods manufactured from iron. The copper market continues to be firm, both locally and throughout the United States. An unusual amount of coil chain is being sold for the coming lumber season, a great quantity being used in rafting logs. There is nothing to report in regard to the foreign market, as no changes have been noted during the week. Canada plates seem to be easier and are in good demand. We quote:

BAR IRON.—There is a brisk demand for bar iron and some lengths are reported scarce. We quote as follows: Merchants' bar, $2; horseshoe iron, $2.25 and forged iron, $2.30.

BLACK SHEETS.—The market is steady and a fair trade reported. We quote: 28 gauge, $2.65; 26 gauge, $2.60; 20 to 21 gauge, $2.50; 8 to 20 gauge, $2.50.

GALVANIZED IRON.—A steady sale is noted in galvanized iron. Our quotations are as follows: No. 28, Queen's Head, $4.40; Apollo, 10¾-oz., $4.30; Fleur de Lis, $4.15; Comet, $4.10; "Bell" brand $4.05. For less than case lots 25c. extra is charged.

LEAD PIPE.—There is a good movement in this market. Composition and waste are being sold at 8c. and ordinary at 7c. The discount is 27½ per cent.

IRON PIPE.—The spring business is brisk and prices firm. Our quotations are as follows: Standard pipe per 100 feet, in lengths under 19 feet: Black, ¼, $2.40; ⅜, $2.65; ½, $2.85; ¾, $3.65; 1-in., $5.20; 1¼, $7.35; 1½, $8.95; 2-in., $12.55. Galvanized, ¼, $3.20; ⅜, $3.45; ½, $3.85; ¾, $5; 1-in., $7.20; 1¼, $10.05; 1½, $12.20; 2-inch, $16.85. Extra heavy pipe, plain ends, are quoted per 100 feet as follows: Black, ½, $4.20; ¾, $5.25; 1-in.,

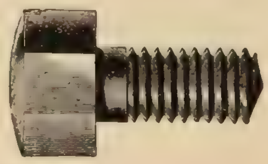
Standard Horse Rasps

"Kearney & Foot," "Nicholson," "Arcade," "Globe."

Warranted.

All of the above brands are celebrated for their Sharp Elastic Teeth and Uniform Temper
For sale by all prominent Hardware dealers.

NICHOLSON FILE CO., DOMINION WORKS, PORT HOPE, ONT.



THE JOHN MORROW MACHINE SCREW COMPANY, Limited
Manufacturers of
Set and Cap Screws, Special Milled Work, Engine Studs Etc. Cold Punched Nuts of every variety of finish.
INGERSOLL, ONT.

DO YOU WANT TO MAKE MONEY

FIRST FLOOR DOUBLE OUTFIT

THESE OUTFITS WILL HANDLE
VARNISHES, RAW AND
BOILED LINSEED OIL,
TURPENTINE, FILLERS

and all other Non-Lubricants without "sticking" or "gumming" and to your entire satisfaction and profit.

WE BUILD FIFTY DIFFERENT STYLES FOR HANDLING ALL CLASSES OF OILS

Our Catalogue "A" gives full information.
—It's Free.—

OF COURSE YOU DO

and all that you can.
You are not doing this
if you are not using

BOWSER
FOUR MEASURE
SELF-MEASURING
OIL TANKS

TO HANDLE YOUR
PAINT OILS
—AND—
VARNISHES

No waste of oil or time.
No use for measures or funnels.
No dirty, oil-soaked floors.
No over measure given.

They are Neat, Clean, Handy, Economical
Satisfactory.

They Pump and Measure Accurate Gallons, Half-Gallons, Quarts and Pints.

S. F. Bowser & Co.
Factory: Fort Wayne, Indiana.
65 FRONT ST. EAST, TORONTO

$7.55 ; 1¼, $10.55 ; 1½, $12.75 ; 2-in., $17.60. Galvanized, ½, $5.20 ; ¾, $6.65 ; 1 in., $9.55 ; 1¼, $13.25 ; 1½, $16; 2 in., $21.90. For threads and couplings on extra heavy 5 per cent. net is added. Trade discount, 5 to 7½ per cent.

TINPLATES.—The market is reported to be firm and sales good. We quote as follows: Coke, $4.25 to $4.50 and charcoals, $4.75 to $5.

SOIL PIPE AND FITTINGS.—A large number of orders are being booked for spring delivery. The discounts are: Light soil pipe, 3 to 6 inch, 50 per cent.; medium and extra heavy soil pipe, 2 to 6-inch, 60 per cent.; extra heavy soil pipe, 8 inch, 45 per cent.; light fittings, 2 to 6-inch, 50 and 10 per cent.; medium and extra heavy fittings, 2 to 6-inch, 60 per cent.: extra heavy fittings, 8-inch, 45 per cent.

PIG IRON.—There is a good demand for pig iron, but the scarcity keeps dealers from accepting large orders. The market price is very firm. We quote $23.50 to $24.50 ex-store Montreal, and an advance is looked for.

INGOT COPPER.—The ingot copper market is also very firm, and our prices for this week are $14 to $15 per 100 lb.

INGOT TIN.—There is a good movement in tin on account of the rumors of an advance in price. We quote $33 to $33.50 per 100 lb.

PIG LEAD.—The market is steady. We quote $3.10 for carlots and $3.25 for less than carlots.

STEEL.—There is only a fair trade reported. We quote as follows: Mild, $2.05; sleighshoe, $2.10 to $2.20 ; tire, $2.15 to $2.25 ; spring, $2.85 to $3 ; reeled machinery, $2.75 to $3 ; toecalk, $2.60 to $2.75 ; machinery (iron finish), $2.10 ; mild steel, $2.05 ; sqdare harrow, $2.15.

TOOL STEEL.—A good demand continues and the prices are firm. We still quote: Black Diamond, 8 to 9c.; Sanderson's, 8 to 9c., according to the grade ; Jessop's, 13c.; Leonard's, 7½c.; Jonas & Colver's, 10 to 20c.; "Air Hardening," 50 to 65c. per lb.

CANADA PLATES.—The local market is reported to be active. Prices are: 52s, $2.60 to $2.70; 60s, $2.70 to $2.80; 75s, $2.80 to $2.85; full polished, $3.75 and galvanized, $4.25 to $4.35 ; galvanized, 60s, $4.45 to $4.55.

TERNE PLATES.—We quote $7.50.

COIL CHAIN.—A brisk demand is reported and dealers say the business is larger than for years past. We quote: No. 6, 11½c.; No. 5, 10 to 10½c.; No. 4, 9 to 9½c.; No. 3, 8 to 8½c.; ¼ in., 6½ to 7c. per lb.; 5-16, $5 to $5.20; 5-16 exact, $5.25 ; ⅜, $4.25; 7-16, $4 ; ½, $3.95 to $4.05; 9-16, $3.85 to $3.95; ⅝, $3.65 to $3.75; ¾, $5 to $5.20; ⅞, $3.30 ; 1-in., $3.15 to $3.25. In carlots an allowance of 10c. is made.

SHEET ZINC.—The market is quiet and the prices are firm at $5.75 to $6.

ZINC SPELTER.—There is a fair trade doing at $5.25.

SOLDER.—The demand is brisk at last week's prices. We quote: Bar solder, 20c. and wire solder, 18c.

SCRAP METALS.

The trade generally is brisk and prices steady. Dealers report more goods to hand from small dealers than during January and expect to receive some large shipments as soon as the roads in the country are in better shape. Our quotations are now as follows: Heavy copper and wire, 10c. per lb.; light copper, 9c.; heavy red brass, 10c.; heavy yellow, 8½c.; light brass, 5c.; lead, 2 to 2¼c.; zinc, 2½ to 2¾c.; iron, No. 1 wrought, $17 to $17.50 ; No. 2, $7.50 per ton ; machinery scrap, $17.50 to $18 ; stove plate, $13,; malleable and steel, $6 ; mixed country rags, 60 to 70c. per 100 lb.; old rubbers, 6¼ to 6¾c. per lb.

RAW FURS.

Offerings in all seasonable lines of raw furs have come in satisfactorily. There have been no changes in prices. We now quote:

HIDES.

There is very little prime stock coming to hand, and it seems to be very difficult to secure anything but grubs. We now quote: No. 1 hides, 8c.; No. 2, 7c.; No. 3, 6c.; calfskins, 8 to 10c. and lambskins, 75c.

MONTREAL NOTES.

Horseshoes have increased from 5 to 10 per cent.

An advance is looked for in the price of all kinds of locks.

The scarcity of pig iron seems to be the topic of conversation this week.

THE ROOF

Gets the worst of it.

There's no shelter for it. It shelters the rest from the elements. That's why every one needs the very best shingles.

EASTLAKE SHINGLES

are absolutely fire, lightning, rust and leak proof, and easy to apply.

They've long since been proved the most reliable, perfect and longest-lasting kind to be found.

With them in stock you're certain of satisfied customers and increased business.

The Metallic Roofing Co., Limited

TORONTO MONTREAL WINNIPEG

		Large	Medium	Small	Kitts	Fall Beaver $2.00 to $2.50 per pound		Spring Beaver $3.00 to $3.25 per pound	
BEAVER	Labrador and choice Eastern	$6.00	$5.00	$2.75	$1 1.50				
"	Territory Rocky Mountains and Western								
	Strictly Prime, or, No. 1	6 00	4 00	2 00	.50-.75				
	Partly Prime, or, No. 2	4 00	3 00	2 00	50				
	Unprime, or, No. 3	3 00	2 00	75	40				
	Flat, weak, or poor, or, No. 4	2 50	50	25	.25				
		Large	Medium	Small	2	3	4	Cubs	Yearlings
BEAR	Black Choice only	15 00	10 00	7.50	6.00	3.00	50	$2.00	to $8.00
"	Brown "	12 00	7 00	5.00				1 00	to 5 00
		1	2	3	4				
BADGER	Of all sections	50	25	.10	05				
		Dark	Brown	Pale	2	3	4		
FISHER	Eastern and far North Eastern	6 50	5 00	5 00	3 00	1 75	.50		
	Territory and Western	6 50	5 00	3.50	2 00	1 00	50		
		Large	Small	2	3	4			
FOX	Red North Eastern and similar fine bright red kinds	4 00	2 75	1 25	.75	20			
"	Territory and Western	4.00	2 75	1 40	50	.20			
		Dark	Fair	Pale	2	3	4		
"	Cross Value principally as to beauty, also size & richness	10 00	7 00	4 00	2 50	1.50	.50		
"	Silver Eastern and far Northern	75 00	50 00	25 00	20 00	9 00	4 50		
"	Pacific Coast, Territory and Western	50 00 60	35 00	20 00	15 00	5 00	2 50		
		Large	Medium	Small	2	3			
LYNX	Far North Eastern	4 00-5 00	2 to 3 50	2 25	2 00	75	25		
"	Territory and Western	4.00-5 00	2 to 3 50	2 25	2 00	60	20		
		Dark	Brown	Pale	2	3	4		
MARTEN	British Columbia, Northern Pacific and similar	7 00	5 00	2 50	1 75	1 00	25		
"	Territory and Western	3 50	2 25	1 50	1 00	60	20		
"	Quebec and Ontario	3 00-3 50	2 25 3 00	2 to 2 25	1 00	50	25		
		Large	Medium	Small	2 Large	2 Small	3		
MINK	Halifax, far North Eastern and choice	4 00	3 25	2 50	2.25	1 50	40	25	
"	Territory and Western	1 50-2 00	1 50	1 00	75		25	[illegible]	
		Spring	Winter	Fall	Kitts				
MUSKRAT	Eastern, best large		10 to 13	8 to 10	2 to 5				
"	Territory and Western		5 to 10	07	2 to 4				
		Large	Small	2	3	4			
OTTER	Labrador and far North-Eastern	$10-$14	7 00-10	5.00	2 50	2 00			
"	Territory and Western	6.00	4 50	3 50	2 25	[illegible]			
		Large	Small	2	3	4			
RACOON		75-1 25	60-75	33-50	25	[illegible]			
"	Black—Value according to darkness, size and beauty	2 25	2 00	1 00	50	[illegible]			
		Black	Short St	Long St	White				
SKUNK		75-1 25	75	40 50	05 1[illegible]				
		Dark	Brown	Pale	2	[illegible]	4		
WOLVERINE	Value according to darkness, size and beauty	5 00	4 00	2 50	1 [illegible]	[illegible]	25		
CASTOREUM		$5.00 to $6.00 per pound							

ONTARIO MARKETS

Toronto, February 27, 1903

HARDWARE.

THE volume of orders coming in this week is not been up to the high standard set last week. In fact, while there is a fairly large business being done for future delivery, orders are pretty well booked up. Shipments have not been as large as they are likely to be in a few weeks, yet, there is a good movement for the end of February. The lines moving comprise a general assortment of hardware. Trade with the lumber camps seems to be about over for the season. The demand for wire nails, which was so excessive last week, has fallen off, as the trade seem to have satisfied their requirements pretty generally. Building paper is selling particularly well. Brass goods, range boilers and other plumbing and heating lines have furnished many large orders to the jobbers. The prices throughout are well maintained, yet, there is not, at the moment, any tendency towards higher prices.

BARB WIRE.—A few orders are still being booked, but the bulk of them seem to be in. The base price is quoted as follows: $2.55 from Cleveland and 10c. less in carlots. From stock, Toronto, $2.80.

COIL SPRING WIRE.—Business for spring delivery is well in, but some letter orders are still being received. Prices are steady. Quotations are as follows: No. 9, $2.75; No. 11, $3.40; No. 12, $2.95. Freight up to 25c. per 100 lb. allowed on 500 lb. or over. Carlots of 15 tons, 5c. less, with freight up to 20c. allowed.

GALVANIZED WIRE.—A few orders are still coming in, with prices steady. We quote: Nos. 6, 7 and 8, $3.15 to $3.35 per 100 lb.; No. 9, $2.50; No. 10, $3.20 to $3.40; No. 11, $3.25 to $3.45; No. 12, $2.65; No. 13, $2.75; No. 14, $3.75 to $3.95; No. 15, $4.30; No. 16, $4.55. Nos. 6 to 9 base from Cleveland are quoted at $2.27½ in less than carlots.

SMOOTH STEEL WIRE.—A fair trade is doing for spring. We quote the base price as follows: $2.50 per 100 lb. Oiling, 10c.; coppering, 60c. and tinning, $2 per 100 lb. extra. Shipping points, Toronto, Hamilton, London and Montreal, with freights equalized on those points.

WIRE NAILS.—Business has fallen off from last week, but a fairly good movement is still reported. It is thought that trade is about booked for the season now. There is no change in the prices We quote: $2.45 per keg and 5c. less for carlots. The shipping points are Toronto, Hamilton, London, Gananoque and Montreal.

CUT NAILS.—There is nothing doing. We quote $2.50 per keg.

HORSE NAILS.—Quite a few are going out. Prices are steady. Discounts are: "C" brand, oval head, 40 and 10 and 7½ per cent.; on "Monarch," 60 per cent. and "Countersunk" head, 60 per cent.; on "Peerless," 45 and 7½ per cent.

HORSESHOES.—The demand continues fairly large. Our quotations are as follows: Iron shoes, No. 2 and larger, light medium and heavy, $3.45; snow shoes $3.70; light steel shoes, $3.55; feather weight (all sizes), $4.95; iron shoes, No. 1 and smaller, light, medium and heavy (all sizes), $3.70; snow shoes, $4; light steel shoes, $3.80; featherweight (all sizes), $4.95.

SCREWS.—A fairly good trade is doing. Prices are unchanged. We quote as follows: Flat head bright, 87½ and 10 per cent. discount; round head bright, 82½ and 10 per cent.; flat head brass, 80 and 10 per cent.; round head brass, 75 and 10 per cent.; round head bronze, 65 per cent. and flat head bronze, 70 per cent.

RIVETS AND BURRS.—The demand keeps up satisfactorily and quotations are as follows: Iron rivets, 60 and 10 per cent. discount; iron burrs, 55 per cent.; copper rivets, with usual proportion of burrs, 45 per cent.; copper burrs alone, 30 and 10 per cent.

BOLTS AND NUTS.—The demand keeps up nicely. The prices are unchanged. We quote: Carriage bolts, common ($1 list), 50 and 10 per cent.; carriage bolts, full square ($2.40 list), 55 and 10 per cent.; carriage bolts, Norway iron ($3 list), 55 and 10 per cent.; machine bolts, all sizes, 50, 5 and 10 per cent.; coach screws, cone points, 66 2-3 and 10 per cent.; elevator shaft and whiffletree bolts, 50 per cent.

SPADES AND SHOVELS.—Quite a number are still going out, yet the trade seems to be pretty well booked up. Discount is 45 per cent. and the list price has been reduced $3 per dozen for Olds' good, $2 for Gray's and $1 for Burns'.

ROPE.—There is no change. The demand for immediate shipment is quiet. A few orders are coming in for later delivery. Prices are unchaged this week. We quote: Pure manila, 14c.; British manila, 12c.; sisal, 11c.; lathyarn, single, 11c. and double, 11½c.; sisal bed cord, 3-cord, 48 feet, 65c.; 60 feet, 80c.; 72 feet, 95c. per doz.

HARVEST TOOLS.—No shipments are yet being made. There is no change in the discounts, which remain at 60 and 10 per cent.

LAWN MOWERS.—Business is about completed. Prices are firm. We quote: Woodyatt, 12-inch wheels, $7.50; Star, 12-inch wheels, $5.50; Daisy, 12-inch wheels, $4.90; Philadelphia, 10-inch wheels, $6; Ontario, 10-inch wheels, $12.75. The other prices are in proportion.

BRASS AND COPPER WIRE.—The advance of last week is well maintained, the discount being still 60 per cent. off.

BRASS RODS AND TUBING.—A good, steady trade is doing. We quote: Tubing, 3-16, 50c.; ¼, 35c.; 5-16, to 2 in., 28c. Pipe, ¼, 35c.; ⅜, 28c.; ½ to 3 in., 25c.

BUILDING PAPER.—The demand keeps up excellently. Prices are steady, and quotations are as follows: Dry sheathing, grey or straw, 40c. per roll; tar sheathing, grey or straw, 50c. per roll; dry fibre, 55c. per roll; tarred fibre, 65c. per roll.

RANGE BOILERS.—Prices are reduced 50c. for smaller sizes. This reduction, it is understood, is made to meet outside competition. There is an active demand. We quote: 18 and 30 gal., $5.50; 35 gal., $6.50; 40 gal., $7.50; 52 gal., $12.50; 63 gal., $19; 82 gal., $23; 100 gal., $31 and 120 gal., $37.

SCREEN DOORS.—Orders are moderate. Prices are steady. We still quote: Screen doors, common, two or three panel, walnut stained, 4-in. style, $6.80; stained, yellow or green, $7; in natural colors, oil finish, $8.15; 3-inch style, 20c. per dozen less.

CEMENT.—The trade are now buying freely with prices firm throughout. We quote as follows: Canadian Portland, $2.40 to $2.50; hydraulic, $1.35 per bbl.

METALS.

If other proofs were lacking, the continued activity in the metal market, the heavy purchasing by all classes of manufacturers in every part of the Province, would be sufficient guarantee of the satisfactory business conditions existing throughout Ontario. The demand for pig iron is as pressing as ever, and agents of the foundries are finding trouble in satisfying their customers. The sales of steel are fully up to the usual, while brass, copper, tin and black sheets are in steady request. Manufacturers of iron pipe are having difficulty in filling orders, and as some of the jobbers here are short of stocks, prices are firmly maintained. The foreign tin and copper markets have risen in the week, so prices of these lines, also of solder, have advanced here. Some sizes of iron pipe are also dearer. Other lines are firm.

PIG IRON.—The scarcity of Canadian pig is causing a heavy import of English iron, which is being used in mixing with the native product. Results of this mixing have, in some cases, been eminently satisfactory; in other cases, trouble has arisen. There is little No. 1 offering, but a special grade is being offered by Canadian furnaces at $22.50 delivered in Ontario, which is mixed with English iron delivered at about the same price. No. 2 Summerlee is quoted at $25 on track, Toronto.

STEEL BOILER PLATES.—The demand is about as usual. We quote from $2 to $2.25 at Toronto.

TOOL STEEL.—The activity keeps up. The prices are firm. We quote as follows: "B C" and "Black Diamond," 10 to 11c.; Jessop's, Morton's and Firth's, 14c.; Jonas & Colver's, 10 to 20c.; ditto, "Air Hardening," 70c. per lb.; Chas. Leonard's, 8c. to 9c.; Park's "Silver," 12 to 14c.; Park's Special," 15 to 20c.

MILD STEEL.—Prices are well maintained. We quote $1.90 per 100 lb. at Pittsburg and $2.75 per 100 lb. on track, Toronto.

SPRING STEEL.—No change, and we quote $3.50 per 100 lb. on track, Toronto.

BAR IRON.—Sales are above the usual and prices are well held to, and the base price is quoted as follows: $2.05. For extras, cut to length while rolling: 2 ft. and over, 10c. per 100 lb.; 1 ft. and under 2 ft., 15c.; under 1 ft., 20c.; over 20 ft., by special agreement, according to length and size.

BLACK SHEETS.—The demand continues excellent with stocks liberal. Prices are steady. We quote: Common, $3.15 for 28 gauge and dead flat, $2.50 for 26 gauge.

CANADA PLATES.—A quiet feeling is manifest. Prices in England are firm. We quote: All dull, $2.90 to $3; half-polished, $2.85 to $3.10 and all-bright, $3.75 to $3.85.

GALVANIZED SHEETS.—Prices are steady. A good, active demand is noted. Our quotations are as follows: Queen's Head, $4.50 for 28 gauge; American, $4.40 for 24 gauge; Bell brand, $4.30 for 28 gauge; Gordon Crown, $4.50 for 28 gauge.

TIN.—A strong demand is reported. The prices have fluctuated on the English and United States markets, but have now stiff-

ened up. Last week's advance of $1 is maintained. We quote $32 to $33 per 100 lb.

TINPLATES.—Business continues active and prices are unchanged. We quote as follows. Charcoals, $4.75 to $5 and cokes, $4.25 to $4.50 per box.

COPPER. Ingot is still in strong demand. Prices are advancing daily in New York. Sheet is in good request and keeps firm. We quote: Ingot copper, $13 and sheet copper, $22 to $23 per 100 lb.

BRASS. Unchanged. The discount is 15 per cent.

LEAD. The activity is still manifest. Prices are unchanged at $3.50 per 100 lb. for pig lead and $3.75 for bar lead.

IRON PIPE. Several sizes of pipe have been advanced as a result of the scarcity. As conditions are as bad in the United States as they are here it will likely be some time before there is any considerable surplus of pipe. We now quote per 100 ft.: Black pipe, ⅛-in., $3.25; ¼ in., $2.40; ⅜-in., $2.65; ½-in., $2.85; ¾ in., $3.65; 1 in., $5.20; 1¼ in., $7.35; 1½ in., $8.95; 2 in., $12.55; 2½ in., $21; 3 in., $25; 3½ in., $32; 4 in., $38.

ZINC SPELTER. This is in good demand. Prices are steady at 5 to 6c. per lb.

ZINC SHEETS.—There is an excellent demand. Prices are steady. We quote the base price as follows: Cask lots, $6 to $6.25 and part casks, $6.25 to $6.50.

SOLDER.—A fair amount of business is being done. Guaranteed half-and-half is quoted at 18 to 19c. and wiping at 17 to 18c.

ANTIMONY.—Business is in small lots. The price is steady at $9 per ton.

PETROLEUM.

The market is fairly steady, but business is falling off somewhat. The Union Petroleum Co.'s prices are as follows: Lily White, Canadian, 18c. in bbls.; Silver Light, American, 19½c. in bbls.; Crystal Spray, water white, American, 21c. in bbls.; Pennoline, best American imported, 22c. in bbls. In bulk, 2c. less.

HIDES, SKINS AND WOOL.

HIDES.—There is a good supply and no change in the market. We quote as follows: No. 1 green, 7½c.; No. 2, green, 6½c. per lb.; No. 1 green, steers, 8c.; No. 2 green, steers, 7c. per lb.; cured, per lb., 8¼ to 8¾c.

CALF SKINS.—We quote: Veal skins, No. 1, 6 to 14 lb. inclusive, 10c.; No. 2, 8c.; No. 1, 15 to 20 lb. inclusive, 9c.; No. 2, 7c. Deacons (dairies), each, 60 to 70c.

SHEEPSKINS.—Fairly good supply. We quote 80 to 90c.

WOOL.—The prices are unchanged. We quote: Unwashed wool, per lb., 8½ to 9c.; fleece wool, 16c.; pulled wools, super., per lb., 15 to 17c.; ditto, extra, 19 to 20c.

TALLOW.—Tallow is very scarce. We quote 5¾ to 6c. per lb.

SEEDS.

There is practically no change in the market this week, except in alsike, which has dropped 75c., and we quote as follows: Alsike, prepaid aboard at outside points, per bush., $5 to $6.25; red clover, prepaid aboard at outside points, per bushel, $6.50 to $7.25; timothy, prepaid aboard at outside points, per bushel, $1.75 to $2.25.

MARKET NOTES.

Ingot copper is 25c. higher.

An advance is noted in many sizes of iron pipe.

Range boilers, from 18 to 40 gal., are 50c. more.

NOVA SCOTIA MARKETS

Halifax, February 21, 1903.

THE wholesale houses are very busy just now, both purchasing and receiving stock for the spring trade, and, in many cases, it is found that the indications are that duplicate orders will have to be given before all the spring orders can be filled. At the same time, considerable business is being done in sorting up orders. The travellers have been pretty thoroughly over their territory, and the accumulation of spring orders is much greater than at this time in the season last year or even in 1901, which was an exceptionally good year. There is no business done in Halifax to-day that has a brighter outlook ahead for spring and summer business than the hardware line, and preparations are being made accordingly.

* * *

The two lines which appear to have the greatest influence this season are builders' materials and ship chandlery. All over the Province there is a big boom in contemplation, and for the last year or two the shipbuilding industry, which had largely decayed, has been revived. Not many large vessels are being built, as in the olden times before the iron and steel vessels came into the field, but many medium and small-sized schooners are being built. These are principally for the fisheries, either on our own coast, the Banks, or for sealing in the southern seas. All this revives the trade in cordage, canvass, chains, anchors, rigging and other outfitting.

* * *

The course of turpentine, which has been upward for some time, is still in the same direction, and the $1 mark has already been reached for small quantities, 95c. being the quotation by the barrel. Linseed oil, a week ago, had a downward tendency, on a reported reduction in Montreal of 2c., but no changes have been made here. The quotations are: 75c. for raw and 78c. for boiled, in barrels, or 5c. additional in smaller quantities. Varnishes, in which turpentine is largely used, are all higher at first hands, but only a slight advance was made in the local market, as the dealers have considerable stocks on hand or ordered before the turpentine advance. As stocks are reduced later, the full quotation may have to be demanded.

* * *

There is a general tendency to an advance in all lead products, resulting from natural causes, as well as from the report of the formation of a "lead trust" in the United States. Prices here have not been materially altered as yet. Considerable business is being done in sheet lead, the quotations being $4.25 for heavy rolls. Pig lead, which recently advanced 25c., is now quoted at $3.75 to $4.

* * *

In builders' materials there has recently been some changes, and all prices are very firm. Dry sheathing advanced 5c. per roll. Portland cement is quoted 10c. advanced. Belgian is quoted at $2.40 and English at $2.75.

R. C. H.

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters.
'WELLINGTON'
KNIFE POLISH

JOHN OAKEY & SONS, LIMITED
MANUFACTURERS OF
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Steel Carriage and Wagon Jacks.
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FOR SALE BY JOBBERS AT MFRS. PRICES.

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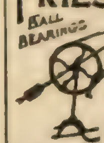

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NEWMAN'S INVINCIBLE
FLOOR SPRINGS
Strong, Quick, Reliable, Effective.
Will close a door against any pressure of wind. Far ahead of ordinary door springs, pneumatic or otherwise. Ask your wholesaler.
W. NEWMAN & SONS, Birmingham.

Oneida Community Goods
HALTERS, COW TIES, SNAPS, etc., etc.,
in all sizes and styles. May be had of all jobbers throughout Canada.
Factory—NIAGARA FALLS, ONT

..A..
STANDARD.

The cost of Axes per million feet of lumber taken out should be the best Standard. Under this Standard the CROWN JEWEL is the cheapest Axe in the market.
Dundas Axe Works, Dundas, Ont.
W. L. Haldimand, Jr., Eastern Agent, Montreal

FOREST CITY GOSSIP

[illegible] Hardware and Metal."
[illegible] February 26, 1903

"Busy" I should judge. And that [illegible] it went as we passed from [illegible] hardware firm to another. [illegible] shipping room looked like business, [illegible] man with the marking pot in [illegible] cast a radiant smile as his brush [illegible] a customer's name on each package, and dozens of boxes were being trucked [illegible] railway lorries, and thence to the [illegible] sheds. Yes: the hardware trade is good in London, Ont. Travellers are [illegible] in good orders, and a few merchants are visiting the city to make their own selections. Prices of almost every article are exactly as at last reports, and no changes are looked for, as prices are usually a settled quantity at this season of the year.

* * *

The London Board of Education will ask for $4,000 or $5,000 more this year in their annual estimates than they did in 1902. The total sum necessary to run the schools for the year has crept up to better than $115,000. The natural increase in teachers' salaries, on the graded plan, is $1,800, and $1,500 falls due for fire insurance this year. London schools are all well equipped.

* * *

The Hospital Trust of this city will ask the city council for $23,500 this year, the amount to be used for repairs, expenditure, and extraordinary expense. In Victoria Hospital there are 150 beds, all at present in use, and 18 nurses; with the new addition there are to be 21 more beds, making a total of 151. Some good reading is to be found in the principal estimates for the maintenance of the above. Among them are the following: Butchers' meat, $3,600; butter, $1,550; milk, $1,550; flour, bread and meal, $870; tea and coffee, $600; general groceries, $3,300; potatoes and vegetables, $650; drugs and medicines, $3,000; beer, wine and spirits, $300. Additional insurance now runs the total risks to $7,300.

* * *

A radial trolley company, named The Southwestern Traction Company, but recently before the country, looks as if there was energy and money enough among the directors to make the scheme a success. The representatives of the company have just asked the town of Ingersoll for 50 years franchise, and exemption from taxation for 25 years. If this is granted the company will have cars running by the end of next summer.

* * *

Mayor Beck, of London, spent the best part of a day in Montreal with General Manager Hays, of the Grand Trunk, in discussing some of the matters that are at present the subjects of debate between the city and the railway company, notably, the water supply and level railway crossings. The mayor's time appears to have been well spent, and an early settlement of the differences is likely to be the result.

* * *

Business men with "horsey" proclivities would perhaps like to know that George McCormick of the "Forest City," offered $100,000 for the famous trotter "Cresceus," but his big money was not accepted. Mr. McCormick states that the offer was made by him on behalf of another party, whose name he would not divulge.

London old boys, who read "Hardware and Metal," are hereby informed that they are to be in readiness for a visit to their native city this summer, sure. Enthusiastic preparations are already on foot for a rousing reception to "the boys."

* * *

The city of London has been asked by the town of Goderich for some assistance. The Free Press says: "The town of Goderich is ambitious to become the Buffalo of Ontario, and with that end in view is moving heaven and earth to secure still better harbor accommodation. A letter received by the city clerk to-day, asks that the London city council take the matter into their consideration, and pass a resolution, urging upon the Government that the request of the county town of Huron be granted. Goderich also asks that the local members of Parliament be requested to take up the matter."

W. H. L.

RESPECTED HARDWAREMAN DEAD.

On Friday, Sebringville, Ont., lost one of its oldest and most respected business men in the person of E. Schmidt, stove, tinware and hardware dealer, of that place. Mr. Schmidt came to Canada from Vienna, Austria, in 1855, when 21 years old. He started business in Sebringville in 1860, opening up a tin and stove business. In 1881 he extended his premises and added hardware to his stock-in-trade. Four years later he handed over the business to his sons Alfred and John, who still continue it.

RETAIL HARDWAREMEN TO MEET.

Several weeks ago the announcement was made that a convention of the Hardware Section of the Retail Merchants' Association of Canada would be held in Hamilton, Ont., on Tuesday, February 24. This announcement was repeated in the Toronto dailies this week.

The Toronto officials of the Association, however, changed their plans, postponing the meeting to March 24. This change was not announced, with the result that several hardwaremen went to Hamilton to attend the meeting, and were annoyed as well as surprised to learn of the postponement of the meeting.

ST. THOMAS RETAILERS.

The regular monthly meeting of the Retail Merchants' Association of St. Thomas, was held on February 17, when the officers for the year were elected. They are as follows:

President—H. McPherson.
First Vice-President—E. Sutherland.
Second Vice-President—J. Stewart.
Secretary—E. Raven.
Treasurer—W. O. Forbes.
Inner Guard—J. H. Moody.
Directors—P. L. M. Egan, J. A. Forsyth, S. Dubber and J. G. Bennett.
Auditors—F. Sutherland and R. M. Anderson.

It was decided to hold a banquet on March 19, and Mr. Trowern, of Toronto, general secretary, be invited to attend. The following committee was appointed to make necessary arrangements, viz.: Messrs. Lewis Egan, J. A. Forsyth, S. Dubber, H. McPherson, R. M. Anderson and J. G. Bennett.

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 2c. a word each insertion; cash in advance. Letters, figures, and abbreviations each count as one word in estimating cost.

FOR SALE.

STOVE, TIN, AND HOUSEFURNISHING business for sale, plumbing in connection. Long established; splendid trade. OTTON & Co., Barrie. (9)

FOR SALE—HARDWARE AND TINWARE business in live town of 2,200 population. Good surrounding country. Only one opposition. Good reasons for selling. Box 16, HARDWARE AND METAL. (10)

RUNNING GENERAL STORE—STOCK about three thousand; exceptionally fine location and premises; clean, well assorted staple stock; at rate; country village. Box 445 Globe. (F)

FOR SALE—A NUMBER OF STOVE PATterns; in good order; adapted to burn either coal or wood; as we are not now making stoves these patterns will be sold away below their value. H. R. Ives & Co., Montreal. (F)

SITUATIONS VACANT.

WANTED—AN UP-TO-DATE HARDWARE man; apply stating salary, Box 544, Port Arthur, Ont. (12)

TINSMITH—GOOD AT PLUMBING AND pipe fitting—steady work; state wages and experience. H. A. Havill, Walkerton. (F)

TINSMITH WANTED—AT ONCE—TWO or three years' experience; state wages. J. B. Furniss, Sunderland. (F)

WANTED—TWO FIRST-CLASS PAINTERS and paperhangers; none other need apply; steady job to the right men; state wages wanted. J. A. O'Hare, Stratford. (F)

WANTED—A GOOD, ENERGETIC FOREman for a cement plant; one who has had experience preferred. Address, Lock Box 656, Owen Sound, Ont. (F)

WANTED—AT ONCE—A TINSMITH—steady job; must be good on furnace work. Apply to McSherry & Mitchell. Weyburn, Assa. (F)

WANTED—LOCOMOTIVE FITTERS, used to bench and erecting work; also two good lathe hands and one planer hand. Apply James Ogilvie, Supt. Motive Power, C. A. Ry., Ottawa. (F)

CARRIAGE BLACKSMITH—AT ONCE; accustomed to wagon work; steady employment. Blain, Johnson & Co., 177 Parliament St. (F)

WANTED—TINSMITH; THOUGHLY COMpetent, used to roofing and furnace work. $600. per annum; strictly temperate; give experience and references. L.C. Porteous, Carlyle Assa: (9)

SITUATIONS WANTED.

YOUNG MARRIED MAN DESIRES POSItion as traveller, Hardware or specialties preferred, energetic and experienced, good reference. Box 17, HARDWARE AND METAL. (9)

EXPERIENCED HARDWARE SALESMAN, with references, desires situation in up-to-date store. State salary and apply Box 15, HARDWARE AND METAL. (9)

—WANTED—

A man to take general charge of an office, with experience in hardware and speaking both languages preferred. State salary, etc. Address

"SUN," care of Hardware and Metal, 232 McGill St., Montreal.

DUNLOP BRAND

Lawn Hose

Send at once for our price list of Lawn Hose. By watching the small savings you accumulate big profits

Dunlop Hose sells quickly because everybody knows there is good quality behind the "two hands" trade mark.

Hardware Merchants will find profit in handling our Rubber Matting, Horse Shoe Pads, etc.

THE DUNLOP TIRE CO., Limited,
TORONTO.

"GLOBE" METAL POLISH

INSIST ON HAVING IT

Write for a supply of show cards and advertising novelties.

RAIMES & CO., 164 Duane St., NEW YORK.

For The Spring Trade

Our values are extra good in all lines—plenty of variety—the best of each kind in Brushes, Brooms and Woodenware. We would especially emphasize.

BOECKH'S FINE BRUSHES

Requisite for Artists, Gilders, Decorators, Coach and Carriage Painters, Druggists, etc. Examination will convince you that "Excellence" is the watchward here

OPERATING:
Boeckh's Toronto Factories.
Bryan's London Factories.
Cane's Newmarket Factories.

UNITED FACTORIES,

Head Office: TORONTO. LIMITED.

MONTREAL BRANCH: 1 and 3 DeBresoles St. LONDON BRANCH: 71 Dundas St.

C.P.R. IMPROVEMENTS IN WINNIPEG.

The C. P. R., upon being granted certain requests, have agreed to erect in Winnipeg suitable freight sheds, a modern station and a first-class hotel; also to build at its own expense and forever maintain free from any cost to the city the proposed Main street subway, 100 ft. wide. Also to keep the same free from excess of water and in good condition for sleighing during the winter. The company also agrees to construct a subway for Gladstone street, midway between Main street and the river, and to maintain the same for all time. In addition, the company agrees to maintain an emergency crossing on either King street or Princess street. The cost of the improvements proposed are not to be less than $1,500,000. Work on the station, offices, hotel and subway must be commenced within one month after the prorogation of the Local Legislature, and the subway must be completed before the end of the current year.

MEASURING TAPES.

Those who have had long experience in the hardware trade will remember the difficulty often experienced in securing a good measuring tape. In fact, the only ones that could be procured had to be imported from Great Britain. This difficulty was not only experienced in Canada, but in the United States as well, until the Lufkin Rule Co., situated at Saginaw, Mich., after a good deal of experimenting, succeeded in turning out the desired article.

This concern is now one of the largest of its kind in the world. This will be readily recognized from the tact that it has the reputation of furnishing seven-eights of the measuring tapes used on this continent.

A SCALE IN USE 25 YEARS.

The Fairbanks Co., Montreal, have received the following letter from Daniel Balfour:

GENTLEMEN.—I have been using Fairbanks hay scales for the last 25 years. I am thinking of having them repaired next summer. Would you kindly give me the size and dimensions of woodwork required? I think I will have to take them up next summer. I have another pair of scales from your company, the best in use.

A PRACTICAL FISHING FLOAT.

The J. M. Mast Manufacturing Co., of Lititz, Pa., who have been selling on the Canadian market for a number of years a line of mouse and rat traps, now offer the Canadian trade what is claimed to be the most practical fishing float ever put upon the market. This float is lighter and more buoyant than cork, it can be readily attached or detached to and from the line without removing the line from the rod or the hooks and sinker from the line, which has been necessary to do with all old-style, good floats. This patent tip is what the fishermen have long been looking for, and it adds immensely to the natty appearance of the sportsman's kit as well as saves time and temper when he gets down to business. The hardware trade should write for particulars.

PERSONAL MENTION.

Mr. M. Sessenwein, of Sessenwein Bros., Montreal, is on a business trip to Europe and will be away for about five weeks.

THE BENNETT MANUFACTURING COMPANY.

Readers of HARDWARE AND METAL will be glad to learn that the business of the late J. S. Bennett, manufacturer of shelf boxes, store cabinets, etc., Toronto, has been reorganized under the style of The Bennett Manufacturing Co., and will from this date be even better equipped than heretofore. Next month the firm take possession of much more commodious premises, a step necessitated by the branching out of the business. This company have long enjoyed a reputation for the excellence of their shelf box systems, which are now almost invaluable to well-conducted grocery or hardware stores. B. F. Bennett and son, the brother and nephew of the deceased proprietor, compose the new company.

THE LONDON SCALE WORKS
GEORGE M. FOX
(Successor to John Fox.)
Manufacturer of Railroad, Hay and Platform Scales.
91 York Street, LONDON, ONT.

NAILS
Right Prices
Quick Shipments
Quality Guaranteed
Also
STAPLES
Write, Telegraph or Telephone
Page Wire Fence Co.
Limited
Walkerville, Ontario

STANDARD TIN WORKS
MANUFACTURERS OF
TINWARE AND TIN CANS
Fruit Cans, Meat Cans,
Jacketed Oil Cans,
Baking Powder Cans,
Lard Pails, Etc.
JAS. A. McGOLPIN
156-162 Duke Street, TORONTO.

Have you got your ad. ready yet for the . . .
SPRING
NUMBER?
If so, hustle it along; the good positions are going!

DO YOU?
WISH THUS TO BUILD
an advertisement in the
CONTRACT-RECORD,
TORONTO
will bring you tenders from the best contractors

TRADE
NOBLES & HOARE · NH · LONDON ·
MARK

Nobles & Hoare.
CORNWALL ROAD STAMFORD STREET.
LONDON, ENG.
Manufacturers of
HIGH-CLASS VARNISHES ONLY
Which can be obtained direct from the works or from the principal Color Dealers in Canada.

J. Nicklin & Co.

Great Charles Street, Birmingham, Eng.

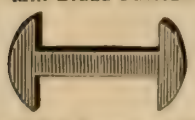
REGISTERED SAJONIC TRADE MARK

MAKERS OF

Curtain Rings, Tinned Blind Rings, Brass Rimmed Tablets,

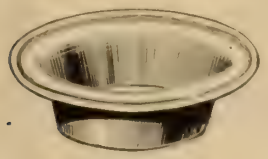
Also the following:

Mill Brand Fastener.



"Lion" Mill Band Fastener.

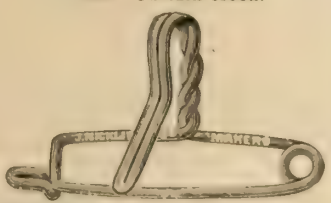
Brass Sail Eyele' and Ring



Brass Stamped Label.

Brass Candle Save-all.

"Utile" Curtain Hook.



INDENTS THROUGH MERCHANTS ONLY.

Australasian Hardware and Machinery.

The Organ of the Hardware, Machinery and Kindred trades of the Antipodes.

SUBSCRIPTION $1.25 PER ANNUM,

post free to any part of the world.

PUBLISHING OFFICES:

Melbourne - Fink's Buildings.
Sydney, - - - Post Office Chambers.

BRITISH OFFICES:

London, - - 42 Cannon St., E.C.

CANADIAN AND AMERICAN ENQUIRIES will receive prompt attention if addressed to the **LONDON OFFICE, 42 CANNON STREET, E.C.**

Specimen Copies Free on Application.

RE-ACTING WASHER

The quickest acting, readiest selling, and most generally satisfactory Rotary Washing Machine on the market

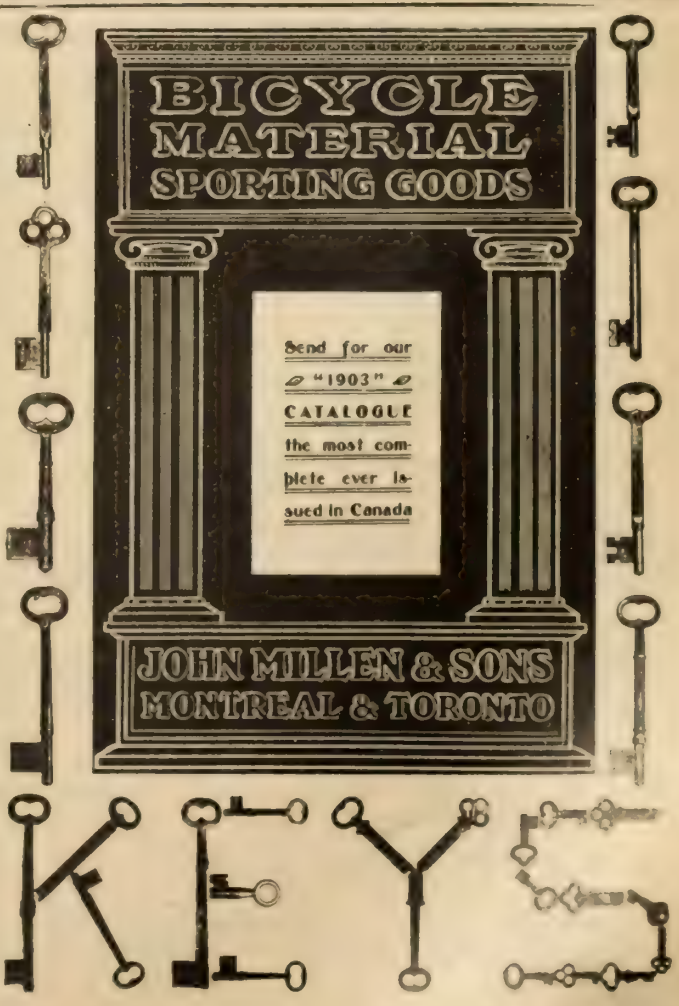
The only regret your customers will have after buying one of these excellent machines is that they did not know about it sooner

They require them you should stock them we can supply them Order early

The Dowswell Manufacturing Co., Limited

HAMILTON.

W. L. HALDIMAND & SON, Montreal, Eastern Agents.



The American Axe and Tool Co.

of NEW YORK,

are pleased to announce that they have opened a

Canadian Branch Sales Office,

in The Coristine Building, MONTREAL,

under the management of their **MR. J. HOFMANN**, who, through his long connection with the Company, places him in a position to give valuable assistance to the Canadian trade.

We are the largest manufacturers of **Axes** in the world, and while the greater portion of the trade throughout the Dominion are familiar with our goods, we want EVERY hardware dealer to know of their merits.

WATCH FOR OUR ADVERTISEMENT IN THE NEXT ISSUE.

"FROST"

COILED WIRE

AND

STAPLES.

IMPORTANT: Insist on all your wire being tagged **"THE FROST."** It is a guarantee of superiority.

THE FROST WIRE FENCE CO.
Limited

WELLAND, ONT.

Winnipeg, Man. Cleveland, Ohio.

Lockerby & McComb

AGENTS IN CANADA

FOR THE

Celebrated P. & B.
Cold Storage Lining

AND

. . Ruberoid Roofing . .

P. S.--Prices on Application.

65 Shannon Street, MONTREAL.

SEASON 1903

INVINCIBLE BRAND **HORSE BLANKETS**

Burlington-Stay-On Stable Blankets. BISHOP FUR ROBES AND COATS.

PLUSH AND WOOLLEN KNEE RUGS.

Our travellers are on the road with samples of the above for next season. We make a specialty of these goods and are large dealers in them. If you are not on our list of customers, write us. We are always pleased to show samples and quote prices.

Established 1866. SAMUEL TREES & CO., TORONTO.

CELEBRATED **HEINISCH** SHEARS

Tailors' Shears,
Trimmers' Shears,
Tinners' Snips, etc.

ACKNOWLEDGED THE BEST.

R HEINISCH'S SONS CO. NEW YORK OFFICE, 90 Chambers St. NEWARK, N.J., U.S.A.

Not connected with any Shear Combination.

SILVER-PLATED WARE.

We have everything in

Silver-Plated, Hollow, and Flat Ware, Soda and Bar Spoons, etc.

NEW DESIGNS AND LOW PRICES.

A very wide range in Flat Ware—many beautiful pieces.

IF YOU HAVEN'T OUR CATALOGUE, WRITE FOR IT.

E. W. Gilmore & Bro., Agents M. S. Benedict's Goods. BAY STREET, Toronto

The Selling Qualities

Of our splendid range

The Imperial Oxford

make them the most desirable stock you can handle.

THEIR DIFFUSIVE FLUE CONSTRUCTION
FRONT DRAW-OUT GRATE
OVEN THERMOMETER
DRAW-OUT OVEN RACK

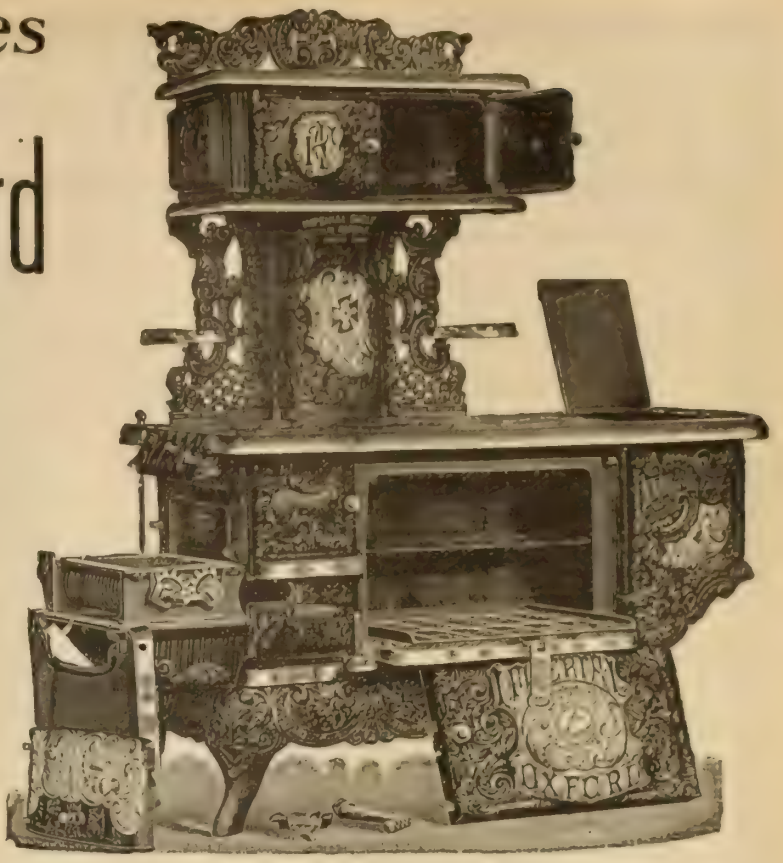
and other improved features, give them a quickly appreciated precedence over other ranges.

Housewives everywhere praise them enthusiastically.

Customers realize their superiority on sight—sales are easy.

They're the popular range of Canada.

Send us your address at once.



THE GURNEY FOUNDRY CO., Limited

TORONTO. WINNIPEG. VANCOUVER.

THE GURNEY-MASSEY CO., LIMITED, MONTREAL.

ESTABLISHED 1880 — **INCORPORATED 1895**

SUGAR MAKERS' SUPPLIES

All cuts returned 6/3/03

Sap Buckets

"Frontenac," "Western," and "Fall" patterns.

4—6—8—10—12 qt.

"FRONTENAC" PATTERN.

Sap Spouts

"Imperial,"
"Eureka," steel, either with or without hook.
"Eureka," Iron, Wood.

"IMPERIAL."

Sap Dippers

3-qt. CAPACITY.

With large handle open at end.

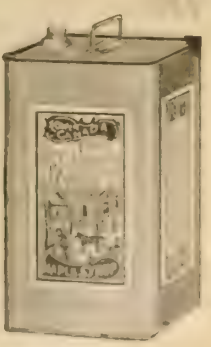
Top, 8½ ; Bottom, 6½ ; Depth, 5¾.

Syrup Cans

Round and Square.
Both Plain and Lithographed.

IMPERIAL MEASURE,
1 qt., ½ gal., 1 gal.

WINE MEASURE,
1 qt., ½ gal., 1 gal.



The Thos. Davidson Mfg. Co., Limited, Montreal.

PAINT, OIL AND BRUSH TRADES

MUD CHANGED TO GLASS.

A CURIOUS phenomenon of mud turned into glass by electricity through the breaking of an electric wire has been seen of late on the road between Tacoma and Snoqualmie Falls, Wash., says The Paint Oil and Drug Review. The power transmission wires which carry the enormous water power of the falls to Tacoma broke and fell into the mud. Instantly a ball of glass was formed from the mud around the wire. It was the result of the intense heat of the electric current on its way to the earth, combined with the glass-making properties of the soil.

"There are lots of these specimens of electrical glass made instantly from mud out there, and they have ceased to be a curiosity with us at all," said one observer. "Wherever the wire touched the wet puddles thereabouts there would be a fantastic ball of glass form there on the instant. The glass will never be mud again, for as you will see the glass is perfectly smooth, and will wear as everlastingly as any bottle glass of the same inferior quality. It must have been a fine exhibition of fireworks at that moment, if anyone had been present, though for their own sakes it is probably fortunate they were not within reach of the sparks, which must have been most terrific to have made such an instantaneous transformation of the ground into glass."

ADULTERATED PUTTY.

During the past few weeks putty prices have been cut materially in Toronto, despite the high price of linseed oil and whiting, the regular ingredients.

The cutting has been either caused by or has led to considerable adulteration, machine oil taking the place of linseed. In fact, a chemical examination of some of the putty on the market would show that machine oil of a poor grade forms quite a proportion of its make up.

This adulteration produces a decidedly inferior article. Linseed oil possesses a water-and-weather-resisting quality that no other oil approaches. Machine oil may make a putty of fairly good appearance, but will be found deficient in lasting qualities.

LINSEED OIL MAY ADVANCE

There is much talk of an advance in linseed oil. A meeting of the jobbers will be held on Saturday or Monday and some insist that an advance will be agreed upon. This is a question. In any case, the demand is exceedingly small at the moment.

FOLLOW UP THE TRADE.

Mr. Hardwareman—
In your town
A building is going up
This spring.
It will need paint,
Varnish, glass and putty
And other goods.
What are you going to do
About it?
Wait until the builder
Comes to you?
Or hustle for the trade?
Your nearby rival
Waits to sell these goods;
His stock is fresh
And clean;
His store attractive;
His prices are O.K.
Yet you want that trade.
Now suppose you find
That builder,
Then gently jolly him
Until his order
Safely lies
Within your pocket.
Is this not better
Than to wait
And have the builder
Pass you by
And give his order to
The other fellow?
Now, think it over
And
Act
Accordingly
Henceforth.

PAINT AND OIL NOTES.

Louis Roger has registered as a painter in Montreal.

G. F. Welsh, painter, New Westminster, B.C., has sold out to C. W. Cook.

The assets of the business of Wm. Bone, painter, Hintonburg, Ont., are to be sold.

The Gurd "gusher" is reported to have settled down to an output of 75 barrels per day.

Oil prospecting is being earnestly conducted in Alberta, N.W.T. Some oil of excellent quality has been discovered.

C. C. Ballantyne, Canadian manager for The Sherwin-Williams Company, returned to Montreal on Monday from New York. While away he visited their new factory at Newark, N.J., which was completed about a year ago, and is said to be the most modern paint factory in America, but the new factory to be erected in Montreal this coming summer, will be even more up-to-date. Mr. Ballantyne reports all lines of business very brisk in the United States.

CANADIAN AGENTS FOR "MURESCO."

The Francis-Frost Co., Limited, of Toronto, have been appointed Canadian agents for "Muresco" tints for wall and ceiling decoration, manufactured by Benjamin Moore & Co., New York and Chicago.

"Muresco" has been on the United States market for about ten years and has secured a remarkable grip on the trade there. It is good enough for the finest decorations, yet is cheap and can be applied to new or old plaster, brick, stone, wood or metal. It is artistic, yet of soft-wearing quality, being fireproof and sanitary, and will not crack, peel or rub off.

Handled by such an enterprising firm as The Francis-Frost Co., Limited, "Muresco" should soon have as big a sale in this country as it has throughout the United States.

PAINT AND OIL MARKETS.

MONTREAL.

THIS is the first time in several weeks that there is no advance to note in turpentine, the price remaining at last week's quotations. A matter of comment among the paint and oil trade is the steady call for dry colors. Manufacturers state that they have difficulty in keeping up the supply of crome yellow, permanent greens and golden ochres. The orders for March and April shipment for painters' materials of all description appear to be very heavy. It is felt among the manufacturers that there should be an advance in varnishes, as the present prices are below the real value of the materials used in the manufacture. However, in the absence of an association, it is difficult to get the manufacturers together, and makers of popular brands will probably take hold of the matter and agree on a certain advance in prices. Business generally, is reported to be good, and as the weather becomes milder an improvement is looked for. We quote:

GROUND WHITE LEAD.—Best brands, Government standard, $5.00 to $5.25;

"It's worth the money"

Is a statement you can make about every can of "Ark Brand" Paint.

It's an honest paint, that is true to every statement made for it. It does not fade, peel or chalk, and gives perfect satisfaction.

Dealers who carry "Ark Brand" find it one of the most satisfactory and profitable features of their business.

"Ark Brand" is guaranteed to give perfect satisfaction if used according to directions, and if it proves otherwise, the dealer is authorized to refund the amount of purchase price.

Write us for prices and "Ark Brand" Literature.

Manufactured by

THE FRANCIS-FROST CO. Limited

TORONTO.

Canadian Distributing Agents for Grippin's Crack Filler, and "Muresco" Wall Finish.

Booth Copper Co., Limited

Cuts Copper and Brass

SHEETS—TUBES—RODS

to any size.

FULL STOCK ALWAYS ON HAND.

PROMPT SHIPMENTS.

The BOOTH COPPER CO., Limited

119-123 Queen St. East,

TORONTO.

McArthur, Corneille & Co.

MONTREAL

Glue and Gelatine

In extensive assortment, to suit all requirements.

WILL BE PLEASED TO SUBMIT SAMPLES AND PRICES.

MANUFACTURERS AND IMPORTERS OF . . .

White Lead, Oils and Colors, Prepared Paints, Window Glass, Varnishes, Etc.

SELLING AGENTS IN CANADA

For the GENUINE
Imperial French Green
of JOHN LUCAS & CO.,
PHILADELPHIA.

And CELEBRATED
English Varnishes
of CHAS. TURNER & SON
LONDON

No. 1, $4.27½ to $4.37½ ; No. 2, $4.40 to $4.50 ; No. 3, $4.02½ to $4.12½ ; No. 4, $3.65 to $3.75 all f.o.b. Montreal. Terms, four months, or 3 per cent. off for cash in 30 days.

DRY WHITE LEAD.—$5 in casks, and in kegs, $5.25.

DRY WHITE ZINC.—Pure dry, in casks, 6½c. ; in 100-lb. kegs, 6¾c.; No. 1, zinc, in casks, 5¼c.; in 100-lb. kegs, 5¾c.

WHITE ZINC (ground in oil)—Pure, 25 lb. irons, 8c.; No. 1, 7c.; No. 2, 6c.

PUTTY.—We quote : Bulk, in barrels, $1.80 per 100 lb.; bulk, in less quantity, $1.95 ; bladders, in barrels, $2.10 : bladders, in 100 or 200-lb. kegs or boxes, $2.25 ; in tins, $2.20 to $2.50 ; in less than 100-lb. lots, $2.75 f.o.b., Montreal, Ottawa, Toronto, Hamilton, London and Guelph. Maritime Provinces, 10c. higher, f.o.b., St. John and Halifax. Three per cent. discount for cash in 30 days.

ORANGE MINERAL.—Casks, 7c. ; 100-lb. kegs, 7¼c.; smaller quantities, 8¼c.

RED LEAD.—Genuine red lead, in casks, $4.50 ; in 100-lb. kegs, $4.75 ; in less quantities, $5.75 per 100 lb. No. 1 red lead, casks, $4.25 ; kegs, $4.50 and smaller quantities, $5.50.

LITHARGE.—Ground, casks, 5c. ; less quantities, 5½c.; flake litharge, casks, $5.25 ; smalls, $5.75 per 100 lb.

LINSEED OIL.—Raw, 1 to 4 barrels, 59c.; boiled, 62c. ; raw, 5 to 9 barrels, 58c. ; boiled, 61c. Terms, net cash in 30 days. Delivered in Ontario, between Montreal and Oshawa, at 2c. per gallon advance.

TURPENTINE.—Single barrels, 95c.; 2 to 4 barrels, 94c. Terms, net cash in 30 days.

BENZINE.—25 to 37c.

SHELLAC VARNISH.—Pure white, $2.35 to $2.45 ; orange, $2.25 to $2.35.

MIXED PAINTS.—$1.20 to $1.40 per gallon.

CASTOR OIL.—8¾ to 9¼c. in wholesale lots, and ½c. additional for small lots.

SEAL OIL.—48 to 50c.

COD OIL.—35 to 37½c.

PURE CANADIAN PARIS GREEN.—Petroleum barrels, 13¼c. per lb.; arsenic kegs, 13½c.; 50 and 100-lb. drums, 14c. ; 25-lb. drums, 14½c.; 1-lb. packages, 15c. ; ½-lb. packages, 17c.; 1-lb. tins, 16c.; ½-lb. tins, 18c.

PURE ENGLISH PARIS GREEN.—Petroleum barrels, 14¼c.; arsenic kegs, 14½c.; 50 and 100-lb. drums, 15c.; 25-lb. drums, 15½c.; 1-lb. paper boxes, 16c.; 1-lb. tins, 17c.

—

TORONTO.

While some retailers are undoubtedly holding back their spring orders in anticipation of reduced prices and on account of heavy stocks carried over, jobbers generally, state that the volume of business of a sorting nature is very large. Prepared paints are particularly active. Shingle stains are also in especial demand. Staples, such as turpentine, linseed oil, white lead and paris green are slow. Prices are well maintained, but without change. We quote :

WHITE LEAD.—Ex-Toronto, pure white lead, $5 to $5.25 ; No. 1, $4.62½ to $4.87½ : No. 2, $4.25 to $4.50 ; No. 3, $3.87½ to $4.12½.; No. 4, $3.50 to $3.75 in packages of 25-lb. and upwards ; ½c. per lb. extra will be charged for 12½-lb. pkgs.; genuine dry white lead in casks, $5.02½.

RED LEAD.—Genuine, in casks of 560 lb., $4.50 ; ditto, in kegs of 100 lb., $5 ; No. 1, in casks of 560 lb., $3.75 ; ditto, in kegs of 100 lb., $4.25.

LITHARGE.—Genuine, 6 to 6½c.

WHITE ZINC.—Genuine, French V.M., in casks, $6.25; Lehigh, in casks, $6 to $6.25.

SHINGLE STAIN.—In 5-gallon lots, 60 to 75c. per gallon.

PARIS WHITE.—90c. to $1 per 100 lb.

WHITING.—65c. per 100 lb. ; Gilders' whiting, 80c.

GUM SHELLAC.—In cases, 35 to 37c.; in less than cases, 40 to 42c. per lb.

LIQUID SHELLAC.—Pure orange, in bbls., $2.25 to $2.35 ; white, $2.35 to $2.45 per gal. ; in less quantities, 10c. extra.

GLUES.—Broken sheet, in 200-lb. bbls., 8½c. per lb.; cabinet glue, in bbls., 12c.; emery glue, in bbls., 17½c.; bookbinders', ground, 10½c.; finest American, white, 19c.; No. 1 American white, 15c. per lb.

PUTTY.—Bladders, in barrels, $2.10 ; bladders, in 100-lb. kegs, $2.25 ; bulk in barrels, $1.80 ; bulk, less than barrels, and up to 100 lb., $2.05 ; bladders, bulk or tins, less than 100 lb., $2.75.

PARIS GREEN.—Petroleum bbls., 14c. per lb.; arsenic kegs, 14½c.: 50 and 100-lb. drums, 15c.; 25-lb. drums, 15½c.; 1-lb. packages, 16c.; ½-lb. packages, 18c.; 1-lb. tins, 16c.; ½-lb. 18c.

PLASTER PARIS.—New Brunswick, $2 per barrel.

PUMICE STONE.—Powdered, $2.50 per cwt. in bbls. and 4 to 5c. per lb. in less quantity ; lump, 10c. in small lots and 8c. in bbls.

LIQUID PAINTS.—Pure, $1.20 to $1.40 per gallon ; No. 1, $1.10 per gallon.

BARN PAINTS.—65 to 70c. per gallon.

CASTOR OIL.—English, in cases, 9 to 9½c. per lb., and 10 to 10½c. for single tins.

LINSEED OIL.—Raw, 1 to 2 bbls., 61c.; boiled, 64c.; 3 to 5 barrels, raw, 60c. ; boiled, 63c.; 6 to 9 barrels, raw, 58c. ; boiled, 61c. delivered. To Toronto, Hamilton and London, 2c. less. All quantities of 10 barrels and over of linseed oil sold only f.o.b., Toronto, Hamilton, London and Guelph.

TURPENTINE.—Single bbls., 95c.; 2 to 3 bbls., 94c. delivered. Toronto, Hamilton and London, 1c. less. For less quantities than barrels, 5c. per gallon extra will be added, and for 5-gallon packages, 50c. and 10-gallon packages, 80c. will be charged.

GASOLINE AND BENZINE.—We quote as follows : Benzine, 19¼c. and gasoline, ordinary, 21¼c. and engine, 22¼c. f.o.b. Toronto.

—

WINDOW GLASS.

MONTREAL.

Dealers say that orders for March and April shipments are not up to a year ago, but expect it is on account of the severe weather, and as country dealers are holding off till the spring before ordering. Locally, a good demand is reported, and the prices are steady. We quote as follows : First break, 50 feet, $2; second, $2.10 for 50 ft. ; first break, 100 feet, $3.80 ; second break, $4 ; third break, $4.50 ; fourth break, $4.75.

—

TORONTO.

Owing to the steady advance in Great Britain jobbers express the feeling that prices should be advanced locally. A meeting will probably be held at the end of this week or the beginning of the next. The demand from stock is not usually heavy at this season, but is better than customary. Quotations are as follows : Star, Under 26 in., $3.80 ; 26 to 40 in., $4 ; 41 to 50 in., $4.50; 51 to 60 in., $4.75; 61 to 70 in., $5; 71 to 80 in., $5.50. Toronto, Hamilton and London. Terms, four months, or 3 per cent., 30 days.

ANCHOR BRAND
H&P
REGISTERED
TRADE MARK

Once Introduced

"ANCHOR" LIQUID HOUSE PAINTS

make their own way. You can do lots of business in them, for they stand every test for covering capacity, lasting qualities, reputation—everything needed to inspire confidence and create permanent trade. The very fact alone that . . .

BRANDRAM'S B.B. GENUINE WHITE LEAD

is used in their manufacture is sufficient argument of superiority.

HENDERSON & POTTS,

Established 1874.

HALIFAX and MONTREAL.

BRANDRAM BROS & CO.
BRANDRAM'S B. B. WHITE LEAD
REGISTERED TRADE MARK
MANUFACTURERS LONDON ENGLAND

Island City Paint and Varnish Works

Dry Colors to give satisfaction to dealer and consumer must be good. The surest guarantee as to purity and strength is the

Brand.

We mention below a few of the many lines required this coming season :

"Island City"	Pure Vermilions	"Island City"	Pure Chrome Yellows
"	Permanent Reds	"	Golden Ochres
"	French Greens	"	Prussian Blue
"	Wagon "	"	Chinese "
"	Brunswick "	"	Ultramarine "

We also offer the strongest Turkey Umbers, and Italian Siennas the very best for Tinting.

P. D. DODS & CO.

MONTREAL. VANCOUVER. TORONTO.

"HAND-IN-HAND!

"THE
"PROVERBIAL
"SHREWD
"COMMON
"SENSE
"OF THE
"HARDWARE
"MERCHANT
"WILL FIND
"AMPLE SCOPE
"FOR
"MANIFESTING
"ITSELF
"BY ORDERING
"A SUPPLY OF
"'SUN' VARNISH
"AND
"PAINTERS' PERFECT
"WHITE LEAD
"BEFORE THE
"APRIL RUSH
"COMMENCES.
"THE 'SUN' AND
"P. P. W. L.
"GO
"HAND-IN-HAND!

"THE
"CANADA
"PAINT
"COMPANY,
"LIMITED."

CHAT

RITCHIE & KRAUTER have sold out in Atwood, Ont., and are starting a hardware store next to J. Macdonald's store at Ethel, Grey Co., Ont.

The building and stock of A. Child & Son, hardware dealers, Gravenhurst, Ont., was almost completely destroyed by fire on Tuesday morning.

D. W. McDonald, hardware dealer, of Wellington, Ont., has admitted into partnership, his brother, H. A. L. McDonald, under the style of McDonald Bros.

C. C. Speight, who recently purchased a stove and tinware business in Acton, Ont., has decided to put in a stock of shelf hardware, farm and garden tools, etc.

The business men of Wilmer, B.C., have decided to organize a board of trade, and R. R. Bruce has been elected president, and H. Macdonald, secretary-treasurer.

The hardware firm of Ivmg, Cunningham & Drew, who have been in business in Chatham, Ont., for a number of years, have now dissolved partnership. Peter Cunningham, of the firm, has bought the other two members out, and will run the business himself.

A. M. Dowsley, manager of The Dowsley Spring and Axle Works since its establishment here, has resigned his position. Mr. Dowsley will be succeeded by Mr. L. Kennedy, who has up to the present time represented Warnock & Co., of Galt. Mr. Dowsley continues his interest in the firm.

Fire started in the hardware store of Jackson, Brett & Co., Orangeville, Ont., on Tuesday morning, and before it was put out it had destroyed that firm's store and stock; also Mercer & Robinson's harness store and the Gordon House. The total damage was about $35,000, and is fairly well covered by insurance.

A. E. H. Braithwaite, hardware merchant, Gananoque, Ont., was married on Thursday last at St. George's Church, Ottawa, to Miss Maud M. McCormick, daughter of H. McCormick, late of Carleton Place, Ont., and sister of R. W. McCormick, chief train despatcher of the C. P. R. at Ottawa. The wedding was a very quiet one, only the immediate relatives and friends being present. After the ceremony supper was served at the residence of the bride's father, 404 Albert street, Ottawa. Mr. and Mrs. Braithwaite left on the 11 o'clock train for Toronto and the West.

M. Proulx, general merchant, of Ste. Anne de la Pocatiere, Que., is dead.

Horse Nail

ARITHMETIC.

EXAMPLE:

(a) 32 Nails are required for to put on a full set of Horse Shoes.

(b) The average weight of 32 Nails of No. 8, which is a fair average size of all nails sold in Canada, is approximately ⅓ of a lb.

(c) If, therefore, you use a cheaper Horse Nail than the "C" brand at, say, twenty-five cents per 25-lb. box less, it reduces the cost per pound one cent, and therefore on the 32 Nails used only ⅓ of one cent.

(d) If you use Nails at 50 cents a box less than the price of "C" brand, it reduces the price two cents per lb. or, and for the 32 Nails, ⅓ of two cents, or ⅔ of one cent.

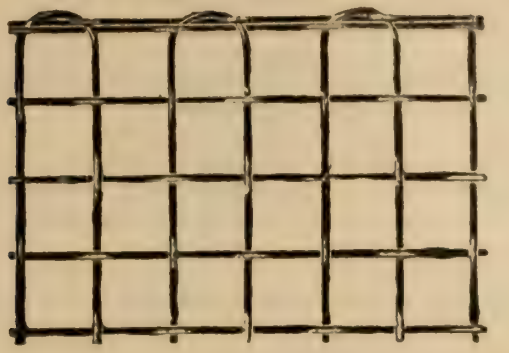
(e) If you use Nails at 75 cents a box less than the "C" brand, it is three cents per lb. less, and for ⅓ of a lb. is, of course, ⅓ of 3 cents, or one cent.

The whole question of economy on Horse Nails resolves itself into a question of fractions of a cent to the man who is getting his horse shod. And to the Farrier who wants to do the best work, and give entire satisfaction to his customer, if these facts were made known to him, there would be no trouble on the part of the dealer in selling him the best, or "C" brand Horse Nails. You can do all your Horse Nail trade with the "C" brand Horse Nails. Don't be a "cats-paw" to market inferior goods. Good goods will ensure for you a good trade in any line; they make friends. We solicit your kind preference in ordering Horse Nails for our "C" brand which we have been manufacturing in Canada for 38 years. They are made from the best obtainable material known or used in the world for manufacturing Horse Nails. They cost a trifle more, but they are worth more.

CANADA HORSE NAIL COMPANY,

MONTREAL

WIRE CLOTH



Sand Screens, Coal Screens, Cinder Sifters, Evaporators, Grain and Seed-Cleaning Machinery, Milk Strainers, Galvanized and Re-galvanized Cloth, Wire Lathing, Window Protection, Malt Kiln Floors, Woollen Mills, Smoke Stacks, Mining Screens, and for all purposes.

THE B. GREENING WIRE CO., Limited

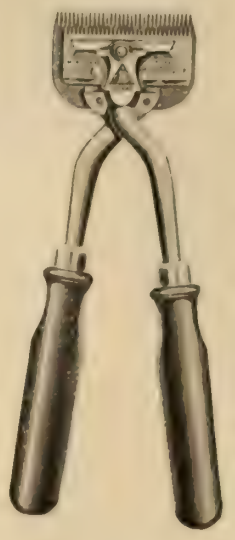
Hamilton, Ont. Montreal, Que.

BOWN'S "NEWMARKET" Clipper.

PATENTED 1874.

The King of Centre-Adjustment Clippers still remains unsurpassed after a run of nearly

THIRTY YEARS



The Improved B. PATTERN "NEWMARKET" may now be obtained from all jobbers.

Detachable Plates.
Improved Cap with Long Bearing.
Rigidity and Easy Running.
Accurately Machined and Perfectly Fitted.

All Parts Interchangeable.

MANUFACTURED SOLELY BY

BURMAN & SONS, LIMITED

BIRMINGHAM, ENGLAND.

IDEAL Woven Wire Fencing

COMPLETE IN THE ROLL, READY TO ERECT.

A GOOD SELLER

because the use of No. 9 Hard Spring Wire for both Stays and Horizontals makes it the

Strongest and Best.

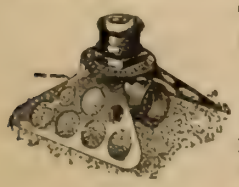
WRITE FOR SAMPLE AND PRICES.

THE

McGregor-Banwell Fence Co.,

Limited.

WINDSOR, ONT.



"Pullman" Lawn Sprinkler

IS YOUR ORDER IN?

Send for Folder No. 14.

PULLMAN MNFG. CO.

Rochester, N.Y., U.S.A.

GLUE

The sticking kind. The best only is manufactured by us.

Write for quotatons.

W. Harris & Co., Danforth Ave., TORONTO

Established 1854. Phone Main 1706

THE GEO. B. MEADOWS

Toronto Wire, Iron and Brass Works Company, Limited.

Manufacturers of Wire Window Guards, Wire Cloth, Moulders' Riddles, Children's Cots, Bank and Office Railings, Ornamental Iron Fencing, Window Fixtures, Wire Work, Architectural Wrought Iron Work.

117 King St. West, TORONTO, ONT.

THE "SUN" BRAND PORTLAND CEMENT.

We make only one quality and that the best. Ask us for quotations.

The Sun Portland Cement Co., Limited

OWEN SOUND

JAS. A. CLINE, Managing Director

The FAIRGRIEVE GAS TOASTER

Retails at 25c. The only Toaster guaranteed to toast on gas, gasoline or blue flame oil stoves without taste or smell. Write for prices.

THE FAIRGRIEVE MAN'FG. CO.,

295 COLLEGE ST., TORONTO.

U. S. Branch: 289 Jefferson Ave., DETROIT.

"NOVA" Air-Hardening Steel

For High Speed Lathes, Planers, Etc. Annealed for Milling Cutters, Reamers, Etc., without equal for universal use.

WILLIAM ABBOTT, Agent,

334 ST. JAMES ST., MONTREAL

STEVENS ALL STEEL TOOLS

— ARE —

STANDARD FOR QUALITY.

Your stock is not complete without a full line of our **Rifles, Shotguns, Pistols, Tools and Victor Bicycles.**

Handled by the Leading Jobbers.

J. Stevens Arms & Tool Co., P.O. Box 217 Chicopee Falls, Mass., U.S.A.

HEATING AND PLUMBING

THE LIFE OF THE GAS MANTLE.

ALTHOUGH incandescent gas mantles have wonderfully increased in strength during recent years, they are still articles which have to be handled tenderly, or the result is disastrous, comments an exchange. It is the fragility of the mantle that is the subject of the greatest complaint in ordinary households. Some of the very cheap mantles on the market are undoubtedly rubbish, but the people who buy them are doubtless still under the impression that a gas mantle cannot be relied upon to last more than a couple of months. Many ironmongers could make an effective point by proving that idea to be erroneous. We ourselves have had Welsbach mantles in use which have been in fairly good condition at the end of 15 months. And we look upon that life as being a reasonably long one for a mantle. But it seems we have not been sanguine enough. Thomas Redman, of Bradford, tells us in The Gas World, however, that he has a mantle in use for over six years, which is still capable of giving a duty of 15 candles per cubic foot of gas. It is now, and has been for some time, living in the comparative seclusion of a bedroom, but in its younger days it was for 13 months attached to a pillar-light close by the foot of the stair-rail in Mr. Redman's house, and for close upon three years afterwards it was fixed on a water-slide chandelier in the kitchen. We should think Mr. Redman's mantle holds an easy record for long life, but it may be there are a few amongst our readers who can furnish us with further statistics upon the longivity of mantles from their own observations.

CHANGES IN PRICES.

Several changes are reported in our market reports this week. Range boilers are 50c. lower, the reduction being the result of United States competition. Many sizes of iron pipe are advanced, owing to scarcity of stock. Solder is stiffening, too, as a consequence of dear tin and lead.

JOBBERS FEEL THE ACTIVITY.

"This is, generally speaking, a dull season with the supply houses," said a jobber this week; "yet we are now as rushed with orders as we generally are at the busiest season. All lines are wanted. And every part of the Province is looking for supplies. The Georgian Bay and Soo territory is particularly active, our orders from that section being remarkably large. Trade may slacken off, but there is every indication at the moment of a record year."

PLUMBING AND HEATING NOTES.

The assets of Townsend & Walsh, plumbers and tinsmiths, Ottawa, are to be sold on March 3.

The annual meeting of The Dominion Radiator Co., Limited, Toronto, will be held on Monday, March 16.

S. T. Hadley, of The James Morrison Brass Manufacturing Co., Toronto, has returned to work after a stiff attack of "la grippe."

W. H. Parsons, of Parsons & Co., Edmonton, N.W.T., has returned home after a visit in Toronto. Like other business men in the Northwest he is enthusiastic over prospects in his district.

The Toronto Master Plumbers' Association hold their meetings fortnightly now. There were nearly 70 at the meeting held on Monday evening, when a conference regarding prices was held. A decision regarding prices will not likely be reached for some weeks yet.

BUILDING NOTES.

The C.P.R. will build a new depot and round-house at Medicine Hat, N.W.T., and Marshall & Hunter will build a new warehouse near by.

The C.P.R. have made application to the Montreal Harbor Commissioners for permission to build a grain conveyor to connect their two large elevators at Montreal.

The Elmira Real Estate Co. have applied for a charter in order to erect about 20 dwellings this summer. It is probable that the waterworks system will be installed in Elmira this year.

Scarcity of brick is curtailing building operations in Hamilton, and the local dailes claim that brickmakers have reduced the output to advance prices, which have risen 50 per cent., now being $9. per thousand.

Contractors and building laborers are preparing for trouble in May. The workmen talk of striking for more pay. The employers say they will meet these requests in some degree, but will oppose any demand beyond a certain limit.

St. George's Society, Ottawa, will erect a new hall on Bank street, that city, at an expense of about $20,000.

BUILDING PERMITS ISSUED.

TORONTO.

JESSMAN & SMYTH, pair semi-detached houses, to cost $14,000, at 175 and 177 Arthur street; L. Jessman, architect.

The T. Eaton Co., for $3,000 addition to their premises; Thomson Bros., builders.

C. A. Larkin, for $5,500 dwelling on Elm avenue; Chadwick & Beckett, architects.

M. H. Flint, for $2,000 house at 369 Markham street; M. Forsyth, architect.

A. E. Peglar, for two $1,200 dwellings on Pape avenue.

LONDON.

Robert Heard, 662 Princess avenue, for 1½-storey brick house.

Ernest Badle, for brick cottage at 665 York street.

OTTAWA.

Arnoldi & Ewart, for a solid brick warehouse for The F. J. Castle Co., on Queen street. Value $18,000.

J. R. Booth, a $9,000 building to be erected on water lot G at the Chaudiere.

James Walker, for a $2,000 dwelling on Strathcona avenue.

Mrs. L. M. Moxley, for a $3,000 dwelling on Frank street.

COLLINGWOOD.

H. Dixon, $2,500 foundry on Birch avenue.

E. Thomas, $1,200 brick residence on Robinson street.

A. Houghton, $800 dwelling on Patterson street.

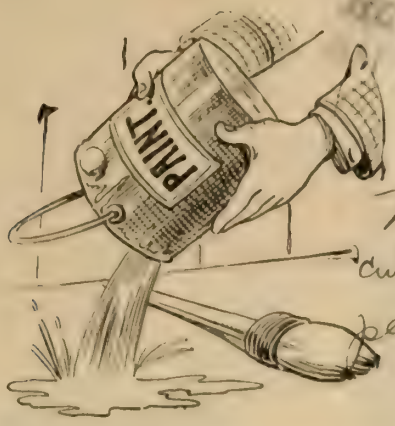
Mr. Bartlett, two $1,200 brick dwellings on Balsam street.

PLUMBING AND HEATING CONTRACTS.

Chadwick Bros., Hamilton, have the contract for electric wiring in 40 houses for the Barton Building Co., Hamilton.

The Bennett & Wright Co., Limited, Toronto, have contracts for plumbing, gasfitting and electric wiring two houses on Crescent Road, for the Macpherson Estate, and for electric wiring Trinity Methodist church, Toronto.

CHEAP, BUT GOOD.



It's a Barn Paint . .

and just the kind, too, a farmer or anybody else wants for his barns, bridges, fences, roofs, outhouses, and every place that wants a good, strong, heavy paint; where our finer grade house paints come too high. You should see our handsome counter card for these paints, and remember you can sell at $1.00 a gallon and make a nice profit.

A RAMSAY & SON **EST'D** **PAINT**
MONTREAL **1842** **MAKERS**

Every agent handling

MURALO

is pleased with their past year's profits. Every consumer who has used

Muralo Wall Tinting

is satisfied with the results obtained and wants more

We have still a few good propositions to offer to live, up-to-date dealers who wish to handle the best line at popular prices.

Send for Color Card and particulars.

AGENTS:

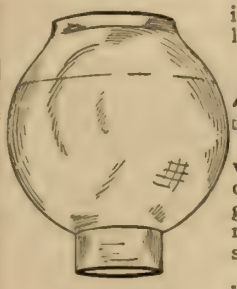
A. RAMSAY & SON, - - - - MONTREAL
THE J. H. ASHDOWN HARDWARE CO., Limited, - WINNIPEG
McLENNAN, McFEELY & CO., - - - VANCOUVER

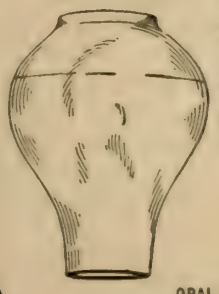
Makers

THE MURALO COMPANY, New Brighton, Borough of Richmond, New York.

OUR TRADE A MARK — AUER LIGHT MANTLES LONGEST LIFE & BRIGHTEST — OUR TRADE A MARK

Our Chief Business





is making mantles that last the longest and give the most light. A is indelibly branded on the best mantles made.

Our factory is equipped with up-to-date appliances; our output is the largest; our goods the most reliable—We use nickel steel wire supports.

We handle other goods, in such quantities that we can quote you lower prices than you can import them for. No charge for cases or packing.

Write for our quotations on:

HIGH GALLERIES } Best
LOW " } Quality
HIGH GALLERIES } 2nd
LOW " } Quality
STRAIGHT CHIMNEYS
BARREL "
MICA "
MICA CANOPIES
OPAL SHADES PEAR GLOBES
APPLE GLOBES SUNDRIES

AUER LIGHT CO., - MONTREAL.

CORDAGE

ALL KINDS AND FOR ALL PURPOSES.

Manila Rope	Lathyarn
Sisal Rope	Shingleyarn
Jute Rope	Bale Rope
Russian Rope	Lariat Rope
Marline	Hemp Packing
Houseline	Italian Packing
Hambroline	Jute Packing
Clotheslines	Drilling Cables
Tarred Hemp Rope	Spunyarn
White Hemp Rope	Pulp Cord
Bolt Rope	Lobster Marlin
Hide Rope	Paper Cord
Halyards	Cheese Cord
Deep Sealine	Hay Rope
Ratline	Fish Cord
Plow Lines	Sand Lines

"RED THREAD" Transmission Rope from the finest quality Manila hemp obtainable, laid in tallow.

CONSUMERS CORDAGE COMPANY,

Limited

Western Ontario Representative—
WM. B. STEWART,
Tel. 94 27 Front St., West, Toronto.

MONTREAL, QUE.

The Manufacturers' Banquet at Brantford

THE manufacturers of Brantford, Ont., have long been noted as manufacturers. They now have the reputation for hospitality. This reputation was carried beyond all peradventure on February 19, when they tendered a banquet to the members of the Canadian Manufacturers' Association. In compliance to the invitation to partake of their hospitality, there were a number of manufacturers present from Montreal, Toronto, Hamilton, Guelph, Paris, Detroit, Mich., Peterboro', Port Hope, Goderich, Galt, Ingersoll, London, etc.

A special train left Toronto on Thursday evening at 5.20 o'clock and it had on board, besides a goodly representation of men from the "Queen City," Robt. Munroe and George E. Drummond, of Montreal, who, notwithstanding that they had been in the railway accident at Whitby, were determined to accompany their confreres to the "Hello City." C. A. Birge, the president of the Association, who had been in Toronto to attend a meeting of the executive committee, was also on hand.

At Hamilton a number of other manufacturers were picked up, and here a little incident accurred which nearly prevented President Birge from proceeding farther. His man was to have met him at the station with his valise and banquet garments; in other words, his dress suit, but he failed to materialize. Remembering the experience of the man who had been cast into utter darkness, because he had appeared at a feast without his wedding garments, it was some time before his fellow members of the Association persuaded him to proceed on his journey, in the hopes that at Brantford some good Samaritan might be discovered who would lend him a dress suit. The train was about three-quarters of an hour late before leaving Hamilton, but no one has yet charged that it was due to the absence of Mr. Birge's dress suit. Although a man above the average size, fortunately, Mr. Birge was able to procure in Brantford a dress suit that "fitted him like the paper on the wall."

The Brantford manufacturers had made preparations for the entertainment of their guests far in excess of anything the latter had dreamed of. The banquet was simply magnificent, besides which it was surrounded by many unique features,

Cover of Menu Card.—One-Fourth Original Size.

which will long impress it upon the memory of those who were fortunate enough to be the guests on the occasion.

The banquet was held in the Kirby House and along the northern wall of the dining-room were pictures of the men who had contributed much to the reputation of Brantford as a manufacturing centre. There were, for example, pictures of such men as: late John Harris, B. G. Tisdale, G. O. Wisner, C. H. Waterous, sr., Wm. Buck, W. A. Scarfe, L. T. Whirehead, J. G. Cockshutt, I. Cockshutt and John Elliott, and underneath these was a banner bearing this device: "The Fathers of Brantford's Industry."

One could almost imagine, as he gazed on the faces of these famous men, that he could discern a smile of approbation on their countenances. Of course, at a banquet, it is sometimes possible to imagine many things, but this was noted at an early hour in the evening.

Covers were laid for 200 guests, and every chair had an occupant. The decorations of the tables were unique. Each guest had in front of him several articles to remind him of the manufacturing industries of Brantford. Probably the most unique of these articles was an inkstand, representing the McCord oil box, which is extensively used by Canadian railroads, and is manufactured at the Brantford Malleable Iron Works. Another souvenir, which will be much remembered, was a lead pencil presented by The Brantford Screw Co., and was 3½ in. long and made in imitation of a wood screw, with a gold-plated head. Shuttleworth & Harris presented each guest with a small pot of Bow Park cream cheese and a neat little notebook. The Cockshutt Plow Company, Limited, had before each guest a neat little buttonhole badge in the shape of a plow-share made of aluminum and finished in gold bronze, with a neat safety pin and red, white and blue ribbon attached. From the factory of T. J. Fair & Co., were three "Bobs" cigars, neatly tied together with yellow ribbon.

Menu and Toast List.—One-Fourth Original Size.

On the centre table was a model of a windmill, manufactured by Gould, Shapley & Muir Co. It was silverplated, stood about 4 ft. high, and was driven by an electric fan. On this same table was a model in wood of the new Carnegie library, which is being built in Brantford by Schultz Bros. Co., Limited. The Brantford Starch Works, Limited, had boxes of starch located at the different tables, and The Farmers' Binder Twine Co., Limited, had tiers of twine scattered here and there. Scarfe &

Co. had neat, little varnish tins placed in front of each guest. Illustrations of some of these souvenirs, which were presented to the guests, are illustrated in this article.

C. H. Waterous, of The Waterous Engine Co., Limited, was chairman, and an excellent chairman he made. His remarks were not only to the point, but there was a spice of dry humor running through them which the audience seemed to fully appreciate.

On the right of the chairman were: C. A. Birge, president of the Manufacturers' Association; G. F. Ellis, president of

Souvenir of Brantford Banquet—Ink Stand presented by Malleable Iron Works.

the Toronto Board of Trade; Robert Munroe, past president of the Canadian Manufacturers' Association; P. W. Ellis, another past president; W. F. Cockshutt; J. B. Henderson, president of the Paris Board of Trade; and C. B. Heyd, M.P. On his left he had H. B. Timmerman, general superintendent of the Canadian Pacific Railway; O. P. Letchworth, Buffalo, president of The Pratt and Letchworth Co.; George E. Drummond, vice-president of the Canadian Manufacturers' Association; A. K. McNaught, president of the Toronto Industrial Exhibition; T. A. Russell, manager of The Canada Cycle and Motor Co.; R. Scarfe and T. H. Preston, M.P.P.

The menu card, which was printed by The Expositor job department, of Brantford, was in keeping with the excellence of the banquet. It was in three colors, and some idea of its appearance may be judged from the accompanying reproduction. This reproduction is about one-quarter of the size of the original.

Mr. Letchworth replied to the toast of the "President of the United States," and he, from the start, put himself quite in sympathy with the guests. He said that the sentiment of the President of the United States towards all foreign people, and especially toward those whom he considered were joined to the American people by kinship and blood, were of the warmest character. His greatest interests were towards his closest foreign friends, the Canadians. Of course, this remark brought forth loud applause. Mr. Letchworth confessed that he had undergone conversion in regard to the question of reciprocity between Canada and the United States, and expressed the opinion that he was in favor of a higher duty being put on pig iron and approval of the principal of protection in general.

First to respond to the toast of "Canada, Our Country," was C. A. Birge, of Hamilton, the president of the Canadian Manufacturers' Association. Like everyone else, it was natural that he should preface his remarks with words of appreciation of the hospitality of the manufacturers of Brantford, and hoped that he would see more of them affiliated with the Association. He said that the membership was now 1,213, with 29 more applications to hand that day. He hoped that the number would soon reach 1,500, which, he said, would be within 100 of the great and influential Manufacturers' Association of the United States. This announcement, which was a surprise to a great many, created quite a little applause. Referring to the tariff, he said that the Association took strong grounds in regard thereto, even in waging war on foreign competitors. It was desirable, he declared, to adopt a tariff that would be suitable to both political parties. Canada could now stand alone and a policy should be adopted in Canada in Canadian interests, regardless of Great Britain, United States or Germany. This remark, too, was evidently in sympathy with the views of the guests, for it received warm approval.

George E. Drummond, of Montreal, also spoke to the same toast, and although he had been badly shaken up in the railway accident in the morning, he made an extremely able speech. In fact, more than one gentleman present was heard

Souvenir of Brantford Banquet—Pencil presented by Brantford Screw Co.

to remark that he did much better than could possibly have been expected under the circumstances. He declared that if Canada was true to herself she would become a great country. In things material she had a good start and she should be careful to maintain and develop that prosperity so that by no means it could be cut out of its foreign or home markets. It was not a political question, but one in which all Canadians should be united. In proportion to population, Canadians were very wealthy. The country, however, while prosperous, needed further development in the interests of the farmers and the manufacturers.

One thing lacking, he declared, was population, and, unfortunately, Canada had not succeeded in holding its natural increase. In his opinion, the cause of this was that the whole burden of national life had been laid upon the farmer, and this should not have been. There was no quarrel between the manufacturers and the political parties, but to develop the manufacturers the first thing to do was to protect labor interests, by providing tariff adequate to secure home markets against foreign labor. The country absolutely demanded it and no one could afford to delay doing the right thing.

Souvenir of Brantford Banquet—Badge presented by Cockshutt Plough Co. Limited.

Technical education finds much favor with Mr. Drummond, and he took the opportunity of putting in a strong word in favor of it.

Another energetic speech on the toast "Canada, Our Country," came from Robt. Munroe, of Montreal, who delivered one of his characteristic, vigorous speeches, in spite of the fact that he was feeling very much the effects of the shaking up which he received in the railway accident at Whitby that morning. Mr. Munroe, it might be mentioned, was in the washroom when the accident took place, and in endeavoring to make his way through the narrow passage, between it and the main part of the car, was knocked about considerably, receiving some nasty blows on the head. He declared that the matter of the tariff was a plain business proposition, and the fact that there was a balance of $70,000,000 against Canada in her trade with the United States, was to him, a convincing argument in favor of a higher tariff. Technical education also came in for warm remarks of approval, and he deprecated the fact that in Canada too much time was given by boys to sports and not enough to study.

An original poem was [illegible] by W. F. Cockshutt, entitled "Man in Canada," and was composed by Miss Pauline Johnston, the well-known poetess. This

poem was at the end of every verse liberally applauded, and read as follows:

What is the creed and the calling that we of the North upho'd—
It is never the cry for power, it is never the greed of gold.
Let the east and south and west contend like wolves for a maverick's bone,
But Canada for the Canadians is the creed that we call our own.

Good times are at Kaiser Wilhelm's, good cakes are at Uncle Sam's
And in dear old Britain's larders are the best of plums and jams
But beef and bread and a blanket, a pipe, a mug and a tote
Are the things that we have in Canada—what more can a man desre?

We don't need the marts of Europe, nor the trade of the Eastern Isles.
We don't need the Yankee's corn and wine, nor the Asiatic's smiles.
For what so good as our home-made cloth, and under the wide blue dome.
Will you tell me where you have tasted bread, like the bread that is baked at home?

And we are the young and strong, and who so fit for the fight as we?
With our hands of steel and our iron heel and our hearts like the oaken tree,
For we are home-made, home-fed, the pride of a princely land,
And the things that are made in Canada, are the things that her sons demand.

So this is the creed and the calling, that we of the North uphold.
It is never the cry for power, it is never the greed of gold.
Let the east and south and west contend like wolves for a maverick's bone.
But Canada for Canadians is the creed that we call our own.

J. B. Henderson, of Paris, in a brief speech, declared that he was proud to be a member of the Association and felt that great good would result from its work. W. K. McNaught, president of the Toronto Industrial Exhibition, made a humorous and happy speech, particularly when he related some of his own experiences as a boy in Brantford. In fact, it was in Brantford that he first got his first business experience. He related, amid much laughter, his first business transaction. He had bought, at the suggestion of a relative, 100 lb. of butter in the fall, which he kept till the spring, and had made into 1 lb. rolls. He sold the butter on the Brantford market, but the next week his customers were looking for the boy from whom they had purchased the butter. Of course, he was not to be found, but Mr. McNaught declared that he owed his success to this first venture.

J. F. Ellis, president of the Toronto Board of Trade, in responding to the toast, declared that he was proud of Brantford. Brantford men, he said, had always occupied a high standard, and it was a matter for congratulation that she was the third city in the Dominion in importance in regard to exports of manufactured products.

J. P. Murray spoke in favor of revision of tariff and a higher tariff. He dwelt particularly on the necessity of a commercial agent in Great Britain and urged that the recently appointed agent, who was to be located in Birmingham, should first of all be brought in touch with the manufacturers of Canada, in order that he might be able to act in an intelligent manner when he began his duties. He referred to the direct steamship line to South Africa, and said that he had been under the impression until the other day that the Canadian Government had control of the rates by that line, but, unfortunately, it was not so. He thought that at least the rates should not be in excess of those from New York.

It now fell to the lot of Harry Cockshutt, the vice-president, to propose the balance of the toast, and in doing so he made one of the best speeches of the night and was liberally applauded. Referring to the tariff, he declared that it would be well to bear in mind the interests of all concerned.

The next toast on the list was that of "Agriculture," and was responded to by Thomas Brooks, a farmer, who lives near Brantford. The speech was an able one, and although the speaker took an opposite view in regard to the tariff, his remarks were couched in such humorous terms, that he was frequently applauded. In fact, if any of the speakers were more cordially received than any other it was Mr. Brooks. His remarks in regard to the proposal to increase the duty on agricultural implements were particularly vigorous and at the same time amusing. He said that he knew personally the manufacturers of agricultural implements in the vicinity of Brantford, and, said he: "I know they are working night and day to fill orders. Furthermore, I know that some of them are millionaires. Why in the world, therefore, do you want higher protection? I tell you if you seriously attempt to have the duty increased you will have a kick from the farmers. In fact, to use a barnyard phrase, they will kick like steers. Yes, and while not perhaps as often, will kick like mules, although they will kick lower." (Loud and prolonged applause.)

Mr. Stratford also spoke to this toast, and as he is a manufacturer of binder twine as well as a farmer, to the amusement of those present, spoke both from the point of a protectionist, manufacturer and a free-trade farmer.

The toast "Transportation," was responded to by H. R. Timmerman, Superintendent of the C.P.R., and Mr. Fisher, general manager of the T. H. and B. Railway.

"United States Manufacturers—Let us Annex Them," brought a brief speech from J. Inglis, of Detroit, Mich. He said he had heard some talk in the United States of annexing Canada, but he had never before heard of Canada annexationizing the American manufacturers. However, he wanted to see the two countries get along together, and to help this purpose he was willing that such annexation should take place. (Laughter.)

It was now nearing 2 o'clock, and after complimentary remarks had been exchanged between the manufacturers of Brantford and their guests, what was undoubtedly the best banquet in the history of the Manufacturers' Association of Canada, was brought to a close.

A special train was awaiting the Hamilton, Toronto and Montreal contingent that desired to return to their respective cities that morning, but quite a number remained over till the regular morning train, while others, again, remained over until the evening, in order to take advantage of the drive about Brantford and suburbs, which had been arranged for by the local committee, to take place at 10 o'clock. A half-dozen large sleighs were provided, and under the charge of a local committee, the visitors were driven around to the various factories, for which Brantford has become famous. Unfortunately, the time at the disposal of the party was too limited, to allow the visitors to stop off at more than one of these factories. The one selected was that of The Waterous Engine Works. Here they were most cordially received, and made a flying trip through the engine shop. What particularly interested the visitors were the sawmill plants, which were being got ready for shipment to Australia, Tasmania and New Zealand.

AMBITIOUS SYDNEY.

The A. C. Thompson Co., Limited, of North Sydney, C.B., metal and hardware merchants, in addition to their branches at Sydney Mines and Glace Bay, have now opened a store at Sydney, in the Forbes block, on Charlotte street.

The new store is bright and attractive, having a 35-foot plate glass front. Within is a well-selected stock of hardware, paints, oils, builders' and mining supplies. A well-lighted cellar, 35 x 80, contains a large stock of plumbers' and steamfitters' supplies.

The A. C. Thompson Co., Limited, are now erecting a foundry which they expect to occupy by May 1. They will manufacture soil pipe, soil-pipe fittings, and stoves, also a soft coal water-heater. The foundry and steamfitting departments are under the management of Thos. C. Mason, formerly with T. McAvity & Sons, of St. John, N.B.

A despatch from Windsor, Ont., says that Pittsburg, Pa., capitalists may erect a $1,000,000 plant for the manufacture of soda ash, caustic soda, soda crystals and bi carbonate of soda near Sandwich, Ont.

Hardware! Hardware!

To Lumbermen, Contractors, and Merchants **Of the Ottawa Valley**—Has it ever occured to you that you could **Save a Profit** and get exactly what the **Trade Requires** by purchasing your supplies from

THOS. BIRKETT & SON CO., Limited, Wholesale Hardware Merchants, **Ottawa, Ont.**

EVERYTHING IN HARDWARE. P. S.—SEND FOR PRICES.

Iron Foundries Take Notice.

We have Canadian Pig Iron to offer for all deliveries during 1903.
The Canadian furnaces are sold up for some time to come.
Always open to sell or buy Iron and Steel Scrap.

Apply, "Iron and Steel Dept.," Syracuse Smelting Works,
Cor. William and St. Thomas Streets, Montreal.

ATKINS HIGH-GRADE, CROSS-CUT **SAWS** ARE SUPERIOR TO ALL OTHERS IN MATERIAL, TEMPER, WORKMANSHIP, FINISH AND CUTTING QUALITIES.
OUR VICTOR, TUTTLE TOOTH AND SEGMENT GROUND SAWS ARE THE FAVORITES IN THE CAMPS

E. C. ATKINS & Co., LEADING MANUFACTURERS OF HIGH-GRADE, CROSS-CUT, HAND, BAND, CIRCULAR, HACK, BACK, WOOD AND SMALL SAWS OF ALL KINDS.
Factories and Home Office: INDIANAPOLIS, IND., U.S.A. Write for Catalogue and Prices
H. P. HUBBARD, Sales Agent for Canada. Toronto Office: 44 Scott St. Tel. Main 1886.

American Steel & Wire Co.

New York: Empire Building. Montreal: New York Life Building. Chicago: The Rookery.

BARB WIRE. GALVANIZED PLAIN WIRE.
PLAIN TWIST CABLE FENCING.

Telegraph and Telephone Wire, Mattress, Broom, Weaving Wires of every description, Rail Bonds, Bale Ties, Special Wires for all purposes. Springs, Horse Shoes, Wire Rope, Cold Drawn Steel Shafting.

THE ART OF ADVERTISING

ART OF WRITING ADVERTISEMENTS.

By W. H. Seyler, Advertising Manager E. W. Gillett Co. Limited

THE art of writing advertisements (for it is an art if we take it in its entirety) has, owing to the developments of modern business methods, assumed a position that cannot be ignored by the community. The progressive merchant has found it as necessary to have his advertisements prepared in a proper manner as it is for an ailing person to have his physician's prescriptions compounded by a competent chemist. Advertising being admittedly a necessity in modern business affairs, it remains only for the merchant to decide upon the kind that will answer his individual purposes with best financial results. It is an incontrovertible fact that the daily press is for the average merchant the best medium for reaching the masses, providing he clothes, feeds and amuses them. In my mind it is money thrown away for the merchant to write his own ads. instead of calling in the services of an experienced ad. writer. As well might he mix nux vomica, rhubarb and soda to relieve his stomachic ailments without knowing the proper proportions of each.

A professional ad. writer knows just what to say and how to say it to arrest the attention of the reader and induce him to buy. An experience of over 12 years in ad. writing and a close student of the different styles as applied to daily, weekly and monthly publications, has convinced me that of all forms of ad. writing the daily press is the easiest, while at the same time the most abused, and some of the attempts, as evidenced in our dailies, are painfully crude. I have always entertained the opinion that every first-class newspaper should have on its staff a competent ad. writer, who should have full knowledge of typography, and power and authority to arrange the advertisers ads. to best advantage. Too much seems to be left to the typesetter. In my opinion the proper arrangement and style of an ad. has as much to do towards the ultimate success of its insertion as the mere wording. It is all right enough to talk to the public in an off-hand, colloquial sort of way, but unless you arrest the reader's attention in the first place by some striking characteristic, the chances are your ad. will fail in its purpose. The exceptions to this argument are, of course, the ads. of the large departmental stores; these are in a class by themselves, and they have taken the place, one might say, of the auctioneer.

There is a form of advertising requiring much more careful preparation than the daily press ads., and that is trades newspaper advertising. In these, read by hard-headed, wide-awake business men, it is necessary to employ the highest and most convincing form of ad. writing. Here you have to talk straight and show the dollars glittering through every line of your ad. There is nothing that can be left to "bargain-counter" chances. A look through the average trade journal shows, to my mind, that many manufacturers and jobbers have either a lot of money to throw away, or too little time to give to this important branch of their business, or they are moved by a philanthropic spirit to help the publisher along. It is just as necessary to change the trade journal ad. every issue, be it weekly or monthly, as it is for the large departmental store to change its tempting offers daily. You must have something new to say about your goods every week, be it about style, profit, or other quality, and the manufacturer or merchant who does not change his ads. regularly stands still, and standing still in business is going backward.

THE SMALL ADVERTISER.

By J. Troy.

THERE seems to be an idea prevalent that advertising is for large dealers only. This belief has kept many a small merchant from improving his opportunities in this direction.

Nearly, if not all, the large retail merchants of the present day have became so by extensive advertising.

The advertising which they have done may not be the sole cause of their success, but it has been the greatest contributing cause. Nearly all large enterprises, which are now meeting with well-deserved success, have begun on a small scale. Their advertising was done in a small way, but it has been kept up day after day and year after year.

Good business methods, untiring industry and good advertising are the factors which bring success in business.

Do not be afraid of being overshadowed by the big advertiser. The big advertiser of the present perhaps may have been a small advertiser only a few years ago. Many times the well-worded reader of only a few lines, or the small display advertisement will reach the eyes of more readers than the pretentious display of the larger store. It tells the people you have goods to sell and what you will sell them for. That is all the big store can say.

Nine times out of ten it is the price that sells the goods, so don't be afraid to tell your story to the public. If you tell it in the right way and practice no deception it will be only a question of a very little time until you will begin to receive adequate returns on your investment in advertising space. The dealer, be he the corner grocer or the largest dealer in general merchandise in the city, who will sell staple or special articles, quality considered, for the least money, and lets the people know it, will receive the patronage.

If the small dealer buys his goods right he can sell them at right prices. Subscribe for a reliable trade paper, scrutenize the market reports carefully, therein you will find all the necessary information to enable you to buy your goods right.

Every city has plenty of examples showing how small dealers in all kinds of merchandise have made their business a success by wise and judicious advertisidg. Take what space you can afford, contract by the year, watch it, change the matter very frequently, and you will soon need more room for your store and more space in the papers. This advice is tendered the wholesaler, manufacturer and jobber as well as the small retailer. They can attract attention by a liberal use of advertising space in an honest trade newspaper, just the same as the small retailer can by taking space in the daily or weekly newspaper.

Judicious advertising will develop any mercantile business that has a right to exist.

KAMLOOPS BOARD OF TRADE.

The Kamloops, B.C., Board of Trade have elected the following officers: President, J. T. Robinson (re-elected); vice-president, Dr. Wade; council, H. G. Ashby, W. H. Edmunds, F. J. Fulton, M.P. Gordon, E. Goulet, C. W. Hallamore, J. M. Harper, J. R. Michell, J. Milton, T. Roadley, A. H. Skey, and F. E. Young.

FRANK MILLER'S

HARNESS PREPARATIONS.

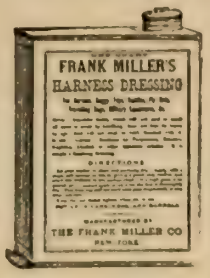
FRANK MILLER'S

HARNESS DRESSING

Recognized as

"THE STANDARD."

Produces a brilliant je black gloss which will not peel or smut and to which dirt will not stick.



Frank Miller's

Harness Soap

Unrivaled for cleaning and softening Harness. Put up in cakes, pans, boxes and tubs.

FRANK MILLER'S

Harness Oil.

Preserves and softens the leather, thus adding life.

The highest quality of oil on the market.

WHIPS WHIPS

WHALEBONE
RAWHIDES
STOCK JAVAS
RATTANS

Excellent finish. Prices right.

HENRY F. FALKINER

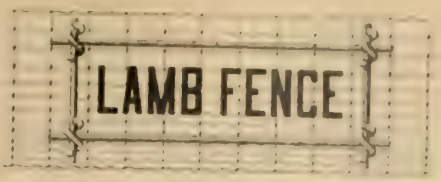
60 George Street - TORONTO

SEE **WRIGHT'S New Sprayer** before booking your order. PRICES RIGHT.

The best on the market.

E. T. WRIGHT & CO.,

Manufacturers. *HAMILTON, ONT.*



Factory-Made, complete ready to stretch.

The H. R. LAMB FENCE CO., Limited, London, Ont.

GET OUR PRICES ON

WIRE NAILS
LINSEED OIL
PLATFORM SCALES

KERRIGAN HARDWARE CO., London, Ont.

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Hardware and Metal Merchant.

Steward & Romaine Mfg. Co.

EXPANSION and TOGGLE BOLTS

For fastening all kinds of material to Brick, Stone or Cement.

124 North Sixth St., Philadelphia, Pa.

GALVANIZING

Our plant is modern, and capacity large. Prices O.K. Other branches.

WINDMILLS, PUMPS, TANKS, FOUNDRY WORK ETC., ETC.

Ontario Wind Engine & Pump Co., Limited, 505 Atlantic Ave., Toronto.

STOVE BRICK

Fire Clay and Asbestos, Furnace Cement.

All kinds of Fire Clay products made to order from patterns. Write for Price List.

JONES BROS., BRACONDALE, P.O., ONT. (NEAR TORONTO)

H. & R. SINGLE GUN AUTOMATIC AND NON-EJECTING.

12, 16 and 20 Guage. Steel and Twist Barrels

Superior in Design, Workmanship and Finish, and the most popular Gun on the Market.

Simplest "Take Down" Gun Made

HARRINGTON & RICHARDSON ARMS CO.

Also makers of H. & R. Revolvers.

Catalog on request. Worcester, Mass., U.S.A.

CYCLONE LAWN AND CEMETERY FENCE.

We build it from 24 inch to 42 inch high, from **14c.** to **19c.** per running foot. The best and strongest in the market. We build farm fences and gates of all sizes.

Cyclone Woven Wire Fence Co., Limited

Write for price. **TORONTO**

FILES. RASPS.

WE ARE NOT IN THE TRUST.

Quality of our goods guaranteed and our discounts very liberal. A trial order solicited. Write for discounts.

99 Niagara St., **TORONTO FILE CO.**

CANADIAN GOODS FOR CANADIANS.

Established 1832. Cable Address. "Bliss."

MANUFACTURERS

Wood Turnings, Hand, Bench and other Screws Mallets, Handles, Vises Clamps, Tool Chests Croquet, Lithographs Wood Toys, Novelties

and also the celebrated

Wood's Patent Car Gate

For Street and Steam Railroad Cars.

The R. BLISS MFG. CO.

Pawtucket, R.I., U.S.A

Canadian Representative: ALEXANDER GIBB, 13 St. John St., MONTREAL.

75 YEARS. *ESTABLISHED 1825.* *75 YEARS*

MANITOBA MARKETS.

WINNIPEG, February 23, 1903.

BUSINESS is very good and spring stocks are going forward rapidly. A few changes in the price list have occurred during the week. Sisal has declined 75c. per cwt. Turpentine has advanced 10c. Linseed oil declined 7c., and lubricating oils, such as Eldorado castor, Eldorado engine, Atlantic red, and renowned engine, have all advanced 1c. per gallon.

We quote as follows :

Barbed wire, 100 lb.	$3 25
Plain twist	3 25
Staples	3 65
Oiled annealed wire 10	3 42
" 11	3 48
" 12	3 56
" 13	3 66
" 14	3 76
" 15	3 91

Annealed wires (unoiled) 10c. less.

Cut Nails—		Wire Nails—	
2d 1 in.	$4 10	1 in.	$4 20
3d Fin. 1⅛ in.	4 10	1⅛ in.	4 20
3d 1¼ in.	3 75	1¼ "	3 85
4d 1½ in.	3 50	1½ "	3 60
5d 1¾ in.	3 50	1¾ "	3 60
6d 2 in.	3 40	2 "	3 50
8d 2½ in.	3 25	2½ "	3 35
10d 3 in.	3 20	3 "	3 30
20d 4 in.	3 15	3½ "	3 25
30d 4½ in.	3 10	4 "	3 20
40d 5 in.	3 10	4½ "	3 20
50d 5½ in.	3 10	5 "	3 20
60d 6 in.	3 10	5½ "	3 20
		6 "	3 20

Horsenails, 40 per cent. discount.

Horseshoes, iron, No. 0 to No 1	4 30
No. 2 and larger	4 15
Snow shoes, No. 0 to No. 1	4 55
No. 2 and larger	4 40
Steel, No. 0 to No. 1	4 40
No. 2 and larger	4 15

Bar iron, $2.70 basis.
Swedish iron, $4.75 basis.

Sleigh shoe steel	2 85
Spring steel	3 25
Machinery steel	3 50
Tool steel, Black Diamond, 100 lb.	8 50
Jessop	13 00
Sheet iron, black, 10 to 20 gauge, 100 lb.	3 50
18 to 22 gauge	3 75
24 guage	3 90
26 guage	4 00
28 gauge	4 10
Galvanized Iron, American, 16 gauge	4 00
18 and 20 gauge	4 00
22 and 24 gauge	4 50
26 gauge	4 50
28 gauge	4 75
30 gauge	5 00
Extra sheets, 36 in. wide an advance of 25 p.c. per 100 lb.	
Apollo, 10¾ oz.	5 00
28 guage	4 75
26 "	4 50
24 "	4 50
22 gauge	4 50
20 and 18 guage	4 25
16 gauge	4 00
Queen's Head, 24 gauge	4 75
26 guage	5 00
28 "	5 25
Genuine Russian, per lb.	11
Imitation " "	07
Tinned, 24 gauge, 100 lb.	8 00
26 gauge	8 25
Tinplate, IC charcoal, 20 x 28, box	10 00
" IX "	12 00
" IXX "	14 00
Ingot tin	33
Canada plate, 18 x 21 and 18 x 24	3 25
Sheet zinc, cask lots, 100 lb	7 00
Broken lots	7 50
Pig lead, 100 lb.	5 00
Wrought pipe, black up to 2 inch	50 an 10 p.c.
" Over 2 inch	50 p.c.
Rope, sisal, 7-16 and larger, basis	$11 00
Manila, 7-16 and larger, basis	14 75
Solder	20
Axes, chopping	$ 7 50 to 12 00
" double bitts	12 00 to 18 00
Bluestone	5 75
Screws, flat head, iron, bright	87½
Round " "	82½
Flat " brass	80
Round " "	75
Coach	65 p.c.
Bolts, carriage	50 p.c.
Machine	50 and 5 p.c.
Tire	60 and 5 p.c.
Sleigh shoe	65 p.c.
Plough	40 p.c.
Flat head stove	60 and 5 p.c.
Round head	60 and 5 p.c.
Elevator	60 p.c.
Rivets, iron	50 p.c.
Copper, No. 8	32
" No. 12	36
Coil chain, 3-16 inch	10½
" ¼ inch	8¼
" 5-16 inch	5½
" ⅜ inch	5¼
" 7-16 inch	5
" ½ to ¾ inch	4¾
Spades and shovels	40 and 5 p.c.
Harvest tools	60 and 10 p.c.
Axe handles, turned, s. g. hickory, doz.	$2 50
No. 1	1 50
No. 2	1 25
Octagon extra	1 75
No. 1	1 25
Files common	70, and 10 p.c.
Diamond	60
Ammunition, cartridges, Dominion R.F.	50 p.c.
Dominion, C.F., pistol	30 p.c.
" military	15 p.c.
American R.F.	30 p.c.
C.F. pistol	5 p.c.
C.F. military	10 p.c. advance.

Loaded shells :

Eley's soft, 12 gauge black	16 50
chilled, 12 gauge	18 00
soft, 10 gauge	21 00
chilled, 10 gauge	23 00
Shot, Ordinary, per 100 lb	6 00
Chilled	6 50
Powder, F.F., keg	4 75
F.F.G.	5 00
Tinware, pressed, retinned.	70 and 10 p.c.
" " plain	75 and 2½ p.c.
" pieced	
Japanned ware	37½ p.c.
Enamelled ware, white	45 p.c.
" Famous	50 and 10 p.c.
" Imperial	50 and 10 p.c.

PETROLEUM.

Water white American	26½c.
Prime white American	24½c.
Water white Canadian	24c.
Prime white Canadian	22½c.

SCRAP.

No. 1 cast iron	$14 to $15 per ton.
No. 2 "	5 to 6 "
Wrought iron scrap	5 "
Copper (heavy)	7c. per lb.
Yellow brass (heavy)	7½c. "
Light brass	5c. to 6c. "
Lead pipe, or tea lead	2c. to 2½c "
Zinc scrap	1c. "

PAINTS, OILS AND GLASS.

Turpentine, pure, in barrels	$ 95
Less than barrel lots	1 00
Linseed oil, raw	66
Boiled	69
Lubricating oils, Eldorado castor	28½
Eldorado engine	27½
Atlantic red	33½
Renown engine	42
Black oil	19½ to 21½
Cylinder oil (according to grade)	55 to 74
Harness oil	56
Neatsfoot oil	1 00
Steam refined oil	85
Sperm oil	2 00
Pure castor oil, first pressure	11
Lubricating	10
Glass, single glass, first break, 16 to 25 united inches	2 25
26 to 40 per 50 ft.	2 50
41 to 50 " 100 ft.	5 50
51 to 60 " " "	6 00
61 to 70 per 100-ft. boxes	6 50
Putty, in bladders, barrel lots per lb.	2½
kegs "	2¾
White lead, pure per cwt.	6 00
No. 1 "	5 75
Prepared paints, pure liquid colors, according to shade and color, per gal.	$1.30 to $1.90

OFFICE REMOVED.

William Abbott, sole agent in Canada for Jonas & Colver's "Nova" steel, has moved from 13 John street to the premises lately occupied by the Carpenter Steel Co., at 334 St. James street, Montreal, where he carries a complete stock of all sizes of steel.

Thos. G. Harlton, general merchant, of Exeter, Ont., has removed to Clandeboye.

Don't waste good work on poor galvanized iron —unless you want to be taught by experience.

Apollo is good.

American Sheet Steel Company, New York

Representatives for Canada
B. & S. H. Thompson & Company
53 St. Sulpice Street
Montreal

H. Boker & Co.'s Scissors and Shears

Well known for their reliable quality.
The most satisfactory line for retailers,
to sell at a good profit.

ALSO

H. BOKER & CO.'S
"Tree" Brand Razors and Pocket Cutlery.

For sale by all leading Wholesale Hardware Houses.

CURRENT MARKET QUOTATIONS.

February 27, 1903.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

TIN.

Lamb and Flag and Straits—
56 and 28-lb. ingots, 100 lb. $32 00 $33 00

TINPLATES

Charcoal Plates Bright.

M L S., equal to Bradley	Per box
I C, usual sizes.	$6 75
I X "	8 25
I X X "	9 75
Famous, equal to Bradley	
I C	6 75
I X	8 25
I X X	9 75
Raven and Vulture Grades	
I C, usual sizes	5 00
I X "	6 00
I X X "	7 00
I X X X "	8 00
D C, 12½x17	4 50
D X	5 25
D X X	6 00

Coke Plates Bright.

Bessemer Steel	
I.C., usual size, 14x20	4 00
I.C., special sizes, base	4 50
20x28	9 00

Charcoal Plates Terne

Dean or J G Grade	
I C., 20x28, 112 sheets	8 50
IX., Terne Tin	10 50

Charcoal Tin Boiler Plates

Cookley Grade	
X X, 14x56, 50 sheet bxs. } " 14x60, " } " 14x65, " }	7 00

Tinned Sheets

72x30 up to 24 gauge	8
" " 26 "	8 50

IRON AND STEEL.

Common bar, per 100 lb		2 05
Refined " "		2 45
Horseshoe Iron "		2 40
Hoop steel, 1½ to 3-in. base		2 90
Sleigh shoe steel, "		2 10
Tire steel	2 30	2 50
Reeled machinery		3 00
Toe calk steel	2 85	3 00
T Firth&Co's tool steel, per lb	0 12½	0 13
Jessop's tool steel		0 14
Morton's tool steel	0 12½	0 13
Black Diamond and "B C" tool steel	0 10	0 11
Chas. Leonard's tool steel	0 08	0 09
Park's "Silver" tool steel	0 12	0 14
" "Special"	0 15	0 20
Jonas & Colver's tool steel	0 10	0 20
" "Air Hardening		0 70
Drill steel, per lb	0 08	0 10

BOILER TUBES

	Per foot
1½, 1¾ and 4 inch	0 09
2½ in	0 16
3 in	0 13
3½ in	0 16
4 in	0 31

STEEL BOILER PLATE.

¼ in	2 50	2 60
3-16 in	2 60	2 70
⅜ in. and thicker	2 50	2 60

BLACK SHEETS

	Com	D Fl
10 and 12 gauge	2 55	2 75
18 gauge	2 85	3 00
20 "	2 85	3 00
22 to 24 gauge	2 95	3 25
26 "	3 05	3 50
28 "	3 15	

COPPER WIRE

Discount, 50 per cent

CANADA PLATES

All dull, 52 sheets	2 90	3 00
Half-polished	3 00	3 10
All bright	3 75	3 85

IRON PIPE

Black pipe	Per 100 feet	
⅛ inch	3 00	3 25
¼ "	2 30	2 40
⅜ "		2 65
½ "		2 85
¾ "		3 65
1 "		5 20
1¼ "		7 35
1½ "		8 95
2 "		12 55
2½ "		21 00
3 "		25 00
3½ "		32 00
4 "		38 50
4½ "		45 00
5 "		48 00
6 "		63 00
Galvanized pipe		
¼ inch		3 20
⅜ "		3 45
½ "		3 85
¾ "		5 00
1 "		7 20
1¼ "		10 05
1½ "		12 20
2 "		16 85

Malleable Fittings Discount 30 p.c.
Cast Iron Fittings
On all cast iron fittings, including plugs, bushings, unions and nipples, 50 & 10 p.c. dis.
All others discount 60 p.c.

GALVANIZED SHEETS

	G C.	Comet	Bell	Queen's Head
16 gauge				
18 to 24 gauge	4 05	3 75	3 75	4 05
26 "	4 25	4 00	3 90	4 25
28 "	4 50	4 25	4 05	4 50

American brands, $4.40 for 28 gauge
Less than case lots 10 to 15c. extra

CHAIN

Proof coil, 3-16 in., per 100 lb				
"	¼	"	7 80	8 10
"	5-16	"	5 25	5 50
"	⅜	"	4 50	4 75
"	7-16	"	4 25	4 50
"	½	"	4 20	4 50
"	9-16	"	4 05	4 50
"	⅝	"	4 00	4 50
"	¾	"	4 00	4 50

Halter, kennel and post chains, 40 to 40 and 5 per cent

Cow ties	40 p.c.
Tie out chains	65 p.c.
Stall fixtures	35 p.c.
Trace chain	45 p.c.

Jack chain, iron, single and double, discount 35 p.c.
Jack chain, brass, single and double, discount 40 p.c.

COPPER

Ingot		Per 100 lb.
Casting		14 50
Lake Superior	....	....
Bars.		
Cut lengths, round, ½ to ¾ in	23 00	25 00
" round and square, 1 to 2 inches	23 00	25 00
Sheet		
Plain, 14 oz., and light, 16 oz., 14x48 and 14x60	22 00	22 50
Plain, 14 oz., and light, 16 oz., irregular sizes	22 50	23 00
Tinned copper sheet		24 00
Planished		32 00

Braziers (in sheets)

4x6 ft., 25 to 30 lb. each, per lb	0 23
" 35 to 45 " "	0 22
" 50 lb. and above "	0 21

BOILER AND T K PITTS

Plain tinned, per lb	0 28
Spun, per lb	0 32

BRASS

Rod and Sheet, 14 to 30 gauge, 15 per cent

Sheets, hard-rolled, 2x4	0 23
Tubing, base, per lb	0 23½

ZINC SPELTER

Foreign, per 100 lb	5 50	6 00
Domestic " "		

ZINC SHEET

5-cwt. casks	6 00	6 25
Part casks	6 25	6 50

LEAD

Imported Pig, per 100 lb	3 50
Bar, per lb	0 05
Sheets, 2½ lb. sq. ft., by roll	0 06¼
Sheets, 3 to 6 lb. "	0 06

NOTE. Cut sheets ½c. per lb. extra. Pipe by the roll, usual weights per yard, lists at 7c. per lb. and 37½ p.c. dis. f.o.b. Toronto.

NOTE. Cut lengths, net price, waste pipe 8 ft. lengths, lists at 8c.

SHOT.

Common, $6.50 per 100 lb.; chilled, $7.00 per 100 lb.; buck, seal and ball, $7.50. Discount, 22½ p.c. Prices are f.o.b. Toronto, Hamilton, Montreal, St. John, and Halifax. Terms, 3 p.c. cash, freights equalized.

SOIL PIPE AND FITTINGS

Light soil pipe, discount 45 and 10 per cent
" " fittings, discount 50 and 10 p.c.
Med. and Extra heavy pipe and fittings, dis. 50 and 10 per cent
7 and 8 in. pipe, discount 45 and 10 per cent

SOLDER

		Per lb.
Bar, half and half, guaranteed		0 20
Bar, half and half, commercial	0 19	0 19½
Refined		0 19
Wiping	0 17	0 18½

ANTIMONY

Cookson's	per lb.	0 [illegible]

WHITE LEAD

	Per 100 lb.	
Pure	5 00	5 25
No. 1	4 62½	4 87½
No. 2	4 25	4 50
No. 3	3 87½	4 12½
No. 4	3 50	3 75
M[illegible] Select Flake White		5 [illegible]
[illegible] Decorators Pure		5 25
[illegible] Genuine		6 [illegible]
" Decorative		6 00
" No. 1		5 [illegible]
M[illegible] brand		6 12½
Decorators Pure		5 25
Essex Genuine		5 50

RED LEAD

Genuine, 560 lb. casks, per cwt	$4 75
Genuine, 100 lb. kegs "	5 00
No. 1, 560 lb. casks, per cwt	4 00
No. 1, 100 lb. kegs, per cwt	4 25

WHITE ZINC

Extra Red Seal	0 06	0 08
No 1	0 05½	0 07
No 2	0 05	0 06

DRY WHITE LEAD

Pure, casks	[illegible] 25
Pure, kegs	[illegible] 75
No 1, casks	[illegible] 00
No. 1, kegs	[illegible] 25

PREPARED PAINTS

In ¼, ½ and 1 gallon tins

Pure, per gallon		1 20
Second qualities, per gallon		1 00
Barn (in bbls.)	0 60	0 90
The Sherwin Williams paint		1 40
Canada Paint Co's pure		1 25
Toronto Lead & Color Co's pure		1 25
Sanderson Pearcy's pure		1 20
Stewart & Wood's Champion pure		1 20
Standard Paint Co's "New Era"		1 20
The Francis Frost Co's "Ark" Brand		1 25
The Francis Frost Co's British Navy deck		1 50
Hollywood paste paint		1 40
" liquid paint		1 25
" floor paint		1 25
Henderson & Potts's "Anchor" Brand		1 35

COLORS IN OIL.

25 lb. tins, Standard Quality

Venetian red, per lb	0 05	0 05
Chrome yellow	0 12	0 14
Golden ochre	0 07	0 10
French "		0 06
Marine black		0 04
Chrome green		0 10
French Imperial green		0 14
Signwriters' black		0 16
Umber	0 04	0 06
Sienna	0 04	0 07

COLORS, DRY

Common ochre, bbls	1 15	1 30
Yellow ochre (J F L S), bbls		2 [illegible]
Brussels ochre		2 [illegible]
Venetian red, bbl	1 50	2 [illegible]
English oxides, per cwt	3 00	[illegible]
American oxides, bbls	1 2[illegible]	[illegible]
Canadian oxides, bbls	1 2[illegible]	[illegible]
Super magnetic oxides, 93 p.c.	2 00	[illegible]
Burnt sienna, pure, per lb		[illegible]
" umber, " "	[illegible]	[illegible]
Raw umber	[illegible]	[illegible]
Drop black, pure		[illegible]
Chrome yellow, pure		[illegible]
Chrome greens, pure, per lb	[illegible]	[illegible]
Golden ochre	[illegible]	[illegible]
Ultramarine blue in [illegible] boxes, per lb	[illegible]	[illegible]
Fire proof mineral, per [illegible]	[illegible]	[illegible]
Genuine Eng. [illegible]	[illegible]	[illegible]
Mortar color, per [illegible]	[illegible]	[illegible]
Pure Indian red, No. [illegible]	[illegible]	[illegible]
Whiting [illegible]	[illegible]	[illegible]
English [illegible]	[illegible]	[illegible]

[illegible]

Casks, [illegible]	[illegible]
100 lb. [illegible]	0 98

WADE & BUTCHER'S

"SPECIAL" Razors

Are unequalled for quality and finish.

JAMES HUTTON & CO., - MONTREAL

Sole Agents for Canada.

PUTTY.

Bulk in bbls	1 70
Bulk in less quantity	1 85
Bladders in bbls	2 00
Bladders in kegs, boxes or loose	2 25
25-lb tins	2 25
12½ lb tins	2 50
Bladders in bulk or tins less than 100 lb.	2 50

VARNISHES.

In 5-gal. lots	Per gal	Net.
Carriage, No 1	1 50	1 60
Pale durable body	4 10	4 25
" rubbing	2 85	3 20
Gold size, japan	1 50	1 60
No 1 brown japan	0 85	0 90
Elastic oak		1 50
Furniture, extra	1 10	1 25
" No 1	0 90	1 00
Hard oil finish	1 35	1 50
Light oil finish	1 60	1 70
Damar	1 75	2 00
Shellac, white	2 40	2 50
" orange	2 30	2 40
Turpentine, brown japan	1 10	1 20
" black japan	1 10	1 20
" " No. 1.	0 85	0 90
Elastilite varnish, 1 gal. can, each		2 00
Granitine floor finish, per gal		2 75
Maple Leaf coach enamels; size 1, $1.20; size 2, 70c; size 3, 40c. each.		
Sherwin-Williams kopal varnish, assorted case, from ½ pts. to 1 gal., $2.50.		

CASTOR OIL.

British, 1st qual, in cases, per lb	0 08½	0 09½
" " small lots	0 10	0 10½

COD OIL, ETC.

Cod oil, per gal	0 50	0 55
Pure olive		1 40
" neatsfoot		0 90

GLUE.

Common	0 08	0 09
French medal	0 10	0 14
White, extra	0 18	0 22
Gelatine	0 25	0 30
Strap	0 18	0 20
Coopers	0 19	0 20
Huttner	0 15	0 16
Ground	0 12	0 16
Cologne, genuine		0 15

HARDWARE.

AMMUNITION.

Cartridges.

B. B. Caps Dominion, 50 and 5 per cent.
Rim Fire Pistol, discount 40 p. c., American.
Rim Fire Cartridges, Dominion, 50 and 5 p.c.
Central Fire Pistol and Rifle, 10 p. c., Amer.
Central Fire Cartridges, pistol sizes, Dominion, 50 per cent.
Central Fire Cartridges, Sporting and Military, Dominion, 15 per cent.
Central Fire, Military and Sporting, American, add 5 per cent. to list. B.B. Caps, discount 40 per cent., American.
Loaded and empty Shells. "Trap and "Dominion" grades 25 per cent. Rival and Nitro, 10 per cent. advance on list.
Brass Shot Shells, 35 per cent.
Primers, Dom., 30 per cent. American, $1.60.

Wads	per lb
Best thick white felt waddling, in ½-lb. bags	$1 00
Best thick brown or grey felt wads, in ½-lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 30
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 each, 8 gauge	0 55
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10 gauge	0 25
Thin card wads, in boxes of 1,000 each, 8 gauge	

Chemically prepared black edge grey cloth wads, in boxes of 250 each	Per M.
11 and smaller gauge	0 60
9 and 10 gauges	0 70
7 and 8 "	0 90
5 and 6 "	1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 "	1 65
5 and 6 "	1 90

ADZES.

Discount 20 per cent.

ANVILS.

Wright's, 80-lb. and over	0 10½
Hay Budden, 80-lb. and over	0 09½
Brook's, 80-lb. and over	0 11¼

AUGERS.

Gilmour's, discount 65 and 5 per cent. off list.

AXES.

Chopping Axes		
Single bit, per doz.	6 00	10 00
Double bit, "	10 00	18 00
Bench Axes, 40 per cent.		
Broad Axes, 25 per cent.		
Hunters' Axes	5 50	6 00
Boys' Axes	5 75	6 75
Splitting Axes	6 50	12 00
Handled Axes	7 50	10 00

AXLE GREASE.

Ordinary, per gross	5 75	6 00
Best quality	13 00	15 00

BATH TUBS.

Zinc	6 00
Copper, discount 15 per cent. off revised list.	

BATHS.

Standard Enameled.

5½-inch rolled rim, 1st quality	24 00
5½ " " " 2nd "	20 00

BABBIT METAL.

"Tandem," A	per lb.	0 27
" B	"	0 21
" C	"	0 11½
Frictionless Metal	"	0 23
Hercules	"	0 15

Syracuse Smelting Works:

Aluminum, genuine	0 45
Government, "	0 44
Tough, "	0 40
Hard, "	0 40
Dynamo	0 30
Special	0 25
Harmony	0 22
Car Box	0 20
Extra	0 15

The Canada Metal Co.:

Imperial, genuine	0 40
Metallic	0 30
Hercules	0 20
Star	0 15
No. 1	0 12
No. 2	0 10
No. 3	0 06
No. 4	0 05

BELLS.

Hand.

Brass, 60 per cent.
Nickel, 55 per cent.

Cow.

American make, discount 63⅓ per cent.
Canadian, discount 45 and 50 per cent.

Door.

Gongs, Sargant's	5 50	8 00
" Peterboro', discount 45 per cent.		

Farm.

American, each	1 25	3 00

House.

American, per lb.	0 35	0 40

BELLOWS.

Hand, per doz	3 35	4 75
Moulders, per doz	7 50	10 00
Blacksmiths, discount 40 per cent		

BELTING.

Extra, 60 per cent.
Standard, 60 and 10 per cent.
No. 1, not wider than 6 in., 60, 10 and 10 per cent.
Agricultural, not wider than 4 in., 75 per cent.

BITS.

Auger.

Gilmour's, discount 60 and 5 per cent.
Rockford, discount 50 and 10 per cent.
Jennings' Gen., net list.

Car.

Gilmour's, 47½ to 50 per cent.

Expansive.

Clark's, 40 per cent.

Gimlet.

Clark's, per doz	0 65	0 90
Diamond, Shell, per doz	1 00	1 50
Nail and Spike, per gross	2 25	5 20

BLIND AND BED STAPLES.

All sizes, per lb.	0 07½	0 12

BOLTS AND NUTS.

	Per cent.
Carriage Bolts, common ($1 list)	50 and 10
" " full sq. ($2.40 list)	55 and 10
" " Norway Iron ($3 list)	55 and 10
Machine Bolts, all sizes	50, 5 and 10
Plough Bolts	50, 5 and 10
Blank Bolts	50, 5 and 10
Bolt Ends	50, 5 and 10
Sleigh Shoe Bolts	65, 5 and 10
Coach Screws, cone point	66⅔ and 10
Nuts, square, all sizes, 3¼c. per lb. off.	
Nuts, hexagon, all sizes, 4c. per lb. off.	
Stove Rods, per lb., 5½ to 6c.	

BOOT CALKS.

Small and medium, ball	per M.	4 25
Small heel	"	4 50

BRIGHT WIRE GOODS.

Discount 62½ per cent.

BROILERS.

Light, discount 65 to 67½ per cent.
Reversible, discount 65 to 67½ per cent.
Vegetable, per doz., discount 37½ per cent.

Henis, No. 8	per doz.	6 00
Henis, No. 9	"	7 00
Queen City	"	7 50

BUTCHERS' CLEAVERS.

German	per doz.	6 00 11 00
American	"	12 00 20 00

BUTCHER KNIVES.

Bailey's	per doz.	0 60 6 30

BUILDING PAPER, ETC.

Tarred Felt, per 100 lb.		1 75
Ready roofing, 2-ply, not under 45 lb., per roll		0 90
Ready roofing, 3-ply, not under 65 lb., per roll		1 15
Carpet Felt	per ton	45 00
Dry Sheathing	per roll, 400 sq. ft.	0 35
Tar "	" 400 "	0 45
Dry Fibre	" 400 "	0 50
Tarred Fibre	" 400 "	0 60
O. K. & I. X. L.	" 400 "	0 65
Resin-sized	" 400 "	0 41
Oiled Sheathing	" 600 "	1 00
Oiled "	" 400 "	0 70
Roof Coating, in barrels	per gal.	0 17
Roof " small packages	"	0 25
Refined Tar	per barrel	4 50
Coal Tar	"	4 00
Coal Tar, less than barrels	per gal.	0 15
Roofing Pitch	per 100 lb.	1 00

BULL RINGS.

Copper, $2.00 for 2½-inch, and $1.90 for 2-inch.

BUTTS.

Wrought Brass, net revised list.

Cast Iron.

Loose Pin, discount 60 per cent

Wrought Steel.

Fast Joint, discount 65, 10 and 2½ per cent.
Loose Pin, discount 65, 10 and 2½ per cent.
Berlin Bronzed, discount 70, 70 and 5 per cent.
Gen. Bronzed per pair 0 40 0 65

CARPET STRETCHERS.

American	per doz.	1 00 1 50
Bullard's	"	6 50

CASTORS.

Bed, new list, discount 55 to 57½ per cent.
Plate, discount 52½ to 57½ per cent.

CATTLE LEADERS.

Nos. 31 and 32	per gross	8 50 9 50

CHALK.

Carpenters' Colored, per gross	0 45	0 75
White lump	per cwt.	0 60 0 65
Red		0 05 0 06
Crayon	per gross	0 14 0 18

CHISELS.

Socket, Framing and Firmer.

Broad's, discount 60 and 10 per cent.
Warnock's, discount 50 and 10 per cent.
P. S. & W. Extra, discount 60 and 10 per cent

CHURNS.

Revolving Churns, metal frames—No. 0, $8 No. 1, $8.50; No. 2, $9.00; No. 3, $10.00; No. 4, $12.00; No. 5, $16.00 each. Ditto, wood frames, 20c. each less than the above. Discounts: Delivered from factories, 53 per cent.; from stock in Montreal, 51 per cent. Terms 4 months or 3 per cent. cash in 30 days.
Churn frames, including bearings, levers, etc. Nos. 0, 1, 2 and 3, wood, $2.40; and 4 and 5, $2.65. Metal frames, 25c. extra. Discount 15 per cent., net 30 days.

CLIPS.

Axle, discount 65 per cent.

CLOSETS.

	Net.
Plain York or Ontario Syphon Jet	$9 60
Emb. " " "	10 20
Fittings	1 00
Plain Elgin or Teu. Syphon Washout	6 00
Emb. " "	6 60
Fittings	1 25
Low Down Elgin or Teutonic, plain	9 60
Low " " emb	10 20
Plain Richelieu	3 75
Emb. "	4 00
Connections	1 25
Low Down Ontario Syphon Jet, plain	11 70
Low " " " emb'd.	12 30
Closet connection	1 25
Basins, P.O., 14-in	0 70
Basins, oval, 17 x 14-in.	1 50
Basins, " 19 x 15-in.	2 25

COMPASSES, DIVIDERS, ETC.

American, discount 62½ to 65 per cent.

CONDUCTOR PIPE.

Plain or Corrugated.

2-inch	per 100 feet	3 00
3 "	" "	4 00
4 "	" "	5 25
5 "	" "	6 75
6 "	" "	9 00

CRADLES, GRAIN.

Canadian, discount 20 to 25 per cent.

CROSSCUT SAW HANDLES.

S. & D., No. 3	per pair	0 17½
S. & D., " 5	"	0 22½
S. & D., " 6	"	0 15
Boynton pattern	"	0 20

DOOR SPRINGS.

Torrey's Rod (15 p.c.), per doz.		2 00
Coil	"	0 88 1 60
English	"	2 00 4 00

DRAW KNIVES.

Coach and Wagon, discount 50 and 10 per cent.
Carpenters', discount 60 and 10 per cent.

Has it Ever Occurred to You

that you could largely increase your business, confer a favor upon us, and benefit your customers by advising them to use our Building Papers, Roofing Felts and Wire Edged Ready Roofing?

We will guarantee to supply you with the best of material, but, you must do the missionary work among your customers.

The Paterson Mfg. Co., Limited

Toronto and Montreal.

DRILLS.

Hand and Breast.

Millar's Falls, per doz., net list.

DRILL BITS.

Morse, discount 37½ to 40 per cent.
Standard, discount 50 and 5 to 55 per cent.

FAUCETS.

Common, cork-lined, discount 35 per cent.

EAVETROUGHS.

10-inch ....per 100 ft. 3 10

ELBOWS (stovepipe.)

5 and 6-inch, common....... per doz. 1 20
7-inch........... .... " 1 35
Polished, 15c. per dozen extra.

ESCUTCHEONS.

Discount 40 per cent.

ESCUTCHEON PINS.

Iron, discount 40 per cent.

FACTORY MILK CANS.

Discount off revised list, 40 per cent.

FILES AND RASPS.

Great Western............70 and 10 per cent.
Arcade...................70 " 10 "
Kearney & Foot ....70 " 10 "
Disston's.................70 " 10 "
American.................70 " 10 "
J. Barton Smith..........70 " 10 "
McClellan ....70 " 10 "
Eagle ....70 " 10 "
Nicholson, 60 and 10 to 60, 10 and 5 "
Royal ....80 "
Globe ....70 to 75 "
Black Diamond, 60 and 10 to 60, 10 and 5 per cent.
Jowitt's, English list, 25 to 27½ per cent.
Nicholson File Co.'s "Simplicity" file handle, per gross 85c. to $1.50.

GLASS.

Window. Box Price.

Size United Inches.	Star Per 50 ft.	Star Per 100 ft.	D. Diamond Per 50 ft.	D. Diamond Per 100 ft.
Under 26......	2 0	3 80	....	6 75
26 to 40......	2 10	4 [illegible]	....	7 25
41 to 50......	....	4 50	....	8 75
51 to 60......	....	4 75	....	10 00
61 to 70......	....	5 0[illegible]	....	11 5[illegible]
71 to 80......	....	5 50	....	12 50
81 to 85......	....	....	....	1[illegible] 0
86 to 90......	....	....	....	16 50
91 to 95......	....	....	....	18 00
96 to 100......	....	....	...	20 00

A dis ount of 25 per cent is offered on "Double Diamond."

GAUGES.

Marking, Mortise, Etc.

Stanley's, discount 50 to 55 per cent.

Wire Gauges.

Winn's, Nos. 26 to 33 ....each 1 65 2 40

HALTERS.

Rope, ⅜-inch ....per gross ....
Rope, ½ " .... " 9 00
Rope, ⅝ to ¾-inch .... " 14 00
Leather, 1-inch......per doz. 3 87½ 4 00
Leather, 1¼ " ...... " 5 15 5 20
Web................. " 1 87 2 45

HAMMERS

Nail.

Maydole's, discount 5 to 10 per cent. Canadian discount 25 to 27½ per cent.

Tack.

Magnetic ....per doz. 1 10 1 20

Sledge

Canadian......... per lb. 0 07½ 0 08½

Ball Pean.

English and Canadian, per lb. 0 22 0 25

HANDLES

Axe.... ....per doz net 1 50 3 00
Store door... ..... .per doz. 1 00 1 50

Fork.

C. & B., discount 40 per cent., revised list.

Hoe.

C. & B., discount 40 per cent., revised list.

Saw.

American........ ...per doz 1 00 1 25

Plane

American .... per gross 3 15 3 75

Hammer and Hatchet.

Canadian, discount 40 per cent.

Cross-Cut Saws.

Canadian. ... . per pair ... 0 13¾

HANGERS. doz. pairs.

Steel barn door............... 5 85 6 00
Stearns, 4-inch 5 00
" 5-inch 6 50
Lane's covered
No. 11, 5-foot run 8 40
No 11½, 10-foot run 10 80
No. 12, 10-foot run.......... .... 12 60
No 14, 15-foot run.......... .... 21 00
Lane's O.N.T. track, per foot 0 04½

HARVEST TOOLS.

Discount 60 and 10 per cent.

HATCHETS.

Canadian, discount 40 to 42½ per cent.

HAT ENAMEL.

Henderson & Potts' "Anchor Brand" 84

HINGES.

Blind, Parker's, discount 16⅔ per cent.
Heavy T and strap, 4-in., per lb...... 0 06½
" " 5-in., " 0 06¼
" " 6-in., " 0 06
" " 8-in., " 0 05¾
" " 10-in., " 0 05½
Light T and strap, discount 65 and 5 per cent
Screw hook and hinge
6 to 10 in......... per 100 lb. 4 50
12 in. up.......... " 3 25
Spring.......... per gro. pairs 10 50

HOES.

Garden, Mortar, etc., discount 60 to 60 and 10 per cent.
Planter.......... ... per doz. 4 00 4 50

HOLLOW WARE.

Discount 45 and 5 per cent.

HOOKS.

Cast Iron.

Bird cage............ per doz. 0 50 1 10
Clothes line......... " 0 27 0 63
Harness... ... . " 0 72 0 88
Hat and coat .. .... per gro. 1 00 3 00
Chandelier ....per doz. 0 50 1 00

Wrought Iron.

Wrought hooks and staples, Canadian discount 47½ per cent.

Wire.

Hat and coat, discount 45 per cent.
Belt .... per 1,000 ... 0 60
Screw, bright, discount 55 per cent.

HORSE NAILS.

"C" brand, 40, 10 and 7½ per cent. off list } Oval
"M" brand, 50, 10 and 5 per cent. } head
Countersunk, 65 per cent.
"Monarch," 65 per cent.
"Peerless" 50 and 7½ per cent dis

HORSESHOES.

Iron Shoes.	F.O.B. Montreal No 2 and larger	F.O.B. Montreal No 1 and smaller
Light, medium and heavy. ..	3 35	3 60
Snow shoes	3 60	3 85

Steel Shoes.

Light	3 45	3 70
Featherweight (all sizes)	4 85	4 85

F O B Toronto, Hamilton, London and Guelph, 10c per keg additional.
Toe weight steel shoes. . . 6 70

JAPANNED WARE

Discount 45 and 5 per cent off list, June 1899

ICE PICKS

Star ... .. per doz 3 00 3 25

KETTLES

Brass spun, 7½ per cent discount off new list
Copper per lb 0 30 0 50
American, 60 and 10 to 65 and 5 per cent

KEYS

Lock, Canadian dis 40 to 40 and 10 per cent
Cabinet, trunk and padlock,
American .... per gross 0 60

KNOBS

Door, japanned and N.P., per doz. 1 50 2 50
Bronze, Berlin . per doz 2 75 3 25
Bronze, Genuine " 6 00 9 00
Shutter, porcelain, F. & L. screw per gross 1 30 4 00
White door knobs....per doz. 0 95 1 00

HAY KNIVES

Net prices

LAMP WICKS

Discount, 60 per cent

LANTERNS

Cold Blast ... . per doz 7 00
No 3, "Wright's" .. " 8 50
Ordinary, with O burner . " 4 00
Dashboard, cold blast " 9 00
No 0 ... . " 5 75
Japanning, 50c per doz extra

LEMON SQUEEZERS

Porcelain lined. .. per doz 2 20 5 60
Galvanized .... . " 1 87 3 85
King, wood. ... . " 2 75 2 90
King, glass...... ... " 4 00 4 50
All glass .... " 0 50 0 90

LINES

Fish .. .. per gross 1 05 2 50
Chalk .... " 1 90 7 40

LAWN MOWERS.

Woodyatt, 12-in. wheel 7 50
Star " 5 50
Daisy " 4 90
Philadelphia, 10-in. wheel............ 6 00
Ontario, " 12 75
Discount, 50 per cent

LOCKS

Canadian, 40 to 40 and 10 per cent
Russell & Erwin .. per doz 3 00 3 25

Cabinet.

Eagle, discount 30 per cent

Padlocks.

English and Am per doz. 0 50 6 00
Scandinavian . " 1 00 2 40
Eagle, discount 20 to 25 per cent

MACHINE SCREWS

Iron and Brass

Flat head, discount 25 per cent
Round head, discount 20 per cent

MALLETS

Tinsmiths per doz 1 25 1 50
Carpenters', hickory, " 1 25 3 75
Lignum Vitae " 3 85 5 00
Caulking, each 0 60 2 00

MATTOCKS

Canadian per doz 5 50 6 50

MEAT CUTTERS

American, discount 33⅓ per cent
German, 15 per cent
Gem ....each 1 15

MILK CAN TRIMMINGS

Discount 25 per cent

NAILS	Cut	Wire
2d and 3d	3 45	3 45
3d	3 10	3 12
4 and 5d	2 85	2 95
6 and 7d	2 75	2 80
8 and 9d	2 60	2 60
10 and 12d	2 55	2 55
16 and 20d	2 50	2 50
30, 40, 50 and 60d (base)	2 45	2 45

Cut nails in carlots 5c less
Wire nails in carlots are $2 40
Cut nails in carlots are $2 40 base
Galvanizing 2c per lb net extra
Steel cut nails 10c extra
Miscellaneous wire nails, discount 75 per cent
Coopers nails, discount 30 per cent
Flour barrel nails, discount 25 per cent

NAIL PULLERS

German and American 1 85 3 50

NAIL SETS

Square, round and octagon, per gross 3 38 4 00
Diamond 12 00 15 00

POULTRY NETTING

2 in Mesh, 19 w g, dis 60 per cent
2 in Mesh, 16 w g and heavier, 50 p c

OAKUM

Navy per 100 lb 6 00
U S Navy.. " 7 25

OILERS

McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 00
Zinc and tin, discount 50, 50 and 10 per cent
Copper per doz 1 25 3 50
Brass . " 1 50 3 50
Malleable, discount 25 per cent

GALVANIZED PAILS

Dufferin pattern pails, discount 45 per cent
Flaring pattern, discount 45 per cent
Galvanized washtubs, discount 45 per cent

PIECED WARE

Discount 40 per cent off list, June, 1899
10-qt flaring sap buckets, discount 40 per cent
6, 10 and 14 qt flaring pails, dis 40 per cent
Creamer cans, discount 40 per cent

PICKS

Per dozen 6 00 9 00

PICTURE NAILS

Porcelain head per gross 1 35 1 50
Brass head " 0 40 1 00

PICTURE WIRE

Tin and gilt, discount 75 per cent

PINE TAR

½ pint in tins . per gross 7 80
1 " " . " 9 60

PLANES

Wood bench, Canadian discount 40 per cent. American discount 50 per cent
Wood, fancy Canadian or American, 37½ to 40 per cent

PLANE IRONS

English . . per doz 2 00 5 00

PLIERS AND NIPPERS

Button's genuine, per doz pairs, discount 37½ to 40 per cent
Button's imitation per doz 5 00 9 00
German ... " 0 60 2 60

PLUMBERS BRASS GOODS

Standard Compression work, dis 60 per cent
"J M T" Cushion work, discount 50 per cent
Fuller work, discount 65 per cent
6 dozen lots and over of the above, extra discount 10 per cent.
Lever handle Stops and Waste, discount 60 per cent. With, in lots of 2 dozen and over, an extra discount of 10 per cent
"J M T" Globe, Angle and Check Valves, discount 55 per cent
Standard Globe, Angle and Check Valves discount 65 per cent
"J M T" Radiator Valves, discount [illegible] per cent
Standard Radiator Valves, discount [illegible] cent
Patent Quick-Opening Valves, [illegible] per cent
No 1 compression bath co[illegible]
No 4 " "
No. 7 Fuller's ..
No 4½. "
Patent Compression C[illegible] cock, hot and cold
Patent Compression [illegible] cock, No 22[illegible]
Square head [illegible]
" " [illegible]
Competition [illegible] Valves discount [illegible]
Thompson [illegible]

WINDOW GLASS —TO IMPORT.

Prompt Deliveries

EVERY KIND OF PLATE AND WINDOW GLASS IN STOCK.

BENT GLASS of all kinds, our own manufacture. **Closest Prices.**

TORONTO PLATE GLASS IMPORTING CO.,

Hill & Rutherford

Warerooms and Offices—135 to 143 Victoria St.
Bending Works—209 to 213 Victoria St.

TORONTO

PRESSED SPIKES

Discount 22½ per cent

PULLEYS

Hothouse	per doz	0 55	1 00
Axle	"	0 22	0 33
Screw	"	0 27	1 00
Awning	"	0 35	2 50

PUMPS

Canadian cistern	1 80	3 60
Canadian pitcher spout	1 40	2 10

PUNCHES

Saddlers'	per doz	1 00	1 85
Conductors'	"	9 00	15 00
Tinners', solid	per set	....	0 72
" hollow	per inch	....	1 00

RANGE BOILERS

Dominion, 30 gallon	net	6 00
" 35 "	"	7 00
" 40 "	"	8 00
Ronald's Galvanized, 30 gallon	"	7 40
" " 35 "	"	8 40
" " 40 "	"	9 60
Copper, 30 gallon	"	22 00
" 35 "	"	24 00
" 40 "	"	28 00

Discount off copper boilers 15 per cent

RAKES

Wood, per doz net 1 20 up.

RAZORS

	per doz	
Elliot's	4 00	18 00
Geo. Butler's & Co.'s	4 00	18 00
Boker's	7 50	11 00
" King Cutter	12 50	15 00
Wade & Butcher's	3 60	10 00
Thiels & Quack's	7 00	12 00
Bailey's	6 00	12 00
Bailey's Brantford	10 00	11 00
Carbo Magnetic		15 00
Griffon Barber's Favorite		10 75
Griffon No. 65		13 00
Griffon Safety Razors		13 50
Griffon Stropping Machines		13 50

REGISTERS

Discount 40 per cent

RIVETS AND BURRS

Iron Rivets, black and tinned, discount 60 and 10 per cent

Iron Burrs, discount 55 per cent

Extras on Iron Rivets in 1-lb cartons, ½c per lb

Extras on Iron Rivets in ½-lb cartons, 1c. per lb

Copper Rivets, with usual proportion burrs, 45 per cent. discount. Cartons, 1c per lb extra net

Copper Burrs only, discount 30 and 10 per cent

Extras on Tinned or Coppered Rivets, ½-lb cartons 1c per lb

RIVET SETS

Canadian, discount 35 to 37½ per cent

ROPE, ETC

Sisal	0 12
Pure Manilla	0 14
"British" Manilla	0 12
Cotton, 3-16 inch and larger	0 16
" 5-32 inch	0 21
" ¼ inch	0 22
Russia Deep Sea	0 15
Jute	0 08
Lath Yarn, single	0 11
" double	0 11
Sisal bed cord, 48 feet per doz	1 60
" " 60 feet "	1 80
" " 72 feet "	2 [illegible]

RULES

Boxwood, discount 55 and 10 per cent

Ivory, discount 37½ to 40 per cent

SAD IRONS

Mrs. Potts, No. 55, polished per set		7 50
" No. 70, nickle plated "		9 80

SAND AND EMERY PAPER

B. & A. sand, discount, 40 and 5 per cent

Emery, discount 40 per cent

Garnet (Burton's), 5 to 10 per cent advance on list

SAP SPOUTS

Bronzed iron with hooks per 1,000 9 50

SAWS

Hand, Disston's, discount 12½ per cent.
S. & D., discount 40 per cent

Crosscut, Disston's	per foot	0 35	0 55
S. & D., discount 35 per cent on Nos 2 and 3			
Hack, complete	each	0 75	2 75
" frame only			0 75

SASH WEIGHTS

Sectional	per 100 lb	2 50	2 75
Solid	"	1 75	2 00

SASH CORD

Per lb	0 23	0 30

SAW SETS per doz.

Lincoln and Whiting 4 75
Hand Sets, No 1 Woodyatt (Morrill) 4 25
X-Cut Sets, No 3 Woodyatt (Morrill) 9 50

SCALES.

Gurney Standard, 40 per cent.
Champion, 55 per cent.
Burrow, Stewart & Milne
Imperial Standard, discount 40 per cent.
Weigh Beams, discount 35 per cent.
Champion Scales, discount 55 per cent.
Fairbanks standard, discount 35 per cent.
" Dominion, discount 55 per cent.
" Richelieu, discount 55 per cent.
Warren's new Standard, discount 40 per cent.
" " Champion, discount 55 per cent.
" Weighbeams, discount 35 per cent.

SCREW DRIVERS.

Sargent's .....per doz 0 65 1 00

SCREEN DOORS

Common doors, 2 or 3 panel, walnut stained, 4-in. style .....per doz. 6 80
Common doors, 2 or 3 panel, yellow and green stained, 4-in. style....per doz. 7 00
Common doors, 2 or 3 panel, in natural colors, oil finish .....per doz. 8 15
3-in. style 20c. per dozen less.

SCREWS

Wood, F. H., bright and steel, discount 87½ and 10 per cent.
Wood, R. H., bright, dis. 82½ and 10 per cent.
" F. H., brass, dis. 80 and 10 per cent.
" R. H., " dis. 75 and 10 per cent.
" F. H., bronze, dis. 75 per cent.
" R. H., " dis. 70 per cent.
Drive Screws, dis. 87½ and 10 per cent.

Bench, wood	per doz.	3 25	4 00
" iron	"	4 25	5 00

Set, case hardened, dis. 60 per cent.
Square Cap, dis. 50 and 5 per cent.
Hexagon Cap, dis. 45 per cent.

SCYTHES

Per doz net 5 50 8 00

SCYTHE SNATHS.

Canadian, discount 40 per cent.

SHEARS.

Bailey Cutlery Co., full nickeled, discou and 2½ per cent
Bailey Cutlery, Japan Handles, discount 67½ per cent.
Seymour's, discount 50 and 10 per cent

SHOVELS AND SPADES

Canadian, discount 45 per cent.

SINKS

Cast iron, 16 x 24		0 85
" 18 x 30		1 00
" 18 x 36		1 40

SNAPS

Harness, German, discount 25 per cent
Lock, Andrews' 4 50 11 50

SOLDERING IRONS

1 lb.	per lb	0 37
2 lb. or over	"	0 34

SQUARES

Iron, No. 493	per doz	2 40	2 55
" No. 494	"	3 25	3 40

Steel, discount 60 to 60 and 5 per cent
Try and Bevel, discount 50 to 52½ per cent

STAMPED WARE

Plain, discount 75 and 12½ per cent off revised list
Retinned, discount 75 per cent off revised list

STAPLES.

Galvanized	3 25	3 50
Plain	2 90	3 15

Coopers', discount 45 per cent.
Poultry netting staples, discount 40 per cent.

STOCKS AND DIES.

American discount 25 per cent.

STONE.

Washita	per lb.	0 28	0 60
Hindostan	"	0 06	0 07
" slip	"	0 09	0 09
Labrador	"	....	0 13
" Axe	"	....	0 15
Turkey	"	....	0 50
Arkansas	"	....	1 50
Water-of-Ayr	"	....	0 10
Scythe	per gross	3 50	5 00
Grind, 2-in., 40 to 200 lb., per ton		....	25 00
" " under 40 lb., "		....	28 00
" under 2 in. thick, "		....	29 00

STOVEPIPES.

5 and 6 inch, per 100 lengths		....	7 00
7 inch	" "	....	7 50

ENAMELINE STOVE POLISH.

No. 4, 3 doz. in case, net cash	....	4 80
No. 6, 3 doz. in case	" ...	8 40

TACKS, BRADS, ETC.

Carpet tacks, blued	80 and 15
" " tinned	80 and 20
" " (in kegs)	40
Cut tacks, blued, in dozens only	80
" ¼ weights	60
Swedes cut tacks, blued and tinned	
In bulk	80 and 10
In dozens	75
Swedes, upholsterers', bulk....85, 12½ and 12½	
" brush, blued and tinned bulk	70
Swedes, gimp, blued, tinned and japanned	75 and 12½
Zinc tacks	35
Leather carpet tacks	55
Copper tacks	50
Copper nails	52½
Trunk nails, black	65 and 5
Trunk nails, tinned	65 and 10
Clout nails, blued	65 and 5
Chair nails	35
Patent brads	40
Fine finishing	40
Lining tacks, in papers	10
" " in bulk	15
" " solid heads, in bulk	75
Saddle nails, in papers	10
" " in bulk	15
Tufting buttons, 22 line, in dozens only	60
Zinc glaziers' points	5
Double pointed tacks, papers	90 and 10
" " " bulk	40
Clinch and duck rivets	45

TAPE LINES.

English, ass skin .....per doz.	2 75	5 00
English, Patent Leather	5 50	9 75
Chesterman's .....each	0 90	2 85
" steel .....each	0 80	8 00

TINNERS' SNIPS.

Bailey's, discount 25 per cent.

THERMOMETERS.

Tin case and dairy, discount 75 to 75 and 10 per cent.

TRAPS (steel.)

Game, Newhouse, discount 25 per cent.
Game, H. & N., P. S. & W., 65 per cent.
Game, steel, 72½, 75 per cent

TROWELS.

Disston's, discount 10 per cent.

German	per doz.	4 75	6 00

S. & D., discount 35 per cent.

TWINES.

Bag, Russian	per lb	....	0 27
Wrapping, cotton, 3-ply		....	0 19
" " 4-ply		....	0 23
Mattress	per lb.	0 33	0 45
Staging	"	0 27	0 35

VISES

Wright's	0 13½
Brook's	0 12½
Pipe Vise, Hinge, No 1	3 50
" " " No 2	5 50
Saw Vise	4 50 9 00

ENAMELLED WARE.

White, Princess, Turquoise, Blue and White discount 50 per cent

Diamond, Famous, Premier, discount 50 and 10 per cent

Granite or Pearl, Imperial, Crescent, discount 50, 10 and 10 per cent.

WIRE.

Smooth Steel Wire.

No. 0-9 gauge		$2 50
10 "	6c.	extra.
11 "	12c.	"
12 "	20c.	"
13 "	30c.	"
14 "	40c.	"
15 "	55c.	"
16 "	70c.	"

Add 60c. for coppering and $2 for tinning.

Extra net per 100 lb.—Oiled wire 10c., spring wire $1.25, special hay baling wire 30c., best steel wire 75c., bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15 ., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb. hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.

Fine Steel Wire, discount 25 per cent. List of extras: In 100-lb. lots: No. 17, $5—No. 18, $5.50—No. 19, $6—No. 20, $6.65—No. 21, $7 No. 22, $7.30 No. 23, $7.65 No. 24, $8 No. 25, $9 No. 26, $9.50 No. 27, $10 No. 28, $11 No. 29, $12 No. 30, $13 No. 31, $14—No. 32, $15—No. 33, $16 No. 34, $17. Extras net tinned wire, Nos. 17-25, $2 Nos. 26-31, $4 Nos. 32-34, $6. Coppered, 5c. oiling, 10c. in 25-lb. bundles, 15c. in 5 and 10-lb. bundles, 25c. in 1-lb. hanks, 25c. in ½-lb. hanks, 38c. in ¼-lb. hanks, 50c. packed in casks or cases, 15c. bagging or papering, 10c.

Brass wire, discount 62½ per cent. off the list.

Copper wire, discount 62½ per cent. net cash 30 days, f.o.b factory.

Galvanized wire, per 100 lb.—Nos. 4 and 5, $3.70 to $3.90 Nos. 6, 7, 8, $3.15 to $3.35 No. 9, $2.50 No. 10, $3.20 to $3.40 No. 11, $3.25 to $3.45 No. 12, $2.65 No. 13, $2.75 No. 14, $3.75 to $3.95 No. 15, $4.30 No. 16, $4.30. Base sizes, Nos. 6 to 9, $2.27½ f.o.b. Cleveland. In carlots 12½c. less.

Clothes Line Wire, regular 7 strand, No. 17, $4.65; No. 18, $2.90; No. 19, $2.60. Hollow 6 strand, No. 17, $4.30; No. 18, $2.70; No. 19, $2.35; No. 20, $2.30, f.o.b. Hamilton, Toronto, Montreal.

WIRE FENCING.

Galvanized barb	2 80
Galvanized, plain twist	2 90

Galvanized barb, f.o.b. Cleveland, $2 67½ in less than carlots, and $2 55 in carlots.

COILED SPRING WIRE.

High Carbon, No. 9	$2 75
" No. 11	3 40
" No. 12	2 95

WIRE CLOTH.

Painted Screen, per 100 sq. ft., net 1 40
Terms, 3 per cent. off 30 days.

WASTE COTTON

Colored per lb.	0 06
White "	0 08

WRENCHES.

Acme, discount 35 to 37½ per cent.
Agricultural, discount 60 per cent
Coe's Genuine, discount 20 to 25 per cent.

Towers' Engineer	each	2 00 7 00
" S.	per doz.	5 80 6 00
G. & K.'s Pipe	"	3 40
Burrell's Pipe	each	3 00
Pocket	per doz.	0 25 2 90

WRINGERS.

Leader	per doz.	30 00 33 00
Royal Canadian	"	24 00
Royal American	"	24 00
Sampson	"	24 0

Terms, 4 months, or 3 per cent. 30 days

WROUGHT IRON WASHERS

Canadian make, discount 40 per cent.

ALEXANDER GIBB

Manufacturers' Agent and Metal Broker,
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Representing British and American Manufacturers. Correspondence invited from firms wishing to be represented in Canada.

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"BRASSITE" GOODS — Gunn Castor Co. Limited, Birmingham, Eng.

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FULLY WARRANTED.

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Complete Lines in **Shears, Scissors, Razors, and Butcher Knives.**

BAILEY CUTLERY CO.

BRANTFORD, CANADA. Limited

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THOS. C. IRVING, Gen. Man. Western Canada, Toronto.

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Our "Crown Huron" Range demonstrates this.

Positively the highest-class, medium-priced range made.

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Every Range Guaranteed Absolutely.

THE WESTERN FOUNDRY CO., Limited,

"QUALITY FIRST AND ALWAYS." **WINGHAM, ONT.**

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G. & H. Barnett Company

PHILADELPHIA

Twelve Medals

Awarded
By **JURORS** at
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Special Prize
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RUBBER HOSE

FOR

Water	Air	Suction
Steam	Acids	Fire Protection
Gas	Brewers	Pneumatic Tools

SUPERIOR IN QUALITY.
SATISFACTORY IN SERVICE.

"Redstone" Sheet Packing

for High Pressures.

Does not Burn out or Blow out and requires no following up.

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We are now prepared to quote for the following:

- - STEEL SHEETS - -

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—Wont turn white from the effects of water and sun.
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Unsurpassed for Value and Service.
Use LANGWELL'S BABBIT, - MONTREAL.

CANADIAN
HARDWARE
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The Weekly Organ of the Hardware, Metal, Heating, Plumbing and Contracting Trades in Canada.

VOL. XV. MONTREAL AND TORONTO, MARCH 7, 1903. NO. 10.

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MANUFACTURER OF
ARROW BRAND
REGISTERED TRADE MARK
HARDWARE
SPECIALITIES OF ALL DESCRIPTIONS
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For Sale by Leading Wholesale Hardware Houses.

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Established and maintains its reputation purely on merit.

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Manufactured for Heating all classes of Buildings by Hot Water or Steam. Made in different heights, beautiful designs. Plain or Ornamental.

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FOR HIGH-GRADE WORK

Good Packing **Good Price**

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Well Advertised.
In Demand.
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Cedar Pails with Electric Welded Wire Hoops.
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"The Ice Cream Freezer Book" tells all about these and our other Freezers, mailed free.

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Quick Freezing.
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Dunlop Hose sells quickly because everybody knows there is good quality behind the "two hands" trade mark.

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The King of Centre-Adjustment Clippers still remains unsurpassed after a run of nearly

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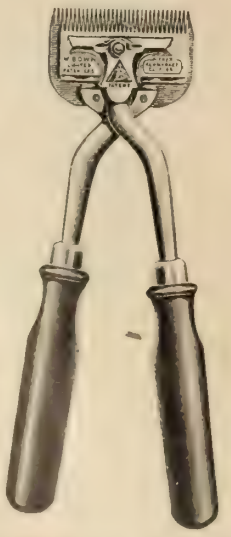

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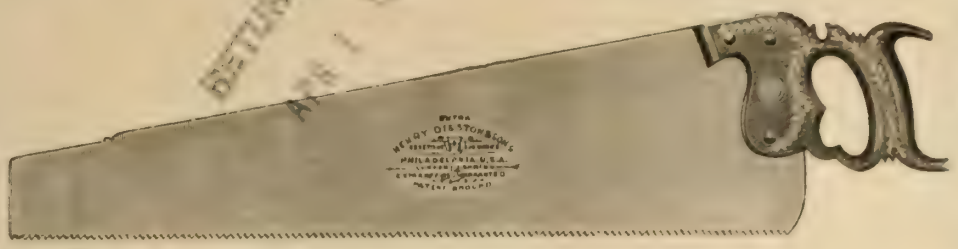
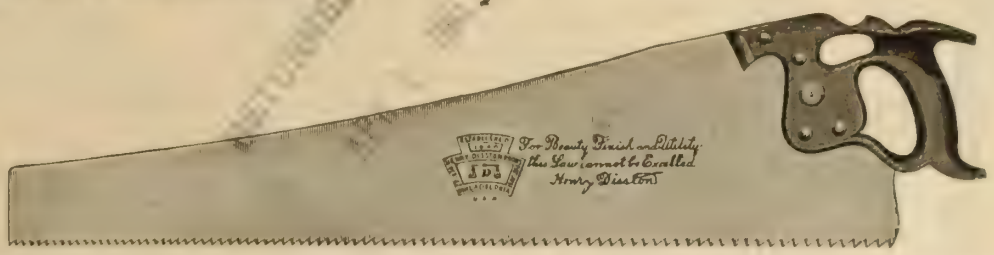


DISSTON'S NO. 12.—Hand, Rip and Panel Saws, warranted extra refined London spring steel, patent ground and tempered, extra fine carved handle with improved brass screws.



DISSTON'S NO. D8.—Hand, Rip and Panel Saws, warranted spring steel, patent ground and tempered, apple handle with improved screws.

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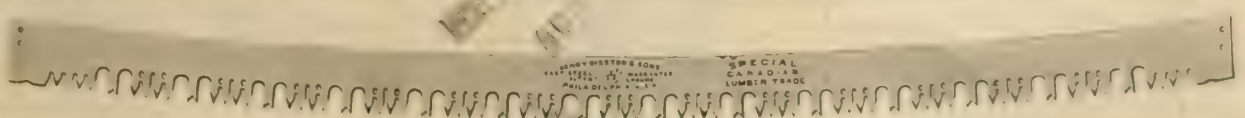

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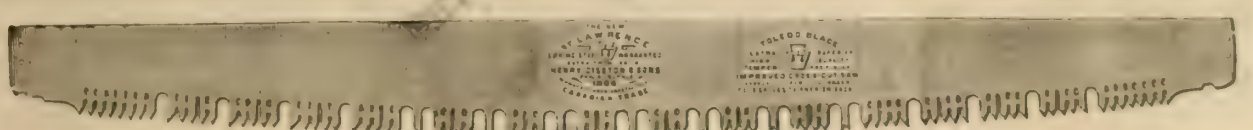
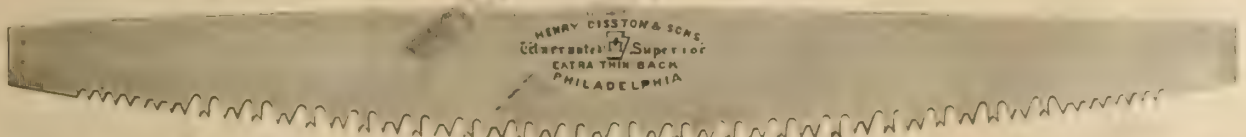
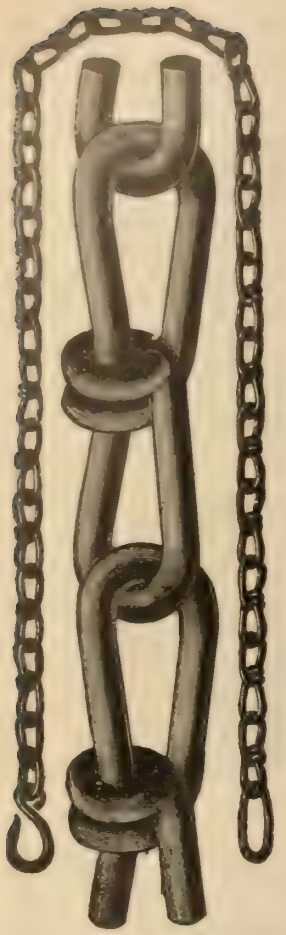


DISSTON'S ST. LAWRENCE CROSS CUT SAW extra thin back, highest quality of spring steel, the fastest cutting saw in the world. Furnished in 4½ to 7 feet.



DISSTON'S NO. 1 CHAMPION CROSS SAW, extra thin back, first quality cast steel, it is stamped Disston. Furnished in 4½ to 6 feet.



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Every Chain Guaranteed.
Gives Universal Satisfaction.

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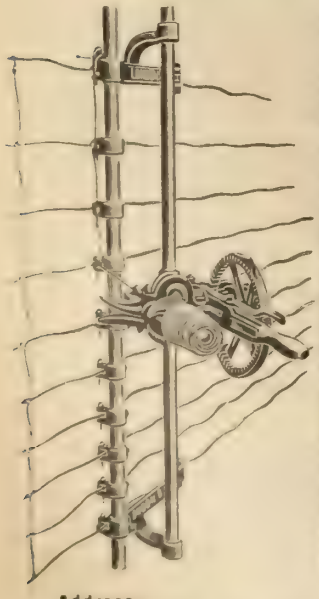
A FACT SAYS WEBSTER, "IS THAT WHICH IS REALITY,"



It is a fact that it costs more for labor to weave wire fences in the factory and stretch it afterwards than to do it in the field with a LONDON.

It is a fact that heavier, stronger and better built fences are being built all over this country with LONDON FENCE MACHINES.

It is a fact that there is as much profit to the dealer in selling LONDON MACHINES and COILED WIRE as in roll fencing.

The extra cost of roll fence is in the factory; the trouble with it is in erecting. It can't be done perfectly.

Sell your farmer friends a LONDON. It will build a perfect fence and win their approval every time.

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Agency The London Fence Machine Co., Limited, at Summerside, for P.E.I.
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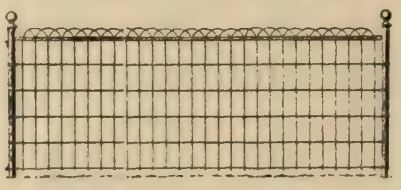

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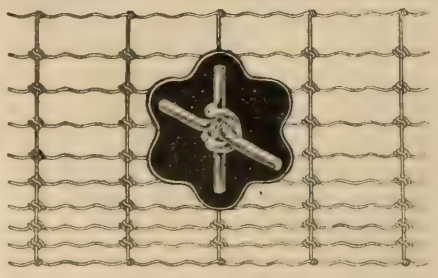
We build it from 24 inch to 42 inch high, from **14c.** to **19c.** per running foot. The best and strongest in the market. We build farm fences and gates of all sizes.

Cyclone Woven Wire Fence Co., Limited
Write for price. TORONTO



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COMPLETE IN THE ROLL, READY TO ERECT.

A GOOD SELLER

because the use of No. 9 Hard Spring Wire for both Stays and Horizontals makes it the

Strongest and Best.

WRITE FOR SAMPLE AND PRICES.

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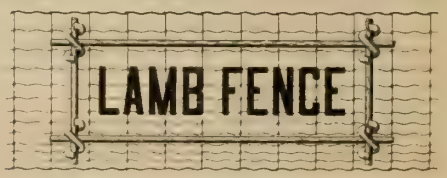

Best because made of best wire.

The H. R. LAMB FENCE CO., Limited, London, Ont.

"FROST"

COILED WIRE

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STAPLES.

IMPORTANT: Insist on all your wire being tagged **"THE FROST."** It is a guarantee of superiority.

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OUR NEW CENTURY RIDGE LINE

of AXES and HATCHETS are

MICHIGAN PATTERN

Made in All the Standard Patterns

The Best Quality of Crucible Tool Steel is used for the Bitts

Each tool is Tempered by Hand, and carefully inspected in every process of manufacture.

All are plainly stamped "A. A. & T. Co., Patented April 17, 1900," which is in itself a guarantee of superior quality and shows that we **WARRANT** them to be perfect in workmanship and material.

Can be furnished under the "AMERICANAX" brand Blue Finish, or the "RED RIDGE" Red Finish.

The popular policy we are pursuing as to price, makes it a seller and a profitable line to stock.

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WE ARE ALSO THE MAKERS OF SUCH WELL-KNOWN BRANDS AS

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ARE YOU LOOKING FOR MORE BUSINESS?

Then include **Standard Silver Plated Ware** among your lines.

You can handle silverware with little trouble and big profit. It sells twelve months in the year, and serves to attract customers to your store.

If you can give any good reason why you should not take advantage of this privilege, we should be glad to learn what it is.

Some hints on Spring lines for the asking.

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Makers of High Grade
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The popularity of our brown and manilla wrapping papers is due to the
FACT
that they are strong, tough and durable. They are a very reliable paper for store use.
FULL COUNT. FULL WEIGHT.
Made in Canada by the
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Bennett Manufacturing Co.
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Bennett's Patent Shelf Box and Cabinets, for
Hardware,
Grocery,
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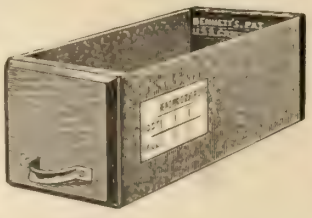

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AGENTS IN CANADA
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Cold Storage Lining
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P.S.--Prices on Application.
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IN WIRE AND IRON.
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Firms desirous of getting into communication with British manufacturers or merchants, or who wish to buy British goods on the best possible terms, or who are willing to become agents for British manufacturers, are invited to send particulars of their requirements for
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Brass and Copper
in Sheets, Tubes, Wire and Rod.
Service Right,
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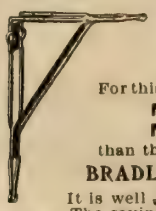
Always have our classified Stock List before you.
YOURS FOR THE ASKING.



Will Hold Up a Shelf!
That's what a shelf bracket is for.
For this purpose there can be
NOTHING BETTER
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than the . . . .
BRADLEY STEEL SHELF BRACKET
It is well **Japanned, Strong** and **Light**
The saving in freight is a good profit, aside from the **lower price** at which the goods are sold.
☞ Order direct or through your jobber.
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INVINCIBLE BRAND HORSE BLANKETS
Burlington-Stay-On Stable Blankets. **BISHOP FUR ROBES AND COATS.**
PLUSH AND WOOLLEN KNEE RUGS.
Our travellers are on the road with samples of the above for next season. We make a specialty of these goods and are large dealers in them. If you are not on our list of customers, write us. We are always pleased to show samples and quote prices.
Established 1866.
SAMUEL TREES & CO., TORONTO.

CELEBRATED HEINISCH SHEARS
Tailors' Shears,
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ACKNOWLEDGED THE BEST.
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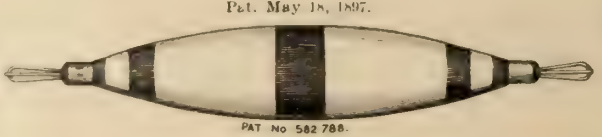
Not connected with any Shear Combination.



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Largest MAKERS OF

BEST SIEMENS STAMPING ENAMELLING BLACK PLATES,

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MAKERS of all descriptions of STEEL SHEETS.

Brands "**SKER,**" and "**SKER BEST.**"

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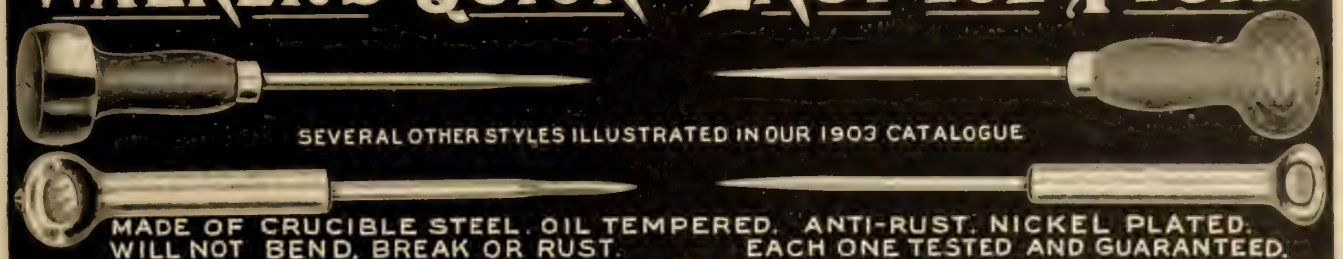

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MADE OF CRUCIBLE STEEL. OIL TEMPERED. ANTI-RUST. NICKEL PLATED.
WILL NOT BEND, BREAK OR RUST. EACH ONE TESTED AND GUARANTEED.

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DON'T OFTEN AGREE, BUT IN THOUSANDS OF HOMES WHERE

The World's Knife Cleaning Machine

IS USED, THEY ARE OF ONE MIND AS TO ITS EXTRAORDINARY MERITS. By Royal Letters Patent

WHAT IT WILL DO

It will clean any sort, shape, or size of knife.
It will clean, easily, at the rate of 500 knives per hour.
It will make knife-cleaning a pleasure.
It will easily command large sale.
It will do away with all excuses for dirty knives.
It will feed itself with powder.
It will prove itself the best of all knife-cleaners.

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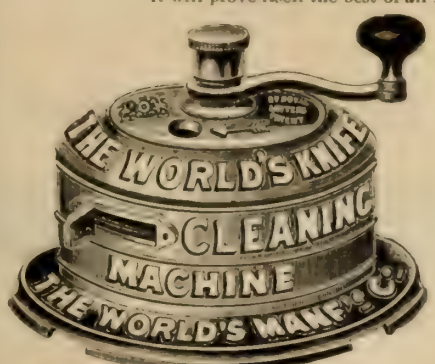
It will not damage the blades or handles.
It will not make any dust or dirt
It will not cause any worry or trouble.
It will not want constant reading.
It will not soil the hands of the user



Size—11 inches x 11 inches x 7½ inches high.
Weight about 12 lbs.
Over 25,000 sold in England last year.

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Possessing all the merits and none of the faults of high-class, expensive machines, it yet compares favorably with all these in price, and the cost is not $25 or $30, but simply - - - - £1

British-made throughout. Handsome Electro Coppered. Complete in wood box, with tin of Knife Polish. It has only to be seen to be at once appreciated and to command a ready sale.

Retail Price,

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Only.

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Special Prize Medal, Cookery and Foods Exhibition, London, Eng. 1901
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SPECIAL TRADE DISCOUNTS:

For lots of 12 Machines 50 and 5 per cent. For lots of 72 Machines, 50 and 15 per cent.
" 36 " 50 and 10 " " 144 " 50 and 20 "

Electros Free, Superb, Expensive Show Cards Free.

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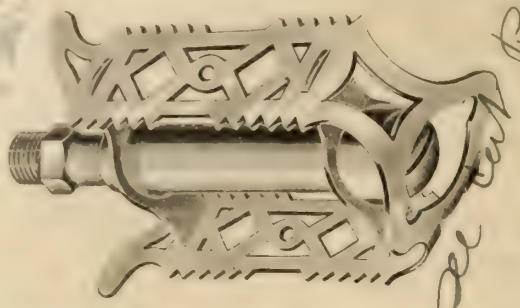
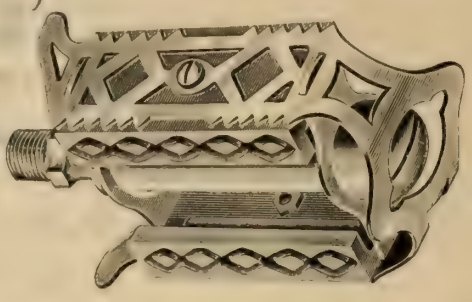
IT'S GOOD TO BE ALIVE

to the fact that "COMFORT" lines of Bicycle Hardware are money makers.





Our **COMFORT** pedals have a reputation that cannot be equalled in Price, Quality and Workmanship.

We are the only manufacturers of Bicycle Accessories in Canada. Everything is high-grade and guaranteed. Be sure you get "COMFORT" Lines.

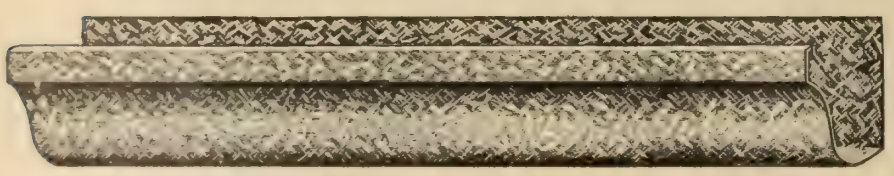
ACCESSORIES DEPARTMENT.

Canada Cycle and Motor Co., Limited

Branches at:
WINNIPEG, MAN.
VANCOUVER, B.C.

Toronto Junction, Canada.

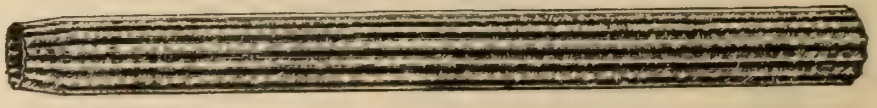
Have you placed your order for Eave Trough?



We can supply all styles and sizes.
O.G., Round and Square Bead and Half-Round Patterns.
Made in 8 and 10-foot lengths.

Conductor Pipe, Plain and Corrugated.
Conductor Pipe Elbows, Shoes, Hooks and Gutter Spikes.

In fact, everything a Tinner needs.



Galvanized Sheet Iron from Stock or for Import

"Queen's Head," "Fleur de Lis," and "Apollo" Brands.

We will be pleased to quote you.

If you want your orders shipped promptly, write to

KEMP MFG. CO., Toronto, Canada

HARDWARE AND METAL

VOL. XV. MONTREAL AND TORONTO, MAROH 7, 1903. NO. 10.

COMMENT ON CURRENT TOPICS.

JUDGING from the results in North Grey the biting north wind which recently struck the Conservative camp in Ontario has veered around to the camp of the Liberal party. The question now is: How is the political wind blowing in North Ontario?

* * *

It was a case of "Heads I win, tails you lose" to the iron and hardware trade, as far as the election in North Grey was concerned. The candidates of both parties were in the iron trade.

* * *

The Manitoba Legislature, like that of Ontario, promises to become famous for its annual amendments to the Municipal Act.

* * *

Manitoba's Government claims a surplus of nearly $300,000 for 1902. Its friends may now be expected to stick to it. Prosperous Governments, like prosperous individuals, are usually able to retain their friends.

* * *

It is declared the Ottawa Government bought Two Mountains the other day. If it did, it evidently did not put the money in a hole.

* * *

Mr. Cortelyou, the secretary of the new Department of Commerce established a few weeks ago by the United States Congress, is a self made man. He has evidently done his work well.

* * *

The Canadian Pacific Railway proposes to spend $7,000,000 on improving its system in the West. Large as this sum is, it is relatively small, when one considers how great the railway development in the West must be before it is all commensurate with the industrial requirements of that part of the Dominion.

* * *

Germany aspires to the over-lordship of the Latin-American States. German citizens have for a long time been gradually working their way into the commercial life of those States, and particularly in Brazil. As the Monroe Doctrine has had some 80 years start in the role of national godfather to the Latin-American countries, Germany is treading on dangerous ground when it attempts to assume the role now filled by Uncle Sam.

* * *

A deputation of ladies waited upon Sir Wilfrid Laurier a few days ago and asked for a Bill for the prohibition of the sale and manufacture and importation of cigarettes. If those in Canada who believe that tea is injurious to the human system would now memorialize the Government to prohibit the importation and use of tea, these ladies who have just waited upon the Government in regard to cigarettes would no doubt be up in arms at once.

* * *

An attempt to carry on the election in New Brunswick on party lines cannot be said to have strengthened either of the parties, for their relative strength has been very little changed as a result. The Opposition has two more members than it formerly had, but, as the party cry was more loudly proclaimed by the supporters of the Government, it can scarcely be said that this increase of two is the result of party efforts.

* * *

Real estate speculators in certain parts of the United States who are alarmed at the emigration to the Canadian North west, are issuing pamphlets with a view to stopping the trek Northwards. The inducements offered by the Canadian Great West is too great to be appreciably influenced by the pamphlets of disappointed speculators.

* * *

Last week the Republicans in the House of Representatives, at Washington, unseated the Democratic representative from St. Louis, and gave it to a member of their own party, notwithstanding that the former was elected by a majority of about 300. Canada long ago relegated to the courts the duty of determining whether a member of Parliament was properly elected or not. There is no desire, whatever, in this country to revert to the older order of things, and the action of the House of Representatives with its attendant disorder and recrimination is not likely to develop a desire in Canada for a change.

* * *

When President Roosevelt visited New York on February 26, he was attended by many detectives and uniformed police men. It is evidently becoming more dangerous to be President of the United States, judging from the care which is taken to guard the life of Mr. Roosevelt than to be monarch in a European country. It will evidently soon be necessary to amend the line "Uneasy lies the head that wears the crown," in order that it may enbrace the Presidential office of the United States.

* * *

The United States authorities are taking active measures to prevent anarchists sailing for Europe. When the French liner La Champagne sailed on February 26, every passenger was closely scrutinized before going on board, and, if not known, was not allowed to pass until identified. This is a course which, while rather unexpected for the United States, is none the less commendable. If half this care had been exercised some 36 years ago, when hordes of Fenian agitators were arming at Buffalo to invade this country, Canada would have been saved a great deal of trouble and the United States would have possessed a better reputation for its observance of international law than it now does. They, however, evidently are growing wiser as well as bigger, and we, in Canada, are gratified even when they exhibit, in the slightest degree, respect for the rights of other nations. Now they are stopping anarchists, it is possible they may stop dynamiters should they ever again sail for Great Britain bent on their devilish designs.

WOMAN---THE AD. READER.

Nora Laugher, in Toronto Star.

As unto the bow the cord is,
So unto the man is woman;
Though she bends him, she obeys him;
Though she draws him, yet she follows;
Useless each without the other.

IN writing advertisements it is well to remember that the hand that rocks the cradle rules the (purchasing) world. A man reads his morning paper under pressure of time. He skims down the columns at breakfast or upon the street car. Even if he had the inclination he has not the time to devote to reading advertisements. After supper, he probably reads more, but it is the leading articles, money markets, stocks, general news, foreign items. As a rule, ads. are ignored by him; he is too weary after a hard day's work to be bothered with the news that on the morrow he will be able to purchase three neckties for 50c. or a $5 pair of shoes for $3.50, or a $3.50 derby for $1. If he did read the announcements in all probability he would forget all about them the next day. Man is a busy animal and if he is to be caught by an ad. he must be corraled by a strong fence of advertising. This corral may be constructed in two ways. First, by bringing very prominently before his notice some absolute personal need. His memory is usually equal to such an occasion. Second, by making his wife, mother, or sister the medium through which you reach his sense of need on his own behalf or that of his family. This is the most effective method. The query, "How to Catch a Man?" is thus answered "Through a Woman." The woman of the period purchasing her husband's neckwear is not a creature of the humorist's imagination—she is a reality. The hand that rocks the cradle rules the world and does the buying. Men may laugh, but women will shop, and quite right they are. Shopping is part of a woman's work. It is generally compulsory upon her, for Adolphus George scorns the idea of entering the store to ask for canned peas at three for 25c. or socks for little Joey at six pairs for 50c. No, Adolphus George would much prefer lording it around and paying 17c. per can for peas, and 25c. per pair for his son and heir's hose upon any ordinary occasion than pushing and jostling in a most undignified manner through a crowded store in search of bargains. Indeed he has a soul above bargains. Man necessarily gets measured for a suit or overcoat, therefore a good tailoring ad. is pretty sure to secure his attention. Then, he purchases his paper, pens and ink—the implements he uses in his office—and he cigars and tobacco, but the purchasing proper is effected by his mother or wife. Jim's better-half usually makes the first discovery that his shoes are giving out, and when Jim decides to purchase others he generally goes direct to the establishment whose ads. have been noticed, and, being noticed, have been talked of at the supper table or elsewhere by his worthy spouse. If Jim is so unfortunate as not to possess a wife, mother or sister to shop for him, he usually buys from the first store he sees. Woman does, in fact, 90 per cent. of the buying. Go any day, or any hour of the day, into Eaton's, Simpson's, Murray's, or any other store in Toronto (or elsewhere) and see for yourself.

Although metaphysics and philosophy may have proved that woman is intellectually a secondary factor in the affairs of humanity, yet, commonsense facts of everyday life have proved that she occupies a most important relationship to the family and race in being the determining factor—the actual homemaker and provider for personal, family and household requirements. While possibly not possessing such a versatile and highly developed brain as man, yet she rules him. "she bends him, although she obeys him." On the average she may not be possessed of quite as high a degree of the power of reasoning as her lord and liege, yet she is vastly more capable than he of taking charge of his house and household, his children, and (frequently) the family purse. The "eternal feminine," though not generally credited with a genius for thrift, is yet gifted with an admirable sense of intution, foresight, and (don't scold me, oh, my sisters, if I add) feline subtlety to such an extent that she has proven the doctrine of "the survival of the fittest" to personally superintend the buying for her master, man. Woman undoubtedly has less genius for mathematics. She may not, in many cases, be capable of working out a simple problem; she may feel almost tearful at the sight of a long column of figures that she is incapable of adding up correctly, but her capability for striking bargains, her influence in the purchasing realm, are sufficient to move or to stop the wheels of industry throughout the civilized and commercial world. Newspapers and magazines cater to this fact; ad.-writers realize it to a very large degree. Take up almost any journal of to-day and you will find but few advertisements that appeal directly to men—only such ads. as tobacco, cigars, machinery, firearms, etc. The vast majority appeal directly to women. In the whole category of merchandise for "the seven ages of man"—from infant's food for the new-born babe to hairgrower for the baldness of age—from the cradle to the alter, from the altar to the tomb, advertisements are addressed to women.

Nora Laugher.

Thus, it is well to bait your advertising hook or load your fowlingpiece according to the fish or game you seek. As 90 per cent. of the advertising has to interest women in order to be successful, it must be written to attract their attention and convince their judgment, and be placed where they are sure to see it. The 20th-century woman delights in knowledge—she is a human interrogation mark. What she does not know she is willing to learn. As she is constantly in search of information, the most natural source is through the columns of the daily press and the magazines. I believe, therefore, there are no better mediums than these to reach women.

SHEFFIELD CUTLERY MARKET.

In a report on the Sheffield market, The Ironmonger, London, Eng., says:

"Table cutlery has been in poor demand throughout the year both at home and abroad, with the sole exception of Canada, many makers having experienced a serious shrinkage of business. The year has seen another great advance in the use of celluloid for hafting, and a corresponding neglect of bone. The scarcity and dearness of large pieces of stag-horn suitable for carver-handles, has led to the wholesale adoption of imitations made of celluloid, some of which are excellent in appearance, and durable."

WIRE NAILS
TACKS
WIRE

Prompt Shipment

The ONTARIO TACK CO.
Limited
HAMILTON, ONT.

BUSNESS CHANGES.

DIFFICULTIES, ASSIGNMENTS AND COMPROMISES.

J. J. LAWSON, builder, of Acton, Ont., has assigned to John Stalker.

J. A. C. Blackwood, general merchant, Edrans, has assigned to C. H. Newton.

Gonzaque & Gagnon, general merchants, Thurso, Que., are offering 30c. on the dollar.

R. L. Scott, general merchant, Mather, has effected a compromise at 80c. on the dollar.

M. J. Wigle & Co., general merchants, Essex, Ont., have assigned to Chas. E. Naylor.

A. W. McCraney, general merchant, of Bronte, Ont., has assigned to Hugh Campbell.

F. W. Schaefer, general merchant, of Carthage, Ont., has compromised at 15c. on the dollar.

A meeting of the creditors of J. A. C. Blackwood, general merchant, of Edrans, Man., has been held.

A meeting of the creditors of G. Gagnon, general merchant, Thurso, Que., was held on February 26.

R. E. Claridge, general merchant, Hepworth, Ont., has assigned to S. A. Rifle, and a meeting of the creditors will be held on March 13.

INCORPORATIONS AND CHANGES.

The Standard Cement Co., Limited, Toronto, have obtained a charter.

Versailles Bros., hardware merchants, of Montreal, have been registered.

H. M. Welch & Co., carriagemakers, of Montreal, have been registered.

Joseph Lawrence & Sons, agricultural implement agents, Clearwater, Ont., are opening a branch business at Mather.

Code & Hayes, hardwaremen, Olds, have dissolved and H. M. Code continues.

Edmond McKenty, general merchant, of Bath, Ont., is offering his business for sale.

C. Kirouac, tins and cigars, L'Original, Ont., is adding hardware to his stock.

William Bishop, general merchant, of Kornoka, Ont., has sold out to D. Mathewson.

Wesley Conn, hardware dealer, Aylmer, Ont., has admitted James C. Taylor in to partnership.

The R. Pickard & Co., general merchants, Exeter, Ont., have sold out to Bennett & Snell.

The stock of the estate of H. W. Mockler, general merchant, Durham, Ont., is advertised for sale.

Skinner & Ryan, hardware dealers, of Pembroke, Ont., have dissolved: T. H. Skinner has retired.

The assets of the general business of Thomas Dulac, St. Victor de Tring, Que., were sold on February 27.

Excello is an honest varnish made to give satisfaction both to the man who sells it and to the man who uses it.

It is something you can push with confidence, and that no one else in your town can sell, if you get the agency for it.

You can afford to put extra thought and effort into the sale of as good a varnish specialty as Excello, because it will pay you in money and in reputation.

The Quality and Push that go with Excello cannot fail to win trade for you.

Excello is particularly adapted for use in the house. It is a rubbing and polishing varnish of exceptional value. It is pale in color and suitable for the most delicate work. It is an easy working varnish and dries dust free in 6 hours, and hard in 18.

Prices and advertising methods sent if you write for them.

THE SHERWIN-WILLIAMS CO.
PAINT AND VARNISH MAKERS.

CLEVELAND, CHICAGO, NEW YORK, NEWARK, BOSTON, KANSAS CITY, SAN FRANCISCO, LOS ANGELES, MINNEAPOLIS, MONTREAL, TORONTO, WINNIPEG.

CANADIAN DIVISION

HEADQUARTERS, & PAINT FACTORY, 21 St. Antoine Street, Montreal.
VARNISH FACTORY, St. Patrick Street, Montreal.
TORONTO DEPOT, 86 York Street.
WINNIPEG DEPOT, 147 Bannatyne St., East.

Beaudoin & Croteau, general merchants, Black Lake, Que., have sold their stock at 67½c. on the dollar to G. Rochette.

The sheriff is advertising the sale of the general merchandise of the estate of T. H. Logan, Carberry, Man., for March 6.

SALES MADE AND PENDING.

Bella Crysdale, general merchant, of North Port, Ont., is selling out.

Alex. A. Campbell, Apple Hill, Ont., has sold his stock of general merchandise.

The hardware stock of Butchard & Co., Carman, Man., is offered for sale by tender.

John A. Morton, hardwareman, Chatham, Ont., has sold out to James A. King.

Otton & Co., stoves and tinware, Barrie, Ont., are advertising their business for sale.

PARTNERSHIPS FORMED AND DISSOLVED.

Isaac Greenblat, general merchant, of Winkler, has been succeeded by Greenblat & Nitzkman.

Wm. Hopkins, general merchant, of Lauder, Man., has been succeeded by Hamelin Bros.

Joseph Philibert, general merchant, of Duck Lake, has been succeeded by Philibert & Houle.

Ingalls Bros., general merchants, of Grand Manan, N.B., have dissolved, and Roy Ingalls continues.

McGougan & Wright, general merchants, Summerside, P.E.I., have dissolved, and I. A. Wright has retired.

FIRES.

George Salvas, general merchant, St. Francois du Lac, Que., has been burned out; partially insured.

DEATHS.

J. D. Ryan, general merchant, Eastland, N.B., is dead.

The construction of the large dry-docks at Collingwood, Ont., is being rapidly proceeded with.

CHAT

ONTARIO.

LAST week a stranger called on a Guelph business man, represented himself as a typewriter expert, took away a good machine to repair, then traded it off for an inferior one, getting $15 to boot. The owner of the first machine discovered it and claimed it, so now the other merchant is out his machine, and would have lost the cash had he not paid the stranger by cheque, and stopped payment of it in time.

The Stacy Hardware Company, St. Thomas, Ont., have been appointed general agents for Elgin and St. Thomas for The Plymouth Binder Twine Company.

A. W. Humphries, Parkhill, Ont., admitted his son to partnership, the firm name now being A. W. Humphries & Son. The business was established in 1884, and Mr. Humphries, sr., is one of the best known hardwaremen in Ontario.

A. A. Osborne & Co., general merchants, Midland, were recently installed in their new and up-to-date store. The new premises present a very attractive appearance, great ingenuity having been displayed in the different arrangements.

C. Kerouack has had his shop in L'Original, Ont., fitted up for a general hardware store, where, in addition to his stove and tinware department, he will keep on hand a choice and general variety of hardware suitable for carpenters, builders and contractors.

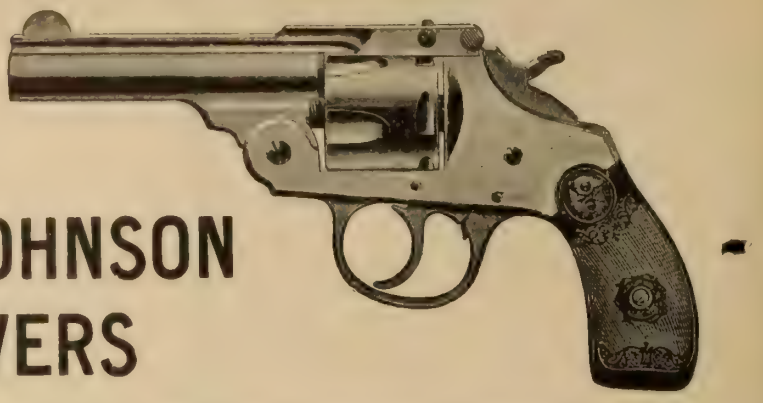
QUEBEC.

At a meeting held last week at St. Lambert, Que., the various municipalities south of the St. Lawrence, from St. Lambert to Levis, united in a vigorous request that the Government build or aid in building better railway facilities in that district. The meeting, by resolution, asked the Government to acquire the South Shore Railway, which now extends from St. Lambert to Levis, and obtain an entrance for it into Montreal.

MANITOBA.

A correspondent of a Winnipeg paper writes: "Mr. Croy, traveller for Balfour & Co., wholesale grocers, Hamilton, is looking for the most desirable point in the Territories at which to open a branch house for his firm. He was quite satisfied that Regina is the coming distributing point of the Territories, and will recommend it to his firm.

AN UNDISPUTED FACT.



IVER JOHNSON REVOLVERS

are absolutely safe; accidental discharge impossible. Millions are in use, all giving perfect satisfaction. The trade prefer them and the public demand them because they are "Honest goods at honest prices."

IVER JOHNSON'S ARMS & CYCLE WORKS,

New York Office: 99 Chambers St. FITCHBURG, MASS.

BRITISH COLUMBIA.

Business men throughout British Columbia are pleased by the conclusion of the Nanaimo coal miners' strike.

On February 14, the new Dominion fisheries protection cruiser, Kestrel, was launched at Vancouver. It is the first Government boat built on the Pacific Coast, which made the launching an especially interesting event. The new vessel has been constructed in the most up-to-date fashion, and is well adapted for her duties.

NORTHWEST TERRITORIES.

A despatch from Regina, N.W.T., says that every house, store and even room in that place is occupied.

J. M. Young, of the Regina Trading Co. and ex-president of the board of trade of that city, has disposed of his interest in the business, and will open up a real estate office.

Regina is to have an agricultural college and experimental station. The necessary funds for its maintenance during a couple of years have been raised, and the college will be established very shortly. The seven main branches of practical agriculture will be taught by an efficient staff under the directorship of W. H. Courd, LL.D., of the Dominion Department of Agriculture. The fee for a term will be $10.

S. Sargent, one of the principal merchants in Dawson, says that there is a marked development of trade in the Yukon during the last 12 months, although the output of gold was disappointing to most of the miners. Abnormal prices are, he says, a thing of the past; labor which used to be worth $12 per day is now to be had for from $3 to $4, and, of course, there is a corresponding decrease in the price of provisions and board.

NEW HARDWARE WAREHOUSE.

An important real estate deal was concluded yesterday, whereby one of the choicest and most centrally located business properties on Hastings street changed hands, and will be used as a wholesale branch of a large local hardware firm. The property consists of the three lots and block at present accupied by E. G. Prior & Company, as an agricultural implement depot. The purchaser is Matthew Leggatt, father of Henry Leggat, of the firm of Wood, Vallance & Leggat. The premises will be leased by the latter firm, who will use it as a wholesale department in their hardware business, retaining their present stores in the Dunn block on Cordova street, as retail premises.

The Prior block is one well suited for the purpose of a wholesale hardware business, being a two-storey block solidly built. The block is 80 ft. in depth with a frontage of 66 ft., and is most conveniently situated with regard to shipping facilities. —Province, Vancouver, January 25.

Sydney, N.S., has been incorporated as as a city. Its population is now about 15,000.

H. S. HOWLAND, SONS & CO., LIMITED

WHOLESALE ONLY

37-39 West Front Street, **Toronto.**

ONLY WHOLESALE

BUILDING PAPERS

TARRED SHEATHING

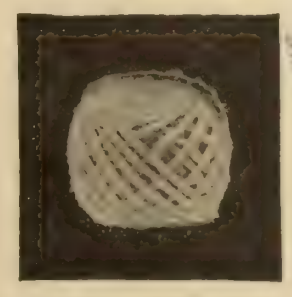
PLAIN SHEATHING

ASBESTOS BUILDING FELT

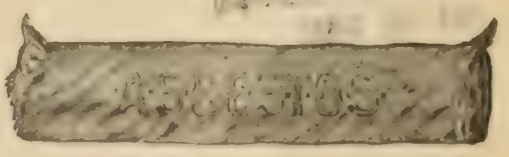
TARRED ROOFING FELT

PACKING

RUBBER PACKING

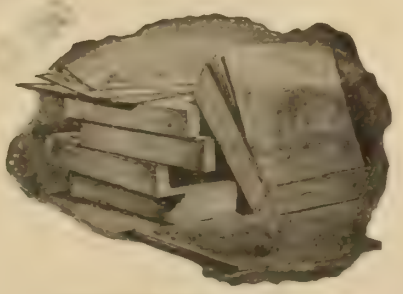


ASBESTOS WICK PACKING



ASBESTOS ROUND PACKING

GARLOCK SPECIAL PACKING



ASBESTOS MILL BOARD

HEMP PACKING

FOR FULLER DESCRIPTION SEE OUR HARDWARE CATALOGUE.

H. S. HOWLAND, SONS & CO. LIMITED, **Toronto.**

WE SHIP PROMPTLY.

Graham Nails are the Best.

OUR PRICES ARE RIGHT.

Factory: Dufferin Street, Toronto

MACHINERY

ELECTRICITY FOR MANY PURPOSES

It is a question whether any house in the United States has so many applications of electricity made within its walls as the residence of Charles R. Barnes, 69 Glasgow street, Rochester, N. Y., says an exchange. Mr. Barnes is the New York States electrician, which goes a great way in accounting for his many uses of electric current in the house he calls home. The question of economy has not been allowed to enter into the arrangement of the various apparatus, for the application of electricity is a science and fad with Mr. Barnes, and in the work he has found ample opportunity to display his inventive genius. Of course, it costs a great deal more to heat a house by electricity than it does by coal, even in this period of fuel scarcity.

The supply of current is taken from an electric-light circuit, and the switchboard is installed in the library. This switchboard is equipped with five double-throw switches, so arranged that it is possible to regulate the supply of current for each heater, and it is possible to give a minimum, medium or maximum amount of current to the heaters, or to turn all the energy into one room, which, of course, regulates the supply of heat given off. Electric heaters are placed in the front hall, the front and rear parlors, the library, the dining-room and in all af the sleeping-rooms. The heaters are about 2 ft. long, 12 in. high and 8 in. wide, very much resembling an oblong box painted black. Each heater has a fuse that will blow in case of a short circuit. In the sleeping-rooms, it is possible for the occupant to turn off the current by a switch at the head of the bed, and to throw it on in the morning, if the room be cold.

The kitchen is equipped with electrical-cooking devices that would make any woman happy. It has an electric stove with an electric oven. Coffee and tea may be made, meats cooked and pastry baked by electricity. In the dining-room an electric chafing dish is operated from one of the sockets of the chandelier. It is also possible to heat flat irons and curling irons by electricity in this up-to-date residence. Electric fans are numerous. Last Christmas Mr. Barnes had an electric Christmas tree decorated, it is said, with about 600 one-candle-power lamps, of three colors, red, white and blue, and this will again be a feature of the coming-holiday celebration. Still another electrical feature of the house is an electro-therm, a novelty on which Mr. Barnes is likely to seek a patent. It is a flexible electric-pad, 14 x 10 x ¼-in., made up of a number of flexible wires, carefully insulated from each other, covered with asbestos and wound with flannel. It is used for medicinal purposes, and takes the place of a hot-water bag or similar device.

A GROWING BUSINESS.

Not quite a year ago The Fairbanks Co. found that their rapidly-increasing trade in British Columbia required their being on the spot and a branch was opened in Vancouver.

Now their attention has been directed to Manitoba and the Northwest Territories, and a branch house is to be opened in Winnipeg. F. Ross-Newman, lately associated with The Laurentides Pulp Co., as general purchasing agent, has been put in charge, and left for Winnipeg last week.

MACHINERY AND ELECTRICAL NOTES.

THE Syrian Improvement Commission are ready to spend about $8,800 for a dredge, and United States Consul W. R. Davis, Alexandretta, Syria, writes for circulars and prices c.i.f. Alexandretta. Canadian dredges have won such an excellent reputation that if the makers here are able to take up such an order, their tender would receive every consideration.

A 6 x 4 x 7-pump was shipped to The Muskoka Wood Manufacturing Co., of Huntsville, Ont., by H. W. Petrie, of Toronto.

A 4 h.p. "Doty" engine has been installed in the plant of Marlatt & Armstrong, Oakville, Ont., by H. W. Petrie, Toronto.

A Clark and Demill wood-turning lathe was shipped to The Waterous Engine Works Co., Brantford, Ont., by H. W. Petrie, Toronto.

Mr. Burridge, of Burridge & Cooper, of Winnipeg, Man., paid Toronto a visit the other day and purchased a 6 h.p. vertical boiler from H. W. Petrie, Toronto.

A No. 2 "Cincinnatti" universal milling machine, with a range of 26 x 8 x 18 in. was purchased by The Henderson Roller Bearing Co., Toronto, from H. W. Petrie, Toronto.

United States Consul L. E. Dudley writes from Vancouver that unusually large purchases of mining machinery are being made for the Klondike mining regions, to be delivered next summer.

The South River Lumber Co., of South River, Ont., have added to their already immense plant a 12 h.p. horizontal steam engine for the filing room. The outfit was purchased from H. W. Petrie, of Toronto.

B. A. C. Craig, manager of The Canada Corundum Co. at Craigmount, Ont., has announced that the output of their plant will be increased from 800 tons to 6,000 tons per year. He has completed arrangements for the purchase of the necessary machinery.

The Vancouver Engineering Works have secured the contract for $20,000 worth of mining machinery for The Cariboo Goldfields Co. at Barkerville. The property is a gravel one and in developing it the company will expend over $80,000 during the coming season.

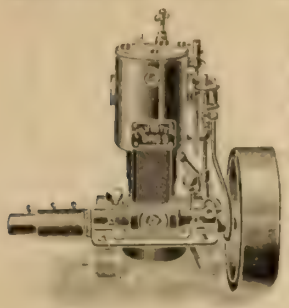
The potato crops about Warsaw, Russia, are unusually large, and a dozen or so potato-starch factories are being erected. Bronislaw Oderfeld, 17 Ujasdowska, Aleja, Warsaw, agent for machinery, desires to secure description and prices f.o.b. New York or Stettin, Germany, of machinery suitable for these factories.

The American-Abel Engine and Thresher Co. are making preparations for the completion of their new office and warehouse building in Winnipeg, work upon which was started last year just opposite the exhibition gate, corner of Dufferin and Sinclair streets. The American-Abel people have now an extensive warehouse on the east end of this property and are owners of the entire block. When completed their new quarters will be as elaborate as any in the West.

CANADIAN WINDMILLS IN FAVOR.

The Ontario Wind Engine and Pump Co. have recently supplied one of their 25-ft. diameter windmills to the Taltal Railway Co., Chili, who have previously purchased similar outfits from this company. Canada is being advertised extensively through the civilized world by this firm, as their foreign trade is considerably increasing. Fom The South-African Export Gazette we glean the fact that Canadian and American windmills are knocking out all other makes in South Africa. The reason is that the prices are much lower and the goods better adapted for the requitements of that country.

THE SYLVESTER GASOLINE ENGINES AND LAUNCHES.



Awarded the Bronze Medal (the highest prize) at the Toronto Industrial Exhibition 1902. The simplest, most reliable, economical and substantial Engine on the market. Can be used any place, by any one, for any purpose. Sizes 1½ to 16 horse-power. Stationary, portable, and marine. Also extra fine Gasoline Launches, best in the market. Write for Catalogue "H" and testimonials.

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14-in Lever Feed, Barnes, NEW
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20-in Back Geared, Crosby, NEW
23-in " " Barnes, "
30-in " " London, "
36-in " " " "
10-in Friction Disk, Sutton "
13-in " Conc. Knight, "

POWER HAMMERS

700-lb Steam Hammer, London, NEW
80-lb Power " Scranton, "
4½ x 10 Steam " Fetts & Miles
150-lb Board Lift Drop Hammer, London, NEW

LATHES

24 x 40 x 10-ft. Gap Engine Lathe, London, NEW
72-in Face Lathe with tail stock and rest, London, NEW
36-in x 22-ft. Screw Cutting Engine Lathe " "
32-in x 18-ft " " " " " "
24-in x 16-ft " " " " " "

Full Descriptions and Prices, also Catalogue of Mill and Engineers' Supplies for the asking.

H. W. PETRIE
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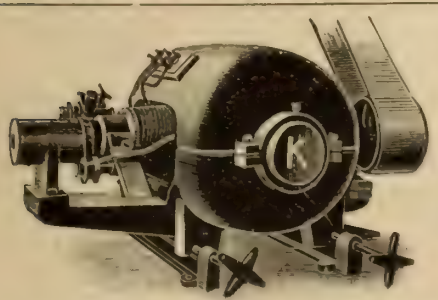

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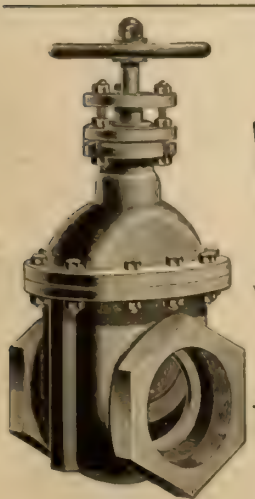
Manufacturers of Dynamos and Motors for all purposes, both direct and alternating currents. Special attention given to Repairs.

Office and Works, 219-221 Queen St. East, Toronto.
Phone Main 1251. Estimates cheerfully given.



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The Kerr Engine Co.
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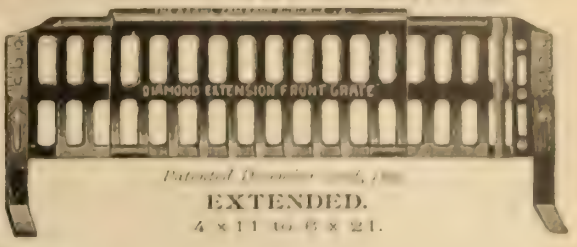
DIAMOND EXTENSION FRONT GRATE.

Ends Slide in Dovetails similar to Diamond Stove Back.

Diamond Adjustable Cook Stove Damper

Patented March 14th, 1893.



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is the best Bolster Spring ever produced. A fine line for the hardware trade. **Write Us for Prices**

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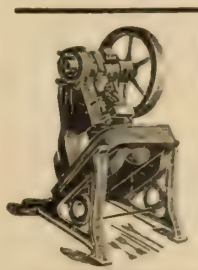

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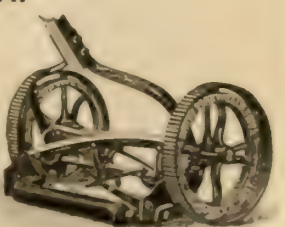
Patented Features: Improved Steel Stand, Roller Bearings, and Foot and Hand Lever Drive, and Detachable Driving Link. Improved for season of 1903. Steel or Wood Frame as desired.



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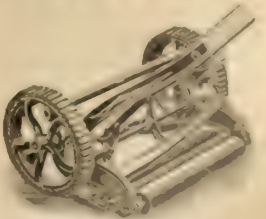
High and Low Wheels, from 12-in. to 20-in. widths. Cold Rolled Steel Shafting, Crucible Steel Knives and Cutting Plate.

If your Wholesale House does not offer you these articles

SEND DIRECT TO US.

"THE MAXWELL" Lawn Mower. High Wheel 10 inches.

Wheelbarrows. In four different sizes



MAXWELL MOWER.
Low Wheel

Heat: Its Properties and Part in Commercial Life.

By GEORGE F. BERNARD.

THE casual observer of the everyday business man, and in a great many instances the man in the engine room, pays but very little attention to the fundamental principle that makes our large manufacturing, railroad and navigation companies possible.

As to the exact nature of this principle, scientists differ, but all modern thinkers and investigators agree that this principle called heat is a form of energy and that it is a kind of motion. I do not propose here to enter into the many different theories regarding heat, but as much of the generally accepted theory will be given as will be necessary to make clear the principles which are to follow.

All bodies are composed of molecules. Notwithstanding the extreme minuteness of the molecules, they form a very important part in the modern theory of heat. Each molecule attracts the molecules surrounding it in a manner similar to the attraction between the earth and the bodies near its surface, only with an immensely greater force in proportion to their sizes. Without going into any theory regarding the precise nature of heat I will take it for granted that each and every molecule has a rapid vibratory motion to and fro, and that these molecules are kept from getting beyond a certain distance from one another by the attractive force called cohesion. Without this cohesion everything in the universe would crumble to dust.

When heat is applied to a body the number of vibrations is greatly increased, proportional to the amount of heat supplied. In consequence of this increase, the distance through which a molecule moves is increased, and the force of cohesion which binds them together is lessened. If a sufficient quantity of heat is added to a body, this cohesion force is overcome, the molecules separate and the body melts; if enough heat is added the melted body becomes a vapor. When it reaches this state the cohesion force has no effect, as in the case of steam, the number of vibrations being so far increased and the distance between any two molecules having become too great to allow the cohesive force to act.

In the above I have endeavored to set forth the generally accepted theory of heat. The next question is to generate it. This is commonly performed by the combustion of a form of carbon or coal. The chemical properties of coal are, free carbon, hydrocarbons, water or oxygen and hydrogen, with solid matter called ash. The proportions of these vary according to the quality of coal used.

In order to transform heat energy into the mechanical energy of motion mechanical motion on water must be employed, as in the case of the steam boiler from which this energy is transmitted to the steam engine in the form of a gaseous vapor. In the gas or gasoline engine it is air expansion which is made use of. Moreover, the heating of the air takes place in the cylinder of the gas or gasoline engine itself, thus taking the place of both engine and boiler.

In dealing with water we find that it is one of the most wonderful of the elements, as the following will illustrate: If cooled down from its boiling point it continually contracts until it reaches a temperature of 39.2 deg. F., when it begins to expand until at 32 deg. F., it freezes. On the other hand, if water at 32 deg. F. is heated, it contracts until it reaches 39.2 deg. F., when it commences to expand. Were this not a fact all the large bodies of water would freeze and the earth become uninhabitable.

The above being the case, the application of heat to water causes an expansion, an idea of the immense power of which, when it has become steam, can be gained when we consider that one cubic in. of water evaporated into steam expands itself 1,728 times, or one cubic ft. approximately.

It is this vast power that supplies the triple and quadruple expansion engines of the liners which make it possible to cross the vast expanse of the oceans in a few days. It is this wonderful energy that acts upon the pistons of the engines of the sawmills of the north country, and rushes into the compounded cylinders of the automatic cut-off engines in the plants of modern manufactures and electric companies. Like a million demons let loose it finds its way into the steam chest and cylinder of the locomotives of the railways, that most magnificent gift to civilization, contributed by the inventive genius of man. And the principle upon which all this rests is contained in a little word of four letters called "heat."

WHEN IGNORANCE IS BLISS.

While travelling through the south some years ago, I had occasion to visit a small out-of-the-way place in the State of Tennessee, and stumbled upon a small power plant consisting of a very old upright boiler of about 18 or 20 h.-p. The engine was leaking in every joint and pounded badly. But what struck me most was the entire absence of a steam gauge to register the pressure carried. The syphon to which one had been attached at one time, no doubt, was stopped up with a cap. I turned to the old fellow who was in charge of this outfit, and asked him what had become of his gauge, and what in the world he was doing without one anyway? He looked for a minute, and at last comprehending what I meant, said:

"Oh, you mean that clock that was up there; she got busted and I just threw her away."

I got out of that vicinity with all the speed the enervating climate of the south would allow.

G. F. B.

MACHINES FOR PURIFYING IRON.

The following extract, translated from a Russian paper, is supplied by S. Talpis, of The Montreal Smelting Works:

"In the iron refinery of M. Yon, in the city of Lodz, Russ-Poland, there was recently put to a practical test a machine invented by a local Hebrew, J. Frumkin, by which it is intended to separate the iron from phosphorus and all other foreign matter without the intermixing of lime. By means of this machine not only the quality of the iron will be considerably improved, but also the cost of refining and the use of other ingredients will be considerably lessened. The machine works entirely independent of heat or blast. The test was made in the presence of many prominent people of that commercial metropolis, the Manchester of Russia, and proved highly successful. It is expected to bring about great developments in the iron industry in the near future."

A TOOLSMITH'S EXPERIENCE.

"There is some steel spoiled by forging at too high a heat as was exemplified in my own case once," writes Thos. Beasley. "I had a punch die to make that was rather thin on the sides and did not take any particular pains to heat either and had the mortification to have them both break before they had done scarcely any work. I got quite a sharp talking to from the foreman, so I cut a piece of steel from the same bar previously used and was very careful in the heating and forging and had the satisfaction of seeing this one doing the work the other two should have done. It was always a great pleasure for me to know when I was at the tool fire that my work was giving entire satisfaction and always took the utmost pains to make all things work to that end if possible, and if they did not, I generally put on my thinking cap and investigated my failures and found where the fault was and corrected it."

EMPIRE MACHINE & METAL STAMPING CO., Limited

MANUFACTURERS OF ALL KINDS OF

MACHINERY

We make all kinds of Hardware and Wire Specialties. Wire straightened and cut to lengths.

Metal Stamping—We work all kinds of Sheet Steel, Brass, Aluminum, Copper and Silver to any shape.

Send us your samples or drawing and we will give you prices.

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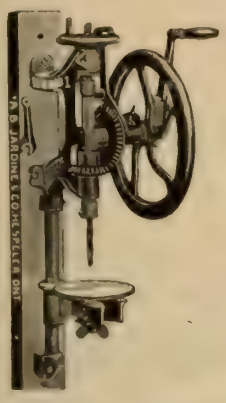
Will persons addressing advertisers kindly mention having seen their advertisement in The Canadian Hardware and Metal Merchant.



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Blacksmiths' Hand Drills.

The very best.

A. B. JARDINE & CO.
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STEP LADDERS

Made of the best selected wood and well finished. Prices and discounts according to quantity.

J. H. Connor & Son, Limited,
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Advertisers and intending advertisers please note: The last day for receiving copy for the Special Number is rapidly drawing near. Send your ad. along, we have good positions left.

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Imperial Metallic — Hercules Star

The highest grade babbits made.

THE CANADA METAL CO., WILLIAM STREET, TORONTO.

Cap Screws. Set Screws.

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Cold Pressed Nuts.

Finished. Semi-Finished.

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HEAD OFFICE, TORONTO, ONT

DISTRICT OFFICES:
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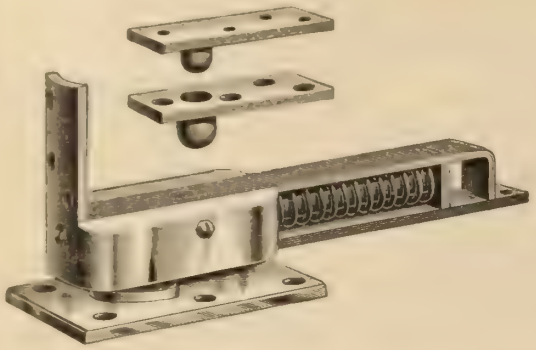
The Chief Floor Hinge

This has been brought out to overcome the objectionable features of the floor hinges at present on the market, which made it necessary to cut a large hole in the floor to receive the hinge, and as all the working parts were beneath the floor, it was impossible to prevent water and dampness from destroying the mechanism. ***Our Hinge*** is secured to the surface of the floor after it has been applied to the door, always bringing the door in perfect allignment before it is fastened to the floor. The tension of the Spring is regulated at any time after the door is hung, permitting the swing of the door to be adjusted as desired. Ask your jobber to show you a sample manufactured by



TAYLOR-FORBES COMPANY, Limited,
Guelph, Canada.

Fairbanks Valves

ONE of our friends said the other day: "Don't you get awfully tired of eternally talking about "Fairbanks Valves." Don't you find it hard to say something fresh."

Now, that man meant well, he really did, and he wanted to show how acute he was, and how much he knew about advertising.

But we don't get tired of advertising our valves. We give them a little start and they sell themselves. We have every confidence in them, they are the best made—we know it. We sold a great many in the season of 1901. In 1902 we doubled our sales, and this year, from present indications, will be better than ever. Are you handling Fairbanks Valves?

You will find it will pay you to keep a stock. We assist our customers with all the modern methods of advertising, and, by handling a Fairbanks' product you will find it an inducement to draw the class of trade that wants good goods.

IF YOU HAVE NOT SEEN OUR CATALOGUE SEND US YOUR NAME AND ADDRESS, AND WE WILL GLADLY MAIL YOU ONE

THE FAIRBANKS COMPANY

SOLE CANADIAN AGENTS

MONTREAL WINNIPEG VANCOUVER

HARDWARE AND METAL

President:
JOHN BAYNE MacLEAN,
Montreal.

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Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, North-West Territories, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

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A CRYING EVIL OF THE WEST.

THERE is an evil that the retail trade of the Great West, particularly in the smaller towns, suffers from, and that is the continued and increasing practice of people sending to certain Toronto department stores for goods. This practice has become so common that it is very seriously menacing country retail trade. And what is there in it? It is a craze pure and simple. A very large proportion of the goods sent through by express and parcel post, if offered to the people in their home stores, even at the same price, they would not touch; in fact, no merchant would think of bringing such goods in, because he knows beforehand they are unsaleable here. And yet, simply because a certain house with the name for cheap goods, sends out catalogues and price lists, people are induced to neglect the home stores that in many instances have carried them as creditors for years.

When times were bad in the West, when there had been damaged crops for two seasons and everything was not on the high tide of prosperity that it is now, it was not the department stores who carried the farmers on their books for three years and let them have what they needed; it was the merchants in their own towns. These very farmers clamor from year's end to year's end for the highest price for their products.

It is not very long since a prominent farmer in the West declared he would not raise pigs because he only got $5 per cwt. at his own station. He admitted that this price paid him well, but he thought the packer was making ¼c. more rofit than he ought to do. And yet it is just such men who "round" on their country merchant and would, if possible, deprive him of business altogether. The department stores do not take any Western products, they do not buy our butter, cheese, bacon, beef or wheat. It must be all hard cash that goes to their net.

A hardware merchant who was in town during the Bonspiel, recited a rather good instance of this shortsighted policy. A man came to him and asked to buy a mop-handle. When told it was 25c., he said, "I can buy it for 15c. at Blank's," naming a certain department store in Toronto. "Perhaps you can," said the merchant, "but 25c. is the established retail price for Manitoba, and if I sold it for less I should absolutely have no profit."

The man went away and two weeks later the merchant saw him receive a mop-handle by express. On inquiry it was learned that it cost him 25c. for express. His bargain ran in this way: "15c. to Blank's for the handle, 2c. for letter ordering same, 25c. express; 42c. in all, and he had to wait two weeks for his goods. This is by no means a solitary instance.

There are not wanting signs that the country retailers are taking this matter up and are making a vigorous fight for their trade. One man who found the evil growing in his district sent out a card to all his various customers saying, "When you have your lists made out to send to Blank's give me a chance to tender on them first." One list was brought in to him amounting to $165. He filled the whole of it, with the exception of $5, and at the regular prices he was charging for the goods. The $5 represented leaders that he neither had nor wanted to have in his stock. He has filled a number of smaller orders and has had the satisfaction of being told that these customers will never send away again.

It is wise that the retail trade should take this matter seriously and make a united and determined effort to put a stop to this terrible leak in their business and profits. Manitoba farmers expect the merchants and jobbers to deal with them; they make a larger percentage of profit on their own produce, and for a smaller outlay than in any other business, and they should be willing to accord the merchant a living profit on their business. In doing this they would be serving themselves, for no one, no matter on what enormous lines he does business, can lay down the same quality of goods to be sold in Manitoba at the same price as they can be sold in Eastern Canada. What they gain as to price they, as a rule, lose as to quality.

Method is the mother of success in great undertakings.

LOWER FIRE RATES WANTED.

Insurance rates have reached such a height in Montreal that there have been some business buildings erected in neighboring municipalities which would otherwise have been located in the city. Some talk is heard of forming an insurance company among the business men of the city, which would be outside the combination of the other companies and would reduce rates.

If such a movement were to receive the backing of the business men, no doubt a powerful company would be the result, but they would first require the fire-fighting facilities of the city to be in somewhat better shape than at present. This applies not to the brigade itself, but to the lack of proper patrols about the down-town districts.

A fire may get well under way in many places before it is discovered, and serious conflagrations have before occurred mostly through not having earlier night watch service. It is a matter which is deserving of the greatest attention from the business men of the city.

AN IMPAIRED REPUTATION.

ON Tuesday next the Ontario Legislature reassembles for business. The Government while possessing a working majority will meet the House with ranks less strong, numerically, than were at its back prior to the general election.

The Government, of which Mr. Ross is the leader, has been, in many respects, a good one. It may have been less economical than its friends claim it to be, but it has certainly administrated the affairs of the Province in a more business-like way than has been the rule in the other Provinces of the Dominion. In regard to New Ontario, its policy is certainly to be commended, and it took hold of the railway question in a practical and business-like way, with the result that the Tamiscaming road is now in process of construction under the management of a commission.

Notwithstanding, however, the many redeeming features about the Government, it has undoubtedly lost a great deal of its popularity in the eyes of the people. In fact, the numerical strength of the Government in the house is scarcely a reflection of its strength in the country, some 7,000 more votes having been cast for their political opponents than for themselves.

The fact that the Government has lost prestige is scarcely due to the strength of the Opposition, or to any policy which it enunciated. To what, then, can be ascribed the cause? In the first place, the cry that the present party had been in power for a generation and that, therefore, it was "time for a change," no doubt influenced a great many votes. But the greatest of all factors was the strong opinion prevalent that the Government was surrounded by officials who were only too ready to resort to acts of corruption in order to keep their party in power.

In other words, a Government that was on the whole a fairly good one has had its reputation badly sullied by the officials who surround it.

While some of the Ministers of the Crown have recently been mixed up in matters which are not to their credit, we believe that the great majority of them, while not brilliant, are at least of average ability, and would not lend themselves to acts of corruption, but at the same time they cannot escape the responsibility for the acts of their officials any more than can business men escape responsibility for the acts of their employes while performing their services.

Before the Ross Government can really possess the confidence of the people it must show a more intense desire to punish ballot manipulators and ballot stuffers, then it has in the past. It must show that it is more willing to relinquish office than to retain it by the employment of any other than legitimate means.

It is of no interest to HARDWARE AND METAL whether the party in power be Liberal or Conservative, but it is of importance to it that the Government should be a good one, and that it holds the reins of office by merit and not by methods which would not be for one moment countenanced in the affairs of everyday life.

BUILD THE RESIDENCE.

THERE is quite a little discussion in Toronto University circles these days in regard to the relative merits of a residence and of chapter houses for the students.

A great deal is, no doubt, to be said in favor of both. It seems to us, however, largely a question of cutting the garment according to the cloth. It is a common complaint that the University is somewhat crippled for the want of sufficient funds to carry on the educational work of the institution. Under the circumstances, therefore, the preference should be given to the residence. The policy, however, of the Government, and of the Board of Trustees appears to be of the contrary character, they having already advanced money for the building of two chapter houses which are rather swell affairs, and only intended for students of more than moderate means.

A residence, on the other hand, would be for the accommodation of men of moderate means; and from this standpoint the argument is very strongly in its favor. Instead of having a number of exclusive establishments like the chapter houses, it would be much more conducive to the welfare of university life to have a residence, wherein the large number of students from outside points could find a home at a moderate cost.

The economical phase of the argument is not, however, the only one. There is another that is perhaps equally strong, and that is in regard to the influence which life in a residence would have upon the students. By being brought into touch with each other in home life the tendency would be to broaden their minds and make them more fitted for life's duties.

It seems to us that the residence idea must eventually prevail, as the arguments in favor of it are so much stronger than those in regard to the chapter houses.

Of course, an important matter to be taken into consideration is the character of the Dean of residence. He must be a large man in the mental sense of the term and one who has sympathy with the students in their work. No one in the University probably will have greater opportunity for stamping his individuality on the students, and this makes it all the more important that he should be the man we have described.

THE HIGH COMMISSIONER'S SECRETARY.

MR. J. G. COLMER, who, the other day resigned his position as secretary to Lord Strathcona, has been a faithful servant of Canada during the time he has held office. While handicapped by the fact that some years had passed since he was in active touch with Canadian industrial life and thought, he has, on the whole, performed his duties creditably, and has always been zealous to advance the interests of Canada in Great Britain. It is to be hoped that in his new sphere he will meet with that degree of success which he deserves.

In appointing a successor to him, it is gratifying to know that a Canadian has been appointed. A few years ago there were clerks in the High Commissioner's office who were dense in regard to Canadian geography. There was one clerk, for example, who, when asked for information regarding Regina, declared there was no such place in Canada.

LABOR UNIONS AND RESPONSIBILITY.

JUDGMENT was given in Toronto on Wednesday in an interesting case in regard to the responsibility of labor unions.

The case was brought by The Metallic Roofing Co., of Toronto, against the Amalgamated Metal Workers' International Association. Originally the case was brought against the officers of the local Association, but the writ was amended subsequently in an effort to make the International Association co-defendent. The court, however, holds that the Association, not being an entity in the eyes of the law cannot be sued. The case against that organization was, therefore, dismissed. The court, however, held that the officers of the local Association, which inaugurated this strike at The Metallic Roofing Company's works, and is alleged to have instituted the boycott against that company, can be proceeded against. We understand it is the intention of the company to carry on the suit along these lines.

The case is similar to what is now known as the famous Taff Vale case in England, where a railway company brought suit against the Amalgamated Society of Railway Servants to recover $135,000 damages on account of a strike instituted by the railwaymen's society. In this case judgment was given for the plaintiffs, the defendent organization having been granted power by the Legislature to hold property.

Sir Alfred Wills, who was the presiding judge on the Taff Vale case, in delivering judgment, said that it was time for a judge occupying as responsible a position as that held by him, to have the courage to express his opinions respecting the perpetual attempts of trades unions to shuffle out of the responsibility of their acts. He said that the evidence was overwhelming and that the union in this instance had organized and conducted an illegal conspiracy to molest and injure the defendent corporation.

As far as the Toronto case is concerned, The Metallic Roofing Company can certainly claim that their business has been molested and injured, for to-day the boycott on The Metallic Roofing Company in Toronto is so severe that the only way in which it can get its goods placed in position in buildings in Toronto is to have it put up by their own workmen. In fact, they are practically prevented from doing business in Toronto, because of the sympathetic action of other unions. The strike arose, it might be said, over the refusal of The Metallic Roofing Company to discharge old and tried employes who had refused to join the union.

It is evident that the point of future agitation in regard to labor organizations will be as to incorporation. Where there is no incorporation there is not entity, and as the Toronto case just recited shows, an organization cannot be held responsible unless it is incorporated. In Massachusetts an agitation is already on foot to compel the unions to incorporate.

After the experience of the Taff Vale case it is questionable, however, whether many unions will be anxious to become incorporated. At the same time, it is only just and proper that they should be incorporated. To compel them to incorporate would be a questionable proceeding, but certainly by persuasive methods every effort should be made to bring about what obviously is so necessary.

At present when employers enter into an agreement with the unions, there is no guarantee that it will be observed. In fact, we have had instances in both Canada and the United States during the last few years where agreements have been flagrantly broken.

It seems to us that union men will be furthering their own interests by seeking incorporation. When incorporated employers would have less excuse for refusing to recognize the representatives of the unions when waiting upon them in regard to grievances that may exist.

As long as there is not this incorporation, employers cannot be blamed for refusing to recognize that which the courts have decided has not responsibility.

INSURANCE AS AN INVESTMENT.

IT is not many years years since that insurance was looked upon as merely a protection for the persons dependent upon the insurer for the necessities of life. Many people indeed, even to-day, see nothing more than this in it. True, this was the original and should always be the main object of all insurance. There is no way that a man can provide an absolutely secure protection from want for his family in case of his death, but any one of the well-established of our Canadian companies, guarded as they are by strict laws and Government inspection, comes as near furnishing the means for it as it is possibly to get.

A new idea, however, has during the last few years, connected itself with life insurance, viz., investment. Business conditions are not to-day what they were a few decades ago. The opportunities for developing a business on a small capital are not as they used to be. It is the age of joint-stock companies, trusts and large amalgamations of capital. Even the millionaires to-day find the benefit of coalition with large monied interests. As this period has developed the older insurance companies have found themselves in the happy position of having large funds ready to cope with the situation. They find themselves in much better position for investment than any ordinary individual can be, since investments seek them rather than they the investments. Men have found that the insurance policies they held have returned them profits almost if not equal to any of their other ventures. They had actually become stockholders in large and profitable loan businesses.

The new idea is legitimate. Take an individual case. Suppose a man has money to invest. It is a good proposition, indeed, that will to-day yield him over 4½ per cent. over and above the cost of investment. Suppose he puts the money into an insurance policy. It is a well-known fact that almost any of the larger companies will refund him all he pays in, and at least 3 per cent. on his money at the end of 20 years, or whatever the investment period may have been. You say this is 1½ per cent. less than he could have made otherwise. This may be true, but what else has he had? He has been saved all the worry of handling the money, he has run almost no chance of losses, and above all, he has, during almost the whole period, had insurance protection amounting to many times what he had paid the company. Surely 1½ per cent. on his money was a small price to pay for this, and in many cases even this cost almost entirely disappears. It would certainly seem that he had had a good investment.

We have no doubt that insurance methods can and will be still more perfected, and that a policy in a strong company will become more and more a good proposition for investment, but we must acknowledge that even to-day insurance carries with it a great deal more than the idea of mere protection. It is also a secure way of having idle money handled to our advantage.

MARKETS AND MARKET NOTES

QUEBEC MARKETS

Montreal, March 6, 1903.

HARDWARE.

EVERYTHING points to the heaviest spring business in years, all houses being worked to their full capacity, and several have doubled their shipping staff so that they could manage to keep well up with orders. As one dealer puts it: "A great year is expected." American goods are still hard to get, all factories being behind with their orders. The price of Irwin auger bits has advanced, and they are now quoted at 25 instead of 40 per cent. off. The prices of all kinds of brass valves have advanced, and they are now discounted at 50 per cent. Malleable fittings have advanced 10 per cent. in the United States, which means 12 to 13 per cent. in Canada. The discount on pressed spikes has been changed from 22½ to 20 per cent. The market generally, however, is steady and no great changes are looked for in the majority of lines at present. We might state that the present indications point to a great business in freezers during the approaching season.

CANT HOOKS.—A brisk business is reported. We quote as follows: No. 12, $10; No. 8, $11.50; No. 8a, $11; No. 2, $12; No. 7a, $16; No. 6a, $14.50; No. 5a, $11.50.

LAWN MOWERS.—The demand is indeed good for spring shipment. Our quotations follow: 10½ in. wheel x 12 in. cutter, $7.50; by 14-inch cutter, $8.00; by 16-inch do, $8.50; by 18-inch do, $9.00; by 20-inch do, $10.00. Star, 9-inch wheel by 12-inch cutter, $5.50; by 14-inch do, $5.75; by 16-inch do, $6. Daisy, 8-inch wheel by 12-inch cutter, $4.90; by 14-inch do, $5.10; by 16-inch do, $5.30. Philadelphia pattern, 7½-inch wheel by 10-inch cutter, $6; by 12-inch do, $6.50; by 14-inch do, $7; by 16-inch do, $7.50. Grass boxes are quoted as follows: 12-inch, $2.25; 14-inch, $2.25; 16-inch, $2.50; 18-inch, $2.50; 20-inch, $2.75. The discount on all the above is 50 per cent. off.

BARB WIRE.—There is a fair inquiry for barb wire and a steady market. We quote as follows: $2.80 per 100 lb. f.o.b. Montreal; $2.45 f.o.b. Cleveland in carlots of 15 tons, and $2.67½ f.o.b. Cleveland in smaller lots.

GALVANIZED WIRE.—The market has improved somewhat during the past week. We quote: No. 5, $3.70; No. 6, 7 and 8, $3.15; No. 9, $2.55; No. 10, $3.20; No. 11, $3.25; No. 12, $2.65; No. 13, $2.75; No. 14, $3.75. In carlots, f.o.b. Cleveland: No. 5, $2.20; Nos. 6, 7, 8 and 9, $2.15; No. 10, $2.20; No. 11, $2.25; No. 12, $2.30; No. 13, $2.40; No. 14, $2.50. In less than carlots, 12½c. per 100 lb. extra is charged.

SMOOTH STEEL WIRE.—There is only a limited demand at unchanged prices. Quotations follow: Bright and annealed, $2.50 per 100 lb. f.o.b. Montreal, Toronto Halifax, London, Hamilton and St. John. Net extras per 100 lb. are now as follows: Coppered wire, 60c.; tinned wire, $2; oiling, 10c.; spring wire, $1.25; best steel wire, 75c.; bright soft drawn, 15c.; special hay-baling wire, 30c.

FENCE WIRE.—Inquiries for fence wire are daily being received. The discount is 25 per cent. with the following extras: 1 and 2 lb. hanks, 25c. per 100 lb.; ½ lb. hanks, 37½c. and ¼ lb. hanks, 50c.

BRASS AND COPPER WIRE.—The market is firm and the demand brisk. The discount is now quoted at 60 per cent.

PRESSED SPIKES.—The discount is 20 per cent. f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax.

FENCE STAPLES.—A heavy spring trade is being done in fence staples, with prices very firm. We quote as follows: $3 per 100-lb. keg for galvanized staples and $2.80 for bright, with 25c. extra for 25 and 50-lb. packages.

WIRE NAILS.—Business is reported good at last week's quotations, and our prices are as follows: Carlots, $2.10 and

SAP PAILS AND SPILES

STRAIGHT PATTERN

These goods will be needed before long, and your customers may ask for them any time now.

If you require either spiles or pails, we can ship you any quantity the same day the order reaches us.

Sap Pails—Made in six sizes in both straight and flaring patterns.

"EUREKA" CAST IRON SAP SPILES.

FLARING PATTERN

The superiority of these spiles over all others is well known to the trade.

Tinned and Galvanized Iron in the following sizes and Guages, for sap pans, always in stock:

TINNED IRON	GALVANIZED IRON
48 x 96 x 20	48 x 96 x 16
48 x 96 x 22	48 x 96 x 18
36 x 84 x 22	48 x 96 x 20
	48 x 96 x 22

PROMPT SHIPMENT GUARANTEED.

The McClary Manufacturing Co.

LONDON, TORONTO, MONTREAL, WINNIPEG, VANCOUVER, AND ST. JOHN, N.B.

"Everything for the Tinshop."

ENGLISH
GERMAN
BELGIAN
CANADIAN
AMERICAN
} PORTLAND CEMENTS.

FIRE
BUILDING
ENAMELLED
SILICA
MAGNESIA
} BRICKS.

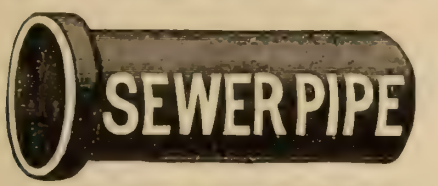
DRAIN
CULVERT
} PIPES.

F. HYDE & CO.

31 WELLINGTON ST., MONTREAL

. . FULL STOCK . .

Salt Glazed Vitrified



Double Strength Culvert Pipe a Specialty.

THE CANADIAN SEWER PIPE CO.

HAMILTON, ONT. TORONTO, ONT.
ST. JOHNS, QUE.

Deseronto Iron Co.

LIMITED

DESERONTO, ONT.

Manufacturers of

CHARCOAL PIG IRON

BRAND "DESERONTO."

Especially adapted for Car Wheels, Malleable Castings, Boiler Tubes, Engine Cylinders, Hydraulic and other Machinery where great strength is required; Strong, High Silicon Iron, for Foundry Purposes.

"MIDLAND"

BRAND

Foundry Pig Iron.

Made from carefully selected Lake Superior Ores, with Connellsville Coke as Fuel. "Midland" will rival in quality and grading the very best of the imported brands

Write for Price to Sales Agents

Drummond McCall & Co.

MONTREAL, QUE.

or to

Canada Iron Furnace Co.

MIDLAND, ONT. Limited

small lots, $2.45 per keg f.o.b. Canaanque, Montreal, London, Hamilton, Toronto, Brantford, Windsor, Ont., and St. John.

HORSE NAILS.—This market is very active and prices are liable to change at any time. Our quotations are still as follows: "M" brand, "Oval" and "New City" heads, 55 per cent.; "Countersunk" heads, prices quoted on application. "C" brand, 10, 10 and 7½ per cent. off; "Monarch," 60 per cent. and "Peerless," 50 per cent.

HORSESHOES.—There is no further advance reported and the market is now steady. Our quotations are as follows: Iron shoes, light and medium pattern, No. 2 and larger, $3.40; No. 1 and smaller, $3.65; snow pattern, No. 2 and larger, $3.65; No. 1 and smaller, $3.90; X L steel shoes, new light pattern, sizes 1 to 5, No. 2 and larger, $3.55; No. 1 and smaller, $3.80; featherweight, all sizes, 0 to 4, $5.10; toe weight, all sizes, 1 to 4, $6.35. Shoes, more than one size in a keg, 10c. per keg extra f.o.b. Montreal only.

RIVETS AND BURRS.—A decided improvement is noted in this line during the past week. Discounts are as follows: Best iron rivets, section carriage, and wagon box, black rivets, tinned do., coopers' rivets and tinned swedes rivets, 60 and 10 per cent.; swedes iron burrs are quoted at 55 per cent. off; copper rivets, with the usual proportion of burrs, 45 per cent. off and coppered iron rivets and burrs, in 5-lb. carton boxes are quoted at 60 and 10 per cent. off list.

BOLTS AND NUTS.—There is a good demand, but the stock is none too large at present. Discounts are as follows: Norway carriage bolts, 55 per cent.; common, 50 and 10 per cent.; full square carriage bolts, 55 per cent., machine bolts, 50 and 5 and 10 per cent.; coach screws, 66 2-3 per cent.; sleighshoe bolts, 65 and 5 per cent.; blank bolts, 50 and 5 per cent.; bolt ends, 50 and 5 per cent.; plough bolts, 50, 5 and 10 per cent. Tire bolts, 67½ per cent.; stove bolts, 67½ per cent. Nuts, square, 3¼c. per lb. off list; hexagon nuts, 3¾c. per lb. off list. To all retailers an extra discount of ½c. per lb. is allowed.

SCREWS.—A better feeling seems to exist on this market and a good business is doing. We quote: Round head bright, 82½ and 10 per cent.; flat head bright, 87½ and 10 per cent.; brass, round heads, 75 and 10 per cent.; brass, flat heads, 80 and 10 per cent.

CORDAGE.—The demand is steady and prices unchanged. Our quotations follow: Pure manila, 14c.; British pure manila, 12c.; sisal, 11c.; double lathyarn, 10½c.; single lathyarn, 10c.

BUILDING PAPER.—There has been a large number of orders received during the week for March and April shipment. Quotations follow: Tarred felt, $1.75 per 100 lb.; 2-ply, ready-roofing, 90c per roll; 3-ply, $1.15 per roll; carpet felt, $2.25 per 100 lb.; dry sheathing, 35c. per roll; tar sheathing, 45c. per roll; dry fibre, 55c. per roll; tarred fibre, 60c. per roll. O K and I X L., 65c. per roll; heavy straw and sheathing, $30 per ton; slaters' felt, 60c. per roll.

SCREEN WIRE CLOTH.—The demand is brisk at unchanged prices. We quote $1.40 per 100 square feet.

FIREBRICKS.—A few good orders have been booked during the week. We quote as follows: English, $16 to $22 and Scotch, $17 to $22 per 1,000.

Wire Rope.

Whitecross Company's make

BEST QUALITY AT LOWEST PRICES FOR IMPORT

A. C. LESLIE & CO.

509-512 Merchants Bank Building.

MONTREAL.

In the Good Old Summer Time

you can sell a man any old kind of a pump.

But in the hard winter season, if he finds his pump frozen every cold day he will not think very much of the man who sold him that pump.

Sell McDougall Anti-Freezing Pump all the year round and you will find that the sale of a good pump will bring about the sale of a good many other things.

The R. McDOUGALL CO., Limited

GALT, ONT.

Pig Iron

We offer the following brands, to arrive, viz:

No. 1 "SUMMERLEE."
" 1 "GARTSHERRIE."
" 1 "EGLINTON."
" 1 "CARNBROE."
" 1 "MIDDLESBORO'."
" 3 do.

Write for quotations.

ADAM HOPE & CO.

Hamilton, Ont.

NOVA SCOTIA STEEL & COAL CO., Limited

NEW GLASGOW, N.S.

Manufacturers of

Ferrona Pig Iron

And SIEMENS MARTIN

OPEN HEARTH STEEL

CEMENT. Dealers expect cement to improve from now on as contractors are preparing for the spring work. We quote: Canadian cement, $1.90 to $2.25; German, $2.[illegible] to $2.[illegible]; English, $2.15 to $2.25; Belgian, $1.75 to $1.95 per bbl. ex-store, and American, $2.10 to $2.20 ex cars.

SNOW SHOVELS. The closing season is reported as having been better than [illegible] years. We quote as follows: "Hamilton," $2.25 to $2.40; "Victor," 44 per cent. off; steel railroad shovels, 48 and 5 per cent. off.

FIRE SHOVELS. There are few fire shovels moving and the market is quiet. The discounts are quoted as follows: No. 70, 38½ to 40c. per doz.; No. 55, 55 to 60c.; No. 57, 82½ to 90c.; No. 60, 82½ to 90c.; No. 65, $1.37½ to $1.45; No. 80, 50 to 55c.; "Duplex," No. 7, $1.21; No. 9, $1.52; No. 11, $1.82.

COAL HODS.—Our quotations are as follows: Japanned, 16 in., $4.50 per doz.; 17 in., $4.80; 18-in., $5.10; with gold band, 17-in., $5.10; 18-in., $5.40. Galvanized, 16-in., $6.20; 17-in., $6.50; 18-in., $6.80 per doz. The discount is 45 per cent.

LANTERNS.—The market continues very firm, and the demand steady. Our quotations are: Tilt, lift or hinge, No. 0, $4 per doz.; Cold Blast, $7 per doz.; dashboard, No. 0, $5.75 per dozen; cold-blast dashboard, $9 per dozen. Extras are as follows: Japanning, 50c. per dozen; copper-plating cold blast, $2 per dozen. The prices quoted are f.o.b. London, Hamilton, Toronto, Belleville, Kingston and Montreal.

METALS.

There is still a scarcity in some lengths of bar iron, but the market seems somewhat easier than last week. Ingot copper has advanced about 25c. per 100 lb., and is expected to go higher. The pig lead market has also advanced, and lead is now quoted at $3.20 for carlots. The market generally, is fair and there is a very bright outlook for the coming season. The foreign market is without feature and very few changes have been reported during the last ten days. Ingot copper is very strong in England and the local agents expect an advance in the near future. Canada plates are in good demand and the market is steadier than for several weeks past. Apparently the scarcity reported here in pig iron has not, as yet, been felt on the English market. We quote:

BAR IRON.—The demand continues to be good, but the stock is not large, some lengths being very scarce. We quote as follows: Merchants' bar, $2; horseshoe iron, $2.25 and forged iron, $2.30.

BLACK SHEETS.—There is a fair trade doing in black sheets. Our prices are: 28 gauge, $2.65; 26 gauge, $2.60; 20 to 24 gauge, $2.50; 8 to 20 gauge, $2.50.

GALVANIZED IRON.—Prices are unchanged and the market is fairly active. We now quote: No. 28, Queen's Head, $4.40; Apollo, 10¾-oz., $4.30; Fleur de Lis, $4.15; Comet, $4.10; "Bell" brand $4.05. For less than case lots 25c. extra is charged.

LEAD PIPE.—A good movement is reported in lead pipe. We quote: Composition and waste at 8c. and ordinary at 7c. The discount is 37½ per cent.

IRON PIPE.—The market is brisk and prices firm this week. Quotations are as follows: Standard pipe, per 100 feet, in lengths under 19 feet: Black, ¼, $2.40; ⅜, $2.65; ½, $2.85; ¾, $3.65; 1-in., $5.20; 1¼, $7.35; 1½, $8.95; 2-in., $12.55. Galvanized, ¼, $3.20; ⅜, $3.15; ½, $3.85;

We Warrant the Product of our Dominion Works

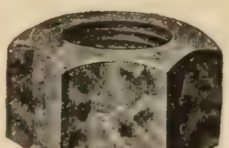
to be equal in every respect to the goods manufactured in either of our American factories.

First Quality Material and skilled workmanship, combined with an experience of fifty years in the manufacturing of **FILES** and **RASPS**, enables us to supply our customers with First Quality goods at very reasonable prices.

The Port Hope factory produces 600 files per day, comprising all sizes and shapes, suitable for Railroads, Saw Mills, Machine Shops, Carriagemakers, Blacksmiths, etc., and may be purchased from all prominent Hardware Merchants throughout the Dominion.

No longer any necessity for importing files from England, France or the United States.

NICHOLSON FILE CO., DOMINION WORKS, **PORT HOPE, ONT.**



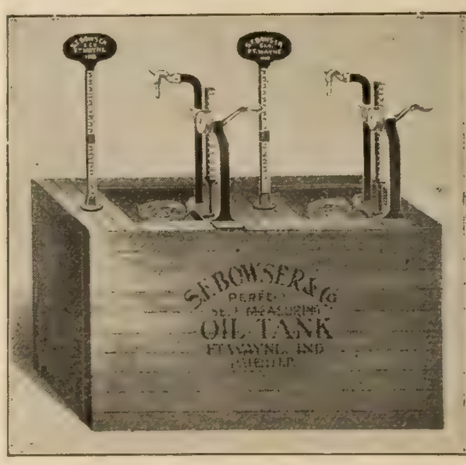
THE JOHN MORROW MACHINE SCREW COMPANY, Limited

Manufacturers of

Set and Cap Screws, Special Milled Work, Engine Studs. Etc. Cold Punched Nuts of every variety of finish.

INGERSOLL, ONT.

DO YOU WANT TO MAKE MONEY



FIRST FLOOR DOUBLE OUTFIT

THESE OUTFITS WILL HANDLE

VARNISHES, RAW AND BOILED LINSEED OIL, TURPENTINE, FILLERS

and all other Non-Lubricants without "sticking" or "gumming" and to your entire satisfaction and profit.

WE BUILD FIFTY DIFFERENT STYLES FOR HANDLING ALL CLASSES OF OILS

Our Catalogue "A" gives full information.
—It's Free.—

OF COURSE YOU DO

and all that you can.
You are not doing this
if you are not using

BOWSER
FOUR MEASURE
SELF-MEASURING
OIL TANKS

TO HANDLE YOUR

PAINT OILS
—AND—
VARNISHES

No waste of oil or time.
No use for measures or funnels.
No dirty, oil-soaked floors.
No over measure given.

They are Neat, Clean, Handy, Economical Satisfactory.

They Pump and Measure Accurate Gallons, Half-Gallons, Quarts and Pints.

S. F. Bowser & Co.

Factory: Fort Wayne, Indiana.

65 FRONT ST. EAST, TORONTO

¾, $5; 1-in., $7.20; 1¼, $10.05; 1½, $12.20; 2-inch, $16.85. Extra heavy pipe, plain ends, are quoted per 100 feet as follows: Black, ½, $1.20; ¾, $5.25; 1 in., $7.55; 1¼, 110.55; 1½, $12.75; 2 in., $17.60. Galvanized, ½, $5.20; ¾, $6.65; 1 in., $9.55; 1¼, $13.25; 1½, $16; 2 in., $21.90. For threads and couplings on extra heavy 5 per cent. net is added. Trade discount, 5 to 7½ per cent.

TINPLATES. There is a good trade doing and the market is firm. We quote as follows: Coke, $4.25 to $4.50 and charcoals, $4.75 to $5.

SOIL PIPE AND FITTINGS. The outlook for spring is bright and dealers are booking some large orders this week. The discounts are quoted as follows: Light soil pipe, 3 to 6 inch, 50 per cent.; medium and extra heavy soil pipe, 2 to 6-inch, 60 per cent.; extra heavy soil pipe, 8-inch, 45 per cent.; light fittings, 2 to 6-inch, 50 and 10 per cent.; medium and extra heavy fittings, 2 to 6-inch, 60 per cent.: extra heavy fittings, 8-inch, 45 per cent.

PIG IRON.--The demand for pig iron is good, but dealers find difficulty in filling orders. We quote $23.50 to $24.50 ex store Montreal, and an advance is looked for.

INGOT COPPER.—There is a slight increase reported in ingot copper, and we quote $14.25 to $15.25 per 100 lb.

INGOT TIN.—The tin market is very firm and prices are said to be advancing. We quote $33 to $33.50 per 100 lb.

PIG LEAD.—There has been an advance in pig lead since our last report. We quote $3.20 for carlots and $3.25 for less than carlots.

STEEL.--A good demand is reported. Quotations are as follows: Mild, $2.05; sleighshoe, $2.10 to $2.20; tire, $2.15 to $2.25; spring, $2.85 to $3; reeled machinery, $2.75 to $3; toecalk, $2.60 to $2.75; machinery (iron finish), $2.10; mild steel, $2.05; sqdare harrow, $2.15.

TOOL STEEL.—The market is brisk and prices are steady. Our quotations are as follows: Black Diamond, 8 to 9c.; Sanderson's, 8 to 9c., according to the grade; Jessop's, 13c.; Leonard's, 7½c; Jonas & Colver's, 10 to 20c.; "Air Hardening," 50 to 65c. per lb.

CANADA PLATES. There is no change in the condition of this market this week. Our quotations are as follows: 52s, $2.60 to $2.70; 60s, $2.70 to $2.80; 75s, $2.80 to $2.85; full polished, $3.75 and galvanized, $4.25 to $4.35; galvanized, 60s, $4.45 to $4.55.

TERNE PLATES. The market is quiet and we quote $7.50

COIL CHAIN.—The demand for all kinds of coil chain is very brisk. We quote: No. 6, 11½c.; No. 5, 10 to 10½c.; No. 4, 9 to 9½c.; No. 3, 8 to 8½c.; ¼-in., 6½ to 7c. per lb.; 5-16, $5 to $5.20; 5-16 exact, $5.25; ⅜, $4.25; 7-16, $4; ½, $3.95 to $4.05; 9-16, $3.85 to $3.95; ⅝, $3.65 to $3.75; ¾, $5 to $5.20; ⅞, $3.30; 1-in., $3.15 to $3.25. In carlots an allowance of 10c. is made.

SHEET ZINC.—The market is firm at from $5.75 to $6.

ZINC SPELTER.—Business is good and the prices have advanced. We quote $5.75 to $6.

SOLDER.—We quote: Bar solder, 20c. and wire solder, 18c.

SCRAP METALS.

As the spring approaches business improves and dealers are being rushed this week. Copper is very firm and an advance is daily looked for. Iron is also reported to be stronger, although the prices have not as yet been changed. Our quotations are as follows: Heavy copper and wire, 10c. per lb.; light copper, 9c.; heavy red brass, 10c.; heavy yellow, 8½c.; light brass, 5c.; lead, 2 to 2¼c.; zinc, 2½ to 2¾c.; iron, No. 1 wrought, $17 to $17.50; No. 2, $7.50 per ton; machinery scrap, $17.50 to $18; stove plate, $13.; malleable and steel, $6; mixed country rags, 60 to 70c. per 100 lb.; old rubbers, 6¾ to 6½c. per lb.

HIDES.

There has been no change in the hide market since our last issue, and it is reported to be very quiet. We now quote: No. 1 hides, 8c.; No. 2, 7c.; No. 3, 6c.; calfskins, 8 to 10c. and lambskins, 75c.

Artistic, Sanitary, Durable

WHAT MORE COULD BE SAID OF AN INTERIOR FINISH?

Our Metallic Ceilings and Walls give the acme of lasting satisfaction for all classes of buildings.

Such a multiplicity of decorative designs—and such a perfection of best workmanship in every detail—they please all tastes, suit all requirements.

You can't overestimate the gratifying results to be gained by handling these lines.

The Metallic Roofing Co., Limited

TORONTO MONTREAL WINNIPEG

RAW FURS.

Trade has been fairly good during the week and prices continued steady and unchanged. Offerings are fair in all the lines. We quote:

	Large	Medium	Small	Kitts				
BEAVER Labrador and choice Eastern	$6.00	$5.00	$2.75	$1 1.50	Fall Beaver $2.00 to $2.50 per pound		Spring Beaver $[illegible] to $[illegible] per pound	
" Territory Rocky Mountains and Western								
Strictly Prime, or, No. 1	6.00	4.00	2.00	50 75				
Partly Prime, or, No. 2	4.00	3.00	2.00	50				
Unprime, or, No. 3	3.00	2.00	75	40				
Flat, weak, or poor, or, No. 4	2.50	50	25	25				
	Large	Medium	Small	2	3	4	Cubs	Yearlings
BEAR Black Choice only	15.00	10.00	7.50	6.00	3.00	50	$2.00 to $8.00	
" Brown "	12.00	7.00	5.00				1.00 to 5.00	
	1	2	3	4				
BADGER Of all sections	50	25	.10	05				
	Dark	Brown	Pale	2	3	4		
FISHER Eastern and far North-Eastern	6.50	5.00	5.00	3.00	1.75	50		
Territory and Western	6.50	5.00	3.50	2.00	1.00	50		
	Large	Small	2	3	4			
FOX Red North-Eastern and similar fine bright red kinds	4.00	2.75	1.25	.75	.20			
" Territory and Western	4.00	2.75	1.40	.50	.20			
	Dark	Fair	Pale	2	3	4		
" Cross Value principally as to beauty, also size & richness	10.00	7.00	4.00	2.50	1.50	.50		
" Silver Eastern and far Northern	75.00	50.00	25.00	20.00	9.00	4.50		
" Pacific Coast, Territory and Western	50.00-60	35.00	20.00	15.00	5.00	2.50		
	Large	Medium	Small	2	3			
LYNX Far North-Eastern	4.00-5.00	2 to 3.50	2.25	2.00	75	25		
" Territory and Western	4.00-5.00	2 to 3.50	2.25	2.00	60	20		
	Dark	Brown	Pale	2	3	4		
MARTEN British Columbia, Northern Pacific and similar	7.00	5.00	2.50	1.75	1.00	25		
" Territory and Western	3.50	2.25	1.50	1.00	60	.20		
" Quebec and Ontario	3.00-3.50	2.25-3.00	2 to 2.25	1.00	50	25		
	Large	Medium	Small	2 Large	2 Small	3		
MINK Halifax, far North Eastern and choice	4.00	3.25	2.50	2.25	1.50	.40	25	
" Territory and Western	1.50-2.00	1.50	1.00	75		25	.15-25	
	Spring	Winter	Fall	Kitts				
MUSKRAT Eastern, best large		10 to 13	8 to 10	2 to 5				
" Territory and Western		5 to 10	07	2 to 4				
	Large	Small	2	3	4		Cubs	
OTTER Labrador and far North-Eastern	$10-$14	7.00-10	5.00	2.50	2.00		$1.00 to $2.00	
" Territory and Western	6.00	4.50	3.50	2.25	.50		25 to 50	
	Large	Small	2	3	4			
RACOON	75-1.25	60-75	33-50	25	15			
" Black Value according to darkness, size and beauty	2.25	2.00	1.00	50	25			
	Black	Short St	Long St	White				
SKUNK	75-1.25	75	40-50	05-15				
	Dark	Brown	Pale	2	3	4		
WOLVERINE Value according to darkness, size and beauty	5.00	4.00	2.50	1.50	75	.25		
CASTOREUM	$5.00 to $6.00 per pound.							

MONTREAL NOTES.

Auger bits have advanced about 15 per cent.

Ingot copper has advanced about 25 per 100 lb.

Pig iron is still reported scarce on the local market.

The Canada Hardware Co., Limited, of Montreal, are sending out a list of special prices on articles damaged by smoke and water in their recent fire.

ONTARIO MARKETS

HARDWARE.

Toronto, March 6, 1903.

THE market continues to manifest a healthy tone, though the movement is light as compared with what it will probably be in a month or so. Orders for spring delivery are almost all in, but sorting orders are coming in daily. As the snow is well away in Western Ontario requests for deliveries, particularly of heavy materials and some lines of harvest tools, are being received from that section. The demand for plumbing goods, especially iron pipe, keeps up nicely. The heavy sale of machine bolts is attracting attention to the remarkable activity in iron working industries throughout the Province. The demand for screws has been accelerated by rumors of a probable advance. Pressed spikes are dearer, the discount having been reduced from 22½ to 20 per cent. Otherwise there is no change, though it seems altogether likely that an advance will be made in screws before long.

BARB WIRE. It is early yet for the movement to set in, yet requests for immediate delivery are starting to come in. The base price is quoted as follows: $2.55 from Cleveland and 10c. less in carlots. From stock, Toronto, $2.80.

COIL SPRING WIRE.—The movement is slowly getting under way, the counties of Essex and Kent being ready for deliveries. Prices are firm. We now quote: No. 9, $2.75; No. 11, $3.40; No. 12, $2.95. Freight up to 25c. per 100 lb. allowed on 500 lb. or over. Carlots of 15 tons, 5c. less, with freight up to 20c. allowed.

GALVANIZED WIRE.—Deliveries are light, but are likely to increase steadily. The prices are steady this week, and we quote: Nos. 6, 7 and 8, $3.15 to $3.35 per 100 lb.; No. 9, $2.50; No. 10, $3.20 to $3.40; No. 11, $3.25 to $3.45; No. 12, $2.65; No. 13, $2.75; No. 14, $3.75 to $3.95; No. 15, $4.30; No. 16, $4.55. Nos. 6 to 9 base from Cleveland are quoted at $2.27½ in less than carlots.

SMOOTH STEEL WIRE.—Oiled and annealed are being asked for on Western Ontario account. We quote the base price as follows: $2.50 per 100 lb. Oiling, 10c.; coppering, 60c. and tinning, $2 per 100 lb. extra. Shipping points, Toronto, Hamilton, London and Montreal, with freights equalized on those points.

WIRE NAILS.—Orders are still coming in fairly well and deliveries are being made. There are no changes in the prices. We quote: $2.45 per keg and 5c. less for carlots. The shipping points are Toronto, Hamilton, London, Gananoque and Montreal.

CUT NAILS. There is nothing doing. We quote $2.50 per keg.

HORSE NAILS.—A fair business is reported for so early in the season, but the bulk of the business has yet to come. The prices are steady. The discounts are: "C" brand, oval head, 40 and 10 and 7½ per cent.; on "Monarch," 60 per cent. and "Countersunk" head, 60 per cent.; on "Peerless," 45 and 7½ per cent.

HORSESHOES.—Trade is quiet, yet satisfactory for this time of the year, and our quotations are still as follows: Iron shoes, No. 2 and larger, light medium and heavy, $3.45; snow shoes, $3.70; light steel shoes, $3.55; featherweight (all sizes), $4.95; iron shoes, No. 1 and smaller, light, medium and heavy (all sizes), $3.70; snow shoes, $4; light steel shoes, $3.80; featherweight (all sizes), $4.95.

SCREWS.—A well founded rumor has been heard "on the street" to the effect that the price of screws are to be advanced in the United States. In consequence, the trade is covering itself in expectation of a similar advance on this market. We quote: Flat head bright, 87½ and 10 per cent. discount; round head bright, 82½ and 10 per cent.; flat head brass, 80 and 10 per cent.; round head brass, 75 and 10 per cent.; round head bronze, 65 per cent. and flat head bronze, 70 per cent.

RIVETS AND BURRS. A satisfactory trade is reported, and our quotations are as follows: Iron rivets, 60 and 10 per cent. discount; iron burrs, 55 per cent.; copper rivets, with usual proportion of burrs, 45 per cent.; copper burrs alone, 30 and 10 per cent.

BOLTS AND NUTS.—An excellent demand is noted on city account, particularly for machine bolts, and jobbers are experiencing difficulty in securing supplies. Prices are unchanged this week. We quote: Carriage bolts, common ($1 list), 50 and 10 per cent.; carriage bolts, full square ($2.40 list), 55 and 10 per cent.; carriage bolts, Norway iron ($3 list), 55 and 10 per cent.; machine bolts, all sizes, 50, 5 and 10 per cent.; coach screws, cone points, 66 2-3 and 10 per cent.; elevator shaft and whiffletree bolts, 50 per cent.

SPADES AND SHOVELS.—Trade is picking up. Quite a few shipments are being made. The discount is 45 per cent. and the list price has been reduced $3 per dozen for Olds' goods, $2 for Gray's and $1 for Burns'.

ROPE.—There is no change. The demand for immediate shipment is quiet. A few orders are coming in for later delivery. Prices are unchaged this week. We quote: Pure manila, 14c.; British manila, 12c.; sisal, 11c.; lathyarn, single, 11c. and double, 11½c.; sisal bed cord, 3-cord, 48 feet, 65c.; 60 feet, 80c.; 72 feet, 95c. per doz.

HARVEST TOOLS.—Orders for delivery are coming in for many lines from Western Ontario and a good movement is looked for in the next week or two. There are no changes in the discounts, which remain at 60 and 10 per cent.

LAWN MOWERS.—There is very little doing. The prices are firm. We quote: Woodyatt, 12-inch wheels, $7.50; Star, 12-inch wheels, $5.50; Daisy, 12-inch wheels, $4.90; Philadelphia, 10-inch wheels, $6; Ontario, 10-inch wheels, $12.75. The other prices are in proportion.

BRASS RODS AND TUBING.—A brisk trade continues and we now quote: Tubing, 3-16, 50c.; ¼, 35c.; 5-16, to 2 in., 28c. Pipe, ¼, 35c.; ⅜, 28c.; ½ to 3 in., 25c.

BUILDING PAPER.—A fairly active demand is noted, with prices firm throughout. We now quote: Dry sheathing, grey or straw, 40c. per roll; tar sheathing, grey or straw, 50c. per roll; dry fibre, 55c. per roll; tarred fibre, 65c. per roll.

RANGE BOILERS.—A fairly steady demand is noted. Last week's reduction of 50c. is maintained. Our quotations are as follows: 18 and 30 gal., $5.50; 35 gal., $6.50; 40 gal., $7.50; 52 gal., $12.50; 63 gal., $19; 82 gal., $23; 100 gal., $31 and 120 gal., $37.

SCREEN DOORS.—There is no movement yet. Prices are steady. We quote: Screen doors, common, two or three panel, walnut stained, 4-in. style, $6.80; stained, yellow or green, $7; in natural colors, oil finish, $8.15; 3 inch style, 20c. per dozen less.

CEMENT.—Business is picking up nicely and the indications are that the home production this season will not be large enough to supply the demand and imports will be considerable. We quote as follows: Canadian Portland, $2.40 to $2.50 and hydraulic, $1.35 per barrel.

METALS

While import orders this year for all kinds of metal have been unusually large, one of the best features of the market has been the activity in the demand from stock. The briskness continues this week in all lines. The demand for pig iron continues keen. Tool steel is selling more freely. The sales of black sheets, Canada plates and galvanized sheets have increased during the past week or so. Orders for tinplates are liberal, owing to advancing markets. The prices are firm throughout, tin showing another advance of 25c. A feature in the iron pipe trade is the generous buying for large sizes, which are being used for pillars.

PIG IRON.—The heavy demand continues. Canadian furnaces are sold out of No. 1, but are selling a special grade for mixing at $22.50. No. 2 Summerlee is quoted at $25 on track, Toronto.

STEEL BOILER PLATES.—The demand is more active. We quote from $2 to $2.25, Toronto.

TOOL STEEL.—Business is more active. The prices are firm. We quote as follows: "B C" and "Black Diamond," 10 to 11c.; Jessop's, Morton's and Firth's, 14c.; Jonas & Colver's, 10 to 20c.; ditto, "Air Hardening," 70c. per lb.; Chas. Leonard's, 8 to 9c.; Park's "Silver," 12 to 14c.; Park's "Special," 15 to 20c.

MILD STEEL.—Prices are well maintained. We quote $1.90 per 100 lb. at Pittsburg and $2.75 per 100 lb. on track, Toronto.

SPRING STEEL.—No change, and we quote $3.50 per 100 lb. on track, Toronto.

BAR IRON.—The activity continues. The prices are firm. Quotations are: $2.05. For extras, cut to length while rolling: 2 ft. and over, 10c. per 100 lb.; 1 ft. and under 2 ft., 15c.; under 1 ft., 20c.; over 20 ft., by special agreement, according to length and size.

BLACK SHEETS.—The demand is improving. Prices are steady. We quote: Common, $3.15 for 28 gauge and dead flat, $2.50 for 26 gauge.

CANADA PLATES.—A better trade is doing. Prices in England are firm. We quote: All dull, $2.90 to $3; half-polished, $2.85 to $3.10 and all-bright, $3.75 to $3.85.

GALVANIZED SHEETS.—The brisk sale continues. Prices are steady, and our quotations are as follows: Queen's Head, $4.50 for 28 gauge; American, $1.40 for 24 gauge; Bell brand, $4.30 for 28 gauge; Gordon Crown, $4.50 for 28 gauge.

TIN.—The prices have advanced 25c. in sympathy with a heavy rise in foreign markets. We quote $32.25 to $33.25.

TINPLATES.—Orders for import are being freely booked and it is felt that at the present figures this metal is a good purchase, owing to steady advances in the English market. We quote as follows: Charcoals, $4.75 to $5 and cokes, $4.25 to $4.50 per box.

COPPER.—The English and United States markets show heavy advances and prices are stiffening here. Ingot is 50c. higher. Both Ingot and sheet copper are

in excellent demand here. We quote: Ingot copper, $13 and sheet copper, $22 to $23 per 100 lb.

BRASS. Unchanged. The discount is 15 per cent.

LEAD. The activity is still manifest. Prices are unchanged at $3.50 per 100 lb. for pig lead and $3.75 for bar lead.

IRON PIPE. There has been an excellent demand. Many orders are coming in for the large sizes, from 8 in. up, for use in building purposes as pillars. Prices are firm, and our quotations are as follows per 100 ft.: Black pipe, ⅛ in., $3.25; ¼ in., $2.40; ⅜ in., $2.65; ½ in., $2.85; ¾ in., $3.65; 1 in., $5.20; 1¼ in., $7.35; 1½ in., $8.95; 2 in., $12.55; 2½ in., $21; 3 in., $25; 3½ in., $32; 4 in., $38.

ZINC SPELTER. This is in good demand. Prices are steady at 5 to 6c. per lb.

ZINC SHEETS. The demand is excellent and prices are steady. We quote the base price as follows: Cask lots, $6 to $6.25 and part casks, $6.25 to $6.50.

SOLDER. A fair amount of business is being done. Prices are stiff, owing to the higher value in tin. Guaranteed half and half is quoted at 18 to 19c. and wiping at 17 to 18c.

ANTIMONY.—Business is in small lots. The price is steady at $9 per ton.

PETROLEUM.

The demand is easing up and prices are steady this week. The Union Petroleum Company's prices are as follows: Lily White, Canadian, 18c. in bbls.; Silver Light, American, 19½c. in bbls.; Crystal Spray, water white, American, 21c. in bbls.; Pennoline, best American imported, 22c. in bbls. In bulk, 2c. less.

SEEDS.

The export of alsike has entirely ceased, leaving what appears to be too large a stock in the country for the domestic trade. The soft weather has scarcely been with us long enough to get the jobbing trade going. Alsike is 25c. cheaper and will be lower. Red clover and timothy remain unchanged. We quote as follows: Alsike, prepaid aboard at outside points, per bushel, $5 to $6; red clover, prepaid aboard at outside points, per bushel, $6.50 to $7.25; timothy, prepaid aboard at outside points, per bushel, $1.75 to $2.25.

MARKET NOTES.

Screws are likely to advance.

Tin is 50c. higher in sympathy with advances in England.

Copper continues to advance in the United States and England.

Pressed spikes are dearer, the discount being reduced from 22½ to 20 per cent.

GLASS PRICES WITHDRAWN.

Since our market reports on window glass went to press we have learned that some of the Belgian glass houses have withdrawn their quotations, and that some of the Canadian houses are thus compelled to withdraw their quotations on import orders. This will add much to the stiffness of the local window glass market, though stock prices remain unchanged.

FOREST CITY GOSSIP

Office of "Hardware and Metal."
London, March 5, 1903

THE same favorable conditions in the hardware trade continue as last week, viz., a good, lively trade in all general goods. The finer, clearer days strongly reminding one that spring cannot be far distant, have given opportunity for out-door workmen, such as painters, glaziers, plumbers and carpenters to begin work early, and take chances of continued good weather. Therefore, the descriptions of hardware goods used by these various tradesmen are now in good demand. There is much building and many alterations and improvements going on in this city alone, and the work is commencing very early. Should favorable weather continue, an unusually large number of dwelling houses and other buildings will be completed sooner than usual. This fact, in conjunction with building operations all over Western Ontario, will materially further the demand for builders' supplies. And the "Forest City" will largely share in the benefits of the present boom.

* * *

The organization meeting of The Canadian Tinplate Co., Limited, was held a few days ago at the Masonic Temple in this city. The election of directors resulted in the choice of E. T. Dufton and A. Tilley, of Stratford; J. W. Thompson, Albert E. Donovan and J. T. Thompson, of London. The board of directors chose J. W. Thompson, as president; I. T. Tilley, vice-president; I. T. Thompson, secretary, and A. E. Donovan, manager. The new company have launched into a business for the making of decorated tinware. There are only two other concerns of the same nature in Canada, one in Montreal and the other in Toronto.

London is to be congratulated upon securing the establishment in this city of such a progressive and labor-employing concern as The Canadian Tinplate Co., Limited. After the business meeting, the stockholders were taken to the factory and shown the plant. The various steps necessary in the making of the artistic tinboxes, etc., were made plain by the manager, Mr. Donovan, who was in charge of Somer's Bros. factory in Brooklyn, N.Y., for many years.

* * *

This is about the regular time every year when tenders are received by the London city council for the various public works in control of the city's board. It was a significant fact that every tender submitted this year, with the exception of those on cement walks, which were ¼c. lower, were higher than the tenders for the same work last year. The difference is attributed to the fact that prices on nearly all material have recently advanced.

* * *

The milder weather has had something to do with the lower price at which London is purchasing her coal; the retail price is now $7 for hard coal.

* * *

A good sprinkling of commercial travellers, who represent London's hardware and metal interests, were present at the travellers' smoker last Saturday in the Temple Building. They're a genial lot; yes, sir, the London commercial travellers are a good sort.

W. H. L.

OAKEY'S

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, LIMITED

MANUFACTURERS OF

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:

JOHN FORMAN, 644 Craig Street

MONTREAL

COVERT MFG. CO.

West Troy, N.Y

Steel Carriage and Wagon Jacks,

Harness Snaps, Chain, Rope and Web Goods, etc.

FOR SALE BY JOBBERS AT MFRS. PRICES.

PRIEST'S CLIPPERS

Largest Variety, Toilet, Hand, Electric Power

ARE THE BEST.

Highest Quality Grooming and Sheep-Shearing Machines.

WE MAKE THEM.

SEND FOR CATALOGUE TO

American Shearer Mfg. Co., Nashua, N.H., USA

NEWMAN'S PATENT

INVINCIBLE FLOOR SPRINGS

Combine all the qualities desirable in a Door Close. They work silently and effectually, and never get out of order. In use in many of the public buildings throughout Great Britain and the Colonies.

MADE SOLELY BY

W. NEWMAN & SONS, Birmingham.

Oneida Community Goods

HALTERS, COW TIES, SNAPS, etc., etc.,

in all sizes and styles. May be had of all jobbers throughout Canada.

Factory—NIAGARA FALLS, ONT

..A..

STANDARD.

The cost of Axes per million feet of lumber taken out should be the best Standard. Under this Standard the CROWN JEWEL is the cheapest Axe in the market.

Dundas Axe Works, Dundas, Ont.

W L. Haldimand, Jr., Eastern Agent, Montreal.

MANITOBA MARKETS.

WINNIPEG, March 2, 1903.

THIS week has shown a quiet, steady trade in all lines of hardware and no change in prices. The energies of all hardware houses are concentrated on getting out spring goods as fast as possible. There will be an immense amount of barb wire used in the country this season, and there is a steady increasing demand for building hardware.

In paints, oils and glass there is considerable movement, and in turpentine the advance of last week is maintained, and there is a tendency for even higher prices. Linseed oil is again quoted at the same figure as last week.

Implement dealers have got the bulk of their shipping done, and advices from eastern factories would indicate that supplies will hardly equal demand this season.

We quote as follows :

Barbed wire, 100 lb.	$3 25
Plain twist	3 25
Staples	3 65
Oiled annealed wire ... 10	3 42
" ... 11	3 48
" ... 12	3 56
" ... 13	3 66
" ... 14	3 76
" ... 15	3 91

Annealed wires (unoiled) 10c. less.

Cut Nails—		Wire Nails—	
2d 1 in.	$4 10	1 in.	$4 20
3d Fin. 1⅛ in.	4 10	1⅛ in.	4 20
3d 1¼ in.	3 75	1¼ "	3 85
4d 1½ in.	3 50	1½ "	3 60
5d 1¾ in.	3 50	1¾ "	3 60
6d 2 in.	3 40	2 "	3 50
8d 2½ in.	3 25	2½ "	3 35
10d 3 in.	3 20	3 "	3 30
20d 4 in.	3 15	3½ "	3 25
30d 4½ in.	3 10	4 "	3 20
40d 5 in.	3 10	4½ "	3 20
50d 5½ in.	3 10	5 "	3 20
60d 6 in.	3 10	5½ "	3 20
		6 "	3 20

Horsenails, 40 per cent. discount.

Horseshoes, iron, No. 0 to No 1	4 30
No. 2 and larger	4 15
Snow shoes, No. 0 to No. 1	4 55
No. 2 and larger	4 40
Steel, No. 0 to No. 1	4 40
No. 2 and larger	4 15

Bar iron, $2.70 basis.
Swedish iron, $4.75 basis.

Sleigh shoe steel	2 85
Spring steel	3 25
Machinery steel	3 50
Tool steel, Black Diamond, 100 lb.	8 50
Jessop	13 00
Sheet iron, black, 10 to 20 gauge, 100 lb.	3 50
18 to 22 gauge	3 75
24 guage	3 90
26 guage	4 00
28 gauge	4 10
Galvanized Iron, American, 16 gauge	4 00
18 and 20 gauge	4 00
22 and 24 gauge	4 50
26 gauge	4 50
28 gauge	4 75
30 gauge	5 00

Extra sheets, 36 in. wide an advance of 25 p.c. per 100 lb.

Apollo, 10¾ oz.	5 00
28 guage	4 75
26 "	4 50
24 "	4 50
22 gauge	4 50
20 and 18 guage	4 25
16 gauge	4 00
Queen's Head, 24 gauge	4 75
26 guage	5 00
28 "	5 25
Genuine Russian, per lb.	11
Imitation " "	07
Tinned, 24 gauge, 100 lb.	8 00
26 gauge	8 25
Tinplate, IC charcoal, 20 x 28, box	10 00
" IX "	12 00
" IXX "	14 00
Ingot tin	33
Canada plate, 18 x 21 and 18 x 24	3 25
Sheet zinc, cask lots, 100 lb	7 00
Broken lots	7 50
Pig lead, 100 lb.	5 00
Wrought pipe, black up to 2 inch	50 an 10 p.c.
" Over 2 inch	50 p.c.
Rope, sisal, 7-16 and larger, basis	$11 00
Manila, 7-16 and larger, basis	14 75
Solder	20
Axes, chopping	$7 50 to 12 00
" double bitts	12 00 to 18 00
Bluestone	5 75
Screws, flat head, iron, bright	87½
Round " "	82½
Flat " brass	80
Round " "	75
Coach	65 p.c.
Bolts, carriage	50 p.c.
Machine	50 and 5 p.c.
Tire	60 and 5 p.c.
Sleigh shoe	65 p.c.
Plough	40 p.c.
Flat head stove	60 and 5 p.c.
Round head	60 and 5 p.c.
Elevator	60 p.c.
Rivets, iron	50 p.c.
Copper, No. 8	32
" No. 12	36
Coil chain, 3-16 inch	10½
" ¼ inch	8¼
" 5-16 inch	5½
" ⅜ inch	5¼
" 7-16 inch	5
" ½ to ¾ inch	4¾
Spades and shovels	40 and 5 p.c.
Harvest tools	60 and 10 p.c.
Axe handles, turned, s. g. hickory, doz.	$2 50
No. 1	1 50
No. 2	1 25
Octagon extra	1 75
No. 1	1 25
Files common	70, and 10 p.c.
Diamond	60
Ammunition, cartridges, Dominion R.F.	50 p.c.
Dominion, C.F., pistol	30 p.c.
" military	15 p.c.
American R.F.	30 p.c.
C.F. pistol	5 p.c.
C.F. military	10 p.c. advance.
Loaded shells :	
Eley's soft, 12 gauge black	16 50
chilled, 12 gauge	18 00
soft, 10 gauge	21 00
chilled, 10 gauge	23 00
Shot, Ordinary, per 100 lb	6 00
Chilled	6 50
Powder, F.F., keg	4 75
F.F.G.	5 00
Tinware, pressed, retinned.	70 and 10 p.c.
" " plain	75 and 2½ p.c.
" pieced	
Japanned ware	37½ p.c.
Enamelled ware, white	45 p.c.
" Famous	50 and 10 p.c.
" Imperial	50 and 10 p.c.

PETROLEUM.

Water white American	26½c.
Prime white American	24½c.
Water white Canadian	24c.
Prime white Canadian	22½c.

SCRAP.

No. 1 cast iron	$14 to $15 per ton.
No. 2 "	5 to 6 "
Wrought iron scrap	5 "
Copper (heavy)	7c. per lb.
Yellow brass (heavy)	7½c.
Light brass	5c. to 6c. "
Lead pipe, or tea lead	2c. to 2½c "
Zinc scrap	1c. "

PAINTS, OILS AND GLASS.

Turpentine, pure, in barrels	$ 95
Less than barrel lots	1 00
Linseed oil, raw	66
Boiled	69
Lubricating oils, Eldorado castor	28½
Eldorado engine	27½
Atlantic red	33½
Renown engine	42
Black oil	19½ to 21½
Cylinder oil (according to grade)	55 to 74
Harness oil	56
Neatsfoot oil	1 00
Steam refined oil	85
Sperm oil	2 00
Pure castor oil, first pressure	11
Lubricating	10
Glass, single glass, first break, 16 to 25 united inches	2 25
26 to 40 ... per 50 ft.	2 50
41 to 50 ... " 100 ft.	5 50
51 to 60 ... " " "	6 00
61 to 70 ... per 100-ft. boxes	6 50
Putty, in bladders, barrel lots ... per lb.	2½
kegs ... "	2¾
White lead, pure ... per cwt.	6 00
No. 1 ... "	5 75
Prepared paints, pure liquid colors, according to shade and color, per gal.	$1.30 to $1.90

CATALOGUES, CALENDARS, ETC.

A PRETTY CALENDAR.

Very handsome indeed is the calendar for 1903, issued by the Equitable Life Assurance Society of the United States. It is arranged on six pages, size 13 x 10 in., which are held together by a silk ribbon. On each of the pages is a beautiful representation of "A Bit of American History," all being cuts of ladies displaying the American fiag at different periods in its history ; they are in order : "The Flag of Our Own Times," "Our First National Flag," "Our Pine Tree Flag of the Navy," "Our First Union Flag," "Our Liberty Flag," and "Our Rattlesnake Flag." The plates are exceptionally fine, the outline and color combining to give an exquisite effect.

CANADIAN AXES AND TOOLS IN AUSTRALIA.

The Australian correspondent of Commercial Intelligence, London. Eng., writes: "The Canadian and American axes are preferred by reason of their strength and lightness as compared with the British article. It is the same with claw hammers and other tools.

TRUCKS

for **Warehouse**

and **Factory.**

Save You Money
Do Men's Work
Draw no Salary.

Our Trucks are guaranteed satisfactory.
Turn in their own length.

MADE IN CANADA.

H. C. SLINGSBY,
Agent for Canada.

Factory, Ontario Street,
Temple Building, MONTREAL.

A MOUNTAIN OF ICE CREAM IS ANNUALLY MADE IN THE

White Mountain Freezer

Thousands of people who eat it say that it is the best cream, and suggest the "White Mountain' as the most complete and satisfactory ice cream freezer made. This popularity makes "White Moutain" Freezers easy and profitable to sell. The dealer who tries to sell any other is badly handicapped, for the dealer who sells the "White Mountain" gets the business. If you haven't a full knowledge of the "White Mountain" proposition, it is to your interest to investigate it now.

WE ARE SOLE AGENTS FOR THE DOMINION OF CANADA.

THE McCLARY MANUFACTURING CO.

London, Toronto, Montreal, Vancouver, Winnipeg and St. John, N.B.

THE WESTERN FOUNDRY CO., LIMITED.

THE Brantford Ont. papers have lately been saying some nice things of A. B. G. Tisdale, one of the representatives of the above named company. One of them expresses itself thus: "The name Tisdale, of Brantford, is familiar with many Canadians, and to the stove and hardware trade particularly. The late B. G. Tisdale was one of the first Canadian iron stove founders. His son, Arthur B G. Tisdale, grew up in the stove business, leaving it to manufacture iron stable fittings, having an excellent business until the arrival of electricity and the bicycle. He afterwards was connected for a number of years with The Gurney Foundry Co., Limited of Toronto, but recently severed his connection with them, taking an interest in The Western Foundry Co. of Wingham, Ont., with his former associates of The Gurney Co., who established their business at Wingham last year for the manufacture of stoves of all kinds. Few men have a more extended acquaintance throughout Canada, and have more popularity with the stove buyers of Ontario than Arthur B. G. Tisdale, whose many friends will wish success to The Western Foundry Co., Limited of Wingham, Ont. Mr. Tisdale will continue to reside at Brantford."

This company have erected a large temporary addition to their moulding shop, which will be replaced by a permanent structure as soon as weather permits. The patterns for their wood cook, with steel oven, are now ready for the sand, and will likely be on the market in a few days. In a few weeks they hope to have on the market their new steel plate ranges, the manufacture of which has necessitated the installation of a plant costing several thousand dollars.

THE BELLEVILLE HARDWARE CO., LIMITED.

For a company a few weeks less than two years old, The Belleville Hardware Co., Limited, manufacturers of locks, builders' and other light hardware, Belleville, Ont., have made excellent progress. When the company started, under the superintendency of the present manager, W. C. Springer, machinery of the very latest designs was procured. It was not long until it was deemed wise to add to the company's capital stock and to purchase the present extensive premises, which give the firm about 25,000 ft. floor space.

The specialty of this company is brass and bronze goods in builders' light hardware. They are also open to contract for the supply of castings in brass' bronze and light grey iron.

Owing to the rapid increase in their business, this firm is now making considerable extensions. New machinery is at present being added, and the number of hands employed, 40 at present, is being increased.

SYDNEY'S RETAIL CLERKS.

The Retail Clerks' Protective Association, of Sydney, held an enthusiastic meeting recently. A large amount of business was transacted, special attention being paid to the early-closing question. The reports of the various committees show remarkable success, the business men having given great encouragement. The following officers were installed :

President—J. L. Bray.
First Vice-President—H. T. Payne.
Recording-Secretary—S. S. Aymar.
Second Vice-President—J. Connick.
Treasurer—E. M. Reid.
Financial-Secretary—W. R. Keirstead.
Guardian—C. Harshman.
Guide—W. B. Bowser.

FORCED TO EXPAND.

Baines & Packover, manufacturers' agents, Toronto, have found it necessary, owing to the rapid extension of their business, to take over the second floor of the large premises they now occupy on Bay street. This addition, together with the floor and basement they now occupy, will give them room for an excellent stock of the lines they carry.

WELL-BORING MACHINES IN CHIN A

Wm. Martin, United States Consul at Nankin, China, writes that much of the water used in that city is filthy. He sank a well and thus secured, clear, pure water His well aroused so much attention from Chinese officials in many of the cities about Nankin, that he says an excellent opening has been made for artesian well supplies. He has already had an inquiry from a Chinese engineer, who proposes to sink some wells. He requests all manufacturers of machines for diking, deep well boring and windmills to send him catalogues, books, and information regarding prices and probable freight charges to lay down the goods at Shanghai, China.

ROLLING MILLS STARTED.

The London, Ont., Rolling Mills, owned by John White of The London Bolt and Hinge Works, have started operations, and will be putting their product on the market in a few weeks.

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 2c. a word each insertion; cash in advance. Letters, figures, and abbreviations each count as one word in estimating cost.

SITUATIONS VACANT.

WANTED—AN UP-TO-DATE HARDWARE man; apply stating salary, Box 544, Port Arthur, Ont. (12)

TINSMITH wanted—accustomed assortment work; good wages and steady employment. Box 256, Globe. (F)

TINSMITH wanted — first-class man ; good at furnaces, milk cans, eavetroughing and general assortment; steady job; state wages, age and experience. Apply to Box 105, Norwood. (F)

TINSMITH wanted — general work; steady employment. John W. Cram, 836 Yonge St., Toronto. (F)

TINSMITH wanted—at once—two or three years' experience; state wages. J. B. Furniss, Sunderland. (F)

WANTED—at once, bicycle assemblers and repair men, also good metal buffers; good wages paid. Apply Canada Cycle and Motor Co., Limited, Junction.

METAL patternmakers wanted; must be first-class men, expert in their business; steady employment. Taylor-Forbes Company, Guelph. (F)

WANTED—at once—a tinsmith—steady job must be good on furnace work. Apply to McSherry & Mitchell. Weyburn, Assa. (F)

HARDWARE clerk—one with 2 or 3 yeras' experience, with fair knowledge of bookkeeping; state salary expected. G. H. Clark & Co., Niagara Falls, Ont (F)

HARDWARE clerk, and one that understands keeping books; state experience. Apply, giving recommendations and salary expected, to Box 400, Mail and Empire Office. (F)

TINSMITH wanted — general work — steady employment. Jno. W. Oram, 836 Yonge St. Toronto. (F)

WANTED—tinsmith—accustomed to general assortment work; good wages and steady employment. Box 203, Mail and Empire. (F)

TINSMITH—with some knowledge of plumbing and pipe fitting; steady job; good wages. G. H. Clark & Co., Niagara Falls, Ont. (F)

TINSMITH wanted—steady employment—state experience and salary. Haskett Bros., Markdale, (10)

FOR SALE.

FOR SALE—general store— dwelling attached; stock about $4,000; doing good business; good reasons for selling; an extra fine property, with 3½ acres land; in village; good locality; rate on dollar. Address Wm. Dafoe, Avon, Middlesex County. (F)

FOR SALE—HARDWARE AND TINWARE business in live town of 2,200 population. Good surrounding country. Only one opposition. Good reasons for selling. Box 16, HARDWARE AND METAL. (10)

TO RENT.

TINSMITH shop to rent—good opening, low rent, established 1850. Apply to Samuel Webster, Elora Ont. (F)

—WANTED—

A man to take general charge of an office, with experience in hardware and speaking both languages preferred. State salary, etc. Address

"SUN," care of Hardware and Metal, 232 McGill St., Montreal.

Australasian Hardware and Machinery.

The Organ of the Hardware, Machinery and Kindred trades of the Antipodes.

SUBSCRIPTION $1.25 PER ANNUM,

post free to any part of the world.

PUBLISHING OFFICES:
Melbourne - Fink's Buildings.
Sydney, - - - Post Office Chambers.

BRITISH OFFICES:
London, - - 42 Cannon St., E.C.

CANADIAN AND AMERICAN ENQUIRIES will receive prompt attention if addressed to the **LONDON OFFICE, 42 CANNON STREET, E.C.**

Specimen Copies Free on Application.

Salt Glazed Vitrified

and Fittings.

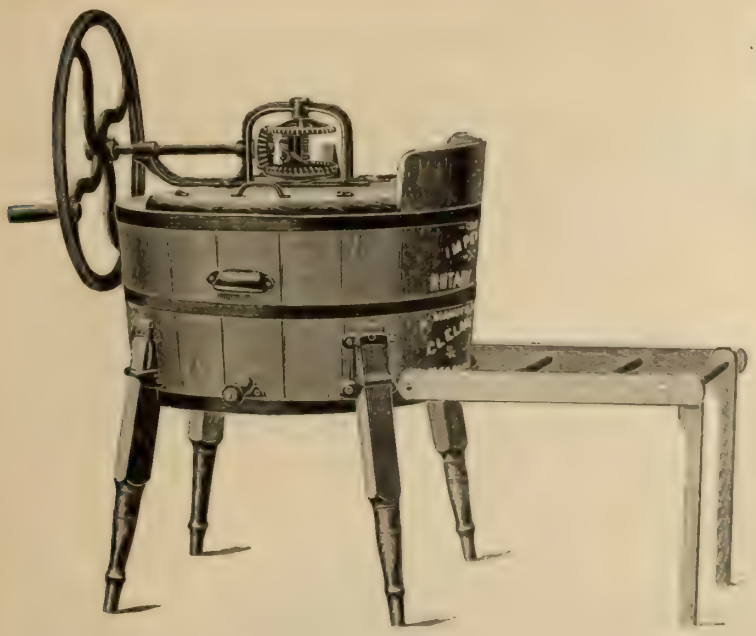
Fire Brick and Ground Fire Clay, Flue Linings, Portland Cement.

ASK FOR CATALOGUE AND PRICES.

TORONTO POTTERY CO.

TORONTO, ONT.

Exclusive Sales Agents.



WASHING MACHINES

Made by

The Meaford Wheelbarrow Co.,

MEAFORD, ONT.,

are well made, nicely finished, and perfect in the working parts.

Six Different Styles. **Order Early.**

WRITE FOR CATALOGUE.

Also Manufacturers of all Styles of

Wooden and Steel Tray and Tubular

IRON WHEELBARROWS, WAREHOUSE TRUCKS, Etc.

Eastern Representative:

ALEXANDER GIBB, 13 St. John St., Montreal, Que.

The Canada Hardware Co., Limited

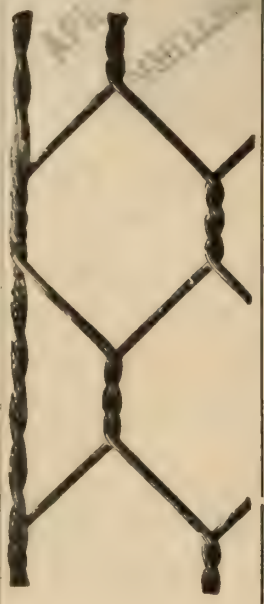
ASK FOR LIST OF SPECIAL OFFERS.

MONTREAL

IN STOCK . .

Chain
Galv'd. Sheet Iron
Black Sheet Iron
Canada Plates
Tin Plates
Galv'd. Can. Plates
Barb Wire
Hay Baling Wire
Bar Iron and Steel
Portland Cement
Wire and Cut Nails
Harvest Tools
Shovels and Spades
Glass
Paints and Oil.

WAREHOUSE,
45 Common St.



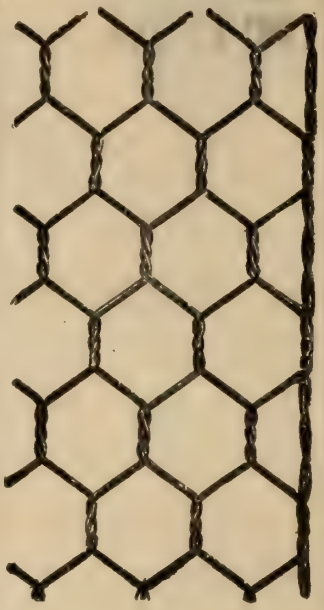
Galvanized Poultry Netting

Galvanized Plain Wire

Barb Wire

Screen Doors and Windows

Wheelbarrows, Washing Machines, Wringers, Etc.



Agents for
Wadsworth Howland Co.
"Jewel" Paints

The Arcade
File Works

The Peters
Cartridge Co.,
Cincinnati, Ohio.

Lefever Arms Co.,
Syracuse, N.Y.

Colonial Cordage Co.

A complete line of
Cutlery and Silverware,
Tinware and Graniteware.

Contractor's Supplies.

SHOWROOMS and
General Offices,
10 De Bresoles St.

The

"ORIGINAL TRENTON"

made only by us.

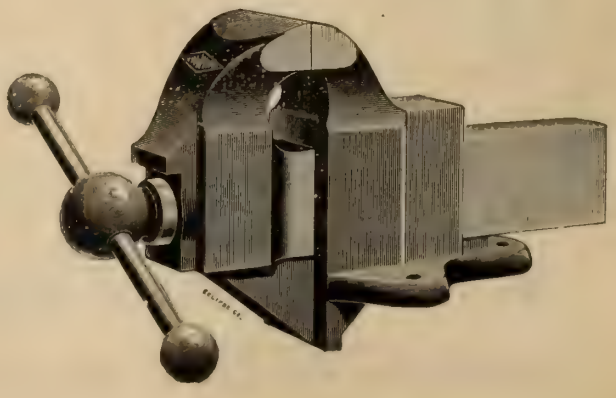
The price is always right and very low at the present time.

Canadian Sales Agents

Lamplough & McNaughton

19 De Bresoles St.,

MONTREAL, - CANADA.



THE COLUMBIAN HARDWARE COMPANY

MANUFACTURERS,

CLEVELAND, - OHIO.

The Selling Qualities

Of our splendid range

The Imperial Oxford

make them the most desirable stock you can handle.

THEIR DIFFUSIVE FLUE CONSTRUCTION
FRONT DRAW-OUT GRATE
OVEN THERMOMETER
DRAW-OUT OVEN RACK

and other improved features, give them a quickly appreciated precedence over other ranges.

Housewives everywhere praise them enthusiastically.

Customers realize their superiority on sight—sales are easy.

They're the popular range of Canada.

Send us your address at once.

THE GURNEY FOUNDRY CO., Limited

TORONTO. WINNIPEG. VANCOUVER.

THE GURNEY-MASSEY CO., LIMITED, MONTREAL.

Davidson's Standard

Pleated Stove Pipe Elbow.

THIS IS IT.

SEE how the pleats go around the back as well as throat. All the good points of the old-style Elbows combined, without any of their disadvantages. No place left for dust and soot to lodge, nothing to impede the draft

Suitable for burning either hard or soft coal or wood.

The Thos. Davidson Mfg. Co., Limited, Montreal.

PAINT, OIL AND BRUSH TRADES

THE TURPENTINE SITUATION.

[illegible] stocks of turpentine are now interesting the producers and factors of the south, as well as the spirits trade to a large extent. Producers seem to have set their hearts on 50c. spirits for May August delivery, but sales cannot now be made at that figure. This makes the future market dull, as buyers and sellers fail to get together. With stocks now light and receipts small and the spot price apparently hung up at 65c., the producers are encouraged to stick to their demand for 50c. contracts for midsummer delivery. Much, however, will depend on the box cut on the new crop.

Last year the operators agreed on a substantial decrease in the box cut and output of spirits. As a result of this agreement the cut was decreased from 25 to 35 per cent. and the output fully 15 per cent. Meantime the turpentine market has been broadening, and while the supply has decreased the demand has increased. This has resulted in the present scarcity of spirits and the high prices that have culminated in a 65c. quotation in February the highest price ever known in the trade. The question now is, what policy will be pursued during the coming season and what will be its effect on prices.

One year ago spirits of turpentine were selling in the Savannah market at 42c. Last May the market was 45c. and in August, 44c. Producers who look for 50c. spirits in May-August of this year are basing their expectations on a probable advance of 5 to 6c. over last year's prices. As the spot market is now 23c. over the quotation of a year ago, they think they demand for 50c. for futures is quite within reason.

It is admitted that the box cut this year will be greater than last year, the only question being how much greater. Leading factors who have most reliable sources of information say that the increased box cut is not over 10 per cent. of last year's cut and that even with this increased cut there will be a decrease in the output. Others make a similar report and prediction, estimating the increased box cut at 12 to 15 per cent. over last season, but maintaining that the output will be materially curtailed. The general verdict is that there will be considerably less turpentine made in 1903 than in 1902. If this proves true it will have grave significance to the trade. Instead of 50c. spirits in May-August, the price may mount much higher.—Paint, Oils and Drug Reporter.

LUMINOUS PAINT.

A formulae for luminous paint is given by La Nature, as follows, the figures parts of the ingredients: (1) Yellow paint varnish, 25; sulphate of barium, 5; ultramarine, 6-4; cobalt blue, 5-4; sulphide of calcium, 17. (2) Blue varnish, 12; sulphate of barium, 10-2; ultramarine, 6-4; cobalt blue, 5-4; sulphide of calcium, 16.

THE LINSEED OIL TRADE.

Special attention is drawn to the advertisement of The Canada Linseed Oil Mills, Limited, of Montreal, who are manufacturers of raw and boiled linseed oil, and are in the market to purchase a large number of oak, linseed oil, turpentine, varnish and machine oil barrels. Parties having such barrels to dispose of will do well to communicate with them.

PAINT AND OIL NOTES.

Building laborers at St. Catharines, Ont., including both painters and plumbers, are on strike.

Guelph, Ont., painters to the number of about 25 men, are on strike for an advance in wages.

The agreement between the Brantford master painters and the union has expired, and some of the employers are hesitating about signing it again.

Harry Henderson, recently of Collingwood, Ont., has accepted the position of Toronto representative of The Toronto Lead and Color Co. He is rapidly getting acquainted with the hardware dealers of the city.

The master painters of Toronto are endeavoring to make a change in the agreement between themselves and the journeymen's union, whereby three apprentices may be employed in each shop, instead of two as at present.

BENZINE AND TURPENTINE.

With turpentine up to 95c. and some measuring lots selling as high as 99c., it is scarcely to be wondered, though it is to be deplored, that certain dealers are mixing benzine with it. This is not an uncommon practice when it is desirable to cheapen the article, though we have yet to hear of its being recognized by the most reputable firms. The drying qualities of the turpentine are, to a certain extent spoilt, though otherwise there is no material difference. To avoid getting any of this turpentine it is best to buy from the most reputable houses. They are represented in our advertising columns. Benzine has advanced 1c. and is firm.

PAINTS AND OILS.

MONTREAL.

TURPENTINE continues to go higher, but linseed oil remains stationery, with a fair demand. One dealer remarked that if turpentine continued to soar it would be soon relegated to the drug store and sold in bottles as liniment, and the chemists of the country and the technical schools would be actively employed to find a substitute for this fluid. With the advent of spring heavy shipments are reported in paris green and business generally, in paints, colors and varnishes is announced as thoroughly satisfactory. We would call the attention of our readers to the changes in the price of putty, a reduction having taken place. Benzine is reported to be very firm and is quoted 1c. per gallon higher than a week ago. We quote:

GROUND WHITE LEAD.—Best brands, Government standard, $5.00 to $5.25; No. 1, $4.27½ to $4.87½; No. 2, $4.40 to $4.50; No. 3, $4.02½ to $4.12½; No. 4, $3.65 to $3.75 all f.o.b. Montreal. Terms, four months, or 3 per cent. off for cash in 30 days.

DRY WHITE LEAD.—$5 in casks, and in kegs, $5.25.

DRY WHITE ZINC.—Pure dry, in casks, 6¼c.; in 100-lb. kegs, 6¾c.; No. 1, zinc, in casks, 5¼c.; in 100-lb. kegs, 5¾c.

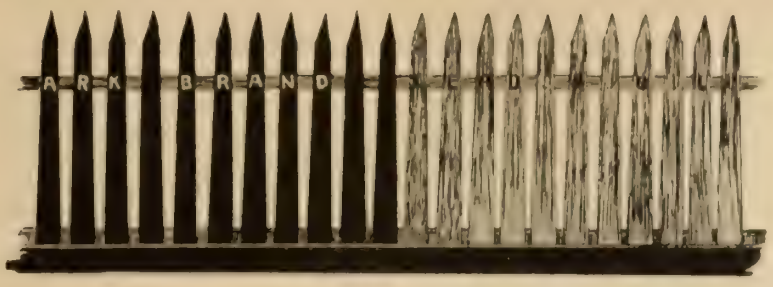
WHITE ZINC (ground in oil)—Pure, 25-lb. irons, 8c.; No. 1, 7c.; No. 2, 6c.

PUTTY.—We quote: Bulk, in barrels, $1.60; bulk, in 100 lb. packages, $1.85; bladders, in barrels, $1.90; bladders, in 100 or 200-lb. kegs, $2.05; 25-lb. tins or irons, $2; 12½ lb. tins, $2.30, f.o.b. Montreal, Ottawa, Toronto, Hamilton, London and Guelph. Maritime Provinces, 10c. higher, f.o.b. St. John and Halifax. Three per cent. discount for cash in 30 days.

ORANGE MINERAL.—Casks, 7c.; 100-lb. kegs, 7¼c.; smaller quantities, 8¼c.

RED LEAD.—Genuine red lead, in casks, $4.50; in 100-lb. kegs, $4.75; in less quantities, $5.75 per 100 lb. No. 1 red

RETURNED 2 1903 see cut Book 5 page 96.



"Ark Brand" paint gives a solid covering and true color, and never fades, chalks or peels.

"Ark Brand" is an honest paint, because it is made honestly and therefore it will sustain any statement that is made for it.

Dealers will find "Ark Brand" a particularly profitable line to carry, because it means satisfied customers and increased trade.

Write us for prices and the little book, "Paint: What to use, and how to use it."

The Francis-Frost Co., Limited. Toronto.

Canadian Distributing Agents for Grippin's Crack Filler, and "Muresco" Wall Finish.

Canada Linseed Oil Mills LIMITED

MONTREAL.

Manufacturers of

"GUARANTEED PURE"

Raw and Boiled

LINSEED OIL

N. B.—We are on the market to buy good, sound, oak Linseed Oil, Turpentine, Varnish and Machine Oil Barrels.

Wire

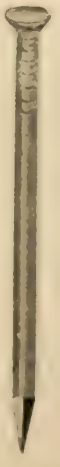
COPPER WIRE
For Telegraph, Telephone, Trolley and Transmission Lines.

BRASS WIRE
Of all kinds and for all purposes.

PLAIN WIRE
Annealed, Annealed and Oiled, Tinned, Coppered, Bright and Coppered Spring Wire.

GALVANIZED WIRE
For Telegraph and Telephone, Barb Wire, Plain Twist Galvanized, Coiled Spring Fencing, Galvanized Wire, straightened and cut any length for fence purposes.

BALING WIRE
For Lathes, Shingles, Pulp, Hay Rags, etc. (Straightened cut any length.)



WIRE NAILS
Of all kinds and for all purposes.

WOOD SCREWS
Flat Head, Round Head, Bright and Brass.

BRIGHT STEEL WIRE GOODS
Gate Hooks and Eyes, Screw Hooks, Screw Eyes, Jack Chain, Single Steel and Brass, Jack Chain, Double Steel and Brass, Crescent Hat and Coat Hooks, Wire Door Pulls, Cotter Pins.

STAPLES
Poultry Netting, Barrel, Bed and Fence, Special Staples made to order.

Manufactured by

Dominion Wire Manufacturing Co. LIMITED

MONTREAL AND TORONTO.

HEAD OFFICE Coristine Building, St. Nicholas St. **MONTREAL**

Long Distance 'Phone to all Departments.

lead casks, $4.25; kegs, $4.50 and smaller quantities, $5.50.

LITHARGE.—Ground, casks, 5c.; less quantities, 5½c., flake litharge, casks, $5.25, smalls, $5.75 per 100 lb.

LINSEED OIL.—Raw, 1 to 4 barrels, 59c.; boiled, 62c.; raw, 5 to 9 barrels, 58c.; boiled, 61c. Terms, net cash in 30 days. Delivered in Ontario, between Montreal and Oshawa, at 2c. per gallon advance.

TURPENTINE.—Single barrels, 95c.; 2 to 4 barrels, 94c. Terms, net cash in 30 days.

BENZINE.—26 to 27c.

SHELLAC VARNISH.—Pure white, $2.35 to $2.45; orange, $2.25 to $2.35.

MIXED PAINTS.—$1.20 to $1.40 per gallon.

CASTOR OIL.—8¾ to 9¼c. in wholesale lots, and ½c. additional for small lots.

SEAL OIL.—48 to 50c.

COD OIL.—35 to 37½c.

PURE CANADIAN PARIS GREEN.—Petroleum barrels, 13¼c. per lb.; arsenic kegs, 13½c.; 50 and 100-lb. drums, 11c.; 25-lb. drums, 14½c.; 1-lb. packages, 15c.; ½-lb. packages, 17c.; 1 lb. tins, 16c.; ½-lb. tins, 18c.

PURE ENGLISH PARIS GREEN.—Petroleum barrels, 14¼c.; arsenic kegs, 14½c.; 50 and 100-lb. drums, 15c.; 25-lb. drums, 15½c.; 1-lb. paper boxes, 16c.; 1-lb. tins, 17c.

TORONTO.

The movement of general sundries, and particularly prepared paints, keep exceedingly active. There is a moderate inquiry regarding white lead, but the demand for it as well as for the other staples, turpentine, linseed oil and paris green is very light, the few orders being of decidedly small size. Prices are unchanged throughout. Turpentine is 1c. lower in New York than a week ago, but unaffected here. White lead prices are irregular, but there is no change in quotations. We quote:

WHITE LEAD.—Ex-Toronto, pure white lead, $5.00 to $5.25; No. 1, $4.62½ to $4.87½; No. 2, $4.25 to $4.50; No. 3, $3.87½ to $4.12½; No. 4, $3.50 to $3.75 in packages of 25 lb. and upwards; ½c. per lb. extra will be charged for 12½-lb. packages; genuine dry white lead, in casks, $5.02½.

RED LEAD.—Genuine, in casks of 560 lb., $4.50; ditto, in kegs of 100 lb., $5; No. 1, in casks of 560 lb., $3.75; ditto, in kegs of 100 lb., $4.25.

LITHARGE.—Genuine, 6 to 6½c.

WHITE ZINC.—Genuine, French V.M., in casks, $6.25; Lehigh, in casks, $6 to $6.25.

SHINGLE STAIN.—In 5 gallon lots, 60 to 75c. per gallon.

PARIS WHITE.—90c. to $1 per 100 lb.

WHITING.—65c. per 100 lb.; Gilders' whiting, 80c.

GUM SHELLAC.—In cases, 35 to 37c.; in less than cases, 40 to 42c. per lb.

LIQUID SHELLAC.—Pure orange, in bbls., $2.25 to $2.35; white, $2.35 to $2.45 per gal.; in less quantities, 10c. extra.

GLUES.—Broken sheet, in 200-lb. bbls., 8½c. per lb.; cabinet glue, in bbls., 12c.; emery glue, in bbls., 17½c.; bookbinders', ground, 10½c.; finest American, white, 19c.; No. 1 American white, 15c. per lb.

PUTTY.—Bladders, in barrels, $2.10; bladders, in 100-lb. kegs, $2.25; bulk in barrels, $1.80; bulk, less than barrels, and up to 100 lb., $2.05; bladders, bulk or tins, less than 100 lb., $2.75.

PARIS GREEN.—Petroleum bbls., 14c. per lb.; arsenic kegs, 14½c.; 50 and 100-lb. drums, 15c.; 25-lb. drums, 15½c.; 1-lb. packages, 16c.; ½-lb. packages, 18c.; 1-lb. tins, 16c.; ½-lb. 18c.

PLASTER PARIS.—New Brunswick, $2 per barrel.

PUMICE STONE.—Powdered, $2.50 per cwt. in bbls. and 4 to 5c. per lb. in less quantity; lump, 10c. in small lots and 8c. in bbls.

LIQUID PAINTS.—Pure, $1.20 to $1.40 per gallon; No. 1, $1.10 per gallon.

BARN PAINTS.—65 to 70c. per gallon.

CASTOR OIL.—English, in cases, 9 to 9½c. per lb., and 10 to 10½c. for single tins.

LINSEED OIL.—Raw, 1 to 2 bbls., 61c.; boiled, 64c.; 3 to 5 barrels, raw, 60c.; boiled, 63c.; 6 to 9 barrels, raw, 58c.; boiled, 61c. delivered. To Toronto, Hamilton and London, 2c. less. All quantities of 10 barrels and over of linseed oil sold only f.o.b., Toronto, Hamilton, London and Guelph.

TURPENTINE.—Single bbls., 95c.; 2 to 3 bbls., 94c. delivered. Toronto, Hamilton and London, 1c. less. For less quantities than barrels, 5c. per gallon extra will be added, and for 5-gallon packages, 50c. and 10-gallon packages, 80c. will be charged.

GASOLINE AND BENZINE.—We quote as follows: Benzine, 19¼c. and gasoline, ordinary, 21¼c. and engine, 22¼c. f.o.b. Toronto.

WINDOW GLASS

MONTREAL.

The glass market is without feature other than a slight improvement in the sales, but as yet only a small amount is moving. The local market has improved, and as building will be extensive in Montreal this year, a large amount of business is looked forward to. Quotations are as follows: First break, 50 feet, $2; second, $2.10 for 50 ft.; first break, 100 feet, $3.80; second break, $4; third break, $4.50; fourth break, $4.75.

TORONTO

Prices are well maintained in England, but the movement for higher prices here seems to have been ineffective. A fair movement for this period of the year is reported. Our quotations are as follows: Star, Under 26 in., $3.80; 26 to 40 in., $4; 41 to 50 in., $4.50; 51 to 60 in., $4.75; 61 to 70 in., $5; 71 to 80 in., $5.50. Toronto, Hamilton and London. Terms, four months, or 3 per cent., 30 days.

"ANCHOR"

STRAW HAT ENAMEL.

The original and only genuine.
Will not rub, wash or chip off.
Made in 32 fashionable shades.
A handsome framed show card furnished to all buyers.
Retails at 10c. each.

ANCHOR BRAND
H & P
REGISTERED
TRADE MARK

LIQUID PAINT

When a dealer sells a customer **"ANCHOR" LIQUID PAINT** he is offering him a brand that contains the best white lead the world can produce —**BRANDRAM'S B. B. GENUINE.** This combined with Pure Linseed Oil, Turpentine and Dryers, make a paint superior to all others.

If not represented in your town

Send us a post card and let us tell you all about them.

BRANDRAM BROS & CO
BRANDRAM'S B. B. WHITE LEAD
REGISTERED TRADE MARK
MANUFACTURERS LONDON ENGLAND

HENDERSON & POTTS,

Established 1874.

HALIFAX and MONTREAL.

INDUSTRIAL GOSSIP

FORTY riveters employed by the Macdonald Engineering Co., Fort William, Ont., on the construction of elevator "E," have struck. They are now paid by piece-work scale, but claim that as they are delayed by lack of materials, a minimum rate per day should be agreed upon. Two hundred men are thrown out of work by the strike.

The strike of the miners of the Crow's Nest Pass Coal Co., Fernie, B.C., has caused a shortage of coke, and it is feared that some of the smelters may have to close down.

J & L. B. Mayer, have purchased a mill at Colbrook, N.B., where they will make coarse and fine excelsior. This firm also propose to erect a foundry in Colbrook in the spring.

Montreal is talking of buying out one of the asphalt paving companies in that city. Three of the companies have offered to sell out, but none of the offers have been accepted to date.

A Winnipeg despatch says that the C.P.R. has awarded the contract for double-tracking their line, from Rat Portage to Fort William, to Foley Bros. & Co., the well-known railway contractors, and work will begin as soon as camps can be started.

The Manitoulin & North Shore Railway Company, which now has legislative authority to construct a line northeasterly from Sudbury, Ont., to Temagaming, desires an amendment permitting construction from at or near the Elsie Mine, Ont., to Lake Temagaming.

The organization of the fettlers, helpers, and laborers employed in the foundries, boiler, blacksmith, machine, brass and metal shops and factories in and around Montreal into a combination under the auspices of the American Federation of Labor has been promptly followed by a movement for an advance in wages.

H & A. Allan have ordered a new steamship similar to the Bavarian and Tunisian for the Canadian service. The tonnage of the new boat will be 10,500 tons. Her delivery is expected in March, 1904. The Allan Line has also purchased two new 5,000-ton freight steamers for the Canadian trade. They are the Hungarian and the Hibernian, bought from the builders on the other side.

NEW COMPANIES INCORPORATED.

The Preservative Co., Limited, Toronto, capital, $40,000.

Foundries Specialties, Limited, Toronto; capital, $40,000.

Keystone Sugar Co., Limited, Whitby; capital, $250,000.

The Reid Wrecking Co., Limited, Windsor; capital, $75,000.

The News Publishing Co., Toronto; capital, $500,000; provisional directors, J. W. Flavelle, J. S. Willison and A. H. U. Calquhoun.

The Standard Cement Co., Limited, Toronto; capital, $500,000; provisional directors, D. Urquhart, George Wilkie and J. R. Marshall, Toronto.

CONTRACTS AWARDED.

The tenders for supplies of iron and steel manufactures, paints, oils, etc., were considered by the Montreal Harbor Board on February 27, and contracts were awarded as follows: Ordinary Canadian iron, Peck, Benny & Co.; forged Canadian iron and Lowmoor iron, Frothingham & Workman; Canadian refined iron and Sun iron, Edward Cavanagh Co.; Norway iron and machinery steel, B. J. Coghlin; pressed spikes and castor oil, Auguste Couillard; wharf spikes, Montreal Rolling Mills; cut nails, Amiot, Lecours & Lariviere; nuts, H. L. Hubert; washers and carriage bolts, Caverhill, Learmont & Co.; gas pipes, ¼ in. to 2 in., Canada Hardware Co.; brass and bronze castings, the Garth Company; iron castings, P. Amesse; steel castings, Canada Switch and Spring Co.; pine pitch, M. McKenzie & Co.; coal oil, J. L. Lafleur; white lead in oil, W. E. Dickson; turpentine, Canada Paint Co.; boiled linseed oil, H. Lamontague; tallow, The Wm. Strachan Co.; salsoda crystals, Darling & Brady.

The CANADA PAINT CO'Y Limited

MANUFACTURERS OF

PAINTS
COLORS and
VARNISHES

FOR

HOUSE OWNERS HOLDERS PAINTERS

CARRIAGE IMPLEMENT FURNITURE WAGON PIANO MAKERS

ENGINEERS
MACHINISTS
BRIDGE BUILDERS
BOAT BUILDERS

First hands for all painting material.

THE CANADA PAINT COMPANY,
LIMITED
MONTREAL and TORONTO

THE FOUR-CHAIN COW TIE.

The accompanying cut represents the four-chain cow tie, manufactured by The B. Greening Wire Co., Hamilton. It is a new thing and is attracting some attention. By the old system of tying stock two beasts are placed in one stall, each being fastened to a pole or iron bar on

their respective sides. By the new system, in which the four-chain tie is used, each beast has a separate stall. The chain stretches across the stall, being fastened on either side to an iron bar, and the animal is chained to the centre of the cross chain.

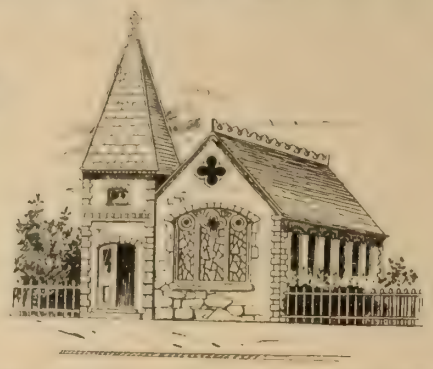
SCHWAB'S OPINION OF LUCK.

Charles M. Schwab, president of the United States Steel Corporation, is quoted as saying, "I believe there are lucky men. I have made it a rule in my life to surround myself with lucky men, and to have no other kind in positions of importance that I control," says a writer in Everybody's Magazine. This sounds like an endorsement of luck, as luck is commonly defined, but it appears that Mr. Schwab, when further questioned, meant by "lucky men" men who had achieved success in what they undertook; that is, men who would not be beaten, but worked indefatigably, were forehanded and far-sighted, and succeeded by their own efforts.

CHURCH'S

ALABASTINE.

READY FOR USE



BY ADDING COLD WATER

The little Church on the label of every package.

EVERYBODY wants ALABASTINE, and why? Simply because it is PERMANENT and SANITARY; is easily applied, and SELLS ON ITS OWN MERITS. Time spent in trying to sell worthless imitations that have neither proof of origin, nor record of value, is worse than lost.

Buying what won't sell ties up capital, and causes real want for necessaries. ALABASTINE WILL SELL, and affords a good per cent. of profit; is a staple in every Hardware and Paint business, as much so as sugar in a grocery store.

ORDER EARLY. Trade lost because you haven't goods in stock, is energy thrown away.

ALABASTINE is made in Canada, by Canadian labor, and from rock taken out of Canadian mines. The trade supplied by Wholesale Hardware and Paint Dealers. Also by

THE ALABASTINE CO., Limited, - - PARIS, ONT.

GLOBE PAINTS

There is more money for the hardware merchant in pushing **Globe Paint** than in any other kind, that is, the quality being equal. For every can of our paint is guaranteed.

The Globe Paint Co., Limited

422-424 Adelaide St. W., Toronto.

GLASS For buildings and all other purposes

Our Specialty Art Leaded Glass.

See Our New Catalogue.

Hobbs Manufacturing Co., Limited

LONDON, ONT.

STANDARD TIN WORKS

MANUFACTURERS OF

TINWARE AND TIN CANS

Fruit Cans, Meat Cans,
Jacketed Oil Cans,
Baking Powder Cans,
Lard Pails, Etc.

JAS. A. McGOLPIN

156-162 Duke Street, TORONTO.

Have you got your ad. ready yet for the . . .

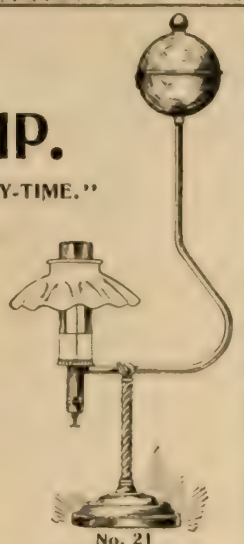
SPRING NUMBER?

If so, hustle it along; the good positions are going!

THE AUER GAS LAMP.

"TURNS NIGHT-TIME INTO DAY-TIME."

New Styles. Lower Prices.



No. 21
100 Candle Power.

Do you want a lamp which won't tire your eyes?

Do you want a lamp which makes sewing or reading a pleasure?

Do you want a lamp which gives more light than half a dozen kerosene ones for less money?

Do you want to sell the best lamp on the market?

THEN WRITE FOR OUR CATALOGUE AND DISCOUNTS.

Every Lamp Guaranteed.

AUER LIGHT CO., 1682 NOTRE DAME ST., MONTREAL.

Wise Buyers Want... Best Values.

Be Wise and Buy

PERFECTION WIRE CHAINS

"Every Link Guaranteed"

MADE IN COW TIES, HALTER CHAINS, DOG CHAINS, TRACE CHAINS, HOBBLE CHAINS.

Smoothest Strongest HENCE THE BEST MADE

SPREADER CHAINS and for STALL FIXTURES.

WE STAND BEHIND OUR GUARANTEE

McKINNON DASH & METAL WORKS CO., Limited

ST. CATHARINES, ONT.

FOR SALE BY LEADING JOBBERS.

Buy the Best.

HERCULES

Sash Cord.

Star Brand Cotton Rope

Star Brand Cotton Clothes Lines

Star Brand Cotton Twine

For Sale by all Wholesale Dealers

"Pullman" Lawn Sprinkler

IS YOUR ORDER IN?

Send for Folder No. 14.

PULLMAN MNFG. CO.

Rochester, N.Y., U.S.A.

GLUE

The stick ing kind. The best only is manufac tured by us.

Write for quotatons.

W. Harris & Co., Danforth Ave., TORONTO.

Established 1854 Phone Main 1706

THE GEO. B. MEADOWS

Toronto Wire, Iron and Brass Works Company, Limited.

Manufacturers of Wire Window Guards, Wire Cloth, Moulders' Riddles, Children's Cots, Bank and Office Railings, Ornamental Iron Fencing, Window Fixtures, Wire Work, Architectural Wrought Iron Work.

117 King St. West, TORONTO, ONT.

THE "SUN" BRAND PORTLAND CEMENT.

We make only one quality and that the best. Ask us for quotations.

The Sun Portland Cement Co., Limited

OWEN SOUND

JAS. A. CLINE, Managing Director

The FAIRGRIEVE GAS TOASTER

Retails at 25c. The only Toaster guaranteed to toast on Gas, Gasoline or blue flame oil stoves without taste or smell. Write for prices.

THE FAIRGRIEVE MAN'FG. CO.,

295 COLLEGE ST., TORONTO.

U. S. Branch: 289 Jefferson Ave., DETROIT.

"NOVO" Air-Hardening Steel

For High-Speed Lathes, Planers, Etc. Annealed for Milling Cutters, Reamers, Etc., without equal for universal use.

WILLIAM ABBOTT, Agent,

334 ST. JAMES ST., MONTREAL

STEVENS

OUR NEW CATALOGUE IS READY FOR DISTRIBUTION AND IT IS FULL OF INFORMATION VALUABLE FOR THE DEALER. SHALL WE NOT MAIL YOU A COPY?

YOU CANNOT AFFORD TO BE WITHOUT OUR ARMS. YOUR JOBBER HAS THEM.

J. Stevens Arms & Tool Co., P.O. Box 217 Chicopee Falls, Mass., U.S.A.

HEATING AND PLUMBING

BUILDING PERMITS ISSUED.

MONTREAL.

THE following building permits were issued in Montreal during the month of February :

Thos. Lamb, Chavoillez square, alterations, $4,000.

J. A. Brosseau, 622 Rivard street, one-storey dwelling, $700.

Grey Nuns, Guy street, two one-storey dwellings, $2,000 each.

T. Cyr, Robin street, two three-storey dwellings, $2,000 each.

S. D. Vallieres, Bienville street, two-storey dwelling, $1,300.

D. C. Brosseau, 1434 Notre Dame street, alterations, $1,500.

Royal Victoria Hospital, Pine avenue, two-storey addition, $20,000.

Chas. Berard, Visitation street, two two storey houses, $2,000 each.

Canadian General Electric Co., Limited, Queen street, alterations, $800.

Robt. Meighan, Drummond street, alterations to dwelling, $2,000.

Canada Switch and Spring Co., Limited, canal bank, alterations, $6,000.

Hormisdas Leduc, 162 Brebouf street, five two-storey dwellings, $2,600 each.

Canada Switch and Spring Co., Limited, canal bank, two-storey building, $20,000.

M. H. Lyman, corner St. Peter and Recollect streets, alterations to business block, $23,000.

Les Freres des Ecoles, 444 Sherbrooke street, Mount St. Louis College, five storeys, $50,000.

TORONTO.

Ontario Jockey Club, for $4,000 stables at Woodbine Park.

J. W. May, for two $1,250 dwellings at 286 Crawford street.

A. M. Rees, for $1,700 alterations to 225 King street west.

A. E. Price, for $1,500 dwelling, on Crawford street, near Queen.

Eclipse Whitewear Co., four-storey brick factory, King and John streets, $35,000.

Mr. Towenson, for frame dwelling on the corner of Queen street and Waverley road.

H. M. Death, two dwellings, to cost $8,000, on Concord avenue, near College street.

Dickson & Eddy, for coal pockets covered with galvanized iron on Esplanade street, to cost $1,800.

Ontario Wind Engine and Pump Co., for a $1,000 storage building near Liberty street on Atlanitc avenue.

Bank of British North America, for alterations to their office, corner of Yonge and Wellington streets, to cost $30,000 ; Burke & Harwood, architects.

TENDERS FOR IRON PIPE FOR ST. JOHN.

The St. John, N.B., Water and Sewerage Board, at a meeting held last week, received tenders for 184 tons of iron pipe. Among the tenderers were Singleton & Dunn, Glasgow ; Montreal Pipe and Foundry Co. ; United States Iron Pipe and Foundry Co., Philadelphia ; R. D. Wood & Co., Philadelphia ; Wm. Jacobs & Co., Chicago. The board decided to accept the tender of Singleton & Dunn, which was as follows : 4-in. pipe at $29.40 per ton ; 6-in., $28.22 ; 10 and 12-in., $27, with the addition of 1s. 3d. for freight, insurance and inspection, and 2 per cent. commission. It is understood that these figures include the duty, but inquiry will be made, and, if this understanding is incorrect, the tender will be reconsidered.

WATER CONDENSATION

In reply to a correspondent who is troubled with water condensation on the lead pipes of the main supply to a large organ driven by hydraulic power, which supply runs through a kitchen where there is a hot-water tank, an exchange says : "This trouble is entirely due to the warm, moist air of the kitchen coming in contact with the cold pipe. It is quite a common occurrence. The pipe should be covered with some material so that the air which reaches it will not be cooled. Hair felt will do, but it may look untidy. A double thickness of felt carpet will do, or a wooden cover packed with felt. On some passenger vessels where the iron joists across the saloon ceilings dripped with condense water a perfect remedy was found in first varnishing them, then sprinkling them thickly with cork in a coarse powder, and finally painting over this. The American Radiator Co.'s new catalogue shows a sectional pipe-covering which looks neat."

BUILDING NOTES.

BUILDING Inspector Chausse expects that over $5,000,000 will be spent in building operations in Montreal this year. Among the larger expenditures will be $1,000,000 for the C.P.R. shops ; $250,000 for the new Notre Dame Hospital ; $100,000 for the Polytechnic School; $250,000 for the new Corn Exchange ; $150,000 for the Imperial Bank building ; $350,000 for additions to the Bank of Montreal ; $250,000 for another elevator for the G.T.R.

Two new elevators are to be erected in Regina, N.W.T.

Moir, Son & Co., Halifax, have suffered heavy loss by fire. They carried $60,000 insurance and will rebuild.

Port Arthur, Ont., Board of Trade building was destroyed by fire on Saturday. The loss was about $6,000.

H. C. Stone, architect, Montreal, has prepared plans for a five-storey factory for The Hudson Bay Knitting Co., on Lagauchitiere.

Notwithstanding the stiffening in the lumber market, a building boom is anticipated in Ottawa throughout the coming year.

H. Radford will erect a $10,000 warehouse near the building to be put up by The Great-West Saddlery Co. on Market street, Winnipeg.

Hutchinson & Woods, architects, Montreal, have prepared plans for three additional storeys to L. Graedinger, Sons & Co.'s premises, St. Peter St., Montreal.

The Dominion Paving and Construction Co., Toronto, have acquired a lot in Vancouver on which they will erect a $10,000 factory for the manufaeture of carbolite and carbolineum, wood preservatives.

Alderman Sharp, of Winnipeg, says that a company is being formed in that city to manufacture artificial stone from sand or gravel and cement. He himself is going to have a $20,000 building constructed of this material.

Architect Griffith, Winnipeg, has prepared plans for a five-storey hotel of modern design for Mr. Wilks on McDermott street, Winnipeg ; for a 20-bedroom boarding-house for Mr. Campbell on Smith street ; for a new Methodist church

PAINTS

FOR

BUSINESS
PLEASURE
PROFIT
SENSIBLE ADVERTISING
READY CUSTOMERS
SATISFACTION

IT'S

RAMSAYS

WILL YOU TRY IT?

A RAMSAY & SON **MONTREAL** — **EST'D 1842** — **PAINT MAKERS**

MURALO

A perfect wall tint is a splendid incentive in the paint business.

There have been many wall tints offered before, but none were perfect until **MURALO** was made on the most approved methods.

MURALO throws aside all the old useless ideas; produces the very latest and best up-to-date *cold water* wall tint; other wall tint makers think they have the same, but they haven't, they can't even imitate.

MURALO stands alone.
MURALO sell the world over.
MURALO makes money—makes friends.
MURALO pays.

AGENTS:

A. RAMSAY & SON, - - - - MONTREAL
THE J. H. ASHDOWN HARDWARE CO., Limited, - WINNIPEG
McLENNAN, McFEELY & CO., - - - VANCOUVER

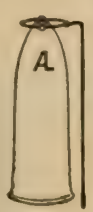
Makers

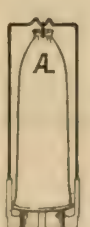
THE MURALO COMPANY, New Brighton, Borough of Richmond, New York.

OUR TRADE A MARK — AUER LIGHT MANTLES LONGEST LIFE & BRIGHTEST — OUR TRADE A MARK

A Statement of Facts.

We make the strongest mantles.
Our mantles gives the most light.
We use the purest and most costly chemicals.
We anneal our mantles with pressure gas.
Our mantles won't shrink or fray out.
Our trade mark A is on the best mantles.





We make mantles with any private mark on them, your own name if you desire.

WE MAKE

Coal Gas Mantles.	Coal Oil Mantles.
Oil Gas Mantles.	Gasolene Mantles.
High-Pressure Mantles.	Acetylene Mantles.

In single, double or triple weave.

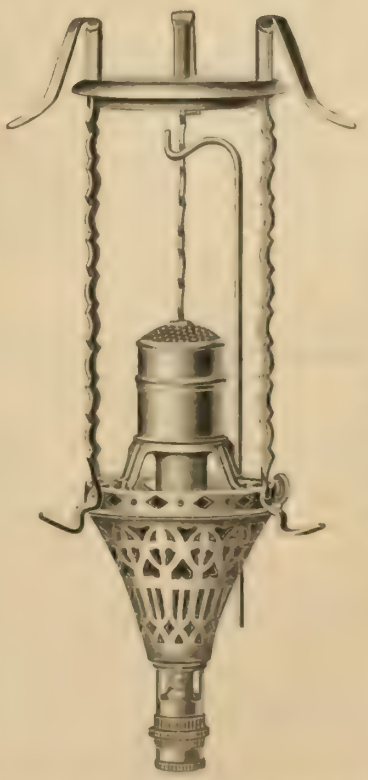
Lowest prices on Mantles, Shades, Chimneys and Sundries.

Write us if you are interested.

AUER LIGHT CO., - - MONTREAL.

No Black Mantles

WITH THIS BURNER



The only perfect gas burner yet made.

Has adjustable Bunsen to suit any gas burner.

Works equally well with Natural Gas—Artificial or Gasoline Gas.

If your gas lights give you trouble, this Burner will relieve all trouble and give the most perfect light.

Price 35c. each,

for either post or gallery burner.

A well-assorted stock of Oil Lamps always on hand.

THE ROCHESTER LAMP CO., of CANADA

at Carberry, Man.; for an $8,000 house for Mr. Bargen, Plum Coulee.

Architect Chesterton, Winnipeg, has completed plans for a Normal school at Manitou, Man.; for an Anglican church in the same town, and for a warehouse for The J. I. Case Co. at Regina, which will be 100x148 ft., frame building, metal clad.

The Adams Wagon Works, Brantford, Ont., are so busy that a larger factory is talked of. It is estimated that about 25 or 30 additional hands will be employed. No plans for the extension have yet been drawn up, says John Sanderson, of the company.

H. Simpson, architect, Toronto, has prepared plans for a $50,000 furniture store and warehouse for J. F. Brown, which is to be erected opposite Eaton's on Yonge street. It will be five storeys high and will be built of structural steel throughout.

Architect S. Hooper, Winnipeg, is preparing plans for the new Land Titles office, which is to have marble wainscotting and tile floors. The building will be fireproof and contain 12 large vaults. He is also preparing plans for a four-storey 50x75 ft. office building on the corner of Ross and Princess streets for N. Bawlf.

THE STANDARD IDEAL SANITARY COMPANY.

The new factory which The Standard Ideal Sanitary Plumbing Co. are erecting in Port Hope, Ont., is progressing steadily. The factory is a large and well-constructed one, but the company have decided that it is not quite big enough for their purposes, and so are having plans prepared for an addition which will be 93x45 ft. in size.

This new company are conducting the business with an energy and spirit which is eminently pleasing and which will win for them the best opinion of the trade.

AN AUSTRALASIAN COMMENT.

THE happy relations that exist between employers and employes in Canadian plumbing establishments is a matter for congratulation. The following comment by The Australasian Hardwareman on a typical incident, reported some weeks ago, is interesting: "A pleasing incident is related in connection with a large plumbing establishment in Ottawa, Canada. At the marriage of one of the principals of the firm a presentation of a very handsome secretaire was made by the foreman, on behalf of the numerous artisans employed. The appreciative kindness shown by the firm to their employes was alluded to in making the presentation. In accepting the present the recipient ascribed much of the success of the business to the happy relationship existing in the establishment. He always kept his employes' interests in mind, and was glad to know that they appreciated the fact. This spontaneous co-operation between employer and employe is a feature of American and Canadian trade and manufacture, and is doubtless a great factor in producing the success characteristic of these countries."

PLUMBERS' BANQUET IN HAMILTON

On Monday evening the Hamilton Master Plumbers' Association held their annual banquet at the Waldorf hotel, when, in addition to about 60 members of the craft, they entertained about a dozen or so visitors from Toronto, including A. Purdy, W. Mansell and W. Meredith, representing the Toronto association.

Geo. Stevenson, president of the Hamilton association, occupied the chair, performing his duties with tact and skill.

After an excellent dinner the following toast list was honored, most of the speeches being bright, interesting, and thoroughly appreciated:

King and Country—Responded to by singing of the National Anthem

City Council—Responded to by Ald. H. S. Wallace and W. M. Findlay.

National and Provincial Associations—Responded to by W. Meredith.

Toronto Plumbers' Association—Responded to by W. Mansell.

Board of Health—Responded to by J. S. Boothman and S. Howard.

Manufacturers—Responded to by Messrs. Patterson, Travis and McNichol.

Plumbers' Supplies—Responded to by Messrs. Somerville and Armstrong.

Journeymen Plumbers—Responded to by Webb Harris.

The Ladies—Responded to by Mr. Huffman and W. Meredith.

During the evening, A. Rodgers, on behalf of the local association, presented a handsome pipe to W. J. Clark, retiring secretary.

In addition to the speeches some excellent music and recitations were given. The affair was in every way a success, a credit to the Hamilton association.

TO REPAIR CAST IRON SINKS.

Householders are often wedded to their kitchen sink, or object to the woodwork, etc., being disturbed in order to replace the sink with a new one, says The Australasian, Hardwareman. The plumber can meet their wishes in these cases, and repair cracked cast-iron sinks by adopting the following method: Apply a mixture of glycerine and litharge, of the consistency of cream, to both sides of the split, heating up the cast-iron with a lamp until the litharge has hardened. Duplicate this treatment, and a very effectual result will follow. So treated, the sink will stand the test of hot and cold water for many years to come.

PLUMBING AND HEATING NOTES.

R. F. Elliott, of Elliott Bros., Kingston, was in Toronto and London, Ont., this week.

The Goderich, Ont., Organ Co. are making capital progress with their large new factory.

Mashinter & Co., Toronto, have the contract for plumbing and hot-water heating a house in Rosedale for A. S Rogers.

Hardware! Hardware!

To Lumbermen, Contractors, and Merchants **Of the Ottawa Valley**—Has it ever occured to you that you could **Save a Profit** and get exactly what the **Trade Requires** by purchasing your supplies from

THOS. BIRKETT & SON CO., Limited, Wholesale Hardware Merchants, **Ottawa, Ont.**

EVERYTHING IN HARDWARE. P. S.—SEND FOR PRICES.

Iron Foundries Take Notice.

We have Canadian Pig Iron to offer for all deliveries during 1903.
The Canadian furnaces are sold up for some time to come.
Always open to sell or buy Iron and Steel Scrap.

Apply, "Iron and Steel Dept.," Syracuse Smelting Works,
Cor. William and St. Thomas Streets, Montreal.

ATKINS

HIGH-GRADE, SILVER STEEL SAWS

Are the FINEST that Money,
Experience and Skill can Produce.

No dealer's Stock is complete without them.
They are easy to sell. Every saw warranted.

Incorporated.

Write for Catalogue and Prices.

H. P. HUBBARD, Sales Agent for Canada.
Toronto Office: 44 Scott St. Tel. Main 1896

E. C. ATKINS & CO.
Factories and Home Office: INDIANAPOLIS, IND.

American Steel & Wire Co.

New York: Empire Building. Montreal: New York Life Building. Chicago: The Rookery.

BARB WIRE. GALVANIZED PLAIN WIRE.
PLAIN TWIST CABLE FENCING.

Telegraph and Telephone Wire, Mattress, Broom, Weaving Wires of every description, Rail Bonds, Bale Ties, Special Wires for all purposes. Springs, Horse Shoes, Wire Rope, Cold Drawn Steel Shafting.

FINANCE AND INSURANCE

THE day has gone by when Canadian financial, insurance and banking institutions confined their operations to the limits of the Dominion. During the past couple of years the tendency to expand and to invade other countries has become quite marked. Some of our banks have now branches in different parts of the United States and in the West Indies. Our insurance companies have followed suit. Among the latest of the latter class to invade the United States is the Manufacturers' Life Insurance Co., of Toronto. It is now arranging to establish a branch in Michigan, and a deposit of $100,000 in bonds of the Michigan Central Railway Co. has been made by that company with the State Treasurer as a preliminary step to doing business there.

* * *

During the last session of the Dominion House of Commons it will be remembered that the C.P.R. obtained authority to increase its capital by $20,000,000 in order to procure funds for improving its system. Large as this sum was, it is proposed by the Pennsylvania Railroad Co. to expend an amount far in excess of this figure. The sum it proposes to expend is $67,000,000 on its line east of Pittsburg.

* * *

It is asserted that some of the steel manufacturers in the United States have succeeded in turning out a steel tie for railroads at a price which will allow of its general use. Of course, this is something that has long been desired, and if the present efforts are as successful as claimed, it should, no doubt, appreciate the value of the steel stocks on the markets. It is estimated that in the United States alone about $10,000,000 per year would be expended on steel ties if they come into general use.

* * *

The annual report of the Merchants' Fire Insurance Co. showed a most gratifying condition of the company's affairs. The gross pemium income was $55,725.31, and the number of policies in force, 7,896.

* * *

The coming of age of The Toronto General Trusts Corporation, which was established in 1882 by the present managing director, J. W. Langmuir, was marked by the submission to the shareholders at the annual meeting on February 25 of a financial statement of the year 1902, indicating continued prosperity and increasing confidence in this pioneer amongst Canadian corporations which undertake the duties of a trustee. The profits of the year's operations of the company under consideration, while of a very satisfactory charactor to the shareholders, bear a very moderate ratio to the $20,000,000 of estates in its care.

* * *

During the year 1902 the deposits with The Canada Permanent and Western Canada Mortgage Corporation increased $176,610.71, while the amount invested in its currency bonds increased $395,619.32. Thus, the amount of Canadian funds for which this company has afforded a safe and profitable investment has increased in one year by the large sum of $572,430. Following as it does similar large increases in previous years, this may be taken as another indication of the remarkable prosperity our Canadian people are enjoying. We say "Canadian" people, because neither its depositors nor bondholders are confined to the city of Toronto, but are to be found in every Province and Territory of the Dominion. It also clearly indicates the confidence which all classes of the people have in the Canada Permanent, a trust which is well merited, as it is based upon a solid foundation of capital, reserve fund and assets. Its paid-up capital of $6,000,000 is equalled by only three of our largest banks. Its depositors, either in Toronto or elsewhere, are afforded every customary facility. Accounts may be opened and money deposited and withdrawn by mail without any inconvenience. Its bonds are a legal investment for trust funds.

* * *

In their weekly letter of February 27 Amelius Jarvis & Co., Toronto, say, in part, as follows, regarding the local stock market as far as banks are concerned:

> The public here have also shown considerable attention to certain bank stocks. Dominion Bank has advanced several points. We have not been able to obtain reliable information as to the cause of its sudden rise. A bonus is hinted at, but no official information can be obtained. Bank of Ottawa sold yesterday at 220, closing with a bid at that price, none being offered under 223. This is, of course, ex-allotment, and is high-water mark for the stock. At the risk of repitition we would say that we believe this stock is not as high as it deserves to be when one considers the splendid condition of the finances of the bank. The stock of the Bank of Commerce has always been selected by us as an excellent investment for our clients. We have also felt that, besides a fair return upon their money, considering the security afforded, they have, in addition, a very good chance of substantial increase in the price. Within the last few days there has been heavy buying of the stock. Under its influence the price advanced sharply, sales taking place yesterday at 168½, the stock closing with 168½ bid, 169 asked; while this morning the price advanced still further, the stock selling at 170. This bank has for some years shown a policy successfully combining sound business methods with great progressiveness. A short time ago they absorbed the Bank of British Columbia, which had a very strong hold upon the business of British Columbia. There is still a portion of Canada where the bank is practically unrepresented, that is the Maritime Provinces. Yesterday an announcement was made of an increase of the capital of the bank from $8,000,000 to $10,000,000.

* * *

The bank of Toronto will shortly open three new branches in Toronto and Montreal. One at the corner of Queen and Spadina avenue, Toronto, as soon as their new building at that prominent corner is completed, and one at the corner of St. Catherine and Guy streets, Montreal. The office is in the Board of Trade Building, Montreal, to which reference was made in our last issue. This bank is giving public notice of its intention to apply to the Treasury Department for authority to increase its authorized capital from $3,000,000 to $4,000,000.

* * *

FINANCIAL AND INSURANCE NOTES.

The Royal Bank will shortly open branches at Pembroke and Prescott.

A new branch of the Merchants' Bank of Canada has been opened at Olds, Alberta.

H. H. Beck has been reappointed managing director of The Manitoba Insurance Co.

E. R. Blanchard, cashier of the Bank of St. Hyacinthe, Que., died suddenly on February 15 of hemmorrhage of the brain.

Herbert Fox, accountant of the local branch of the Standard Bank, Kingston, is joining the staff of the head office in Toronto.

The clearing house of Winnipeg was established in 1893, and the first full year's clearing was $50,311,000. This increased to $188,370,000 in 1902.

The Canada Permanent and Western Canada

MORTGAGE CORPORATION

Toronto Street, . . TORONTO.

Paid up Capital, - $6,000,000
Reserve Fund, - 1,500,000
Resources, - 23,000,000

President GEORGE GOODERHAM.
1st Vice-President and Managing Director: J. HERBERT MASON.
2nd Vice-Pres. W. H. BEATTY

DEPOSITS.

$1 and upwards received on deposit and interest thereon paid or compounded half-yearly at **3½%**

DEBENTURES.

$100 and upwards are received and debentures for fixed terms issued therefor with interest half-yearly at **4%**

GUARANTEE BONDS.

We issue Bonds of all descriptions---At a minimum cost.
Write for particulars.

We also issue **ACCIDENT** and **SICKNESS** Policies, on the most approved plans.

The Dominion of Canada Guarantee and Accident Insurance Co'y.

Head Office: TORONTO.

THE TIME TO INSURE IS NOW

While you are WELL, STRONG and INSURABLE.

THE

Confederation Life

ASSOCIATION issues policies on all approved plans of Insurance, and is a prosperous and progressive Canadian Company.

PROTECTION FOR YOUR FAMILY.
PROFITABLE INVESTMENT FOR YOURSELF.

Pamphlets and full information sent on application.

W. H. Beatty, Esq., PRESIDENT.

W. D. Matthews, Esq., Frederick Wyld, Esq., VICE-PRESIDENTS.

W. C. MACDONALD, ACTUARY. J. K. MACDONALD, MANAGING DIRECTOR.

HEAD OFFICE, - TORONTO.

THE BANK OF TORONTO.

Head Office: - TORONTO, ONTARIO.

Paid-up Capital, $2,500,000. Reserve Fund, $2,600,000
Total Assets, - $24,000,000.

Business Accounts opened on favorable terms.
Savings Accounts for your spare money. Interest paid on these compounded twice a year.
Drafts Sold for use anywhere in North America or Europe.
Letters of Credit Issued Cash Credits for remittances at Travellers in Europe. Prime Credits for Importers.

SEND FOR OUR LITTLE BOOK ON "BANKING."

At any of our Offices you will receive courteous treatment and careful attention.

BRANCHES

TORONTO—Cor. Church and Wellington streets; cor. King and Bathurst streets; cor. Queen and Spadina ave.

MONTREAL—Cor. James and McGill streets; cor. St. Catherine and Guy streets; at Board of Trade; and at Point St. Charles.

ONTARIO—Barrie, Beaverton, Cayuga, Collingwood, Copper Cliff, Cornwall, Elmvale, Gananoque, Iroquois, Lindsay, London, Lucknow, Markham, Orangeville, Peterboro', Picton, Port Hope, St. Catharines, Sarnia, Stayner, Stouffville, Thorold, Uxbridge, Wallaceburg, Welland, Whitby.

Gaspe, P.Q., Rossland, B.C.

INVESTMENT SECURITIES, GOVERNMENT, MUNICIPAL AND CORPORATION BONDS

Yielding from 3½ to 6½ per cent.

Four per cent interest allowed on funds awaiting investment.

A. E. AMES & COMPANY

MEMBERS OF THE TORONTO STOCK EXCHANGE

BANKERS

18 KING STREET EAST, TORONTO.

WESTERN ASSURANCE COMPANY.

Incorporated 1851

FIRE AND MARINE

Head Office
Toronto, Ont.

Capital Subscribed -	$2,000,000.00
Capital Paid Up -	1,000,000.00
Assets, over - -	2,320,000.00
Annual Income -	2,300,000.00

HON. GEO. A. COX, President.
J. J. KENNY, Vice-President and Man. Director.
C. C. FOSTER, Secretary.

EXPERT SERVICE.

This is An Age of Specialists.

In every department of professional and commercial life expert service is required.

The Trusts Corporation is a specialist in all the duties pertaining to the offices of **EXECUTOR, ADMINISTRATOR,** or **TRUSTEE** and its knowledge, experience and organization are available to everyone at a reasonable cost

THE TORONTO GENERAL TRUSTS CORPORATION,

59 YONGE STREET.

Special Advertising Rates have been arranged for space in "Finance and Insurance," and will be gladly quoted on request.

Toronto Hardwaremen Enjoy Themselves.

The Hardware Section of The Retail Merchants' Association Entertain Their Friends.

UNITY and co-operation are two characteristics that have tended to make the hardware section of the Retail Merchants' Association of Canada an influential factor in hardware retailing throughout Ontario. These qualities, together with an enjoyable feeling of good fellowship, predominated at the oyster supper given by this organization on Wednesday evening. The representative character of the 75 or so representatives of hardware manufacturers, wholesalers and retailers present may be judged from the following list of those present:

Edwin R Rogers, chairman. T G Dexter, H S Howland, Sons & Co., Limited; G W Collins, The Collins Mfg Co; H T Eagen, Wood, Vallance & Co., Toronto and Hamilton; H C Clucas, Canada Paint Co; John Caslor; 628 Queen street west; A B Caswell, HARDWARE AND METAL; G Monkhouse, Canada Paint Co; C F Moorhouse, 220 Queen street east; J E R Ade and T B Williamson, H. S Howland, Sons & Co., Limited; Samuel Hobbs, 1434 Queen street west; J. Nicholson, 203 Palmerston avenue; F. G Sharpe, Consolidated Plate Glass Co., Limited; Frank H. Till, Toronto Plate Glass Co; James Shaw, Pilkington Bros, Limited; Edwin Hill, ptnr., Toronto Plate Glass Co; S. J. Thompson, H F Dew and Walter H Turner, Rice Lewis & Son; Earnest M Caslor, 628 Queen street west; W J Sheppard, R T Miller and Thos P Padgett, Toronto Junction; Jas F Smyth, United Factories, Limited; George Nicholson, M & L Samuel, Benjamin & Co., W C McFarland, 391 Parliament street; George Large, 124 Queen street east; James Cole, Parliament street; Richard Jones, Bracondale; T. Taylor, Yonge street; G B Lara, Bloor street west; B. Sherman, Richmond street west; H. J McAdie, Sanderson Pearcy & Co; Fred E Ellis, Albert Welch; J W Shorney, Toronto Lead & Color Co; Walter J Bolus, The W J Bolus Co; W H Allison, The Canada Paint Co; E W Hickson and G M Binns, Kemp Mfg. Co.; George Matthewson, 744 Queen street east; J. A. Mathewson, 319 Yonge street; F W Shorney, Toronto Lead and Color Co.; Harry Holland, Imperial Varnish & Color Co.; Harry J. Page, Assessment Dept. City Hall; E. T. Dean, Stewart & Wood; E Martin, Wm Batters and W J Hallarn, Gurney Foundry Co., W J Good and F E. Paddon, Canada Paint Co.; H. Henderson, Toronto Lead & Color Co.; A. E. Henry, Kemp Mfg Co., Geo H Smith, Rice Lewis & Son; Jno. D. Laidlaw, McClary Mfg Co., S H Cutts, Rice Lewis & Son; J. E. Bennett, Rogers Hardware Co.; J. S. Wood, T. Eaton Co., S J Greer, Harry Marks, Lyons & Marks; John Willmot, president, Retail Merchants' Association; George J St Leger, executive, Retail Merchants Association; D O. McKinnon HARDWARE AND METAL; Richard W Crashley, The Jas Robertson Co., Limited; George Pearsall, 417 Yonge street; Max Morell, Lewis Bros & Co., Montreal; A D Smith, R P Crashley E Lawrence, M W Shepherd, H S Dawson, J W Peacock, E M Trowern, general secretary

After the oysters and other viands had been enjoyed by the company, Chairman Rogers, on behalf of the Association, expressed his pleasure in welcoming so many representative hardwaremen to this, the most festive meeting the body had yet held. He hoped that from the enthusiasm gathered at this meeting, they would be able to look forward to a large increase in the interest taken in the work of the Association, the aim of which was to benefit all its members without doing any injury to other branches of the hardware trade.

The opening toast, "The King," was enthusiastically responded to with musical honors. "Canada," was next proposed by Chairman Rogers, in a few warm, patriotic words. He called on J. St. Ledger for the response. Mr. St. Leger, after a brief reference to the magnitude of Canada, expressed the conviction that although Canada had magnitude and natural wealth, these were not her greatest assets, as she had within her bounds the greatest possession that any country could have, viz., men of high purpose, noble thought and patriotic motives. In view of the large number of young men present, Mr. St. Leger felt impelled to emphasize the fact that in Canada, as in all other countries, the young man who is going to succeed is bound to be the one who takes an interest in his work, who is inspired by the ambition to produce the best article, to do the best work possible, to be honest before God and square before his fellowmen. He was proud that Canada possessed such a large proportion of such men.

"The Hardware Manufacturers" was the next toast. Chairman Rogers, after a few complimentary references to the progressive spirit of Canadian manufacturers, called on G. M. Collins, H. Clucas, James Shaw and G. M. Binns, W. J. Hallarn and Wm. Batters for the responses. The first four first-mentioned gentlemen expressed their delight at being present and their goodwill toward the retailers represented by the Association. Their speeches were all brief, however, being in each case the maiden speech of the giver.

Mr. Hallarn, known to the trade as "Gurney's general jollier," had been a retailer himself and, though now representing a manufacturing house, felt he could make a suggestion out of his own experience. "If," said he, "the retail hardwaremen paid as much attention to their prices as the manufacturers do to theirs; if they conducted their business along their own lines without paying attention to what neighboring rivals were doing, and if they got together regularly at meetings of the Association, they would have more comfort, more pleasure and more profit in their business." He felt that there was not a manufacturer in Canada who did not desire the welfare of the retail trade.

In proposing the toast to the "Wholesale Hardware Association." Mr. Rogers pointed out that while some retailers believed that the wholesale dealer was not a necessary factor in business life to day it was a fact that the Toronto hardware retailers and their Association had no better friends than the wholesale houses throughout the country. He called on T. G. Dexter, of H. S. Howland, Sons & Co., Limited, Toronto, and H. T. Eager, of Wood Vallance & Co., to respond to this toast.

Mr. Dexter expressed his regret that the president of his company, Peleg Howland, was unable to be present. He felt that between the two bodies, the wholesalers and retailers, there should be a cordial bond of sympathy. This bond would be increased as the retailers' organization grew in strength. As a member of the Wholesale Hardware Association, he had learned the value of such an organization, which made it possible to bring pressure on its own members and on the manufacturers to keep prices at a basis that would give all, at least, a living margin on goods handled. He was sorry that the retailers had not found it as easy to perfect their organization as it should be. The retailers must come together and know each other better if they are to get the best results out of their business.

Mr. Eager had been interested in associational work for some time and was convinced that if the hardwaremen would keep together and work for more power, not only in Toronto and Hamilton, but throughout Ontario, their influence would soon become a great power for good throughout the Province.

"The Retail Merchants' Association of Canada" was proposed by Vice Chairman John Caslor and responded to by J. Willmot, president of the Toronto branch, and General Secretary E. M. Trowern. Mr. Willmot's address was an enthusiastic peroration on the value of organization. There had never been a time in history, he believed, when there was more reason for retail merchants getting together to protect their own and their customers' interests, than now. He referred to the fight against trading stamps as an instance of what unity and organization could accomplish.

Mr. Trowern felt that the speeches of the evening had demonstrated to all the necessity of a stronger organization for the retailers. The representatives of the wholesalers and manufacturers had shown their willingness to unite in any good cause with the retailers, so, if the latter got together, a grand work could be done. The hardware section of the Association had been started in a very small way only a few years ago, yet, had slowly, but gradually grown in strength and vigor until it had become a power in the land. He requested the assistance of travellers in convincing retailers who were not members of the Association that such an organization would be to their advantage.

The toast, "Commercial Travellers and Warehousemen," was proposed by George Pearsall, who claimed to be the oldest hardware dealer in Toronto, having been

FRANK MILLER'S

HARNESS PREPARATIONS.

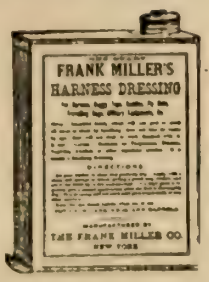
FRANK MILLER'S

HARNESS DRESSING

Recognized as

"THE STANDARD."

Produces a brilliant je black gloss which will not peel or smut and to which dirt will not stick.



Frank Miller's

Harness Soap

Unrivaled for cleaning and softening Harness.

Put up in cakes, pans, boxes and tubs.

FRANK MILLER'S

Harness Oil.

Preserves and softens the leather, thus adding life.

The highest quality of oil on the market.

WHIPS WHIPS

WHALEBONE
RAWHIDES
STOCK JAVAS
RATTANS.

Excellent finish. Prices right.

HENRY F. FALKINER

60 George Street - TORONTO

SEE **WRIGHT'S New Sprayer** before booking your order. PRICES RIGHT.

The best on the market.

E. T. WRIGHT & CO.,

Manufacturers. *HAMILTON, ONT.*

"THE EMLYN" SAW BENCH

Made in 6 sizes. Best value obtainable. Specially designed for export With or without "Emlyn" Patent Guard. Sole maker—

CHARLES D. PHILLIPS,

Cables—"Machinery," Newport. Emlyn Engineering Works, NEWPORT, MON., ENGLAND

ONTARIO SILVER CO.,

Limited,

NIAGARA FALLS, CANADA.

Manufacturers of **FLATWARE, CUTLERY and ELECTRO PLATE.**

Ask for our Catalogue and Quotations.

GET OUR PRICES ON

WIRE NAILS
LINSEED OIL
PLATFORM SCALES

KERRIGAN HARDWARE CO., London, Ont.

Steward & Romaine Mfg. Co

EXPANSION and TOGGLE BOLTS

For fastening all kinds of material to Brick, Stone or Cement

124 North Sixth St., Philadelphia, Pa.

GALVANIZING

Our plant is modern and capacity large. Prices O.K. Other branches

WINDMILLS, PUMPS, TANKS, FOUNDRY WORK ETC., ETC.

Ontario Wind Engine & Pump Co., Limited, 505 Atlantic Ave., Toronto.

STOVE BRICK

Fire Clay and Asbestos, Furnace Cement.

All kinds of Fire Clay products made to order from patterns. Write for Price List.

JONES BROS., BRACONDALE, P.O., ONT.

H. & R. SINGLE GUN AUTOMATIC AND NON-EJECTING.

12, 16 and 20 Guage.
Steel and Twist Barrels

Superior in Design, Workmanship and Finish, and the most popular Gun on the Market.

Simplest "Take Down" Gun Made

HARRINGTON & RICHARDSON ARMS CO.

Also makers of H. & R. Revolvers.

Catalog on request. Worcester, Mass., U.S.A.

CHAS. P. CLARK, President. **JARED CHITTENDEN, Treasurer.**

...ESTABLISHED 1849...

BRADSTREET'S

Capital and Surplus, $1,500,000. **Offices Throughout the Civilized World.**

Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claim as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

Subscriptions are based on the service furnished, and are available only by reputable wholesale, jobbing and manufacturing concerns, and by responsible and worthy financial, fiduciary and business corporations. Specific terms may be obtained by addressing the Company at any of its offices. **Correspondence Invited.**

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HALIFAX, N.S. HAMILTON, ONT. LONDON, ONT. MONTREAL, QUE.
OTTAWA, ONT. QUEBEC, QUE. ST. JOHN, N.B. TORONTO, ONT.
VANCOUVER, B.C. WINNIPEG, MAN.

THOS. C. IRVING, Gen. Man. Western Canada, Toronto.

Established 1832. Cable Address "BLISS."

MANUFACTURERS

Wood Turnings, Hand, Bench and other Screws Mallets, Handles, Vises Clamps, Tool Chests Croquet, Lithographs Wood Toys, Novelties

and also the celebrated

Wood's Patent Car Cate

For Street and Steam Railroad Cars.

The R. BLISS MFG. CO.

Pawtucket, R.I., U.S.A.

Canadian Representative: **ALEXANDER GIBB**, 13 St. John St., MONTREAL.

75 YEARS. *ESTABLISHED 1825.* *75 YEARS*

at the trade 25 years. He called for responses from Messrs F. Smythe, Max Morris, [illegible] and T. B. Williamson. All of these gentlemen claim that the "Knights of the Grip" were the most sociable race of man extant; that they loved their neighbors with an undying love and that each one of them represented the largest house of its kind either in Canada, America or under the British flag. All of their speeches were warmly received, showing the happy relations existing between Toronto travellers and retailers.

"The Retail Hardware Section" was proposed by D. O. McKinnon, associate editor of "Hardware and Metal," who, on referring to the great possibilities of such an organization, suggested that the greatest good to all branches of the hardware business would be obtained when manufacturers, jobbers and retailers had their respective organizations, yet combined together for the good of all. He suggested that enthusiasm in such work could best be sustained by a publication in the trade press of full reports of all meetings held, as what was of importance in Toronto, Hamilton, Brantford or London, would, as a rule, be of interest to hardware dealers throughout the Province. The trading stamp light was an instance of this. He called on Samuel Hobbs, John Caslor, W. C. McFarland, S. J. Greer and M. W. Shephard.

Mr. Hobbs said he was not a speaker, yet he had received such enthusiasm and so many good ideas that he could not fail to express his pleasure in being a member of the Association and present at the gathering.

Mr. Greer said it took the starch out of him to make a speech, but he felt that he owed it to the Association to confess that at one time he had been an opponent of the organization. He had, however, been converted and had not missed a meeting since his first. He felt everybody could receive the same inspiration from the meetings that he had.

Mr. Caslor claimed to be the father of the Association. He had long been convinced that more money could be made by every member of the trade and more satisfaction obtained from business if there were less petty jealousy and more unity of action among members. He felt that his opinions had been more than justified by the success of the organization, which he and the late Mr. Unitt had promoted. When they started they had but 16 members. Now they had 75.

Mr. Shepherd had had a happy time and he could see no reason why his competitors should not always make things pleasant for him, and why the representatives of his creditors, the jobbers and manufacturers, should not also assist in making him happy.

Mr. McFarland, while not an orator, was enthusiastic in his praise of the value of the Association, and wished every hardwareman in the city and throughout the Province might recognize the influence for good in their lives such an organization might be.

The next toast, "The Ladies," was responded to by three of the best-looking bachelors present: A. E. Henry, John D. Laidlay and J. B. Reade. Needless to say the tributes the fair sex received from such gallants were of the most enthusiastic nature.

In proposing the final toast, "The Press," Chairman Rogers said that there were many levers in business life, but the greatest and probably the most useful was the "Press." A. B. Caswell, advertising representative, and D. O. McKinnon, associate editor, "Hardware and Metal," responded briefly.

An impromptu toast, which, however, proved to be one of the most acceptable of the evening, was proposed by E. T. Lean, who asked all to join with him in toasting the chairman of the evening, whose tact and skill had contributed so largely to the enjoyment of all.

Interspersed during the programme several musical selections were given by Messrs Bennet and Martin, entertainers. These were so thoroughly appreciated that encores were called in every case. At the completion of the toast list Chairman Rogers called on all to join hands and sing "Auld Lang Syne," which concluded what was probably the most successful and enjoyable meeting yet held by the hardware trade of Toronto.

FIRE AND BURGLAR-PROOF SHIELD.

A new, novel and effective device for the protection of wealth from fire or burglars is soon to be introduced to the public. The idea consists of a shield of nickel steel, with double, hollow walls filled with liquid which cannot be penetrated without disaster to the operator. In case of attempted penetration, the liquid contents, subject to high pressure, would mean death, sure and swift, to the burglar. The door will be operated automatically, on the hydraulic system, from within the shield itself, and when closed forms part of the shield proper, presenting an unbroken surface on all sides to any who may have evil designs on the contents of the safe or vault in the interior. The device can be made any size, suited to any kind of vault or safe. The patent applied for is controlled by G. A. Stanley and J. M. Ross, the inventor, of Lucan, Ont.

OLD HARDWARE FIRM DISSOLVED.

The old reliable hardware, established by John Rae in 1874, passed out of existence last week, Mr. Rae having sold out to L. I. Hunt & Son, who take immediate possession. General regret is felt because Mr. Rae found it necessary to take this step. He is one of our oldest merchants, and during his long business career amongst us he has always proven himself to be a straight-forward, big-hearted gentleman. Mr. Rae and his estimable family will continue residents of our town.—Forest, Ont., Free Press.

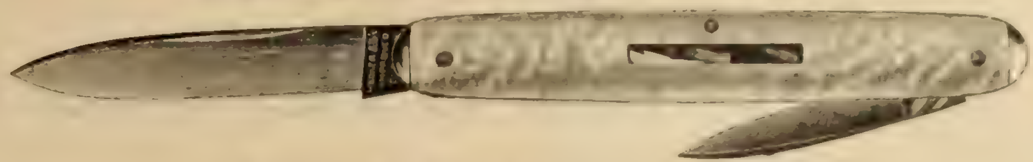
Apollo galvanized iron commands more money and shorter credit—at wholesale—than any other—but saves the worker money.

American Sheet Steel Company, New York

Representatives for Canada
B. & S. H. Thompson & Company
53 St. Sulpice Street
Montreal

H. BOKER & CO'S "TREE" BRAND

Pen and Pocket Knives.



Extensive variety of pattern and finish.

Also SCISSORS, SHEARS and RAZORS.

Retailers can readily double the cost on Boker's Cutlery.

For sale by all Leading Wholesale Hardware Houses.

CURRENT MARKET QUOTATIONS.

March 6, 1903.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

TIN

Lamb and Flag and Straits 56 and 28-lb. ingots, 100 lb.	$32 25	$33 25

TINPLATES.

Charcoal Plates—Bright.

M.L.S., equal to Bradley	Per box.
I C, usual sizes	$6 75
I X "	8 25
I X X "	9 75
Famous, equal to Bradley	
I C	6 75
I X	8 25
I X X	9 75
Raven and Vulture Grades	
I C, usual sizes	5 00
I X "	6 00
I X X "	7 00
I X X X "	8 00
D C, 12⅛x17	4 50
D X	5 25
D X X	6 00

Coke Plates—Bright.

Bessemer Steel	
I C., usual size, 14x20	4 00
I C., special sizes, base	4 50
20x28	9 00

Charcoal Plates—Terne.

Dean or J. G. Grade	
I.C., 20x28, 112 sheets	8 50
IX., Terne Tin	10 50

Charcoal Tin Boiler Plates.

Cookley Grade	
X X, 14x56, 50 sheet bxs.; " 14x60, "; " 14x65, "	7 00

Tinned Sheets.

72x30 up to 24 gauge	8
" " 26 "	8 50

IRON AND STEEL

Common bar, per 100 lb		2 05
Refined " "		2 45
Horseshoe Iron "		2 40
Hoop steel, 1½ to 3-in. base		2 90
Sleigh shoe steel, "		2 10
Tire steel	2 30	2 50
Reeled machinery		3 00
Toe calk steel	2 85	3 00
T. Firth & Co.'s tool steel, per lb	0 12½	0 13
Jessop's tool steel		0 14
Morton's tool steel	0 12½	0 13
Black Diamond and "B C" tool steel	0 10	0 11
Chas. Leonard's tool steel	0 08	0 09
Park's "Silver" tool steel	0 12	0 14
" "Special"	0 15	0 20
Jonas & Colver's tool steel	0 10	0 20
" "Air Hardening"		0 70
Drill steel, per lb	0 08	0 10

BOILER TUBES

	Per foot
1½, 1¾ and 4 inch	0 09
2½ in.	0 16
3 in.	0 13
3½ in.	0 16
4 in.	0 31

STEEL BOILER PLATE.

¼ in	2 50	2 60
3-16 in	2 60	2 70
⅜ in. and thicker	2 50	2 60

BLACK SHEETS

	Com.	D.Fl.
10 and 12 gauge	2 55	2 75
18 gauge	2 85	3 00
20 "	2 85	3 00
22 to 24 gauge	2 95	3 25
26 "	3 05	3 50
28 "	3 15	

COPPER WIRE

Discount, 50 per cent.

CANADA PLATES

All dull, 52 sheets	2 90	3 00
Half-polished	3 00	3 10
All bright	3 75	3 85

IRON PIPE.

Black pipe	Per 100 feet.	
¼ inch	3 00	3 25
⅜ "	2 30	2 40
½ "		2 65
¾ "		2 85
¾ "		3 65
1 "		5 20
1¼ "		7 35
1½ "		8 95
2 "		12 55
2½ "		21 00
3 "		25 00
3½ "		32 00
4 "		38 50
4½ "		45 00
5 "		48 00
6 "		63 00

Galvanized pipe	
¼ inch	3 20
⅜ "	3 45
½ "	3 85
¾ "	5 00
1 "	7 20
1¼ "	10 05
1½ "	12 20
2 "	16 85

Malleable Fittings—Discount 30 p.c.

Cast Iron Fittings—

On all cast iron fittings, including plugs, bushings, unions and nipples, 50 & 10 p.c. dis. All others—discount 60 p.c.

GALVANIZED SHEETS

	G.C.	Comet	Bell	Queen's Head
16 gauge				
18 to 24 gauge	4 05	3 75	3 75	4 05
26 "	4 25	4 00	3 90	4 25
28 "	4 50	4 25	4 05	4 50

American brands, $4 40 for 28 gauge.
Less than case lots 10 to 15c. extra.

CHAIN

Proof coil, 3-16 in., per 100 lb.		
" ¼ "	7 85	8 10
" 5-16 "	5 25	5 50
" ⅜ "	4 50	4 75
" 7-16 "	4 25	4 50
" ½ "	4 20	4 50
" 9-16 "	4 05	4 50
" ⅝ "	4 00	4 50
" ¾ "	4 00	4 50

Halter, kennel and post chains, 40 to 40 and 5 per cent.

Cow ties	40 p.c.
Tie out chains	65 p.c.
Stall fixtures	35 p.c.
Trace chain	45 p.c.

Jack chain, iron, single and double, discount 35 p.c.

Jack chain, brass, single and double, discount 40 p.c.

COPPER

Ingot.		Per 100 lb.
Casting		14 50
Lake Superior		
Bars		
Cut lengths, round, ½ to ⅞ in.	23 00	25 00
" round and square, 1 to 2 inches	23 00	25 00
Sheet		
Plain, 14 oz., and light, 16 oz., 14x48 and 14x60	22 00	22 50
Plain, 14 oz., and light, 16 oz., irregular sizes	22 50	23 00
Tinned copper sheet		24 00
Planished		32 00
Braziers (in sheets)		
4x6 ft., 25 to 30 lb. each, per lb		0 23
" 35 to 45 " "		0 22
" 50 lb. and above "		0 21

BOILER AND T.K. PITTS

Plain tinned, per lb	0 28
Spun, per lb	0 32

BRASS

Rod and Sheet, 14 to 30 gauge, 15 per cent.

Sheets, hard-rolled, 2x4	0 23
Tubing, base, per lb.	0 23½

ZINC SPELTER

Foreign, per 100 lb	5 50	6 00
Domestic " "		

ZINC SHEET

5 cwt. casks	6 00	6 25
Part casks	6 25	6 50

LEAD

Imported Pig, per 100 lb	3 50
Bar, per lb	0 05
Sheets, 2½ lb. sq. ft., by roll	0 06¼
Sheets, 3 to 6 lb. "	0 06

NOTE.—Cut sheets ½c. per lb., extra. Pipe, by the roll, usual weights per yard, lists at 7c. per lb. and 37½ p.c. dis. f.o.b. Toronto.

NOTE.—Cut lengths, net price, waste pipe 8-ft. lengths, lists at 8c.

SHOT.

Common, $6.50 per 100 lb., chilled, $7.00 per 100 lb., buck, seal and ball, $7.50. Discount, 22½ p.c. Prices are f.o.b. Toronto, Hamilton, Montreal, St. John and Halifax. Terms, 3 p.c. cash, freights equalized.

SOIL PIPE AND FITTINGS

Light soil pipe, discount 45 and 10 per cent.
" " fittings, discount 50 and 10 p.c.
Med. and Extra heavy pipe and fittings, dis. 55 and 10 per cent.
7 and 8 in. pipe, discount 45 and 10 per cent.

SOLDER

		Per lb.
Bar, half and half, guaranteed		0 20
Bar, half and half, commercial	0 19	0 19½
Refined		0 19
Wiping	0 17	0 18½

ANTIMONY

Cookson's ... per lb.	9 00

WHITE LEAD

	Per 100 lb.	
Pure	5 00	5 25
No. 1	4 62½	4 87½
No. 2	4 25	4 50
No. 3	3 87½	4 12½
No. 4	3 50	3 75
Munro's Select Flake White		5 75
Elephant and Decorators Pure		5 25
Brandram's Genuine		6 50
" Decorative		6 00
" " No. 1		5 50
"Monarch" brand		6 12½
Decorator's Pure		5 25
Essex Genuine		5 50

RED LEAD

Genuine 560 lb. casks, per cwt.	[illegible]
Genuine, 100 lb. kegs	[illegible]
No. 1, 560 lb. casks, per cwt	[illegible]
No. 1, 100 lb. kegs, per cwt	[illegible]

WHITE ZINC

Extra Red Seal	[illegible]	[illegible]
No. 1	[illegible]	[illegible]
No. 2	[illegible]	[illegible]

DRY WHITE LEAD

Pure, casks	[illegible]
Pure, kegs	[illegible]
No. 1, casks	[illegible]
No. 1, kegs	[illegible]

PREPARED PAINTS

In ¼, ½ and 1 gallon tins.

Pure, per gallon		1 20
Second qualities, per gallon		1 00
Barn (in bbls.)	[illegible]	[illegible]
The Sherwin-Williams paints		1 [illegible]
Canada Paint Co.'s pure		1 [illegible]
Toronto Lead & Color Co.'s pure		1 [illegible]
Sanderson Pearcy's pure		1 20
Stewart & Wood's Champion pure		1 20
Standard Paint Co.'s "New Era"		1 [illegible]
The Francis-Frost Co.'s "Ark" Brand		1 [illegible]
The Francis-Frost Co.'s British Navy deck		1 [illegible]
Hollywood paste paint		1 [illegible]
" liquid paint		1 [illegible]
" floor paint		1 [illegible]
Henderson & Potts's "Anchor" Brand		1 [illegible]

COLORS IN OIL.

25 lb. tins, Standard Quality.

Venetian red, per lb	0 05	0 06
Chrome yellow	0 12	0 14
Golden ochre	0 07	0 10
French "		[illegible]
Marine black		0 04
Chrome green		0 10
French Imperial green		0 14
Sign writers' black		[illegible]
Umber	0 04	[illegible]
Sienna	0 04	0 07

COLORS, DRY

Common ochre, bbls	[illegible]	[illegible]
Yellow ochre (J.F.L.S.), bbls		[illegible]
Brussels ochre		[illegible]
Venetian red, bbl	[illegible]	[illegible]
English oxides, per cwt	[illegible]	[illegible]
American oxides, bbls	[illegible]	[illegible]
Canadian oxides, bbls	[illegible]	[illegible]
Super magnetic oxides, 93 p.c.	[illegible]	[illegible]
Burnt sienna, pure, per lb.		
" umber " "	[illegible]	[illegible]
Raw umber	[illegible]	[illegible]
Drop black, pure		[illegible]
Chrome yellow, pure		[illegible]
Chrome greens, pure, per lb.	[illegible]	[illegible]
Golden ochre	[illegible]	[illegible]
Ultramarine blue, in 28 lb. boxes, per lb	[illegible]	[illegible]
Fire proof mineral [illegible]		[illegible]
Genuine Eng. [illegible]		[illegible]
Mortar color [illegible]		[illegible]
Pure Indian red [illegible]		[illegible]
Whiting [illegible]		[illegible]
English vermilion [illegible]		[illegible]

[illegible]

[illegible]	[illegible]
[illegible]	0 [illegible]

WADE & BUTCHER'S
"SPECIAL" Razors

Are unequalled for quality and finish.

JAMES HUTTON & CO., - MONTREAL

Sole Agents for Canada.

PUTTY.

Bulk in bbls	1 70
Bulk in less quantity	1 95
Bladders in bbls	2 00
Bladders in kegs, boxes or loose	2 25
25-lb. tins	2 25
12½-lb. tins	2 50
Bladders in bulk or tins less than 100 lb.	2 50

VARNISHES.

In 5-gal. lots	Per gal.	Net
Carriage, No. 1	1 50	1 60
Pale durable body	4 10	4 25
" rubbing	2 85	3 20
Gold size, japan	1 50	1 60
No. 1 brown japan	0 85	0 90
Elastic oak		1 50
Furniture, extra	1 10	1 25
" No. 1	0 90	1 00
Hard oil finish	1 35	1 50
Light oil finish	1 60	1 70
Damar	1 75	2 00
Shellac, white	2 40	2 50
" orange	2 30	2 40
Turpentine, brown japan	1 10	1 20
" black japan	1 10	1 20
" " No. 1	0 85	0 90
Elastilite varnish, 1 gal. can, each		2 00
Granatine floor finish, per gal.		2 75

Maple Leaf coach enamels; size 1, $1 20; size 2, 70c.; size 3, 40c. each.

Sherwin Williams kopal varnish, assorted case, from ½ pts. to 1 gal., $2.50

CASTOR OIL.

British, 1st qual., in cases, per lb.	0 08½	0 09½
" " small lots	0 10	0 10½

COD OIL, ETC.

Cod oil, per gal.	0 50	0 55
Pure olive		1 40
" neatsfoot		0 90

GLUE.

Common	0 08	0 09
French medal	0 10	0 14
White, extra	0 18	0 22
Gelatine	0 25	0 30
Strip	0 18	0 20
Coopers	0 19	0 20
Huttner	0 15	0 16
Ground	0 12	0 16
Cologne, genuine		0 15

HARDWARE.

AMMUNITION.

Cartridges.

B. B. Caps Dominion, [illegible] 5 per cent.

Rim Fire Pistol, discount 40 p.c., American.

Rim Fire Cartridges, Dominion, 50 and 5 p.c.

Central Fire Pistol and Rifle, 10 p.c., Amer.

Central Fire Cartridges, pistol sizes, Dominion, [illegible] per cent.

Central Fire Cartridges, Sporting and Military, Dominion, 15 per cent.

Central Fire, Military and Sporting, American, add 5 per cent. to list. B.B. Caps, discount 40 per cent., American.

Loaded and empty Shells, [illegible] and "Dominion" grades, 25 per cent. Rival and Nitro, 10 per cent. advance on list.

Brass Shot Shells, 55 per cent.

Primers, Dom., 30 per cent.; American, $1 [illegible]

Wads.	per lb.
Best thick white felt wadding, in ½-lb. bags	$1 [illegible]
Best thick brown or grey felt wads, in ½-lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 [illegible]
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 each, 8 gauge	0 55
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10 gauge	0 25
Thin card wads, in boxes of 1,000 each, 8 gauge	[illegible]

Chemically prepared black edge grey cloth wads, in boxes of 250 each	Per M.
11 and smaller gauge	0 60
9 and 10 gauges	0 70
7 and 8 "	0 90
5 and 6 "	1 10

Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 "	1 65
5 and 6 "	1 90

ADZES.

Discount 20 per cent.

ANVILS.

Wright's, 80-lb. and over	0 10¾
Hay Budden, 80-lb. and over	0 09¼
Brook's, 80-lb. and over	0 11¼

AUGERS.

Gilmour's, discount 65 and 5 per cent. off list.

AXES.

Chopping Axes		
Single bit, per doz.	6 00	10 00
Double bit, "	10 00	18 00
Bench Axes, 40 per cent.		
Broad Axes, 25 per cent.		
Hunters Axes	5 50	6 00
Boys' Axes	5 75	6 75
Splitting Axes	6 50	12 00
Handled Axes	7 50	10 00

AXLE GREASE.

Ordinary, per gross	5 75	6 00
Best quality	13 00	15 00

BATH TUBS.

Zinc 6 00

Copper, discount 15 per cent. off revised list.

BATHS.

Standard Enameled.

5½-inch rolled rim, 1st quality	24 00
5½ " " " 2nd "	20 00

BABBIT METAL.

"Tandem," A ....per lb.	0 27
" B "	0 21
" C "	0 11½
Frictionless Metal "	0 23
Hercules "	0 15

Syracuse Smelting Works:

Aluminum, genuine	0 45
Government, "	0 44
Tough, "	0 40
Hard, "	0 40
Dynamo	0 30
Special	0 25
Harmony	0 22
Car Box	0 20
Extra	0 15

The Canada Metal Co.:

Imperial, genuine	0 40
Metallic	0 30
Hercules	0 20
Star	0 15
No. 1	0 12
No. 2	0 10
No. 3	0 06
No. 4	0 05

BELLS.

Hand.

Brass, 60 per cent.

Nickel, 55 per cent.

Cow.

American make, discount 63⅓ per cent.

Canadian, discount 45 and 50 per cent.

Door.

Gongs, Sargant's	5 50	8 00

Peterboro', discount 45 per cent.

Farm.

American, each	1 25	3 00

House.

American, per lb.	0 35	0 40

BELLOWS.

Hand, per doz.	3 35	4 75
Moulders, per doz.	7 50	10 00

Blacksmiths', discount [illegible]0 per cent.

BELTING.

Extra, 60 per cent.

Standard, 60 and 10 per cent.

No. 1, not wider than 6 in., 60, 10 and 10 per cent.

Agricultural, not wider than 4 in., 75 per cent.

BITS.

Auger.

Gilmour's, discount 60 and 5 per cent.

Rockford, discount 50 and 10 per cent.

Jennings' Gen., net list.

Car.

Gilmour's, 47½ to 50 per cent.

Expansive.

Clark's, 40 per cent.

Gimlet.

Clark's, per doz.	0 65	0 90
Diamond, Shell, per doz.	1 00	1 50
Nail and Spike, per gross	2 25	5 20

BLIND AND BED STAPLES.

All sizes, per lb.	0 07¾	0 12

BOLTS AND NUTS.	Per cent.
Carriage Bolts, common ($1 list)	50 and 10
" " full sq. ($2.40 list)	55 and 10
" " Norway Iron ($3 list)	55 and 10
Machine Bolts, all sizes	50, 5 and 10
Plough Bolts	50, 5 and 10
Blank Bolts	50, 5 and 10
Bolt Ends	50, 5 and 10
Sleigh Shoe Bolts	65, 5 and 10
Coach Screws, cone point	66⅔ and 10

Nuts, square, all sizes, 3¼c. per lb. off.

Nuts, hexagon, all sizes, 4c. per lb. off.

Stove Rods, per lb., 5½ to 6c.

BOOT CALKS.

Small and medium, ball ....per M.	4 25
Small heel "	4 50

BRIGHT WIRE GOODS.

Discount 62½ per cent.

BROILERS.

Light, discount 65 to 67½ per cent.

Reversible, discount 65 to 67½ per cent.

Vegetable, per doz., discount 37½ per cent.

Henis, No. 8 ....per doz.	6 00
Henis, No. 9 "	7 00
Queen City "	7 50

BUTCHERS' CLEAVERS.

German ....per doz.	6 00	11 00
American "	12 00	20 00

BUTCHER KNIVES.

Bailey's ....per doz.	0 60	6 30

BUILDING PAPER, ETC.

Tarred Felt, per 100 lb.	1 75
Ready roofing, 2-ply, not under 45 lb., per roll	0 90
Ready roofing, 3-ply, not under 65 lb., per roll	1 15
Carpet Felt ....per ton	45 00
Dry Sheathing ....per roll, 400 sq. ft.	0 35
Tar " " 400 "	0 45
Dry Fibre " 400 "	0 50
Tarred Fibre " 400 "	0 60
O. K. & I. X. L. " 400 "	0 65
Resin-sized " 400 "	0 4
Oiled Sheathing " 600 "	1 00
Oiled " " 400 "	0 70
Roof Coating, in barrels ....per gal.	0 17
Roof " small packages "	0 25
Refined Tar ....per barrel	4 50
Coal Tar "	4 00
Coal Tar, less than barrels ....per gal.	0 15
Roofing Pitch ....per 100 lb.	1 00

BULL RINGS.

Copper, $2.00 for 2½-inch, and $1.90 for 2-inch.

BUTTS.

Wrought Brass, net revised list.

Cast Iron.

Loose Pin, discount 60 per cent.

Wrought Steel.

Fast Joint, discount 65, 10 and 2½ per cent.

Loose Pin, discount 65, 10 and 2½ per cent.

Berlin Bronzed, discount 70, 70 and 5 per cent.

Gen. Bronzed ....per pair	0 40	0 65

CARPET STRETCHERS.

American ....per doz.	1 00	1 50
Bullard's "	....	6 50

CASTORS.

Bed, new list, discount 55 to 57½ per cent.

Plate, discount 52½ to 57½ per cent.

CATTLE LEADERS.

Nos. 31 and 32 ....per gross	8 50	9 50

CHALK.

Carpenters' Colored, per gross	0 45	0 75
White lump ....per cwt.	0 60	0 65
Red	0 05	0 06
Crayon ....per gross	0 14	0 18

CHISELS.

Socket, Framing and Firmer.

Broad's, discount 60 and 10 per cent.

Warnock's, discount 50 and 10 per cent.

P. S. & W. Extra, discount 60 and 10 per cent

CHURNS.

Revolving Churns, metal frames – No. 0, $8 No. 1, $8.50; No. 2, $9.00; No. 3, $10.00; No. 4, $12.00; No. 5, $16.00 each. Ditto, wood frames, 20c. each less than the above. Discounts: Delivered from factories, 53 per cent.; from stock in Montreal, 51 per cent. Terms 4 months or 3 per cent. cash in 30 days.

Churn frames, including bearings, levers, etc. Nos. 0, 1, 2 and 3, wood, $2.40; and 4 and 5, $2.65. Metal frames, 25c. extra. Discount 15 per cent., net 30 days.

CLIPS.

Axle, discount 65 per cent.

CLOSETS.	Net.
Plain York or Ontario Syphon Jet	$9 60
Emb. " " "	10 20
Fittings	1 00
Plain Elgin or Teu. Syphon Washout	6 00
Emb. " " "	6 60
Fittings	1 25
Low Down Elgin or Teutonic, plain	9 60
Low " " " emb.	10 20
Plain Richelieu	3 75
Emb. "	4 00
Connections	1 25
Low Down Ontario Syphon Jet, plain	11 70
Low " " " emb'd.	12 30
Closet connection	1 25
Basins, P.O., 14-in.	0 70
Basins, oval, 17 x 14-in.	1 50
Basins, " 19 x 15-in.	2 25

COMPASSES, DIVIDERS, ETC.

American, discount 62½ to 65 per cent.

CONDUCTOR PIPE.

Plain or Corrugated.

2-inch ....per 100 feet	3 00
3 " " "	4 00
4 " " "	5 25
5 " " "	6 75
6 " " "	9 00

CRADLES, GRAIN.

Canadian, discount 20 to 25 per cent.

CROSSCUT SAW HANDLES.

S. & D., No. 3 ....per pair	0 17½
S. & D., " 5 "	0 22½
S. & D., " 6 "	0 15
Boynton pattern "	0 20

DOOR SPRINGS.

Torrey's Rod (15 p.c.), per doz.	....	2 00
Coil "	0 88	1 60
English "	2 00	4 00

DRAW KNIVES.

Coach and Wagon, discount 50 and 10 per cent.

Carpenters', discount 60 and 10 per cent.

Has it Ever Occurred to You

that you could largely increase your business, confer a favor upon us, and benefit your customers by advising them to use our Building Papers, Roofing Felts and Wire Edged Ready Roofing ?

We will guarantee to supply you with the best of material, but, you must do the missionary work among your customers.

The Paterson Mfg. Co., Limited

Toronto and Montreal.

DRILLS

Hand and Breast

Millar's Falls, per doz., net list

DRILL BITS.

Morse, discount 37½ to 40 per cent.
Standard, discount 50 and 5 to 55 per cent.

FAUCETS

Common, cork-lined, discount 35 per cent

EAVETROUGHS.

10-inch .... per 100 ft 3 10

ELBOWS (stovepipe.)

5 and 6-inch, common .... per doz 1 20
7-inch .. .. " 1 35
Polished, 15c per dozen extra

ESCUTCHEONS.

Discount 40 per cent

ESCUTCHEON PINS

Iron, discount 40 per cent

FACTORY MILK CANS

Discount off revised list, 40 per cent.

FILES AND RASPS.

Great Western	70 and	10	per cent.
Arcade	70 "	10	"
Kearney & Foot	70 "	10	"
Disston's	70 "	10	"
American	70 "	10	"
J Barton Smith	70 "	10	"
McClellan	70 "	10	"
Eagle	70 "	10	"
Nicholson, 60 and 10 to 60, 10 and		5	"
Royal	80		"
Globe	70 to	75	"

Black Diamond, 60 and 10 to 60, 10 and 5 per cent
Jowitt's, English list, 25 to 27½ per cent.
Nicholson File Co.'s "Simplicity" file handle, per gross 85c to $1.50

GLASS.

Window. Box Price.

Size United Inches	Star Per 50 ft.	Star Per 100 ft.	D Diamond Per 50 ft.	D Diamond Per 100 ft.
Under 26	2 0	3 80	....	6 75
26 to 40	2 10	4 [illegible]	..	7 25
41 to 50	...	4 50	...	8 75
51 to 60		4 75	...	10 00
61 to 70		5 0[illegible]	...	11 5[illegible]
71 to 80	...	5 50	.	12 50
81 to 85	....	....	....	1[illegible] 0
86 to 90		....	..	16 50
91 to 95	...	...	..	18 00
96 to 100	....	...	...	20 00

A dis ount of 25 per cent is offered on "Double D.amond

GAUGES.

Marking, Mortise, Etc

Stanley's, discount 50 to 55 per cent

Wire Gauges

Winn's, Nos 26 to 33 each 1 65 2 40

HALTERS

Rope, ⅜-inch ....per gross ....
Rope, [illegible] " " 9 00
Rope, ⅝ to ¾ inch " 14 00
Leather, 1 inch per doz 3 87½ 4 00
Leather, 1¼ " " 5 15 5 20
Web " 1 87 2 45

HAMMERS

Nail

Maydole's, discount 5 to 10 per cent Canadian discount 25 to 27½ per cent

Tack

Magnetic per doz 1 10 1 20

Sledge

Canadian per lb 0 07½ 0 08½

Ball Pean

English and Canadian, per lb 0 22 0 25

HANDLES

Axe per doz net 1 50 3 00
Store door per doz 1 00 1 50

Fork

C & B., discount 40 per cent, revised list

Hoe

C & B, discount 40 per cent, revised list

Saw

American. ..per doz 1 00 1 25

Plane

American per gross 3 15 3 75

Hammer and Hatchet

Canadian, discount 40 per cent

Cross-Cut Saws.

Canadian per pair 0 13½

HANGERS doz pairs

Steel barn door. 5 85 6 00
Stearns, 4-inch 5 00
" 5-inch 6 50
Lane's covered
No. 11, 5 foot run 8 40
No 11½, 10 foot run 10 80
No. 12, 10-foot run 12 60
No. 14, 15-foot run 21 00
Lane's O.N.T. track, per foot 0 04½

HARVEST TOOLS

Discount 60 and 10 per cent.

HATCHETS.

Canadian, discount 40 to 42½ per cent

HAY ENAMEL

Henderson & Potts "Anchor Brand

HINGES

Blind, Parker's, discount 16⅔ per cent
Heavy T and strap, 4-in, per lb 0 06½
" " 5-in, " 0 06¼
" " 6-in, " 0 06
" " 8-in, " 0 05¾
" " 10-in, " 0 05½
Light T and strap, discount 65 and 5 per cent
Screw hook and hinge
6 to 10 in. ...... per 100 lb 4 50
12 in up. " 3 25
Spring ...per gro pairs 10 50

HOES

Garden, Mortar, etc, discount 60 to 60 and 10 per cent.
Planter. per doz 4 00 4 50

HOLLOW WARE

Discount 45 and 5 per cent

HOOKS

Cast Iron

Bird cage per doz 0 50 1 10
Clothes line " 0 27 0 63
Harness " 0 72 0 88
Hat and coat per gro 1 00 3 00
Chandelier per doz 0 50 1 00

Wrought Iron

Wrought hooks and staples, Canadian discount 47½ per cent

Wire

Hat and coat, discount 45 per cent
Belt per 1 000 0 60
Screw, bright, discount 55 per cent

HORSE NAILS

"C" brand, 40, 10 and 7½ per cent off list Oval
"M" brand, 50, 10 and 5 per cent head
Countersunk, 65 per cent
"Monarch, 65 per cent
"Peerless 50 and 7½ per cent dis

HORSESHOES

F O B Montreal

Iron Shoes	No 2 and larger	No. 1 and smaller
Light, medium and heavy	3 35	3 60
Snow shoes	3 60	3 85
Steel Shoes		
Light	3 45	3 70
Featherweight (all sizes)	4 85	4 85

F O B Toronto, Hamilton, London and Guelph, 10c per keg additional
Toe weight steel shoes 6 70

JAPANNED WARE

Discount 45 and 5 per cent off list, June 1899

ICE PICKS

Star per doz 3 00 3 25

KETTLES

Brass spun, 7½ per cent discount off new list
Copper per lb 0 30 0 50
American, 60 and 10 to 65 and 5 per cent

KEYS

Lock, Canadian dis 40 to 40 and 10 per cent
Cabinet, trunk and padlock, American per gross 0 60

KNOBS

Door, japanned and N.P., per doz. 1 50 2 50
Bronze, Berlin....... per doz. 2 75 3 25
Bronze, Genuine " 6 00 9 00
Shutter, porcelain, F & L screw per gross 1 30 4 00
White door knobs per doz 0 95 1 00

HAY KNIVES

Net prices

LAMP WICKS

Discount, 60 per cent.

LANTERNS

Cold Blast per doz 7 00
No 3, "Wright's " 8 50
Ordinary, with O burner " 4 00
Dashboard, cold blast " 9 00
No. 0 .... " 5 75
Japanning, 50c per doz extra

LEMON SQUEEZERS

Porcelain lined per doz 2 20 5 60
Galvanized " 1 87 3 85
King, wood.......... " 2 75 2 90
King, glass " 4 00 4 50
All glass " 0 50 0 90

LINES

Fish per gross 1 05 2 50
Chalk " 1 90 7 40

LAWN MOWERS

Woodyatt, 12-in wheel 7 50
Star " 5 50
Daisy " 4 90
Philadelphia, 10-in. wheel 6 00
Ontario, " 12 75
Discount, 50 per cent

Maxwell & Sons

10½-in high wheel 7 50 10 00
9 in 5 50 6 25
8 in 49 0 [illegible] 50

LOCKS

Canadian, 40 to 40 and 10 per cent
Russell & Erwin per doz 3 00 3 25

Cabinet

Eagle, discount 30 per cent

Padlocks

English and Am per doz 0 50 6 00
Scandinavian " 1 00 2 40
Eagle, discount 20 to 25 per cent

MACHINE SCREWS

Iron and Brass

Flat head, discount 25 per cent
Round head, discount 20 per cent

MALLETS

Tinsmiths per doz 1 25 1 50
Carpenters', hickory, " 1 25 3 75
Lignum Vitae " 3 85 5 00
Caulking, each 0 60 2 00

MATTOCKS

Canadian per doz 5 50 6 50

MEAT CUTTERS

American, discount 33⅓ per cent
German, 15 per cent
Gem each 1 15

MILK CAN TRIMMINGS

Discount 25 per cent

NAILS	Cut	Wire
2d and 3d	3 45	3 45
3d	3 10	3 12
4 and 5d	2 85	2 95
6 and 7d	2 75	2 80
8 and 9d	2 60	2 60
10 and 12d	2 55	2 55
16 and 20d	2 50	2 50
30 40 50 and 60d (base)	2 45	2 45

Cut nails in carlots 5c less
Wire nails in carlots are $2 40
Steel cut nails 10c extra
Miscellaneous wire nails discount 75 per cent
Coopers nails, discount 30 per cent

NAIL PULLERS

German and American 1 85 3 50

NAIL SETS

Square, round and octagon per gross 3 38 4 00
Diamond 12 00 1[illegible]

POULTRY NETTING

2 in Mesh, 19 w g, dis 50 per cent
2 in Mesh, 16 w g and heavier, 50 p.c

OAKUM

Navy per 100 lb 6 00
U S Navy " 7 25

OILERS

McClary's Model galvanized oil can, with pump, 5 gallon per dozen 10 00
Zinc and tin, discount 50, 50 and 10 per cent
Copper per doz 1 25 3 50
Brass " 1 50 3 50
Malleable, discount 25 per cent

GALVANIZED PAILS

Dufferin pattern pails, discount 45 per cent
Flaring pattern, discount 45 per cent
Galvanized washtubs, discount 45 per cent

PIECED WARE

Discount 40 per cent off list June, 1899
10-qt flaring sap buckets, discount 40 per cent
6, 10 and 14-qt flaring pails, dis 40 per cent
Creamer cans, discount 40 per cent

PICKS

Per dozen 6 00 9 00

PICTURE NAILS

Porcelain head per gross 1 35 1 50
Brass head " 0 40 1 00

PICTURE WIRE

Tin and gilt, discount 75 per cent

PINE TAR

½ pint in tins per gross 7 80
1 " " " 9 60

PLANES

Wood bench, Canadian discount 40 per cent, American discount 50 per cent
Wood, fancy Canadian or American 37½ to 40 per cent

PLANE IRONS

English per doz 2 00 [illegible] 00

PLIERS AND NIPPERS

Button's genuine, per doz pairs, discount 37½ to 40 per cent
Button's imitation per doz 5 00 9 00
German " 0 60 2 60

PLUMBERS BRASS GOODS

Standard Compression work dis 60 per cent
"J M T" Cushion work, discount 50 per cent
Fuller work, discount 65 per cent
6 dozen lots and over of the above, extra discount 10 per cent
Lever handle Stops and Waste, discount 60 per cent With, in lots of 2 dozen and over an extra discount of 10 per cent
"J M T" Globe Angle and Check Valves, discount 55 per cent
Standard Globe, Angle and Check Valves discount 65 per cent
"J M T" Radiator Valves, [illegible] cent
Standard Radiator Valves, [illegible] cent
Patent Quick Opening Valves [illegible] per cent
No 1 compression bath [illegible]
No 4 [illegible]
No 7 Fuller's [illegible]
No 4½ [illegible]
Patent Compression [illegible] cock [illegible]
Patent C[illegible] cock No [illegible] 2 25
Square [illegible] per [illegible]
Compression Globe, Angle and Check Valves dis[illegible]
Th[illegible] M[illegible] $2.00

WINDOW GLASS —TO IMPORT.

Prompt Deliveries

EVERY KIND OF PLATE AND WINDOW GLASS IN STOCK.

BENT GLASS of all kinds, our own manufacture. **Closest Prices.**

TORONTO PLATE GLASS IMPORTING CO.,

Hill & Rutherford

Warerooms and Offices—135 to 143 Victoria St.
Bending Works—209 to 213 Victoria St.

TORONTO

PRESSED SPIKES

Discount 20 per cent

PULLEYS

Hotchkiss	per doz	0 55 1 00
Axle	"	0 22 0 33
Screw	"	0 27 1 00
Awning	"	0 35 2 50

PUMPS

Canadian cistern		1 80 3 60
Canadian pitcher spout		1 40 2 10

PUNCHES

Saddlers	per doz	1 00 1 85
Conductors	"	9 00 15 00
Tinners—solid	per set	0 72
hollow	per inch	1 00

RANGE BOILERS

Dominion, 30 gallon	net	6 00
" 35 "	"	7 00
" 40 "	"	8 00
Ronald's Galvanized, 30 gallon,	"	7 40
" " 35 "	"	8 40
" " 40 "	"	9 60
Copper, 30 gallon	"	22 00
" 35 "	"	24 00
" 40 "	"	28 00

Discount off copper boilers 15 per cent

RAKES

Wood per doz net 1 20 up

RAZORS per doz.

Elliot's	4 00	18 00
Geo. Butler's & Co's	4 00	18 00
Rikers	7 50	11 00
" King Cutter	12 50	15 00
Wade & Butcher's	3 60	10 00
Tiesle & Quack's	7 00	12 00
Barley's	6 00	12 00
Barley's Brantford	10 00	11 00
Carter Magnetic		15 00
Griffon Barber's Favorite		10 75
Griffon No. 65		13 00
Griffon Safety Razors		13 50
Griffon Stropping Machines		13 50

REGISTERS

Discount 40 per cent

RIVETS AND BURRS

Iron Rivets, black and tinned, discount 60 and 10 per cent.
Iron Burrs, discount 75 per cent.
Extras on Iron Rivets in 1 lb cartons, 1c per lb.
Extras on Iron Rivets in ½ lb cartons, 1c per lb.
Copper Rivets, with usual proportion burrs, 45 per cent discount. Cartons, 1c per lb extra net.
Copper Burrs only discount 30 and 10 per cent.
Extras on Tinned or Coppered Rivets, ½ lb cartons, 1c per lb.

RIVET SETS

Canadian, discount 37½ and 5 per cent

ROPE, ETC

Sisal	0 12
Pure Manilla	0 14
"Brotch" Manilla	0 12
Cotton, ⅜ inch and larger	0 16
" 5-32 inch	0 21
" 2 inch	0 22
Russia Deep Sea	0 15
Jute	0 08
Lath Yarn, single	0 11
" double	0 11
Steel bed cord, 48 feet per doz	0 65
" 60 feet "	0 80
" 72 feet "	0 95

RULES

Boxwood, discount 35 and 10 per cent
Ivory, discount 37½ to 40 per cent

SAD IRONS

Mrs. Potts, No. 55, polished	per set	0 70
" No. 50, nickle plated,	"	0 80

SAND AND EMERY PAPER

B & A sand, discount 40 and 5 per cent
Emery, discount 40 per cent
Garnet (Bartoni), 5 to 10 per cent advance net

SAP SPOUTS

Bronzed iron with hooks per 1,000 9 50

SAWS

Hand, Disston's, discount 12½ per cent.
S & D, discount 40 per cent
Crosscut, Disston's per foot 0 35 0 55
S & D, discount 35 per cent on Nos 2 and 3
Buck, complete each 0 75 2 75
" frame only 0 75

SASH WEIGHTS

Sectional per 100 lb	2 50	2 75
Solid "	1 75	2 00

SASH CORD.

Per lb 0 23 0 30

SAW SETS. per doz

Lincoln and Whiting	4 75
Hand Sets, No. 1 Woodyatt (Morrill)	4 25
X-Cut Sets, No. 3 Woodyatt (Morrill)	9 50

SCALES

Gurney Standard, 40 per cent.
Champion, 55 per cent.
Burrow, Stewart & Milne
Imperial Standard, discount 40 per cent.
Weigh Beams, discount 35 per cent.
Champion Scales, discount 55 per cent.
Fairbanks standard, discount 35 per cent.
" Dominion, discount 55 per cent.
" Richelieu, discount 55 per cent.
Warren's new Standard, discount 40 per cent.
" " Champion, discount 55 per cent.
" Weighbeams, discount 35 per cent.

SCREW DRIVERS

Sargent's per doz 0 65 1 00

SCREEN DOORS

Common doors, 2 or 3 panel, walnut stained, 4-in style per doz	6 80
Common doors, 2 or 3 panel, yellow and green stained, 4-in. style... per doz.	7 00
Common doors, 2 or 3 panel, in natural colors, oil finish per doz.	8 15

3-in style 20c per dozen less.

SCREWS.

Wood, F. H., bright and steel, discount 87½ and 10 per cent.
Wood, R. H., bright, dis. 82½ and 10 per cent.
" F. H., brass, dis. 80 and 10 per cent
" R. H., " dis. 75 and 10 per cent.
" F. H., bronze, dis. 75 per cent
" R. H., " dis. 70 per cent.
Drive Screws, dis. 87½ and 10 per cent.
Bench, wood per doz. 3 25 4 00
" iron " 4 25 5 00
Set, case-hardened, dis. 60 per cent
Square Cap, dis. 50 and 5 per cent
Hexagon Cap, dis. 45 per cent.

SCYTHES.

Per doz net 5 50 8 00

SCYTHE SNATHS

Canadian, discount 40 per cent.

SHEARS

Bailey Cutlery Co., full nickeled, discount and 2½ per cent
Bailey Cutlery, Japan Handles, discount 67½ per cent.
Seymours, discount 50 and 10 per cent

SHOVELS AND SPADES

Canadian, discount 45 per cent

SINKS

Cast iron, 16 x 24	0 85
" 18 x 30 "	1 00
" 18 x 36 "	1 40

SNAPS

Harness German, discount 25 per cent.
Lion Andrews 4 50 11 50

SOLDERING IRONS

1, 1½-lb per lb.	0 37
2" "	0 34

SQUARES

Iron, No. 493	per doz.	2 40 2 55
" No. 494	"	3 25 3 40

Steel, discount 60 to 60 and 5 per cent
Try and Bevel, discount 50 to 52½ per cent

STAMPED WARE

Plain, discount 75 and 12½ per cent off revised list
Retinned, discount 75 per cent off revised list

STAPLES

Galvanized	3 25	3 50
Plain	2 90	3 15

Coopers', discount 45 per cent.
Poultry netting staples, discount 40 per cent

STOCKS AND DIES

American discount 25 per cent.

STONE.

Washita per lb.	0 28	0 60
Hindostan "	0 06	0 07
" slip "	0 09	0 09
Labrador "		0 13
" Axe "		0 15
Turkey "		0 50
Arkansas "		1 50
Water-of-Ayr "		0 10
Scythe per gross	3 50	5 00
Grind, 2-in., 40 to 200 lb., per ton		25 00
" " under 40 lb., "		28 00
" under 2 in. thick, "		29 00

STOVEPIPES.

5 and 6 inch, per 100 lengths	7 00
7 inch " "	7 50

ENAMELINE STOVE POLISH.

No. 4, 3 doz. in case...net cash	4 80
No. 6, 3 doz. in case "	8 40

TACKS, BRADS, ETC.

Carpet tacks, blued	80 and 15
" " tinned	80 and 20
" " (in kegs)	40
Cut tacks, blued, in dozens only	80
" ¼ weights	60
Swedes cut tacks, blued and tinned	
In bulk	80 and 10
In dozens	75
Swedes, upholsterers', bulk ...85, 12½ and 12½	
" brush, blued and tinned bulk	70
Swedes, gimp, blued, tinned and japanned	75 and 12½
Zinc tacks	35
Leather carpet tacks	55
Copper tacks	50
Copper nails	52½
Trunk nails, black	65 and 5
Trunk nails, tinned	65 and 10
Clout nails, blued	65 and 5
Chair nails	35
Patent brads	40
Fine finishing	40
Lining tacks, in papers	10
" " in bulk	15
" " solid heads, in bulk	75
Saddle nails, in papers	10
" " in bulk	15
Tufting buttons, 22 line, in dozens only	60
Zinc glaziers' points	5
Double pointed tacks, papers,	90 and 10
" " bulk	40
Clinch and duck rivets	45

TAPE LINES.

English, ass skin per doz.	2 75	5 00
English, Patent Leather	5 50	9 75
Chesterman's each	0 90	2 85
" steel each	0 80	8 00

TINNERS' SNIPS.

Bailey's, discount 25 per cent.

THERMOMETERS

Tin case and dairy, discount 75 to 75 and 10 per cent.

TRAPS (steel.)

Game, Newhouse, discount 25 per cent.
Game, H. & N., P. S. & W., 65 per cent.
Game, steel, 72½, 75 per cent.

TROWELS.

Disston's, discount 10 per cent.
German per doz 4 75 6 00
S & D, discount 35 per cent.

TWINES.

Bag, Russian per lb.		0 27
Wrapping, cotton, 3-ply		0 19
" 4-ply		0 23
Mattress per lb.	0 33	0 45
Staging "	0 27	0 35

VISES

Wright's	0 13½
Brook's	0 12½
Pipe Vise, Hinge, No. 1	3 50
" " No. 2	5 50
Saw Vise	4 50 9 00

ENAMELLED WARE.

White, Princess, Turquoise, Blue and White discount 50 per cent
Diamond, Famous, Premier, discount 50 and 10 per cent
Granite or Pearl, Imperial, Crescent, discount 50, 10 and 10 per cent.

WIRE.

Smooth Steel Wire.

No. 0-9 gauge		$2 50
10 "	6c.	extra.
11 "	12c.	"
12 "	20c.	"
13 "	30c.	"
14 "	40c.	"
15 "	55c.	"
16 "	70c.	"

Add 60c. for coppering and $2 for tinning.
Extra net per 100 lb.—Oiled wire 10c., spring wire $1.25, special hay baling wire 30c., best steel wire 75c., bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb. hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.
Fine Steel Wire, discount 25 per cent. List of extras: In 100-lb. lots: No. 17, 85—No. 18, $5.50—No. 19, 86—No. 20, $6.65 No. 21, 87—No. 22, $7.30 No. 23, $7.65 No. 24, 88 No. 25, 89 No. 26, $9.50 No. 27, $10—No. 28, $11—No. 29, $12—No. 30, $13—No. 31, $14 No. 32, $15 No. 33, $16 No. 34, $17. Extras net—tinned wire, Nos. 17-25, $2—Nos. 26-31, $4 Nos. 32-34, $6. Coppered, 5c.—oiling, 10c.—in 25-lb. bundles, 15c.—in 5 and 10-lb. bundles, 25c.—in 1-lb. hanks, 25c. in ½-lb. hanks, 38c. in ¼-lb. hanks, 50c.—packed in casks or cases, 15c. bagging or papering, 10c.
Brass wire, discount 62½ per cent. off the list.
Copper wire, discount 62½ per cent. net cash 30 days, f.o.b factory.
Galvanized wire, per 100 lb.—Nos. 4 and 5, $3.70 to $3.90 Nos. 6, 7, 8, $3.15 to $3.35—No. 9, $2.50—No. 10, $3.20 to $3.40—No. 11, $3.25 to $3.45—No. 12, $2.65 No. 13, $2.75 No. 14, $3.75 to $3.95 No 15, $4.30—No. 16, $4.30. Base sizes, Nos. 6 to 9, $2.27½ f.o.b. Cleveland. In carlots 12½c. less.
Clothes Line Wire, regular 7 strand, No. 17, $4.65; No. 18, $2.90; No. 19, $2.60. Hollow 6 strand, No. 17, $4.30; No. 18, $2.70; No. 19, $2.35; No. 20, $2.30, f.o.b. Hamilton, Toronto, Montreal.

WIRE FENCING.

Galvanized barb	2 80
Galvanized, plain twist	2 90
Galvanized barb, f.o.b. Cleveland, $2 67½ in less than carlots, and $2 55 in carlots.	

COILED SPRING WIRE.

High Carbon, No. 9	$2 75
" No. 11	3 40
" No. 12	2 95

WIRE CLOTH.

Painted Screen, per 100 sq. ft., net 1 40
Terms, 3 per cent. off 30 days.

WASTE COTTON.

Colored per lb.	0 06
White "	0 08

WRENCHES.

Acme, discount 35 to 37½ per cent.
Agricultural, discount 60 per cent.
Coe's Genuine, discount 20 to 25 per cent.
Towers' Engineer each 2 00 7 00
" S. per doz. 5 80 6 00
G. & K.'s Pipe " 3 40
Burrell's Pipe each 3 00
Pocket per doz. 0 25 2 90

WRINGERS.

Leader per doz.	30 00	33 00
Royal Canadian "		24 00
Royal American "	"	24 00
Sampson		24 0

Terms, 4 months, or 3 per cent. 30 days

WROUGHT IRON WASHERS

Canadian make, discount 40 per cent.

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HARDWARE
AND METAL MERCHANT

The Weekly Organ of the Hardware, Metal, Heating, Plumbing and Contracting Trades in Canada.

VOL. XV. MONTREAL AND TORONTO, MARCH 14, 1903. NO. 11.

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REGISTERED TRADE MARK
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"Queen's Head" and "Southern Cross" brands of dead flat or ordinary finish. No better sheets made anywhere. Blue Polished or Imitation Russian Sheets, Electrical Sheets, Tack Sheets, Etc.

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Wheelbarrows **Lawn Benches**
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Hose -- Sprayers -- Grass Shears
Etc.

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We carry in stock a full line of the following goods:

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Rods and Tubes.
Canada Plates.
Copper—Bar and Ingot.
Pitts.
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Copperine and Babbitt.
Cotton Waste.
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Black and Tinned Sheet.
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Russia, Genuine and Imitation.
Iron Pipe—Black and Galvanized.
Lead—Bar, Pig and Sheet.
Lead Pipe.
Solder—Half and Half and Standard.
Steel Sheets—Common and Dead Flat.
Tin Plates—Charcoal and Coke.
Tin—Bar. Ingot, "L & F" and Straits.
Wire—Bright Iron and Coppered Iron.
Zinc—Sheets and Block.

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NO HONING
NO GRINDING

The CARBO MAGNETIC Razor.

No Hard Blades
No Soft Blades
No Temper Streaks
No Returned Blades to the dealer—
Will Shave for Years Without Requiring Honing

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RED RUBBER PACKING
FOR HIGH-GRADE WORK

Good Packing Good Price
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MONTREAL TORONTO WINNIPEG

Other Tools are very good Tools, but "YANKEE TOOLS" ARE BETTER

No. 15. "Yankee" Ratchet Screw Driver, with Finger Turn on Blade.

No. 30. "Yankee" Spiral-Ratchet Screw Driver, Right and Left Hand.

No. 41. "Yankee" Automatic Drill, Eight Drill Points in Handle.

No. 50. "Yankee" Reciprocating Drill for Iron, Steel, Brass, Wood, etc.

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Fluting Machines, Hand Fluters.

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NORTH BROS. MFG. CO.,
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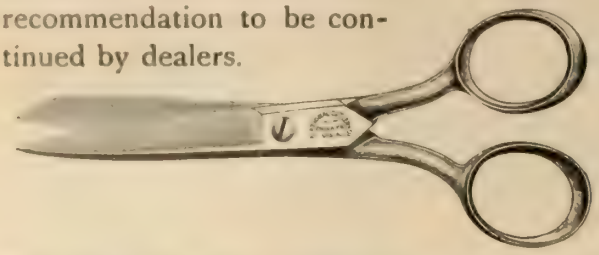
The celebrated National Cutlery Co. have been nearly half a century manufacturing only high-grade scissors, shears and tinners' snips of all description. This is a recommendation to be continued by dealers.



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DECATUR, BULL & CO.,
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TRADE MARK **FOUR REGISTERED TRADE MARKS.**

BURGON & WILKINSON Ladies' Hedge Shears, No. 107, best quality steel, beautifully polished, handles of light oak, or mahogany, fitted with nut, bolt and patent spring washer for keeping blades well on the cut.

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This makers' shears are all constructed with the same device, making them the leaders. Ask your jobber for **Burgon & Wilkinson's Shears.**

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BURGON
&
WIL
KIN
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"RED THREAD" Transmission Rope from the finest quality Manila hemp obtainable, laid in tallow.

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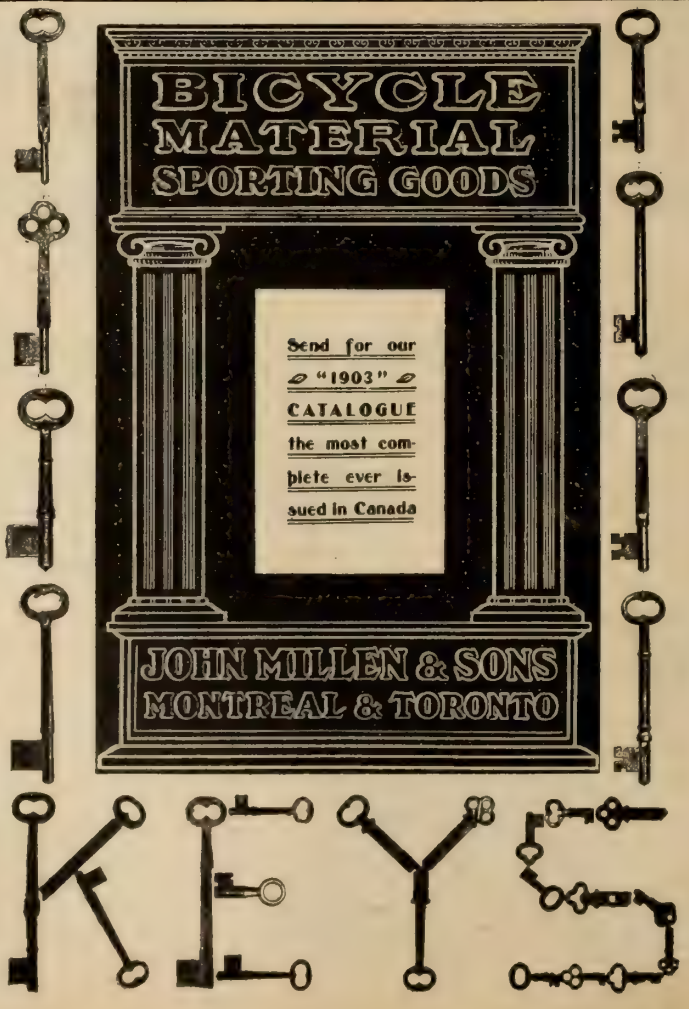

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ON **LAWN**
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FOR SPRING OF 1903.

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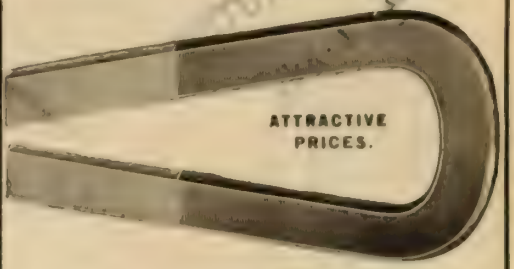

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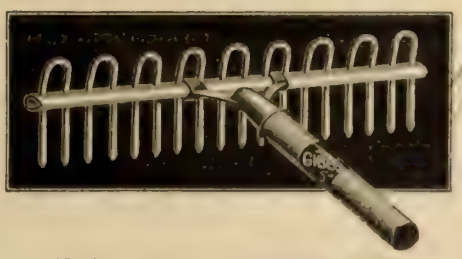

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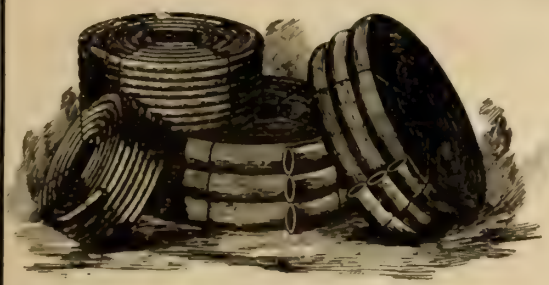
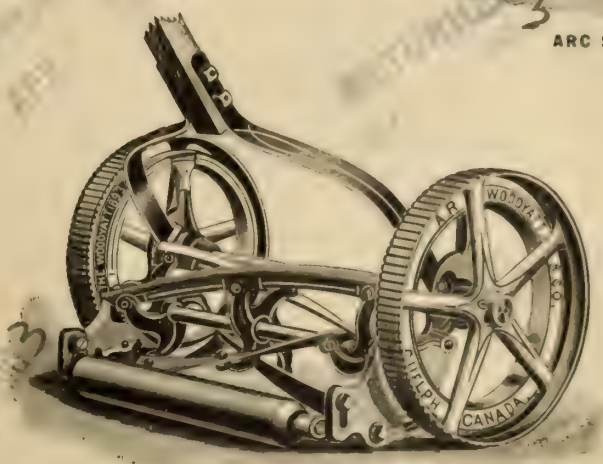
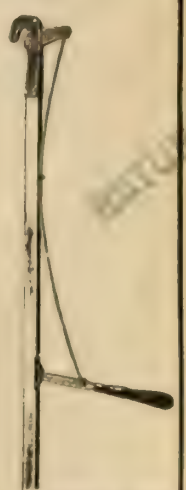


RUBBER AND COTTON GARDEN HOSE.



WOODYATT LAWN MOWER.



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NO. 105—GARDEN SHEARS.

LADIES' GARDEN SHEARS.

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TORONTO,
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BRASS WIRE
Of all kinds and for all purposes.

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For Telegraph and Telephone – Barb Wire, Plain Twist Galvanized Coiled Spring Fencing; Galvanized Wire, straightened and cut any length for fence purposes.

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Flat Head, Round Head, Bright and Brass.

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Gate Hooks and Eyes, Screw Hooks, Screw Eyes.
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STAPLES
Poultry Netting, Barrel, Blind, Bed and Fence. Special Staples made to order

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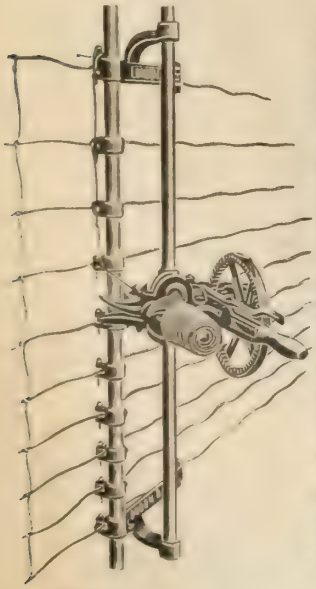
Long Distance 'Phone to all Departments.

A FACT SAYS WEBSTER, "IS THAT WHICH IS REALITY,"



It is a fact that it costs more for labor to weave wire fences in the factory and stretch it afterwards than to do it in the field with a LONDON.

It is a fact that heavier, stronger and better built fences are being built all over this country with LONDON FENCE MACHINES.

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The extra cost of roll fence is in the factory; the trouble with it is in erecting. It can't be done perfectly.

Sell your farmer friends a LONDON. It will build a perfect fence and win their approval every time.

Write for prices.

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Agency The London Fence Machine Co., Limited, at Summerside, for P.E.I.

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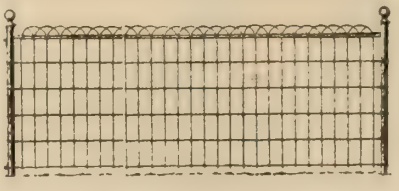

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We build it from 24 inch to 42 inch high, from **14c.** to **19c.** per running foot. The best and strongest in the market. We build farm fences and gates of all sizes.

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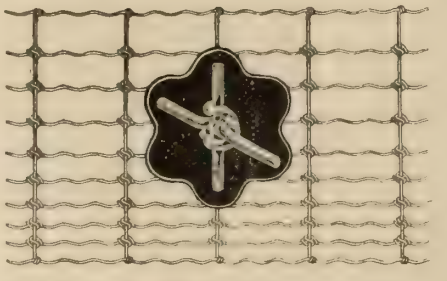

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Strongest and Best.

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No soft wire in it.

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"FROST"

COILED WIRE
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IMPORTANT: Insist on all your wire being tagged **"THE FROST."** It is a guarantee of superiority.

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OUR NEW CENTURY RIDGE LINE

of AXES and HATCHETS are

MICHIGAN PATTERN

Made in All the Standard Patterns.

The Best Quality of Crucible Tool Steel is used for the Bitts

Each tool is Tempered by Hand, and carefully inspected in every process of manufacture.

All are plainly stamped "A. A. & T. Co., Patented April 17, 1900," which is in itself a guarantee of superior quality and shows that we WARRANT them to be perfect in workmanship and material.

Can be furnished under the "AMERICANAX" brand Blue Finish, or the "RED RIDGE" Red Finish.

The popular policy we are pursuing as to price, makes it a seller and a profitable line to stock.

IF YOUR JOBBER CANNOT SUPPLY YOU, WRITE US DIRECT.

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WE ARE ALSO THE MAKERS OF SUCH WELL-KNOWN BRANDS AS

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No. 3, $5.50.

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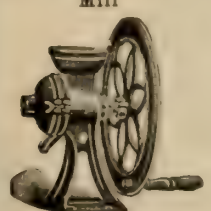

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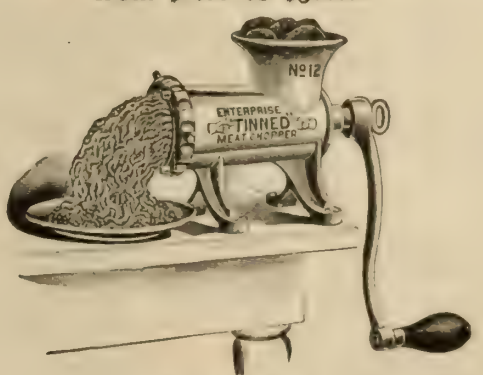
40 Sizes and Styles for Hand and Power from $1.00 to $300.00



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THE MOST COMPLETE STOCK

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In Sheets, Tubes, Wire and Rod.

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IMPROVED CARPENTERS' TOOLS

SOLD BY ALL HARDWARE DEALERS.

Will Hold Up a Shelf!

That's what a shelf bracket is for. For this purpose there can be

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BRADLEY STEEL SHELF BRACKET

It is well Japanned, Strong and Light. The saving in freight is a good profit, aside from the lower price at which the goods are sold

Order direct or through your jobber.

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AUTOMATIC CHAIN DRILLS.

These Tools will be found very useful in connection with a Bit Brace or Breast Drill in many places where it is impossible to bring a Ratchet Drill into use.

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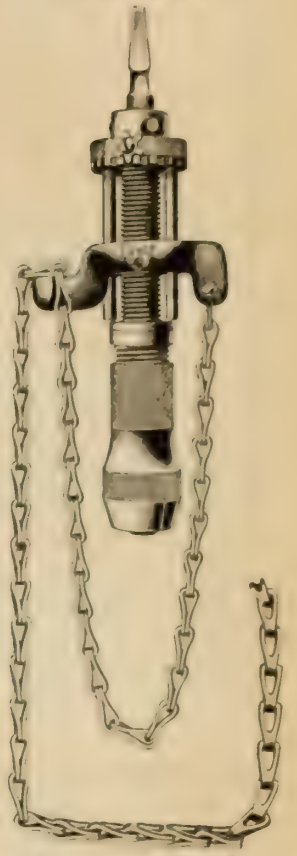

For Square Shanks.

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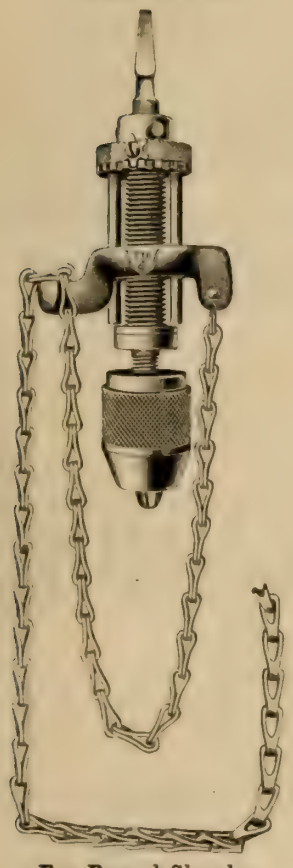

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Automatic Feed.

Ball Bearing.

They have an entirely Automatic Feed; the End Thrust has its friction reduced by Ball Bearings; they are equipped with 3 feet of Steel Chain.

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Send at once for our price list of Lawn Hose. By watching the small savings you accumulate big profits.

Dunlop Hose sells quickly because everybody knows there is good quality behind the "two hands" trade mark.

Hardware Merchants will find profit in handling our Rubber Matting, Horse Shoe Pads, etc.

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The New Century Ball-Bearing Washing Machine

Not the cheapest but decidedly the best Washing Machine made.

Five to seven minutes only required for a tubful.
The operator need not stand when using it, and there is practically no wear on garments.
Full information given on application.

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"ORIGINAL TRENTON"

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The price is always right and very low at the present time.

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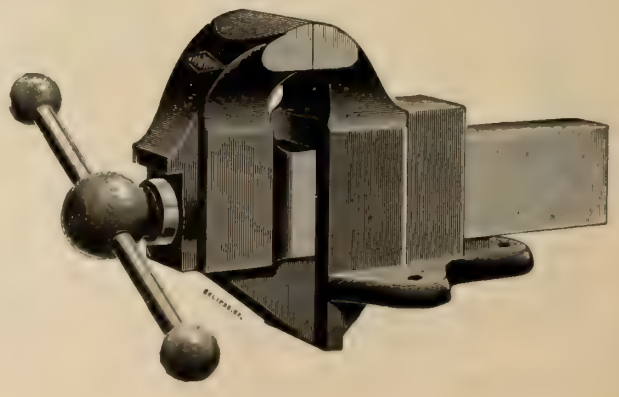

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Largest MAKERS OF

BEST SIEMENS STAMPING ENAMELLING BLACK PLATES,

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SEVERAL OTHER STYLES ILLUSTRATED IN OUR 1903 CATALOGUE

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WILL NOT BEND, BREAK OR RUST. EACH ONE TESTED AND GUARANTEED.

ERIE SPECIALTY COMPANY, ERIE, PA.

MISTRESSES AND MAIDS

DON'T OFTEN AGREE, BUT IN THOUSANDS OF HOMES WHERE

The World's Knife Cleaning Machine

IS USED, THEY ARE OF ONE MIND AS TO ITS EXTRAORDINARY MERITS. By Royal Letters Patent

WHAT IT WILL DO

It will clean any sort, shape, or size of knife.
It will clean, easily, at the rate of 500 knives per hour.
It will make knife-cleaning a pleasure.
It will easily command large sale.
It will do away with all excuses for dirty knives.
It will feed itself with powder.
It will prove itself the best of all knife-cleaners.

WHAT IT WILL NOT DO

It will not damage the blades or handles.
It will not make any dust or dirt.
It will not cause any worry or trouble.
It will not want constant reading.
It will not soil the hands of the user.

Size—11 inches x 11 inches x 7½ inches high.
Weight about 12 lbs.
Over 25,000 sold in England last year.

WHAT IT COSTS IN COMPARISON WITH OTHERS.

Possessing all the merits and none of the faults of high-class, expensive machines, it yet compares favorably with all these in price, and the cost is not $25 or $30, but simply - - - - - £1

British-made throughout. Handsome Electro Coppered. Complete in wood box, with tin of Knife Polish. It has only to be seen to be at once appreciated and to command a ready sale.

Retail Price,

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Only.

TRADE AND SHIPPERS ONLY SUPPLIED.

Special Prize Medal, Cookery and Foods Exhibition, London, Eng., 1901.
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SPECIAL TRADE DISCOUNTS:

For lots of 12 Machines 50 and 5 per cent. For lots of 72 Machines, 50 and 15 per cent.
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Electros Free, Superb, Expensive Show Cards Free.

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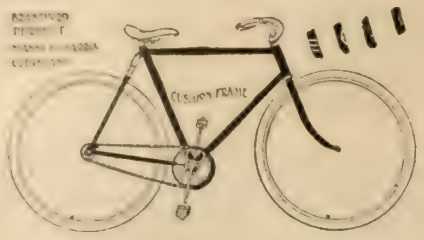
DECATUR, BULL & CO., 30 Hospital Street, MONTREAL.

GOOD WHEELING DAYS

THIS IS CUSHION FRAME YEAR



This is the year for the revival of bicycling as a pastime and an economical means of transportation. We have our finger on the public pulse, and we know. This revival was bound to come, especially in view of the many big improvements, particularly because of the King-pride of them all, the

HYGIENIC CUSHION FRAME

It makes all roads smooth roads. People are talking about it. You can sell the bicycles with it. They're the newest thing yet in Bicycledom.

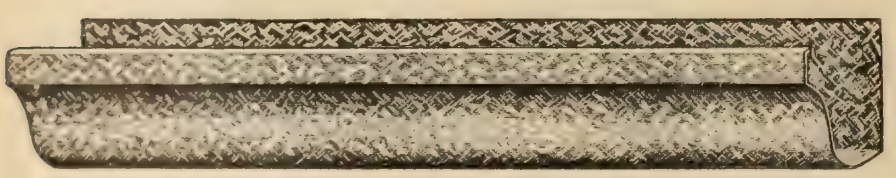
"CLEVELAND" "MASSEY-HARRIS"
"BRANTFORD" "PERFECT"

WRITE FOR PARTICULARS.

Canada Cycle and Motor Co., Limited

Head Office and Works: TORONTO JUNCTION

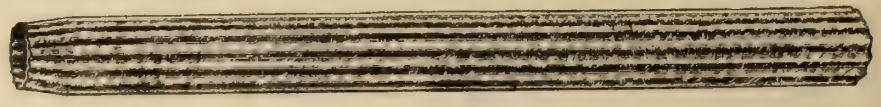
Have you placed your order for Eave Trough?



We can supply all styles and sizes.
O.G., Round and Square Bead and Half-Round Patterns.
Made in 8 and 10-foot lengths.

Conductor Pipe, Plain and Corrugated.
Conductor Pipe Elbows, Shoes, Hooks and Gutter Spikes.

In fact, everything a Tinner needs.



Galvanized Sheet Iron from Stock or for Import

"Queen's Head," "Fleur de Lis," and "Apollo" Brands.

We will be pleased to quote you.

If you want your orders shipped promptly, write to

KEMP MFG. CO., Toronto, Canada

HARDWARE AND METAL

VOL. XV. MONTREAL AND TORONTO, MAROH 14, 1903. NO. II.

COMMENT ON CURRENT TOPICS.

IN Manitoba last year, 168 joint-stock companies filed reports in the Provincial Secretary's Department, against 111 in 1901. Of foreign corporations there were 75 against 57. Manitoba will eventually become a great manufacturing and commercial centre as well as a great wheat-growing country. And those who prophesy that Winnipeg will be the "Chicago of Canada" are not likely to prove false prophets.

* * *

A couple of generations ago Toronto was called "Muddy York." To-day it is called "Muddy Toronto."

* * *

In making a raid on cotton in New York the other day, the bears were possibly bent on providing themselves with garments for summer wear.

* * *

Electricians appear to be getting control of the atmosphere, but there are yet no signs of anyone mastering the turbulent waves of the ocean. The way the big ocean liners have been buffetted about lately forcibly reminds one of this.

* * *

It is a good thing to have an encyclopedia in your library, but you require something more than an encyclopedia in your head; you require a thinker.

* * *

The agitation for smoke consumers is becoming quite pronounced in Toronto. This is one of the aftermaths of the coal strike, for had there been more anthracite there would have been less bituminous coal used, and consequently less smoke to cause annoyance.

* * *

It does not follow that because Vermont has discarded its 50 years of prohibition for a high license system, the surplus supply of water in that State will be any larger.

* * *

One of the political speakers in North Ontario blamed Providence for the elongated character of that constituency. This is a new species of politico-religious belief, and possibly is born of the idea that those who gerrymandered the constituency were verbally inspired.

* * *

The two locomotives which met on the same track near Acton, Ont., the other day have not since been able to move. Locomoter-taxia is probably the trouble.

* * *

Should the prohibitionists succeed in abolishing the liquor bar in Ontario we shall still have the legal bar to deprive us of our cash.

* * *

Although the Conservative party in the Ontario Legislature is still in the cool shades of the Opposition benches, it doubtless finds the temperature several degrees warmer than in the last House. The thought of what might have been, and in fact, what nearly came to being a reality, must naturally, however, be depressing. But one cannot tell an hour or a day may bring forth in political matters, although it must be confessed that the immediate future does not promise to bring defeat to the Ross Administration.

* * *

And so the Dominion Government has again decided to call for tenders for a fast Atlantic steamship line. Canada has experienced so many slips between the cup and the lip over the fast Atlantic steamship service during the past six or seven years that we sometimes almost despair of ever getting the cup to our lips; in other words, of ever getting an up-to-date line equal to that running out of New York. Let us, however, be not faithless but believing. The fast line is a little slow in coming, but it will reach harbor some day, although in the meantime some of us, like faithful Abraham, may "cross the border" before the desideratum is secured.

* * *

In the King's speech, at the opening of the Ontario Legislature, better accommodation is promised for the insane of the Province. It is to be hoped that the promise will be made good. A great deal has been done, but until there is no longer a necessity for committing to the common gaols the poor unfortunates bereft of reason a great deal more must be done.

* * *

Although the Liberal party in Ontario holds the record under the British flag for continuous tenure of office, His Majesty's Royal Opposition can boast (if it so desires) of holding the record for continuous occupancy of the Opposition benches. There may not be much consolation in this, but a record is better than nothing.

* * *

The grain crops in Canada have been so healthy the last couple of years that they have been sufficiently potent to lift heavy mortgages off many farms.

* * *

Two or three of the municipalities in Ontario appear determined to hammer away at the Bell Telephone Company. They evidently like the ding-dong sound.

* * *

Marconi has at last induced the British Government to allow his wireless telegraph station at Poedlin, Cornwall, to be connected with the inland telegraph system of the country. Hitherto the nearest telegraph station to Poedlin was about two miles away, but permission officialdom

opposed bridging the distance. But officialdom, like the ether of space, has been at last compelled to conform to Marconi's will.

* * *

There was a political meeting at Zepher, Ont., the other night and as the speeches were political they were not as the gentle zephers about which the poets write.

* * *

While C. R. Devlin is now the man for Galway, it is evident the Dominion Government no longer considers him the man for Canada as an immigration agent.

* * *

Toronto has lost its suit against The Consumers' Gas Co., and now the legal gentlemen who had charge of the case are busy explaining that they expected the city would lose its case.

* * *

A meeting was held in London, Eng., a few days ago to discuss the food supply in case of war. What is troubling Canada most just now is how to supply Great Britain with food in time of peace. We have the surplus food, but not the adequate transportation facilities.

EMPLOYES ENJOYED A DANCE.

The McClary Manufacturing Co., Limited, London, Ont., celebrated the opening of the warehouse erected to replace the one recently destroyed by fire with a dance for the employes in the immense third flat of the new building, where there is a floor space of 200 x 60 ft. The flat is floored with hardwood, which was excellently waxed. The room was well illuminated and nicely decorated, and when the dancing was in full swing the sight was one of grace and charm. Like everything else undertaken by this company, the affair was a complete success.

NEW HARDWARE FIRM.

Moore Bros., hardware, stove and tinware dealers, Georgetown, Ont., have disposed of their business to Anthony & Howes. Mr. Anthony is an old Georgetown boy, having spent his school-boy days in the town. From here he went to Brampton, where he spent some years in the employ of Peaker & Son, and latterly he has been enaged in Wiarton. Mr. Howes is a brother-in-law of Mr. Anthony, and has had some years experience in the business. Stock-taking is now in progress. The firm will be ready for business in a few days, and cordially solicit a liberal share of your patronage.

THE BINDER TWINE TARIFF.

Editor "Hardware and Metal":—An article appeared in The Mail and Empire of January 8, 1898, announcing the fact that a deputation from the cordage manufacturers had waited on the Government at Ottawa on January 7 to insist upon the duty on binder twine being restored.

It was represented to the members of the Government, in the strongest possible way, that absolutely nothing short of immediate liquidation awaited the oldest, largest and most important cordage factory in Canada, unless the tariff was increased. Figures were piled up in an astonishing way to prove the correctness of their contention. The article in question was severely criticised by those opposing the reimposing of the duty. It was shown by them that the figures were not only padded, but an attempt had evidently been made to deceive the Government with grossly exaggerated statements.

The facts brought out were of a most startling nature. They undertook to show that a huge combine was in existence, claiming that this combine had agreed to subsidize or purchase all the cordage factories they could get hold of, enormous prices being paid for the factories bought, and princely salaries paid to the others to close down, the evidence proceeded to establish these facts; it was so conclusive that no attempt was made to disprove it.

The duty was not restored—the oldest, largest and most important cordage factory kept right on doing business in the old way; not only that, but new twine factories have been organized, and are in operation to-day in spite of the statement made by the cordage company that they would have to go into liquidation, if the traiff was not reinstated. Not only has there been six new factories started in Canada since the duty was taken off, viz.: Walkerton Binder Twine Co.; The Ontario Farmers' Cordage Co., of Brantford; The Richelieu Cordage Co.; The Chatham Binder Twine Co.; The Canadian Cordage Co., of Peterboro', and The Brandon Binder Twine Co., but the old ones still exist. The formation of these companies is evidently due to the enormous profits made by some of them, as shown by their statements, showing 60, 90 and 100 per cent. per annum, or an average of 83 per cent. during the years 1896, 1898 and 1900; and now we find the same element at work to induce the Government to put on the duty. Meetings of the manufacturers have been held. Deputations have been sent to Ottawa to interview the Government, waxing eloquent, no doubt, as some of them repeated the same old tale of woe that was poured into the ears of the Cabinet Ministers, when a similar deputation waited on the Government on January 7, 1898, a full report of which was given at the time in The Mail and Empire of January 8, 1898. They are doing all they can to induce the Government to help them to take some more money out of the pockets of the farmers of this country, by putting a duty on binder twine. Padded statements have been presented as formerly. A sensational writer has been engaged to write it up. A circular, under the heading of "The Binder Twine Situation in Canada," of which some 40,000 have been circulated broadcast over Ontario, filled with the same old mis-statements, and grossly exaggerated, the following being a sample:

The first proposition starts off with a mis-statement intended to deceive. They state that binder twine is manufactured principally from manila fibre, on which there is an export duty of ⅜ of a cent. per lb. coming to Canada. Now, what are the facts? From 85 to 90 per cent. of the binder twine made, used and sold in the United States and Canada is made from sisal fibre, on which there is no duty. They state that over 90 per cent. of the binder twine manufactured in the United States is made by the large agricultural implement companies. Outside of the two large agricultural companies, who manufacture twine, there are some ten or twelve makers of twine in the States, and it is estimated that they make from 40 to 50 per cent. of the twine manufactured in the States.

They assert, that while there is no duty on twine coming into Canada, there is a duty of 45 per cent. on twine entering the States. This statement is intended to deceive or mislead. There is no duty on sisal or twine running 600 ft. to the lb. going into the States from Canada. There is a duty of 45 per cent. on twine running 650 ft. to the lb., but there is so little of this length of twine made, and the Canadian 650-ft. twine is so inferior in quality, it would not be sold in the States, even if there were no duty on it.

Sisal fibre is grown in Mexico and is free of duty. The Canadian maker can

WIRE NAILS
TACKS
WIRE

Prompt Shipmen

The ONTARIO TACK CO.
Limited
HAMILTON, ONT.

buy as cheaply as the American maker, and as fully 85 to 90 per cent. of all binder twine made is manufactured from sisal fibre, and as sisal-fibre twines are admitted to the United States from Canada free of duty, the American manufacturer has no advantage over the Canadian manufacturer.

They state that the American harvest is earlier than the Canadian, and the American makers are only too glad to dispose of their surplus twine at any figure. The harvest in Ontario and Quebec comes at the same time as it does in the Central West, Manitoba is only a little later than Minnesota and North Dakota, and as the American cordage manufacturers export thousands of tons of twine every year to Europe and other countries, where the harvests are either later or earlier than in America, there is a continual demand for it, consequently they have no "surplus twine to offer at any figure."

In letters of red they ask the question, What will be the result if the Canadian Government do not give the Canadian manufacturers some protection? and answer it with the same stock argument used in 1898: The factories must close and binder twine will cease to be manufactured in Canada, just what they tried to make members of the Government believe in 1898. Strange that they would try to hoodwink the Government in this way, knowing that all the twine factories that were then in existence are still in operation now, and no less than six new twine factories have been organized since then and are now running.

Their contention that hemp for the manufacture of binder twine has to be purchased in August and September is wide off the mark.

It is perfect nonsense to talk of purchasing all the hemp for next season's harvest during these two months, for, as already intimated, nearly all twine used is of sisal hemp. It is raised in Mexico, and a sailing vessel will make the trip to New York in about eight days.

H. T.

Toronto, March 11, 1903.

PROMINENT SADDLERY MAKER DEAD.

S. C. Skinner, of The Skinner Company, Limited, Gananoque, Ont., died in that town on Saturday last. Deceased had been in business in Gananoque since 1857, when he entered into partnership with his father and brother in the manufacture of hames, scythes, snaths and saddlery hardware, which business has widely extended in the years that have gone. Mr. Skinner was one of the leading citizens of Gananoque, and was highly esteemed by all who knew him.

Absolutely Trustworthy.

A VARNISH STAIN THAT IS ALWAYS RIGHT . . .

The Sherwin-Williams Varnish Stain is a specialty you can rely on. It is a leader and a trade getter. Practical tests and the market it has found prove this.

It is a product that is always in demand. There is no particular season for selling it. It is constantly being used for decorative purposes.

Your customers will find The Sherwin-Williams Varnish Stain always right, and it will be a continuous advertisement for your paint business.

The Sherwin-Williams Varnish Stain stains and varnishes new and old wood at one operation. It imitates the natural wood and gives a good lustre. It is serviceable and decorative. Put up in convenient sized packages, ready for use in oak, cherry, mahogany, rosewood, ebony, walnut, golden oak and green.

If you haven't our product in stock, write for prices and full particulars. Some good advertising features go with it. Write to-day.

THE SHERWIN-WILLIAMS CO.

PAINT AND VARNISH MAKERS.

CLEVELAND, CHICAGO, NEW YORK, NEWARK, BOSTON, KANSAS CITY, SAN FRANCISCO, LOS ANGELES, MINNEAPOLIS, MONTREAL, TORONTO, WINNIPEG.

CANADIAN DIVISION

HEADQUARTERS, & PAINT FACTORY, 21 St. Antoine Street, Montreal.

VARNISH FACTORY, St. Patrick Street, Montreal.

TORONTO DEPOT, 86 York Street.

WINNIPEG DEPOT, 147 Bannatyne St., East.

CHAT

FORT WILLIAM is to have another large grain elevator. The contract to build a 2,000,000-bushel elevator has been granted to the MacDonald Engineering Co. by the C.P.R.

The C.P.R. and G.T.R. have announced their intention of opening up offices in Bristol, Eng.

J. G. James, of London, Ont., has purchased the hardware business of J. G. Ryan, Port Dover, Ont.

J. C. Wanless, hardware dealer, Chatham, Ont., is having his store overhauled and remodelled. When completed, it will be one of the brightest and most convenient in Chatham.

James Corbett, one of the founders of The Corbett Foundry and Machine Shops, Owen Sound, died in that place on Wednesday last after a lingering illness. His sons continue the business.

Thos. B. Macdonald, of Park Hill, Ont., who has been spending the last five months in California, will, on his return this month, open a new, up-to-date, stock of hardware, stoves and tinware.

Fire broke out in the hardware store of W. J. Muirhead, Carleton Place, Ont., last week. Timely assistance was given by the local fire brigade. The building was saved, though much damage was done to the stock.

Fred. J. Prossons, son of R. Prossons, of Ashdown & Prossons, Swan River, Man., has left the J. H. Ashdown Hardware Co., Winnipeg, and entered the employ of Geo. D. Wood & Co., Winnipeg, as warehouse clerk. H. W. Gibson, for the last six years representative of the J. H. Ashdown Hardware Co., has joined the travelling staff of Geo. D. Wood & Co.

BUSINESS CHANGES.

DEEDS OF TRUSTS, ASSIGNMENTS, COMPROMISES

A meeting of the creditors of Lamb[illegible] & Ellis, contractors, Montreal, was held on March 9.

A statement of assignment has been filed in the case of Carrier & Co., contractors, Montreal.

John Dupont, tinware merchant, Ayton, Ont., has assigned to Robert H. Fortune.

J. Maguire & Co., general merchants, of [illegible], Ont., have assigned to Daniel Dayes.

[illegible] & Caron are provisional guardians for A. Lavallee & Co., contractors, Montreal.

Thos. O'Leary, general merchant, of [illegible], Que., is offering to compromise at 25c. on the dollar.

Willson & Ingram, agricultural implement merchants, Sintaluta, Man., have assigned to J. F. Middlemiss.

T. Fournier, general merchant and tinsmith, Cedar Hill, Que., is offering to compromise at 30c. on the dollar cash.

INCORPORATIONS AND CHANGES.

The Standard Paper Box Co., Montreal, have obtained a charter.

Ulric Beaulieu, tinsmith, of Berthier, Que., has removed to Sorel.

J. Leonce Valois, tinsmith, of Berthier, Que., has removed to Sorel.

John Galipeau & Co., Montreal, have been registered as plumbers.

The Manitoba Iron Works, Limited, of Winnipeg, have been incorporated.

George Rambo, tinsmith, Merlin, Ont., has been succeeded by Rambo Bros.

L. C. Carstedt, tinsmith, Elmwood, Ont., has removed to Moorefield.

The Manitoba Linseed Oil and Paint Co., Winnipeg, is applying for incorporation.

The Belmore Bay Gold Mining Co., Limited, Sault Ste. Marie, Ont., have obtained a charter.

R. C. Jamieson & Co., Limited, Montreal, manufacturers of paints, have been incorporated.

Sandford Furniture and Woodenware, Limited, Fenelon Falls, Ont., have obtained a charter.

The Norwich Broom and Brush Company, Limited, Norwich, Ont., have obtained a charter.

J. & P. Schwartz, lumber and grain merchants, Altona, Man., are adding implements to their stock.

C. B. McCallum, agricultural implements, Innisfail, has been succeeded by The McCallum & Thorne Co., Limited.

A co-partnership between John R. Francis, of the firm of J. R. Francis & Co., hardware merchants and undertakers, Sydney Mines, N.S., and Philomene Bernard has been registered.

SALES MADE AND PENDING.

W. N. Buck, general merchant, of Port Rowen, Ont., has sold out.

A. S. Baker, general merchant, Hilton, is advertising his business for sale.

W. Esau & Co., general merchants, of Winkler, have sold out to M. Calop.

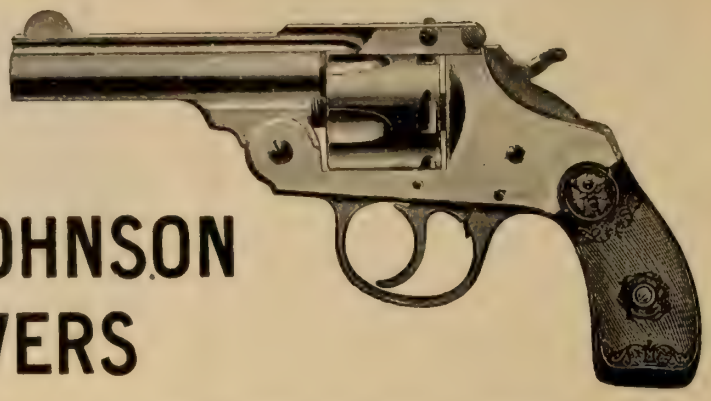
C. B. Frelford, general merchant, Tara, Ont., is offering his business for sale.

C. Parker, grocer and hardware merchant, Smith's Falls, Ont., is selling out.

Wm. Bone, painter, Hutonburg, Ont., has sold his stock at 71½c. on the dollar.

Nesbitt Bros., general merchants, Wellwood, are advertising their business for sale.

AN UNDISPUTED FACT.

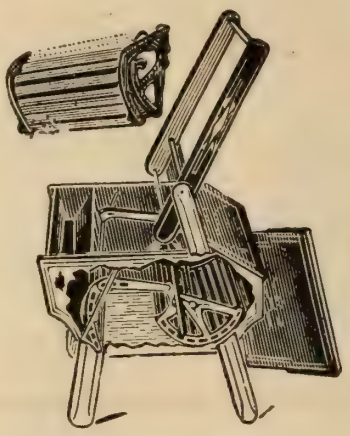


IVER JOHNSON REVOLVERS

are absolutely safe; accidental discharge impossible. Millions are in use, all giving perfect satisfaction. The trade prefer them and the public demand them because they are "Honest goods at honest prices."

IVER JOHNSON'S ARMS & CYCLE WORKS,

New York Office: 99 Chambers St. FITCHBURG, MASS.



Vollmar Improved Perfect Washer

It has a most enviable record. A perfection of its kind—will wash more clothes in less time, do it better and easier, with less wear and tear, than any other machine. Prices on application.

COLBORNE, Sept. 10th, 1902,

Messrs. WORTMAN & WARD MFG. CO., LONDON,

DEAR SIRS,—We have used the washer again and find that further use increased its value to us. The girls are simply delighted with it, as they can do the washing and be presentable for callers if need be.

MRS. R. WEEKS.

The above is a sample of the many kind words said about the Vollmar. (Use the street No. when addressing us.)

The Wortman & Ward Mfg. Co., Limited

No. 1500 William Street, London, Ont.

J. A. Werner, tinsmith and grocer, of York, Ont., is advertising his business for sale.

The A. Pickard Co., general merchants, Exeter, Ont., have sold out to Rowe & Snell.

The assets of the hardware stock of L. Harry Gaudry, Quebec, were sold on March 11.

The Rideau Paper Box Co., Ottawa, have sold out to The Ottawa Paper Box Company.

Brunt & Denning, general merchants, of Kerwood, Ont., have sold out to John Denning.

A. Widdifield, general mecchant, Lawrence Station, Ont., has sold out to Samuel Wildon.

J. P. Shannon & Co., hardware merchants, Killarney, have sold out to Jas. McNaughton.

G. B. Hearn, general merchant, Richard's Landing, Ont., is advertising his business for sale.

Moore Bros., hardware merchants, of Georgetown, Cnt., have sold out to Anthony & Howes.

L. G. Jourdain, hardware merchant, of Three Rivers, Que., has sold out to Arthur and Eugene Panneton.

PARTNERSHIPS FORMED AND DISSOLVED.

Ballantyne & Co., plumbers, Montreal, have dissolved.

Martel & Puize, sewing machine merchants, Montreal, have dissolved.

Connell & Clement, agricultural implement agents, Arcola, Man., have dissolved.

Amiot, Lecours & Lariviere, hardware merchants, Montreal, have dissolved partnership.

A. Joly & Co., painters, Montreal, have dissolved and a new partnership has been registered.

FIRES.

T. H. Donville, general merchant, Halifax South, Que., has been burned out.

W. J. Muirhead, Carleton Place, Ont., had his hardware stock damaged by fire and water; insured.

DEATHS.

John H. Praten, carriagemaker, Watertown, Ont., is dead.

George Boxall, stove and tinware merchant, Toronto, is dead.

Jos. Arseneau, of the firm of Gauthier, Arseneau & Co., general merchants, Little Cascapedia, Que., is dead.

H. S. HOWLAND, SONS & CO.,

WHOLESALE ONLY

37-39 West Front Street, **Toronto.**

LIMITED ONLY WHOLESALE

REPAIRING OUTFITS

MEN'S HEELS

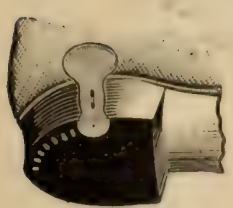
MEN'S SOLES
WOMEN'S SOLES

RUBBER CEMENT

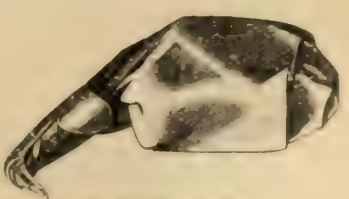
SHOE THREAD

"STAR" SOLE PROTECTORS

LEATHER CEMENT



HEEL SUPPORTS



COBBLERS' WAX

FOR OTHER LINES SEE OUR HARDWARE CATALOGUE.

H. S. HOWLAND, SONS & CO. LIMITED, **Toronto.**

WE SHIP PROMPTLY.

Graham Nails are the Best.

OUR PRICES ARE RIGHT.

Factory: Dufferin Street, Toronto

MACHINERY

A SHORT TREATISE ON GAS ENGINES.

By GEO F. BARNARD

Of late considerable attention has been paid to gas and gasoline engines as a means of generating power, and only recently has its economy been demonstrated and its practicability proven. The steam engine will always have a field, but there are a great many instances in which it has had its day. Electricity is not, when sifted to a fine point, so much a power as it is the substance of a power applied. Although gas and gasoline engines are made up of parts having a general similarity to those of the steam engine and with like functions, they have one fundamental point of difference. The steam engine derives its power from the chemical conversion of fuel into heat, by means of combustion which takes place in the furnace under the steam boiler.

The gas engine is an internal combustion engine, whose piston is driven directly by the expansion caused by the heat of the combustion of a charge of gaseous fuel ignited at the proper moment within the walls of its cylinder at each power-producing stroke.

The fuels principally used are gas, gasoline and petroleum. The quantity required per h.-p. depends largely upon the quality of fuel. These engines are capable of being operated on either one gallon of stove gasoline, 74 deg., 170 ft. of city or artificial gas, or 15 ft. of natural gas per h. p. per 10 hours.

By means of governors a gas or gasoline engine automatically regulates or measures the amount of fuel at each power stroke proportionate to the amount of work it is called upon to perform; charges its own cylinder with combustible gases; ignites this charge thus taken and confined, by means of a hot tube igniter or electric spark, and the resultant mechanical force thus created with the minimum loss is instantly transmitted to shaft and flywheels, and from pulley to belt. The gas engine's furnace or firebox is its cylinder clearance and port cavities. One of the latest improvements is a gasoline attachment, which measures the exact amount of gasoline required, thoroughly mixing it with the ingoing charge of air, giving always the proper mixture. This device can be varied at pleasure to produce the proper mixtures and can be locked in position.

A certain part of steam, after it has performed its function in the cylinder of the steam engine, is exhausted into the atmosphere with a great percentage of its initial energy removed. The same rule applies to the gas engine. After combustion has taken place, a certain residual product remains in the shape of water and carbonic acid gas. This residue is removed at one sweep of the piston following upon the combustion stroke, and all are of the nature of a gas.

In up-to-date engineering practice, and for stationary purposes, what is termed the "four-cycle" engine is used, as this type possesses a great advantage over what is known as the "two-cycle" in point of economy.

The primary requisite of the "four cycle" is the "admission" of the charge which enters the cyclinder during the outward stroke of the piston; this completed, the valve, which admits the charge, closes, and the mixture in the cylinder undergoes "compression." When this compression is carried to the highest possible point, the charge is ignited and expansion takes place. Following the expansion strokes the products must be discharged or exhausted through a valve provided for that purpose. Admission, compression, expansion, and discharge form the four cycles.

The two-cycle engine keeps the mixture under pressure and admits it to the cylinder without previously clearing out the exhaust. This form of engine takes a charge every revolution, and is used quite extensively for marine purposes.

The conditions which usually prevail in installing an engine of 200 h.-p. differ very materially from those which exist in the case of a four h.-p. The consequence is no one type of engine will answer all the varied requirements. An engine of the 200 h.-p. type would require an auxiliary device, such as a compressed air tank or small starting engine to turn it over. The four h.-p. can be readily started by hand. Again, the same style of engine that would be used for running an electric-light plant, would be out of place furnishing power for a sawmill. The agricultural gasoline engine, that is, an engine mounted on wheels, for use on farms and plantations located a great distance from a railroad, is a machine that quite a number of manufacturers are devoting their attention to.

There might be many other special conditions which would make the gas or gasoline engine preferable, but no exact rules can be made in this matter, without a knowledge and careful study of existing conditions in each individual case in which an engine is required.

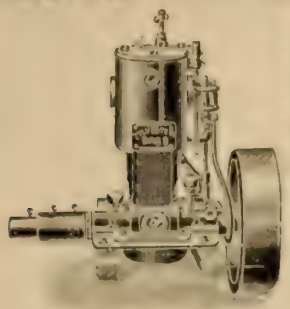
WHY THE ENGINE STOPPED.

I heard a story the other day about an oil engine, which my readers may rely upon as being true, writes "Vulcan," in Ironmonger. A well-known firm of oil engine makers supplied one of their motors to a customer in a neighboring county, and, as usual, the man who fixed the machine up filled the tank with oil before leaving the purchaser's premises. As the tank held about a barrel and the engine only ran intermittently, all went well for some weeks, until one day an urgent message was received by the makers begging them to send a man over at once, as the engine had jammed and wouldn't work. Judge of the man's amazement as well as amusement, on finding that the sole reason why the engine refused to run was because the oil was exhausted. The attendant evidently thought that the oil, like that in the widow's cruse, wasted not with the using, but would endure as long as the engine.

ONE OF LONDON'S BUSY FIRMS

On Thursday last three boilers for British Columbia were completed and tested by the Dominion inspector for a working pressure of 120 lb. to the square inch, in compliance with the stringent British Columbian laws. At the same time a second large retort, 78 in. diameter by 37½ ft. long, for The Montreal Silicate Brick Co., was being loaded for shipment. Other boilers are now under construction for Manitoba and New Brunswick, in addition to several for Ontario users, including among them four large Scotch boilers, with corrugated internal furnaces, designed to carry a working pressure of 160 lb. One of these is for A. Nelson, of Tilbury, Ont., for his electric station, and the other three are for the new works of The McClary Manufacturing Co., of London, and will be used to supply steam for two of this firm's "Peerless" self-oiling engines of 170 and 70 h.-p. respectively.

THE SYLVESTER GASOLINE ENGINES AND LAUNCHES.

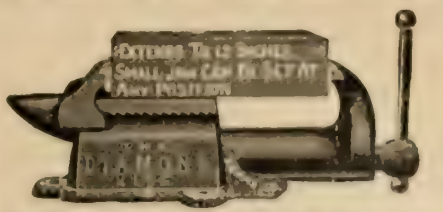


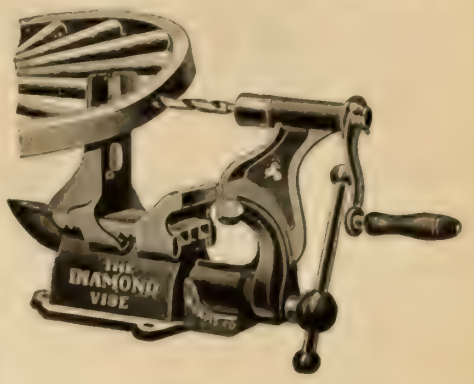
Awarded the Bronze Medal (the highest prize) at the Toronto Industrial Exhibition 1902. The simplest, most reliable, economical and substantial Engine on the market. Can be used any place, by any one, for any purpose. Sizes 1½ to 16 horse power. Stationary, portable, and marine. Also extra fine Gasoline Launches, best in the market. Write for Catalogue "H" and testimonials.

The Sylvester Mfg. Co., Limited
LINDSAY, ONT.

DIAMOND VISE AND DRILLING ATTACHMENT.

U. S. Patent Jan. 15, '95. Canadian Patent July 22, '95.





JAWS are faced with steel ⅝ inch wide, 4 inches long, firmly fastened to jaw, checked and hardened. VISE weighs 38 pounds. DRILL weighs 13 pounds. For Sale by Jobbers of Hardware.

Made by—
The Adams Company, Dubuque, Iowa, U.S.A.
Made by **Taylor-Forbes Co.**, Limited, Guelph, Ont.

New and Rebuilt Boilers For Immediate Delivery.

(Last Corrected weekly.)

BOILERS

72 x 189, 95 3/4 in	tubes,	Horizontal Tubular
44 x 135, 40 3 in	"	"
38 x 131, 28 3 in	"	"
44 x 166, 46 3 in	"	"
22 x 66, 16 2½ in	"	"
48 x 162, 42 3 in	"	"
52 x 154, 26 3¼ in	"	Return "
40 x 60, Clyde Water Back.		
60 x 134, 21 4 in	Tubes,	Scotch
26 x 36, 15 3-4 in.	"	Economist, NEW
30 x 72 x 22, 3-in	"	" "
26 x 106, 14 3 in	"	Fire Box
72 x 192, 67 3 in	"	"
19 x 44, 13 2 in	"	No 2 Petrie, NEW.
20 x 49, 19 2 in	"	Plain Vertical NEW.
36 x 72, 35 2 in	"	" " "
30 x 72, 43 2 in	"	" " "
30 x 60, 34 2 in	"	Submerged Tubular
24 x 60, 31 2 in	"	" "
30 x 72, 34 2-in	"	" "

A Full description of any of the above, also of any size engine, a large stock of which I have on hand, sent on request.

My catalogue of mill and engineers' supplies will help you select your supplies.

H. W. PETRIE
131 145 Front St. West, 8-22 Station St., Toronto

"THE PEERLESS"

is the best Bolster Spring ever produced. A fine line for the hardware trade. **Write Us for Prices**

JAMES WARNOCK & CO., - GALT, ONT.

Dart Patent Union Couplings

Bronze Seats.

Ball-Bearings.

Ground Joints.

Non-Corrosive.

Send for Catalogue and Prices.

SEE THAT SEAT.

THIS IS THE GENUINE DART UNION. Do not be deceived by imitations.

SOLE CANADIAN AGENTS

THE FAIRBANKS COMPANY

MONTREAL WINNIPEG VANCOUVER

MACHINERY AND ELECTRICAL NOTES.

The [illegible] Montreal, which was burned on Monday, will be replaced by a [illegible] will be built by The Dominion Engine Works, Limited, Lachine.

The Hamilton Pump Co., Brandon, Man., are putting up a large building and will equip it with modern machinery, in order to increase their output.

A 25 h. p. "Wm. Watte & Son" portable engine and boiler, on wheels, was shipped to Nogar & Appleby, Wall's Siding, Scotia Junction, by H. W. Petrie, Toronto.

A 4 h. p. "Haggas" gas engine was purchased by R. H. Harrison, Woodstock, Ont., from H. W. Petrie, Toronto, for the purpose of running his cake machines and dough mixers.

The Nova Scotia Steel Co. has had such an excellent year that they issued last week a half-yearly dividend of 3 per cent., as compared with 2½ per cent. dividend for the same period last year.

A "Housey" gas engine was sold to Ramsay Bros., Woodstock, Ont., for the purpose of truning an ice-cream freezer by H. W. Petrie, Toronto. This class of engine is fast becoming popular for work of this kind.

A fine upright boiler was shipped by H. W. Petrie, Toronto, to W. H. Collinson, of the Meadowbrook Fruit Farm, near St. Catharines. This outfit is to be used for boiling a solution to spray upon the trees to prevent the presence of that well known scourge "San Jose Scale."

James Sherriff, manager of The Brandon Machine Co., Limited, Brandon, Man., while in Toronto, placed an order with H. W. Petrie for a 24 in. x 12 ft. "London" engine lathe, and a 24-in. "London" triple-geared iron shaper. Mr. Sherriff says business in his line throughout Manitoba is booming.

John A. Manley, Grand Forks, B. C., states that he has interested Chicago and Kansa City capitalists in a project which will involve the erection of a 2,000 ton smelter at Grand Forks. He also states that 2,000 ton h. p. will be developed seven miles from Grand Forks, on the Kettle River, and transmitted to the smelter.

Work on the new sugar mill at Raymond, N. W. T., is being vigorously pushed by C. M. Bradstock, the constructing engineer. There are about on the ground 50 cars of structural iron, 75 cars of machinery and about 10 cars of lumber for the building. The main building is 350x70 ft. In addition to this there are large boiler houses, machine shops, and switch and wagon sheds.

The famous Krupp Works at Essen, employ between 20,000 and 25,000 hands, most all of whom reside in dwellings belonging to the firm. In the great mill of Essen are 1,195 furnaces of various kinds; 286 boilers; 92 steamhammers, of from 200 to 10,000 lb.; 370 steamengines, with a total of 37,000 h.-p.; 1,724 different machines and 361 cranes. The 11 high furnaces produce about 600 tons of iron daily, and 2,735 tons of coal and coke are used each day for fuel.

Fred. Robinson, of Revelstoke, B.C., and Hewitt Bostock, of Vancouver, principal shareholders in The Fred. Robinson Lumber Co., have sold out to Minnesota lumbermen for $150,000. The new owners will largely extend the capacity of the sawmills of the company, and nearly every establishment in Vancouver which handles sawmill machinery and logging supplies has a representative in the Kootenay district, to share in the orders for machinery and supplies to be given in the next few weeks.

The fight between The Kingston Locomotive Works and their machinists continues with unabated bitterness. The striking machinists are still running small advertisements in the daily papers of the Dominion, warning other machinists to stay away from Kingston: at the same time, Hon. Wm. Harty has announced that if the strike is not settled by the end of this week the works will certainly be removed to Toronto. It is now well understood that The Canada Foundry Co., Limited, Toronto, do not intend to purchase these works, but will erect a locomotive plant of their own.

GERMAN TARIFF ON MACHINERY.

THE present German tariff on machinery is given in detail by United States Consul Oliver J. D. Hughes, as follows: Locomotives and portable machines pay a duty at the rate of 8 marks ($1.90) per metric centner (220.46 lb.); the duty payable on other machines depends upon the material which predominates; if chiefly of wood, 3 marks (71c.) per metric centner; of cast iron, 3 marks (71c.) per metric centner; of malleable iron 5 marks ($1.19) per metric centner; of other metal, 8 marks ($1.90) per metric centner. These are now to be superseded by a complicated arrangement of various "progressive rates," dependent upon weights. Thus, we find that locomotives weighing up to 10 tons are to pay 11 marks ($2.62) per metric centner; those weighing over 10 tons, 9 marks ($2.14); locomotive tenders, 5 marks ($1.19); engines, motors, from 3 marks, 50 pfennigs up to 100 marks (83c. to $23.80) per metric centner; sewing and knitting machines, without frames, 35 marks ($8.33; with frames, 20 marks ($4.76); curtain, lace and tulle machines, 10 marks ($2.38); machines for working metals, wood, and stones, 4 to 20 marks (95c. to $4.76); steam mowing and threshing machines, 9 marks ($2.14); spinning and weaving machines, 6 marks ($1.43); other machines, according to the weight, from 3.50 to 18 marks (83c. to $4.28); electro technical products, 6 to 60 marks ($1.43 to $14.28); incandescent lamps, 120 marks ($28.56); vehicles for rails, 5 to 12 marks ($1.19 to $2.86); other vehicles, 20 to 150 marks ($4.76 to $35.70); and bicycles, 150 marks ($35.70) per metric centner. It can be easily seen how hard it will be to have these rates applied uniformly, in view of the latitude allowed to the appraising officials.

MR. GERELL TO RETURN.

J. Gerell, who formerly had charge of the shipbuilding plant of The Bertram Engine Works, Toronto, and who is now engaged as manager of shipbuilding works in Sweden, has been secured to succeed A. Angstrom, who left The Bertram concern a few weeks ago to accept a similar position with The Canadian Shipbuilding Co., Limited. Mr. Gerell is expected in Toronto in a few weeks to assume his new duties.

NEW STEEL WORKS FOR NOVA SCOTIA.

Hants J. Logan, M.P. for Cumberland, N.S., is interested in a proposal to establish a steel industry at Parrsboro', N.S. When interviewed at Ottawa on Monday, Mr. Logan discussed the matter freely. "Such an enterprise," he said, "would have exceptional advantages, for Parrsboro' is an open port the year around, which is proved by the fact that coal is being shipped from there to New England points almost daily. The Springhill mines are quite contiguous, and there is a down grade from the mines to the water front. At Springhill, as is well known, the supply of coal is inexhaustible, and it is of the proper quality for the manufacture of steel, while to the northeast of the port lies the Cobequid Mountains, known to contain immense deposits of excellent ore. A railway from Parrsboro', 30 miles long, would tap these deposits. To the west of Parrsboro' there are also known to be deposits of iron, but so far only in small pockets.

"The Minas Basin, which is less than 20 miles wide, separates Parrsboro' from the County of Kings. Along the northern portion of the county, iron is known to exist, and at Torbrook, in Annapolis County, are very large deposits of ore, which carries 50 per cent or more of iron. It has been estimated by one of the best authorities that at Torbrook there are over 200,000,000 tons of this ore.

EMPIRE MACHINE & METAL STAMPING CO., Limited

MANUFACTURERS OF ALL KINDS OF

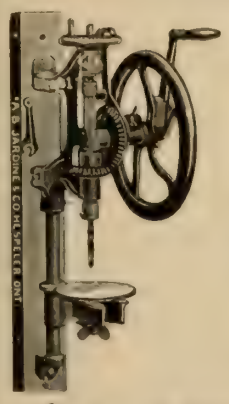
We make all kinds of Hardware and Wire Specialties. Wire straightened and cut to lengths.

MACHINERY

Metal Stamping—We work all kinds of Sheet Steel, Brass, Aluminum, Copper and Silver to any shape.

Send us your samples or drawing and we will give you prices.

1012 Yonge St., - - - - - - TORONTO.



TRADE MARK J REGISTERED

Blacksmiths' Hand Drills.

The very best.

A. B. JARDINE & CO.
HESPELER, ONT.

Figure it Out ——

and see if it wouldn't pay you to have your Printing and Advertising done by a Specialist in an up-to-date city office. Style and finish, that's it

Special 1,000 Bond Statements, $2.00; Extra quality Billheads, 1,000, $1.50. Envelopes, 1,000, $1.00 up

WEESE & CO., 54 Yonge Street, - Toronto.

—WANTED—

A man to take general charge of an office, with experience in hardware and speaking both languages preferred. State salary, etc. Address

"SUN," care of Hardware and Metal, 232 McGill St., Montreal.

STANDARD TIN WORKS

MANUFACTURERS OF

TINWARE AND TIN CANS

Fruit Cans, Meat Cans,
Jacketed Oil Cans,
Baking Powder Cans,
Lard Pails, Etc.

JAS. A. McGOLPIN
156-162 Duke Street, TORONTO.

USE CANADIAN BABBIT

Imperial Hercules
Metallic Star

The highest grade babbits made.

THE CANADA METAL CO., WILLIAM STREET, TORONTO.

SEASON 1903

INVINCIBLE BRAND HORSE BLANKETS

Burlington-Stay-On Stable Blankets. BISHOP FUR ROBES AND COATS.

PLUSH AND WOOLLEN KNEE RUGS.

Our travellers are on the road with samples of the above for next season. We make a specialty of these goods and are large dealers in them. If you are not on our list of customers write us. We are always pleased to show samples and quote prices.

Established 1866. SAMUEL TREES & CO., TORONTO.

CELEBRATED HEINISCH SHEARS

Tailors' Shears,
Trimmers' Shears,
Tinners' Snips, etc.

ACKNOWLEDGED THE BEST.

R. HEINISCH'S SONS CO. NEW YORK OFFICE, 90 Chambers St. NEWARK, N.J., U.S.A.

Not connected with any Shear Combination.

BEST FLOAT AFLOAT

J. M. MAST MFG. CO., Lititz, Pa., U.S.A.

EDWIN H. GRENFELL & CO., LONDON, CANADIAN AGENTS.

INDUSTRIAL GOSSIP

THE U. S. Steel Corporation have decided to add a $9,000,000 tube plant at McKeesport, Pa. Two thousand men will be employed.

Stratford, Ont., has voted in favor of purchasing the plant, etc., of the Stratford Water Supply Co. for $98,000.

Higgins Bros.' sawmill at Metcalf, Ont., was destroyed by fire on Monday morning; loss $3,000. It may be rebuilt.

The Canada Cycle and Motor Co., Limited, Toronto Junction, are so rushed with business that night work has become a necessity.

A Prescott, Ont., despatch quotes Dr. Archbold, of that town; as authority for the statement that plans for a new starch factory to be erected there are being prepared.

An iron and steel plant is to be established at Seattle, Wash. The promoters have acquired several iron mines in British Columbia, from which they propose to get their ore.

The extension of The Greening Wire Co.'s plant in Hamilton is arousing considerable attention in that city. The new building will be fully 200 ft. long and large in proportion

Hon. F. R. Latchford states that 2,000 tons of steel rails in excess of the quantity first ordered will be needed for the Temiscaming railway, which the Ontario Government is constructing.

The output of the Dominion Iron and Steel Co. at Sydney, N.S., will be almost doubled this summer. The plate, scalp and rail mills will be in operation by July; also 400 coke ovens and four blast furnaces.

"It could be shipped by a railway which is being built to Victoria Beach, on the Bay of Fundy, and thence to Parrsboro', or by building a road to a port on the Minas Basin, the distance would be materially lessened."

A report has gained currency that some of the leading men interested in mica deposits in Ontario and Quebec will combine with the purpose of offsetting a movement of U.S. capitalists to control the mica business of the world.

J. D. Pennington proposes to establish refrigerator works in Dundas, Ont., at a cost of at least $20,000, and to employ more than 40 hands. He wants a loan of $15,000, which he promises to pay back at the rate of $1,000 per year.

The C.P.R. have let a contract for 140 miles of grading for their extension from Regina to Arcola, N.W.T., to Messrs. Foley, Locke and Larson, of Moosomin and Winnipeg. The track is also to be laid as soon as possible.

The Deseronto, Ont., Iron Co. have taken proceedings against the Rathbun Co., Deseronto and Toronto, for $15,000 for breach of a contract to deliver 85,000 bush. of charcoal per month, to be delivered daily in equal quantities.

Willis Chipman, civil engineer, Toronto, invites tenders before April 1 for materials and for the construction of three steel water tanks for municipal waterworks purposes, as follows: Trestle and tank at Bridgeburg, Ont., opposite Buffalo, N.Y., on the Niagara River; trestle and tank at Edmonton, Alberta, about 200 miles north of Calgary, N.W.T.; trestle and tank at Strathroy, Ont.

The engagement of men by The Deering Harvester Co., Hamilton, has been commenced. A dozen men are now employed in the woodworking department, in which a full staff will probably be engaged by April 1. The construction of the malleable iron foundry, which is to be 1,000 ft. long and 85 ft. wide, was started last week by Contractor Webb. The erection of this building has been delayed somewhat by the lack of structural steel, which is now being manufactured by the Hamilton Bridge Works.

CANADA'S FOREIGN TRADE.

Canada's foreign trade continues to expand in a satisfactory manner, as the comparative figures for the eight months ending February 28, this year and last year, will show:

IMPORTS

	1902.	1903.
Dutiable goods	$ 74 368 939	$ 84,571,984
Free goods	49,342,300	51,020,505
Total	$123,711,239	$135,592 489

DOMESTIC EXPORTS—SIX MONTHS.

	1902.	1903.
The mine	$ 24,617,043	$ 22,731,562
The fisheries	10,798,438	8,450,122
The forest	22,240,309	25,690,415
Animals and their produce	44 203,926	53,110,770
Agriculture	21,890,748	29 015,941
Manufactures	11,424,953	13,010,741
Miscellaneous	24,804	69,041
Total	$135,200,221	$152,084,622

NEW COMPANIES INCORPORATED

The Belmont Bay Gold Mining Co., Limited; capital, $1,000,000.

The Automatic Milk Agitator Co., Limited, London, Ont.; capital $20,000.

The Sanford Furniture and Woodenware Co., Fenlon Falls, Ont.; capital $100,000.

The G. A. Thorpe & Maddock Manufacturing Co., Limited, Toronto; capital, $100,000.

The Canadian Otis Elevator Co., Limited, Toronto: which is to be a branch of The American Co., which is of the same name.

The Muskoka Lakes Navigation and Hotel Co., Limited, Toronto; capital, $250,000; directors, Samuel Barker, Henry McLaren and R. A. Lucas, of Hamilton; A. P. Cockburn, H. C. McLean and F. J. Phillips, of Toronto; George Homer, of Gravenhurst, and M. S. Wilson, of Dundas.

The de Forest Wireless Telegraph Co. of Canada, Limited; capital, $2,500,000; directors, Alexander McKenzie, Edwin G. Long, Charles V. Bennett, George H. Templeton and James W. Ross, Toronto. The company will acquire the present and future inventions of Lee de Forest that bear upon wireless telegraphy, will conduct a wireless telegraph business, and will enter into arrangements with cities and municipalities to establish the new system. The head office of the company will be in Toronto.

Clare Bros. & Co., Limited, Preston, Ont; $290,000 capital; directors, Geo. A. Clare, Frederick Clare, Henry C. Hilborn, Berlin, Ont. The avowed purpose of the company is to make and sell all kinds of heating and cooking apparatus, castings of all kinds, household and agricultural implements, tools and machinery, and general machinery, and iron and general founding, hardware, electroplating and the purchase and sale of all kinds of metals, merchandise, tools and other things required or used by stove, tinware or hardware dealers or manufacturers, and the carrying on of all such business as is usually carried on in connection therewith or as incidental thereto.

The "CROWN" League Ball meets all the requirements of the big Leagues, is fully guaranteed and offers the dealer a greater profit than other makes.

"CROWN"

Base-Ball, Tennis,

—AND—

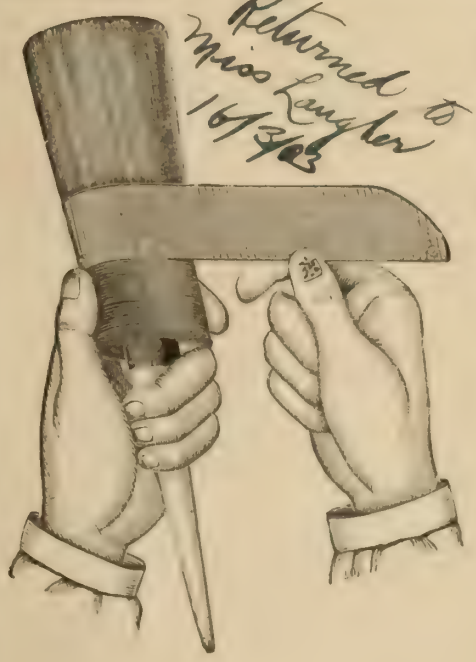
Lacrosse Goods

Write for Catalogue and Price Lists.

Nerlich & Co.,

146-148 FRONT ST. WEST,
(Opposite Union Station),
TORONTO.

Montreal Sample Room : 301 St. James St. (cor. Victoria Square).



Boeckh's Popular Flexible Bridled Brushes

win the admiration of every practical painter because of their genuine merit, and are therefore the most profitable for the dealer to handle.

BECAUSE

The bristles can easily be removed and replaced.
The handle is not affected by water, oil or paint.
The handle works on a pivot and thus keeps the bristles elastic.

If you have not received our handsome Illustrated 1903 Catalogue, send us your name and address on post card.

OPERATING:
Boeckh's Toronto Factories.
Bryan's London Factories.
Cane's Newmarket Factories.

UNITED FACTORIES,

Head Office : **TORONTO.** LIMITED

MONTREAL BRANCH : 1 and 3 DeBresoles St. LONDON BRANCH : 71 Dundas St.

RETAILERS VS. JOBBERS AND MANUFACTURERS.

Editor HARDWARE AND METAL,—I read with a great deal of interest in THE HARDWARE AND METAL of last issue the account of the hardware section of the Retail Merchants' Association entertaining their friends in Toronto. The idea of this so-called bond of union existing so peaceably and harmoniously in Toronto struck me with such force that I was compelled to ask myself the question: Why is it that the merchants in the towns and villages do not get along better together, apparently so much price-cutting going on? This question, no doubt, is brought up and discussed pretty freely, not only by the jobbers and manufacturers, but by their representatives who are in and out with them from time to time.

Now, Mr. Editor, this is a burning question, and one, I dare venture to say, touches the heart of many retail hardware merchants to-day, should they wish to speak out their mind on the matter.

You would infer from some of the remarks made at this meeting in question, that the retailers were pretty generally at fault, viz., too much price-cutting, petty jealousy, watching their neighbors' rivals to see what they are doing, etc.; otherwise they (the retailers) would have more comfort, more pleasure and more profit in their business. Those are Mr. Hallarn's views, and he furthermore states that he felt that there was not a manufacturer in Canada who did not desire the welfare of the retail trade. To this I am obliged to say that I am sorry things have changed since Mr. Hallarn's time expired in the retail business. However, we will excuse him this time. No doubt he didn't have his thinking cap on, or perhaps he partook too freely of oysters! Bear in mind I am not shielding retailers as a whole. Some of them, I regret to say, exercise poor judgment in many ways. But who are the people we have to thank, and, on the other hand, accuse for causing this sort of work? I ask my fellow-merchants to glide over the names once more of the paint and oil manufacturers and jobbers represented at this meeting. How many can you recognize who are in a habit of calling upon you, who habitually make it a practice of selling to your customers, authorized to do so by the heads of the firm they represent, quoting them prices equally as low as to the trade; and they make sure that the interests of all the consumers are looked after first. Then we, as dealers, are interviewed in this fashion (and very gentlemanly too, rubbing the palms of his two hands together): "Anything I can do for you to-day, sir?" If the reply is in the negative, "Well, how is it, I have called upon you so many times, and you invariably turn me down. For goodness sake, make me up something. I have been out so many days and have done very little, etc."

My question to him is this: "I suppose you have called on So-and-So," mentioning three house painters, two saw mills, grist mill and two small factories. His answer invariably is: "Well, if I don't, some one else will."

"Very well then, sir; should I buy from you, I wish you to inform me to whom I am to unload?"

Here, there is invariably a long pause.

"Now, sir, whenever you come to town again, I wish you to call in whether it be in winter or not, come in and get a warming, or be it for a chat, but for goodness sake don't ask me for an order, for we have feelings; so has a dumb brute."

A little incident happened not more than three weeks past, by a gentleman from Toronto representing a paint firm, with the same tune as above stated, and I learned afterwards, that he had, at the same time, two orders in his inside pocket.

Mr. Trowern "felt, that the speeches of the evening had demonstrated to all, the necessity of a stronger organization for the retailer." Quite true; also that the representation of the wholesalers and manufacturers had shown their willingness to unite in a good cause with the retailers. I truly hope so; but I think there are so many small so-called jobbers out to catch a little business, not only in paints and oils, but other lines I could mention, that our hopes may be in vain until the retailer wakens up to the fact that this trade is his, and he can get it by degrees in going after, same as I did, and in quoting the low prices on the right quality of goods.

It is just as J. Willmot stated very plainly in his address, that there had never been a time in history when there was more reason for retail merchants getting together to protect their own interests as well as their customers, and I am satisfied that the trading stamps were not the only grievance stamped in his head, had he been free to express his mind fully.

Mr. Dexter realizes the importance of a cordial bond of sympathy between wholesalers and retailers. He knows the value of organization, whereby prices may be kept at a living margin. This seems impossible with the retailer, so long as the wholesalers and manufacturers persist in selling to the consumer. When I inform you that it is a lamentable fact that the farmers now are being catered to by so-called jobbing houses, is there any bond or sympathy in that? Now, Sir, I may have curtailed my remarks a little on this sublect, but I thought it a very opportune time to express my views (after I saw the account of this meeting) on what seems to be possibly an attempt or first step to cause better feeling between the three existing bodies.

I certainly should like to hear what some of our other town merchants have to say on this vital subject. I feel, personally, that in expressing my views in this matter as I have done there are many others thinking seriously in the same line. And should we stand shoulder to shoulder and show the strength of "John Bull," which we can do, success is ours. Unity is strength, and I now strongly advise organization as quickly as possible, that our own interests may be protected.

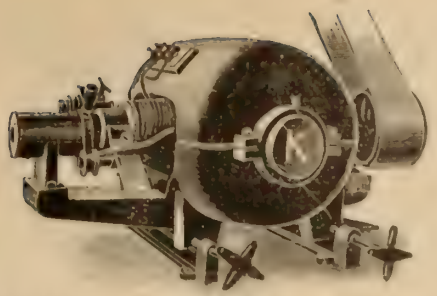
RETAILER.

Fergus, Ont., March 11.

SPORTING GOODS.

The position has long been taken by HARDWARE AND METAL that hardware retailers should do the bulk of the retail business in sporting goods. An examination of the spring and summer goods catalogue, which has just been issued by Nerlich & Co., Front st., West, Toronto, emphasizes the strength of this position. Why should not baseball bats, mitts, masks, gloves, tennis nets and rackets, lacrosse sticks, croquet sets, footballs, express wagons, tricycles, hammocks, air rifles, toy garden tools, tops, marbles, flags, etc., be included in the regular stock-in-trade of every hardware store? It is as much a hardware line as cutlery, builders' hardware, or, in fact, any line in the shop. There is good profit in these goods; if carefully bought there is no likelihood of left-over stock. Moreover, by taking an interest in the sports and pastimes of the youth and children of his town, a hardwareman may aid materially in extending his connection. The matter is worth studying out, and we would advise every hardware retailer, whether he handles sporting goods or not, to secure Nerlich & Co.'s catalogue and examine the large variety of lines referred to. To those who have not yet interested themselves in the trade we would advise the present time as a suitable one to start.

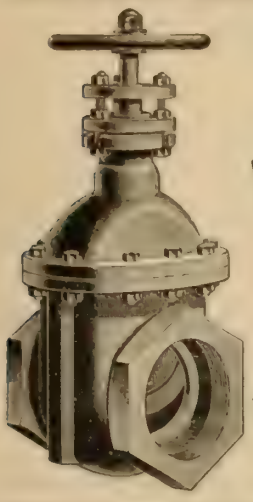
The assets of J. C. Desruisseaux's general business, Leclercville, Que., are to be sold on March 19.



Kay Electric Dynamo and Motor Co., Limited

Manufacturers of Dynamos and Motors for all purposes, both direct and alternating currents. Special attention given to repairs.

Office and Works, 219-221 Queen St. East, Toronto.
Phone Main 1281. Estimates cheerfully given.



BUY KERR VALVES.

They give satisfaction every time.

Catalogue on application.

The Kerr Engine Co.
LIMITED
Walkerville, Ont.

G. A. Crosby & Co. of Ontario,
SARNIA, ONT. LIMITED

Manufacturers of
Patent Automatic Can Making Machinery, Presses, Dies and Special Machinery for Working Sheet Metal.

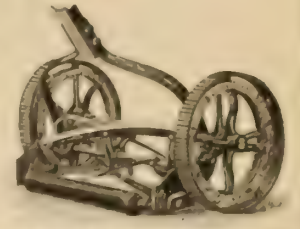
H. W. Petrie, 141-143 Front Street West, TORONTO, Selling Agent.

Steel Frame Churn.

DAVID MAXWELL & SONS,
ST. MARYS, ONT., CANADA.

"Maxwell Favorite Churn"

Patented Features: Improved Steel Stand, Rocker Bearings and Foot and Hand Lever Drive and Detachable Driving Link. Improved for season of 1903. Steel or Wood Frame as desired.



LAWN MOWERS.

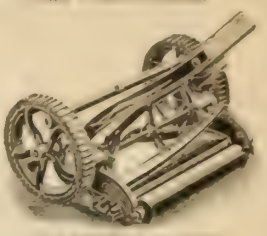
High and Low Wheels, from 12 in. to 20 in. widths. Cold Rolled Steel Shafting, Crucible Steel Knives and Cutting Plate.

If your Wholesale House does not offer you these articles

"THE MAXWELL" Lawn Mower
High Wheel 10 inches.

SEND DIRECT TO US.

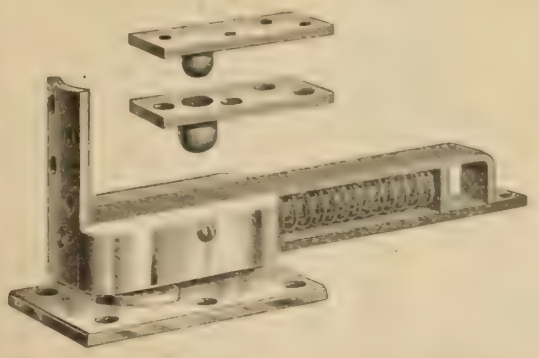
Wheelbarrows. In four different sizes.



MAXWELL MOWER.
Inch Low Wheel

The Chief Floor Hinge

This has been brought out to overcome the objectionable features of the floor hinges at present on the market, which made it necessary to cut a large hole in the floor to receive the hinge, and as all the working parts were beneath the floor, it was impossible to prevent water and dampness from destroying the mechanism. ***Our Hinge*** is secured to the surface of the floor after it has been applied to the door, always bringing the door in perfect allignment before it is fastened to the floor. The tension of the Spring is regulated at any time after the door is hung, permitting the swing of the door to be adjusted as desired. Ask your jobber to show you a sample manufactured by



TAYLOR-FORBES COMPANY, Limited,
Guelph, Canada.

Trade Catchers

OUR LINE OF LAWN MOWERS

and Grass Boxes

THE "WOODYATT" MOWER

HIGH GRADE. HIGH WHEEL. OUR LEADER.
Sizes 12, 14, 16, 18, 20 inches.

THE "STAR" MOWER

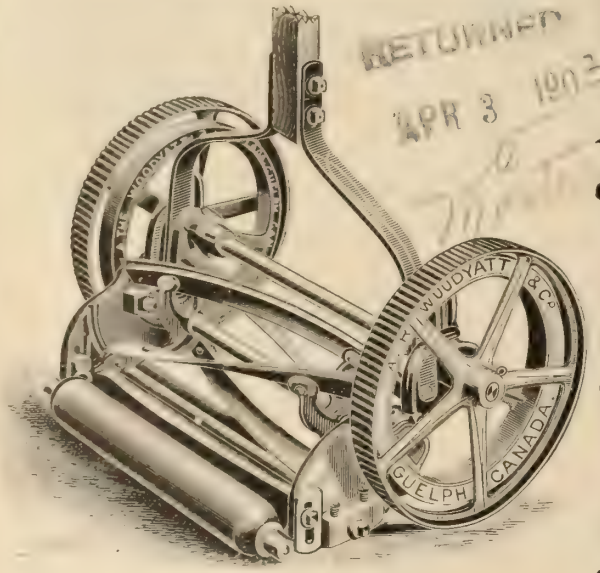
9-INCH WHEELS. GOOD QUALITY.
Sizes 12, 14, 16 inches.

THE "DAISY" MOWER

A LOW-PRICED MACHINE. Sizes 12, 14, 16 inches.

THE GREAT AMERICAN

BALL-BEARING. HIGH WHEEL.
Sizes 15, 17, 19 inches.



(THE WOODYATT)

GRASS CATCHERS, **all sizes.**
LAWN REQUISITES **of every description.**
HOSE at all prices.

CATALOGUE FOR ASKING.
Information and prices cheerfully furnished.

CAVERHILL, LEARMONT & CO., ST. PETER ST., MONTREAL

Booth Copper Co., Limited

Cuts Copper and Brass

SHEETS—TUBES—RODS

to any size.

FULL STOCK ALWAYS ON HAND.
PROMPT SHIPMENTS.

The BOOTH COPPER CO., Limited

119-123 Queen St. East,

TORONTO.

"GLOBE" METAL POLISH

INSIST ON HAVING IT

Write for a supply of show cards and advertising novelties.

RAIMES & CO., 164 Duane St., NEW YORK.

HARDWARE AND METAL

President:
JOHN BAYNE MacLEAN,
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The MacLean Publishing Co.
Limited

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, North-West Territories, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

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THE VALUE OF THE CHEMIST.

IN the last annual report of the Ontario Agricultural College, reference was made to the resignation of Dr. A. E. Shuttleworth, professor of chemistry. After paying a tribute to his ability the statement was made that he had accepted a position from the Ontario Beet Sugar Co. at a much larger salary than was being paid him at the college.

This reference to the salary question raises an interesting point. It is fortunate that while the college has lost Professor Shuttleworth, he has not been lost to the country. Too frequently after having trained men in this country in chemistry and other branches of science they have received such flattering inducements from the United States that many of them have been lost to us.

It is a common complaint that chemists are not recognized at their worth in Canada. There is unquestionably a great deal of truth in this. The importance of the chemist in the laboratory is becoming more and more necessary in nearly every branch of manufacturing industry. At the same time, however, we do not appear to be setting a very high value upon him, if the remuneration we, as a rule, offer him can be taken as a criterion.

Instances have been known where a manufacturing concern has offered proficient chemists the magnificient sum of $10 per week. One man who was offered this sum went to the United States, and there secured a situation from $2,000 to $3,000 to start on.

Some manufacturing concerns may have the excuse that they cannot afford to pay a chemist even a moderate salary, much more a large one, but with the Ontario Government there should be no such excuse. The Government ought to have been able to have paid Professor Shuttleworth fully as much as any private commercial enterprise.

Governments as well as private commercial enterprises, have evidently yet a great deal to learn before they can value men at their true worth.

A CALL FOR ORGANIZATION.

THE attention of the retail hardware trade is drawn to a letter, which is printed on page 52 of this issue, in regard to the formation of a retail hardwaremen's association in the County of Simcoe.

While this letter more strictly interests the hardwaremen in the county named, it should be of more than a passing interest to the retail hardwaremen in every part of the Dominion where at present no such organization exists.

If organization served no other purpose than bringing the hardwaremen together and getting them acquainted, its existence would not be in vain, and an important step would be taken towards remedying the grievances which exists in the trade, for a great deal of the unpleasant competition which sometimes exists among members of the retail hardware trade is largely the result of a lack of acquaintance among those engaged in it.

As far as the hardwaremen in Simcoe County are concerned, it is to be hoped there will be a ready response to Mr. Otton's call to his fellow-hardwaremen to get together and organize.

WAKE UP, SIR RICHARD.

WOMEN are not likely to hold any position of importance in the new Department of Commerce at Washington. At any rate, this is the intention of Mr Cortelyou, the Secretary of Commerce. He claims that men are better workers, particularly in important positions. It yet remains to be seen whether Mr. Cortelyou will be able to carry out his intention, and certainly he has yet to encounter the wrath of Susan B. Anthony and other champions of woman's rights.

Without discussing the merits of Mr Cortelyou's position, as to whether men or women are most efficient workers, Mr. Cortelyou's intentions are undoubtedly good. He recognizes that the Department of Commerce is an important one, and that it may be administered efficiently. He conceives that, in order to carry out his purpose, he must employ the best assistants possible.

We do not know what the views of Sir Richard Cartwright, the Minister of the Canadian Department of Commerce, are in regard to the question of women for carrying on the detail work of his Department. Probably he has never given the matter thought. Certainly, his Department is not carried on with energy or enterprise, whether his assistants be men or women.

Unlike Mr. Cortelyou, he evidently does not think the Department is an important one. At any rate, he does not evince any concern for it. Time and again the business men of this country have asked for important changes, and rarely, indeed, has he acceded to their requests. The Department is one of the most important in the Government, and yet it is administered in a most perfunctory manner. There is no portfolio in the Dominion Government in which the policy of drift is so persistently pursued.

Hon. W. S. Fielding, Sir Wm. Mulock, Hon. Wm. Paterson, Hon. Sydney Fisher are all men of energy and zeal for the duties of their departments. It is a pity that Sir Richard Cartwright has not caught some of their spirit. In the meantime the commercial interests of the country are suffering.

THE GAMEY BRIBERY CHARGES.

NOTHING in political affairs in Canada for many years created such a sensation as the charges which were made in the Ontario Legislature on Wednesday afternoon against the Hon. J. R. Stratton, Provincial Secretary.

While the charge of attempting to buy up the Legislature of Ontario nineteen years ago created an immense sensation, it is doubtful whether it was as great as that just created by Mr. Gamey's allegations. The charges in that instance were made against private members of the House, and in this instance they are preferred against a Minister of the Crown. It is this that gives them the greater seriousness.

If Mr. Stratton is guilty, his guilt is greater than could possibly be that of a private member of the House. He says emphatically that he is not guilty. Mr. Gamey just as emphatically declares that the $4,000, which he received and alleges to have shared with Frank Sullivan, came from the hands of Mr. Stratton.

We have no desire until the guilt of Mr. Stratton has been established, to pronounce him guilty, but there certainly must be an investigation, and an investigation that will satisfy every one. Premier Ross has promised this investigation, and proposes that it shall be made by two judges of the Supreme Court of Judicature or by the president of that court and two other officials to be appointed by the Government without reference to the House.

There may be some objection to the manner of appointing the judges. Under the extraordinary and unfortunate circumstances which prevail it would be much better if the House was given full freedom in the making of the appointment. The charges are too grave to permit of the slightest suspicion in regard to the constitution of the commission or as to its method of appointment.

It is to be regretted, indeed that the leader of the Opposition has declared against the proposal to submit the charges to a commission of judges. His proposal that the charges should be referred to a committee of the House will, we are convinced, not appeal to the sense of justice which we believe prevails in the country.

If the commision is to be impartial its members must be taken from the Judiciary and not from the Legislature. If the latter course were adopted, the commissioners would, of course, be selected from both sides of the House with in all likelihood a majority of one or more from the Government side. And no matter how impartial the gentlemen composing it might be, it is only natural that where a point could be strained either in favor or against the accused Minister it would be, for the fate of the Government as well as the guilt or innocence of Mr. Stratton depends upon the verdict of the commission. For this reason it must be insisted upon that the commission shall be selected from the Judiciary.

In the meantime it is not a time for the exultation of one party at the expense of another. It is a time for serious reflection. It is quite true that Mr. Stratton is a party man, but it is equally true that he is a member of a legislative body whose very existence is a symbol of jutice and freedom, and besides, is a Minister of the Crown.

If, therefore, he is as guilty as the charges against him allege, it is not the party to which he belongs that would alone suffer, but the reputation of the Ontario Legislature in particular and that of the Parliamentary system of the country in general, as well.

MAKE USE OF THE TRAVELLER.

I had made one or two calls and found that any subject but the atmospheric conditions would not be tolerated, so I suggested to one man who had no less than three clerks in the store—doing nothing—that we make a window display. The idea found favor with the proprietor. I at once secured a frock coat, got right down to work and succeeded in arranging a very neat and tasty display—excuse my modesty. Accidently we found that a certain line was getting low. Result—an order for several cases of that particular line; a knowledge of his best seller in our line; and of his stock of our other goods. We got nearer our customer; we did him a favor; we did our firm some good; and I was certainly benefitted. He said, "Thank you very much; come again." Boys, when you feel that the weather is too bad to travel much, fall in with some man and trim your sails and make sales by trimming his window.

The above is from a commercial traveller's letter and suggests that frequently a dealer may get excellent ideas on window trimming from travellers who call on him. Going from place to place, visiting all stores from the largest to the smallest, they must come across a number of clever displays of goods which could be repeated by other dealers to advantage.

Very often dealers do get good ideas in this way in arrangement of the store-fixtures, etc. But it is not the traveller's business to look after these things and he seldom opens the subject unless prompted by his customer.

MEETING DEPARTMENTAL STORE COMPETITION.

THE article in last week's issue in regard to the invasion of the territory of the local merchants in Manitoba by the department stores in the eastern cities has naturally attracted a great deal of attention, particularly on account of specific cases given in regard to the way this trade is secured.

It is obvious to everyone that these department stores are largely cutting into the field of the local merchants, not only in Manitoba and the Northwest, but in every part of the Dominion, through the medium of advertising.

Besides advertising in the ordinary way, the department stores are always looking about for ways and means of reaching customers. We know of an instance of a daily paper in a certain town which supplied a department store in Toronto with a list of its subscribers, the list being required by the department store for the purpose of mailing circulars and catalogues to that particular paper's readers. The price paid for the list was $150.

There is no more effective way for minimizing the influence of the department store than by the local merchants giving all publicity that is within their power to the goods which they carry in stock. The department stores frequently advertise bargains, but the great majority of the prices they quote would not be sufficiently attractive to get the business if they were compared with the figures at which the local merchants can sell their goods.

It is this fact that needs to be impressed upon the consumer, and the only way that this can be done is by means of publicity. One of the best mediums for this purpose is the local newspaper. An advertisement in the local newspaper, as a rule, is the cheapest thing which the country merchant gets.

Besides advertising in the local papers, merchants should elicit the sympathy and co-operation of the local publishers in educating the consumers to the fact that their requirements can be supplied just as cheaply, if not more so, than by the large departmental stores in the chief trade centres of the country.

CONTROL OF ELECTRICAL ENERGY.

IT was announced at the opening of the Ontario Legislature on Tuesday that the Government would introduce a Bill dealing with the question of municipal control of electrical energy. This decision on the part of the Government is, no doubt, the result of the agitation of the last month or two over the chartering of a fourth company for the development of electrical energy at Niagara Falls.

Large as will be the electrical energy that will be developed by the four companies in question, it will be almost infinitesimal, compared with the electrical energy possible of development at the Falls. At the same time, however, it is only proper that the Legislature should provide safeguards for the future.

We are only on the borderland of electrical possibilities, and we cannot afford to barter away our possibilities for a mess of pottage, as we now seem inclined to do.

Municipal control may, perhaps, not be the best safeguard, particularly in view of the general unsatisfactory manner in which municipal affairs are often managed. At the same time the rights of the public must be respected, and if municipalities desire to go in for municipal ownership of electrical power, it is only right that they should be able to do so. At present the securing of this is no easy task, as Toronto learned from experience a year ago when applying for authority from the Ontario Legislature to transmit electrical energy from Niagara Falls. Someone has said that the people should have the power to do wrong if necessary. There is a good deal of wisdom in this remark, for it is by having this power that it will learn to do right. If municipalities make mistakes, they must learn by experience to avoid them. Greater injustice is, as a rule, done by denying the people freedom of action than is likely to result from liberality in this particular.

The Legislature should be able to pass an Act safeguarding the interests of all concerned. This will prevent one municipality depriving another of its rights to develope electrical energy and private corporations from discriminating against this or that town or city.

Electricity promises to be the great motive force in the manufacturing industries of Canada before a great while. If electrical energy is monopolized, the manufacturing industries of the country must necessarily be affected as well as the rights of municipalities interferred with.

It is now generally conceded that Canada has been over liberal in her dealings with railway corporations. She has given in bonuses and loans, not counting land grants, nearly $250,000,000 to the railway companies, while she has, at the same time, practically no voice in the regulating or control of the freight rates of those railways, much to the detriment of the commercial interests of the country.

Let us be careful that we do not repeat, in regard to the electrical companies, our mistakes in regard to the railway corporations.

RETAIL PRICE OF COILED WIRE.

SOME misunderstanding appears to prevail among retailers in regard to the proposal of the Coiled Wire Association as to the selling price of coiled wire. A hardware dealer in an Eastern Ontario town, for instance, writes as follows :

> It would be a detriment to all the merchants handling that wire. The No. 9 wire will cost, delivered at his town, $2.83. Just imagine a merchant handling that wire from the railway station to his warehouse and re-weighing out to a customer for the small advance of 7c. per 100 lb., and on No. 12 wire a similar advance. We sell Nos. 9 and 12 at $3.25 per 100 lb., and do not consider it any too much profit. It is only an average of 8 per cent.

From what we can gather, it is not the intention of the Coiled Wire Association to confine the selling price of wire to an advance of 15c. over the cost figure in small lots, but to suggest to the retail trade that this be the minimum advance. We are assured by a member of the Association that this is their intention ; in fact, in the circular which they recently sent out to the retail trade they say : "We suggest that at least 15c. be added to the delivered cost price in small lots." The advance, therefore, that they suggest is the minimum, and not the maximum, thus leaving the dealer the option of getting as high a figure as he possibly can. It is also, as a matter of fact, optional in regard to the minimum price.

The Association was induced to take this matter up on account of the low prices at which some of the retailers in the country were selling coiled wire, as a result of competition among themselves, the latter, in some instances, selling at a lower price than they even paid for the wire.

It is to be hoped that the retail trade will, as the Association suggests, aim to secure, at least, an advance of 15c. on the cost price, and as much more as in justice, circumstances will allow.

AGITATION FOR AGRICULTURAL COLLEGES.

THERE is quite an agitation in the Maritime Provinces and in Manitoba for the establishment of agricultural colleges. The good work that has been done by the Ontario Agricultural College at Guelph no doubt stimulates the desire for these colleges. The scientific farming which is becoming so marked in Ontario is to no small extent due to the College at Guelph, which yearly sends out large numbers of graduates fitted for the work of scientific farming. The day when science and agriculture were thought to have no connection with each other is long past, and it is a good sign to see farmers and fruit-growers in the other Provinces agitating for what they recognize is so necessary to the agricultural life of the country.

In Halifax, the other day, Professor J. W. Robertson, Commissioner of Agriculture, who has probably done more for the development of Canada's agricultural industry than any man in the Dominion, said that there were 100,000 young men in Canada between the ages of 16 and 18 years of age who were preparing to be farmers.

Whether this number is exact or not we cannot say, but the number must be large and will, during the next few years, certainly very largely increase, particularly in view of the rapid development of the agricultural resources of Manitoba and the Northwest.

The business men of Canada, as well as the farmers, are interested in having these young men well trained. The more proficient the farmers are the more wealth do they create ; and no class is more interested in the creation of wealth than the business men of the country, they indirectly sharing in it.

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

Montreal, March 13, 1903.

HARDWARE.

THE rush continues unabated in all lines of spring goods, but the drawback that faces the trade is the great difficulty of securing goods to meet the immediate demands of the customers. There is a brisk movement in lawn mowers, screen wire cloth, barb wire and poultry netting, fence wire and cant hooks. We would suggest to our readers the advisability of purchasing their supplies of bolts and nuts as early as possible, as the stock on hand is limited and prices, in all probability, will advance. There has been an advance of 10 per cent. in the price of screws in Canada and 30 per cent. in the United States. An advance has also taken place in the discounts of fittings, which are now quoted at the following figures: Malleable pounds, 20 per cent.; ditto unions, 55 per cent.; ditto plugs, 50 per cent.; ditto brushings, 50 per cent. Pressed spikes are very firm at the advanced price of last week, and another increase is looked for.

CANT HOOKS.—There is a brisk movement in cant hooks and the prices are firm. Our quotations are: No. 12, $10; No. 8, $11.50; No. 8a, $11; No. 2, $12; No. 7a, $16; No. 6a, $14.50; No. 5a, $11.50

LAWN MOWERS.—A good business is being done in this line. Our quotations are as follows: 10½ in. wheel x 12 in. cutter, $7.50; by 14-inch cutter, $8.00; by 16-inch do, $8.50; by 18-inch do, $9.00; by 20-inch do, $10.00 Star, 9-inch wheel by 12-inch cutter, $5.50; by 14-inch do, $5.75; by 16-inch do, $6. Daisy, 8-inch wheel by 12-inch cutter, $4.90; by 14-inch do, $5.10; by 16-inch do, $5.30. Philadelphia pattern, 7½-inch wheel by 10-inch cutter, $6; by 12-inch do, $6.50; by 14-inch do, $7; by 16-inch do, $7.50. Grass boxes are quoted as follows: 12-inch, $2.25; 14-inch, $2.25; 16-inch, $2.50; 18-inch, $2.50; 20-inch, $2.75. The discount on all the above is 50 per cent. off.

BARB WIRE.—The past week has been exceptionally heavy and some large orders have been booked. We quote as follows: $2.80 per 100 lb. f.o.b. Montreal; $2.45 f.o.b. Cleveland in carlots of 15 tons, and $2.67½ f.o.b. Cleveland in smaller lots.

GALVANIZED WIRE.—Sales are reported good in galvanized wire. Our quotations are as follows: No. 5, $3.70; No. 6, 7 and 8, $3.15; No. 9, $2.55; No. 10, $3.20; No. 11, $3.25; No. 12, $2.65; No. 13, $2.75; No. 14, $3.75. In carlots, f.o.b. Cleveland: No. 5, $2.20; Nos. 6, 7, 8 and 9, $2.15; No. 10, $2.20; No. 11, $2.25; No. 12, $2.30; No. 13, $2.40; No. 14, $2.50. In less than carlots, 12½c. per 100 lb. extra is charged.

SMOOTH STEEL WIRE.—The demand has improved somewhat during the past week and orders are arriving daily. Our quotations follow: Bright and annealed, $2.50 per 100 lb. f.o.b. Montreal, Toronto Halifax, London, Hamilton and St. John. Net extras per 100 lb. are now as follows: Coppered wire, 60c.; tinned wire, $2; oiling, 10c.; spring wire, $1.25; best steel wire, 75c.; bright soft drawn, 15c.; special hay-baling wire, 30c.

FENCE WIRE.—A fair trade is reported in fence wire at unchanged prices. The discount is 25 per cent. with the following extras: 1 and 2 lb. hanks, 25c. per 100 lb; ½ lb. hanks, 37½c. and ¼ lb. hanks, 50c.

BRASS AND COPPER WIRE.—The market continues to be firm with a tendency to higher prices. The discount is still quoted at 60 per cent.

PRESSED SPIKES.—Several inquiries have been received since our last report. The discount is 20 per cent. f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax.

FENCE STAPLES.—The spring trade is very heavy and the market firm. We quote as follows: $3 per 100 lb. keg for galvanized staples and $2.80 for bright, with 25c. extra for 25 and 50-lb. packages.

Have You Ordered Your Stock of

Milk Cans and Dairy Trimmings?

If not, and you wish to carry the very best lines of these goods, lines that **get** and **hold** business for you, and have your orders filled promptly, send us your list and we will ship the **same** day it is **received.**

Milk Can Trimmings. Delivery Can Trimmings. Creamery Can Trimmings. Dairy Pail Bottoms. Milk Cans, Railroad Delivery Cans, Creamery Cans and Dairy Pails made up.

The McClary Manufacturing Co.

LONDON, TORONTO, MONTREAL, WINNIPEG, VANCOUVER, AND ST. JOHN, N.B.

"Everything for the Tinshop."

PORTLAND CEMENT

CANADIAN, ENGLISH, GERMAN and BELGIAN

FIRE BRICKS, FIRE CLAY, ENAMELLED BRICKS, all colors. BUILDING BRICKS.

SEWER PIPES, CULVERT PIPES, WHEELBARROWS, FOUNDERS' and CONTRACTORS' SUPPLIES.

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31 WELLINGTON ST., MONTREAL

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Salt Glazed Vitrified

SEWER PIPE

Double Strength Culvert Pipe a Specialty.

THE CANADIAN SEWER PIPE CO.

HAMILTON, ONT. TORONTO, ONT.
ST. JOHNS, QUE.

Deseronto Iron Co.

LIMITED

DESERONTO, ONT.

Manufacturers of

CHARCOAL PIG IRON

BRAND "DESERONTO."

Especially adapted for Car Wheels, Malleable Castings, Boiler Tubes, Engine Cylinders, Hydraulic and other Machinery where great strength is required; Strong, High Silicon Iron, for Foundry Purposes.

"MIDLAND"

BRAND

Foundry Pig Iron.

Made from carefully selected Lake Superior Ores, with Connellsville Coke as Fuel. "Midland" will rival in quality and grading the very best of the imported brands.

Write for Price to Sales Agents

Drummond McCall & Co.

MONTREAL, QUE.

or to

Canada Iron Furnace Co.

MIDLAND, ONT. Limeitd

WIRE NAILS.—There is a good demand for wire nails. We quote: Carload, $2.40 and small lots, $2.45 per keg f.o.b. Canadian ports, Montreal, London, Hamilton, Toronto, Brantford, Windsor, Ont., and St. John.

HORSE NAILS.—The prices of horse nails are very uncertain and subject to change without notice. Quotations are as follows: "M" brand, "Oval" and "New City" heads, 55 per cent. "Countersunk" heads, prices quoted on application. "C" brand, 40, 10 and 7½ per cent. off. "Monarch," 60 per cent. and "Peerless," 50 per cent.

HORSESHOES.—The market is steady and prices unchanged. We now quote: Iron shoes, light and medium pattern, No. 2 and larger, $3.40, No. 1 and smaller, $3.65, snow pattern, No. 2 and larger, $3.65, No. 1 and smaller, $3.90, X L steel shoes, new light pattern, sizes 1 to 5, No. 2 and larger, $3.55, No. 1 and smaller, $3.80, featherweight, all sizes, 0 to 4, $5.10; toe weight, all sizes, 1 to 4, $6.35. Shoes, more than one size in a keg, 10c per keg extra f.o.b. Montreal only.

RIVETS AND BURRS.—A good movement is reported in rivets and burrs, and the discounts are quoted as follows: Best iron rivets, section carriage and wagon box, black rivets, tinned do., coopers rivets and tinned swedes rivets, 60 and 10 per cent.; swedes iron burrs are quoted at 55 per cent. off; copper rivets, with the usual proportion of burrs, 45 per cent. off and coppered iron rivets and burrs, in 5-lb. carton boxes are quoted at 60 and 10 per cent. off list.

BOLTS AND NUTS.—The stock is limited and the demand large. An advance in prices is looked for. The discounts are: Norway carriage bolts, 55 per cent.; common, 50 and 10 per cent.; full square carriage bolts, 55 per cent., machine bolts, 50 and 5 and 10 per cent.; coach screws, 66 2-3 per cent.; sleighshoe bolts, 65 and 5 per cent.; blank bolts, 50 and 5 per cent.; bolt ends, 50 and 5 per cent.; plough bolts, 50, 5 and 10 per cent. Tire bolts, 67½ per cent.; stove bolts, 67½ per cent. Nuts, square, 3½c. per lb. off list; hexagon nuts, 3¾c. per lb. off list. To all retailers an extra discount of ½c. per lb. is allowed.

SCREWS.—There has been an advance in the prices since our last issue, and we quote: Round head bright, 82½ per cent.; flat head bright, 82½ per cent.; brass, round head, 75 per cent.; brass, flat head, 80 per cent.

CORDAGE.—There is a steady demand at unchanged prices. We quote as follows: Pure manila, 14c.; British pure manila, 12c.; sisal, 11c.; double lathyarn, 10½c.; single lathyarn, 10c.

BUILDING PAPER.—The movement in building paper is reported as being brisk. Quotations follow: Tarred felt, $1.75 per 100 lb.; 2-ply, ready-roofing, 90c per roll; 3-ply, $1.15 per roll; carpet felt, $2.25 per 100 lb.; dry sheathing, 35c. per roll; tar sheathing, 45c. per roll; dry fibre, 55c. per roll, tarred fibre, 60c. per roll. O K and I X L, 65c. per roll; heavy straw and sheathing, $30 per ton; slaters' felt, 60c. per roll.

SCREEN WIRE CLOTH.—There is a heavy demand for March and April shipment. The ruling price is $1.10 per 100 square feet.

FIREBRICKS.—Inquiries are coming to hand daily. We quote: English, $16 to $22 and Scotch, $17 to $22 per 1,000.

CEMENT.—Contractors are placing some large orders at present and the prospects look bright for a big season. We quote

PIG IRON

"CARRON"

and other standard brands for import.

A. C. LESLIE & CO.

509-512 Merchants Bank Building.

MONTREAL.

Write us to-day

about our money making scheme to live hardware merchants.

It is a very simple thing—this scheme for money making.

We manufacture the best pumps in Canada and sell them at a reasonable price, you can sell them to the user at a reasonable profit and yet the cost will be low. Don't you think you could make money by handling our line of pumps?

Better try anyway.

We guarantee all our goods and the McDOUGALL guarantee is as good as the money.

The R. McDOUGALL CO., Limited

GALT, ONT.

Pig Iron

We offer the following brands, to arrive, viz:

No. 1 "SUMMERLEE."
" 1 "GARTSHERRIE."
" 1 "EGLINTON."
" 1 "CARNBROE."
" 1 "MIDDLESBORO'."
" 3 do.

Write for quotations.

ADAM HOPE & CO.

Hamilton, Ont.

NOVA SCOTIA STEEL & COAL CO., Limited

NEW GLASGOW, N.S.

Manufacturers of

Ferrona Pig Iron

And SIEMENS MARTIN

OPEN HEARTH STEEL

Canadian cement, $1.90 to $2.25; German, $2.20 to $2.50; English, $2.15 to $2.25; Belgian, $1.70 to $1.95 per bbl ex store; and American, $2.10 to $2.20 ex cars.

SNOW SHOVELS. We quote as follows: Hardtext, $2.25 to $2.40; "Victor," 40 per cent off; steel railroad shovels, 48 and 5 per cent off.

FIRE SHOVELS. Very little trade is reported in fire shovels. Discounts: No. 70, 38½ to 40c. per doz.; No. 55, 55 to 60c.; No. 5, 82½ to 90c.; No. 60, 82½ to 90c.; No. 65, $1.37½ to $1.45; No. 80, 50 to 55c. "Duplex," No. 7, $1.21; No. 9, $1.52; No. 11, $1.82.

COAL HODS. A small stock will be carried over, and our quotations are as follows: Japanned, 16-in., $4.50 per doz.; 17-in., $4.80; 18-in., $5.10; with gold band, 17-in., $5.10; 18-in., $5.40. Galvanized, 16-in., $6.20; 17-in., $6.50; 18-in., $6.80 per doz. The discount is 45 per cent.

LANTERNS. There is a steady trade doing in lanterns, and our quotations are as follows: Tilt, lift or hinge, No. 0, $4 per doz.; Cold Blast, $7 per doz.; dash-board, No. 0, $5.75 per dozen; cold-blast dashboard, $9 per dozen. Extras are as follows: Japanning, 50c. per dozen; copper-plating cold blast, $2 per dozen. The prices quoted are f.o.b. London, Hamilton, Toronto, Belleville, Kingston and Montreal.

METALS.

The metal market has been very active during the past week, and several changes have been noted. Ingot copper has been advanced 25c. per 100 lb., and the market is firm. Ingot tin is reported to be higher, and the advance is said to be due to speculation, but the prices on tin vary according to the amount on hand, to arrive, in exporters' stocks, etc. The Dutch Government, which, to a certain extent, controls some important producing markets, is offering higher prices, which will likely affect the general market. An advance may be looked for any day. Tin is a good purchase at the present prices. We might add that it is 1c. per lb. higher in London, Eng., today. There is no change in tinplates. A small advance in one line is quoted from London this week, but the general tone of the market is steady at unchanged prices. The feeling, however, is that the position of tin would justify some advance in tinplates. Pig lead has again advanced in price and is now quoted at $3.35 in carlots. Spelter is very strong and prices are stiffening in the producing markets. Solder has also advanced 1c. per lb., and a further increase of from 2 to 3c. is expected in the near future. The English market is firm on galvanized Canadas and half-bright Canadas. No advance is reported, although operators expected one, especially in view of the recent advance in spelter, which is considerably higher and firm at the advanced price. Locally, however, no change has as yet been reported.

BAR IRON. There is a brisk demand, but there is still a scarcity in some lengths. We quote as follows: Merchants' bar, $2; horseshoe iron, $2.25 and forged iron, $2.30.

BLACK SHEETS. A good movement is reported, and the prices are firm. We quote as follows: 28 gauge, $2.65; 26 gauge, $2.60; 20 to 24 gauge, $2.50; 8 to 20 gauge, $2.50.

GALVANIZED IRON. The prices remain unchanged and the market is active. We quote: No. 28, Queen's Head, $4.40; Apollo, 10¾ oz., $4.30, Fleur de Lis, $4.15; Comet, $4.10; "Bell" brand, $4.05.

We Warrant the Product of our Dominion Works

to be equal in every respect to the goods manufactured in either of our American factories.

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The Port Hope factory produces 600 files per day, comprising all sizes and shapes, suitable for Railroads, Saw Mills, Machine Shops, Carriagemakers, Blacksmiths, etc., and may be purchased from all prominent Hardware Merchants throughout the Dominion.

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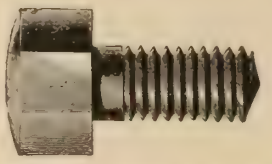
NICHOLSON FILE CO., DOMINION WORKS, **PORT HOPE, ONT.**



THE JOHN MORROW MACHINE SCREW COMPANY, Limited

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INGERSOLL, ONT.

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The Metallic Roofing Co., Limited,

TORONTO WINNIPEG MONTREAL

For less than case lots 25c. extra is charged.

LEAD PIPE.—There is a brisk demand for lead pipe. We quote as follows: Composition and waste at 8c. and ordinary at 7c. The discount is 37½ per cent.

IRON PIPE.—Business is good at last week's quotations. Standard pipe, per 100 ft., in lengths under 19 ft.: Black, ¼, $2.40; ⅜, $2.65; ½, $2.85; ¾, $3.65; 1 in., $5.20; 1¼, $7.35; 1½, $8.95; 2 in., $12.55. Galvanized, ¼, $3.20; ⅜, $3.45; ½, $3.85; ¾, $5; 1-in., $7.20; 1¼, $10.05; 1½, $12.20; 2-inch, $16.85. Extra heavy pipe, plain ends, are quoted per 100 feet as follows: Black, ½, $4.20; ¾, $5.25; 1-in., $7.55; 1¼, 110.55; 1½, $12.75; 2 in., $17.60. Galvanized, ½, $5.20; ¾, $6.65; 1 in., $9.55; 1¼, $13.25; 1½, $16; 2 in., $21.90. For threads and couplings on extra heavy 5 per cent. net is added. Trade discount, 5 to 7½ per cent.

TINPLATES.—The reports are good as regards tinplates, and the prices are firm. We quote: Coke, $1.25 to $1.50 and charcoals, $4.75 to $5.

SOIL PIPE AND FITTINGS.—Some large orders have been received during the week. The discounts are as follows: Light soil pipe, 3 to 6-inch, 50 per cent.; medium and extra heavy soil pipe, 2 to 6-inch, 60 per cent.; extra heavy soil pipe, 8 inch, 45 per cent.; light fittings, 2 to 6-inch, 50 and 10 per cent.; medium and extra heavy fittings, 2 to 6-inch, 60 per cent.: extra heavy fittings, 8-inch, 45 per cent.

PIG IRON.—Some dealers find great difficulty in filling orders. We quote as follows: $23.50 to $24.50 ex store Montreal.

INGOT COPPER.—An advance of 25c. is reported. We quote $14.50 to $15.50 per 100 lb.

INGOT TIN.—The market is very firm and an advance in price is daily looked for. We quote $33 to $33.50 per 100 lb.

PIG LEAD.—The price of pig lead continues to increase and is this week quoted at $3.35 for carlots and $3.45 for less than carlots.

STEEL.—A good movement continues in steel. We quote as follows: Mild, $2.05; sleighshoe, $2.10 to $2.20; tire, $2.15 to $2.25; spring, $2.85 to $3; reeled machinery, $2.75 to $3; toecalk, $2.60 to $2.75; machinery (iron finish), $2.10; mild steel, $2.05; sqdare harrow, $2.15.

TOOL STEEL.—The market is steady and the demand fair. Quotations are as follows: Black Diamond, 8 to 9c.; Sanderson's, 8 to 9c., according to the grade; Jessop's, 13c.; Leonard's, 7½c; Jonas & Colver's, 10 to 20c.; "Air Hardening," 50 to 65c. per lb.

CANADA PLATES.—This market is without change and a good business is doing. Our quotations are as follows: 52s, $2.60 to $2.70; 60s, $2.70 to $2.80; 75s, $2.80 to $2.85; full polished, $3.75 and galvanized, $4.25 to $4.35; galvanized, 60s, $4.45 to $4.55.

TERNE PLATES.—We quote $7.50.

COIL CHAIN.—The demand is unusually heavy for all kinds. Quotations are: No. 6, 11½c.; No. 5, 10 to 10½c.; No. 4, 9 to 9½c.; No. 3, 8 to 8½c.; ¼ in., 6½ to 7c. per lb.; 5-16, $5 to $5.20; 5-16 exact, $5.25; ⅜, $4.25; 7-16, $4; ½, $3.95 to $4.05; 9-16, $3.85 to $3.95; ⅝, $3.65 to $3.75; ¾, $5 to $5.20; ⅞, $3.30; 1 in., $3.15 to $3.25. In carlots an allowance of 10c. is made.

SOLDER.—An advance of 1c. per lb. is reported. We quote Bar solder, 21c. and wire solder, 19c.

ZINC SPELTER.—The market is firm and an advance is looked for. We quote $5.75 to $6.

SHEET ZINC.—There is a fair trade reported. We quote $5.75 to $6.

SCRAP METALS.

There is a good demand for all kinds of scrap metal. Copper is still very firm, but the demand is somewhat lighter. A marked scarcity is reported in iron and dealers look for an advance in the price. Quotations are as follows: Heavy copper and wire, 10c. per lb.; light copper, 9c.; heavy red brass, 10c.; heavy yellow, 8½c.; light brass, 5c.; lead, 2 to 2¼c.; zinc, 2½ to 2¾c.; iron, No. 1 wrought, $17 to $17.50; No. 2, $7.50 per ton; machinery scrap, $17.50 to $18; stove plate, $13; malleable and steel, $6; mixed country rags, 60 to 70c. per 100 lb., old rubbers, 6¼ to 6½c. per lb.

RAW FURS.

There is no change worthy of mention in the condition of the market and prices are steady at our last quotations. Offerings continue fairly good. We quote:

		Large	Medium	Small	Kitts	Fall Beaver $2.00 to [illegible] per pound	Spring Beaver $3.00 to [illegible] per pound		
BEAVER	Labrador and choice Eastern	$6.00	$5.00	$2.75	$1 1.50				
"	Territory Rocky Mountains and Western								
	Strictly Prime, or, No 1	6.00	4.00	2.00	50-.75				
	Partly Prime, or, No 2	4.00	3.00	2.00	50				
	Unprime, or, No 3	3.00	2.00	75	40				
	Flat, weak, or poor, or, No 4	2.50	50	25	25				
		Large	Medium	Small	2	3	4	Cubs	Yearlings
BEAR	Black Choice only	15.00	10.00	7.50	6.00	3.00	50	$2.00 to $8.00	
"	Brown "	12.00	7.00	5.00				1.00 to 5.00	
		1	2	3	4				
BADGER	Of all sections	50	25	10	05				
		Dark	Brown	Pale	2	3	4		
FISHER	Eastern and far North-Eastern	6.50	5.00	5.00	3.00	1.75	50		
	Territory and Western	6.50	5.00	3.50	2.00	1.00	50		
		Large	Small	2	3	4			
FOX	Red North Eastern and similar fine bright red kinds	4.00	2.75	1.25	75	20			
"	Territory and Western	4.00	2.75	1.40	50	20			
		Dark	Fair	Pale	2	3	4		
"	Cross Value principally as to beauty, also size & richness	10.00	7.00	4.00	2.50	1.50	50		
"	Silver Eastern and far Northern	75.00	50.00	25.00	20.00	9.00	4.50		
"	Pacific Coast, Territory and Western	50.00 60	35.00	20.00	15.00	5.00	2.50		
		Large	Medium	Small	2	3			
LYNX	Far North-Eastern	4.00 5.00	2 to 3.50	2.25	2.00	75	25		
"	Territory and Western	4.00 5.00	2 to 3.50	2.25	2.00	60	20		
		Dark	Brown	Pale	2	3	4		
MARTEN	British Columbia, Northern Pacific and similar	7.00	5.00	2.50	1.75	1.00	25		
"	Territory and Western	3.50	2.25	1.50	1.00	60	20		
"	Quebec and Ontario	3.00 3.50	2.25 3.00	2 to 2.25	1.00	50	25		
		Large	Medium	Small	2 Large	2 Small	3		
MINK	Halifax, far North Eastern and choice	4.00	3.25	2.50	2.25	1.50	40	25	
"	Territory and Western	1.50 2.00	1.50	1.00	75		25	15-25	
		Spring	Winter	Fall	Kitts				
MUSKRAT	Eastern, best large		10 to 13	8 to 10	2 to 5				
"	Territory and Western		5 to 10	07	2 to 4				
		Large	Small	2	3	4		Cubs	
OTTER	Labrador and far North Eastern	$10 $14	7.00 10	5.00	2.50	2.00		$1.00 to $2.00	
"	Territory and Western	6.00	4.50	3.50	2.25	50		25 to [illegible]	
		Large	Small	2	3	4			
RACOON		75 1.25	60 75	33-50	25	15			
"	Black Value according to darkness, size and beauty	2.25	2.00	1.00	50	25			
		Black	Short St	Long St	White				
SKUNK		75 1.25	75	40 50	05 15				
		Dark	Brown	Pale	2	3	4		
WOLVERINE	Value according to darkness, size and beauty	5.00	4.00	2.50	1.50	75	25		
CASTOREUM		$5.00 to $6.00 per pound							

MONTREAL NOTES.

Screws have advanced [illegible]

Ingot copper has been advanced [illegible] per 100 lb.

The Canada H[illegible] have received a large [illegible] picture wire in 25 yard [illegible]. They have also a good supply of poultry netting on hand.

ONTARIO MARKETS.

Toronto, March 13, 1903.

WEATHER conditions have been a factor to reckon in making the past week an extremely busy one for jobbers. The trade all over the country has been sending in orders and the delivery at once of many lines, particularly spades and shovels, manure forks, rakes and other farm implements. There has also been a general request for churns, washing machines and wringers. Some of the jobbers as well as some of the manufacturers have been caught short of some lines. The advance in screws, predicted by "Hardware and Metal" last week, took place, the extra 10 per cent. discounts being withdrawn. As the advance in prices in the United States is more than three times the rise here, it is held that further advances will follow here. There are no other alterations in prices. We quote:

BARB WIRE.—A few orders for shipment are coming in, but a general movement is not looked for until the frost is well out of the ground. Base price is as follows: $2.55 from Cleveland and 10c. less in carlots. From stock, Toronto, $2.80.

COIL SPRING WIRE.—There is not much doing yet, but orders for later delivery are larger than usual. The prices are firm. Our quotations are as follows: No. 9, $2.75; No. 11, $3.40; No. 12, $2.95. Freight up to 25c. per 100 lb. allowed on 500 lb. or over. Carlots of 15 tons, 5c. less, with freight up to 20c. allowed.

GALVANIZED WIRE.—A fair trade is doing, but it will be a few weeks before the movement gets well started. The quotations are steady this week, and we quote: Nos. 6, 7 and 8, $3.15 to $3.35 per 100 lb.; No. 9, $2.50; No. 10, $3.20 to $3.40; No. 11, $3.25 to $3.45; No. 12, $2.65; No. 13, $2.75; No. 14, $3.75 to $3.95; No. 15, $4.30; No. 16, $4.55. Nos. 6 to 9 base from Cleveland are quoted at $2.27½ in less than carlots.

SMOOTH STEEL WIRE. There is little doing, and we quote the base price as follows: $2.50 per 100 lb. Oiling, 10c.; coppering, 60c. and tinning, $2 per 100 lb. extra. Shipping points, Toronto, Hamilton, London and Montreal, with freights equalized on those points.

WIRE NAILS.—A good movement is recorded. Orders on jobbers' books are quite large. We quote: $2.45 per keg and 5c. less for carlots. The shipping points are Toronto, Hgmilton, London, Gananoque and Montreal.

CUT NAILS.—Trade is steadily picking up. We quote $2.50 per keg.

HORSE NAILS.—Shipments are large for so early, and are expected to continue satisfactory for some time to come. The prices are steady. The discounts are: "C" brand, oval head, 10 and 10 and 7½ per cent.; on "Monarch," 60 per cent. and "Countersunk" head, 60 per cent.; on "Peerless," 15 and 7½ per cent.

HORSESHOES.—Business is better than expected. Our quotations are as follows: Iron shoes, No. 2 and larger, light medium and heavy, $3.45; snow shoes, $3.70; light steel shoes, $3.55; featherweight (all sizes), $4.95; iron shoes, No. 1 and smaller, light, medium and heavy (all sizes), $3.70; snow shoes, $4; light steel shoes, $3.80; featherweight (all sizes), $4.95.

SCREWS.—The advance anticipated went into effect on Monday, the extra 10 per cent. discount being withdrawn. It is possible that further advances may follow, as the rise in the United States market has been much greater than locally noted. Quotations are as follows: Flat head bright, 87½ per cent. discount; round head bright, 82½ per cent.; flat head brass, 80 per cent.; round head brass, 75 per cent.; round head bronze, 70 per cent.; flat head bronze, 75 per cent.

RIVETS AND BURRS.—The demand is satisfactory in every respect and prices are firm as follows: Iron rivets, 60 and 10 per cent. discount; iron burrs, 55 per cent.; copper rivets, with usual proportion of burrs, 45 per cent.; copper burrs alone, 30 and 10 per cent.

BOLTS AND NUTS.—The demand has kept up so steadily that trouble has been experienced by some jobbers and manufacturers in meeting their customers wishes. The quotations are unchanged this week. We quote: Carriage bolts, common ($1 list), 50 and 10 per cent.; carriage bolts, full square ($2.40 list), 55 and 10 per cent.; carriage bolts, Norway iron ($3 list), 55 and 10 per cent.; machine bolts, all sizes, 50, 5 and 10 per cent.; coach screws, cone points, 66 2-3 and 10 per cent.; elevator shaft and whiffletree bolts, 50 per cent.

SPADES AND SHOVELS.—A good business is doing, orders coming in from all directions. Prices are steady. The discount is 45 per cent. and the list price has been reduced $3 per doz. for Olds' goods, $2 for Gray's and $1 for Burns'.

ROPE.—A better movement is reported. The quotations are unchanged this week. We quote: Pure manila, 14c.; British manila, 12c.; sisal, 11c.; lathyarn, single, 11c. and double, 11½c.; sisal bed cord, 3-cord, 48 feet, 65c.; 60 feet, 80c.; 72 feet, 95c. per doz.

HARVEST TOOLS.—The heavy movement has started in fully a fortnight earlier than usual, probably in consequence of the fine weather. There are no changes in the discounts, which remain at 60 and 10 per cent.

LAWN MOWERS.—There is very little doing. The prices are firm. We quote: Woodyatt, 12-inch wheels, $7.50; Star, 12-inch wheels, $5.50; Daisy, 12-inch wheels, $4.90; Philadelphia, 10-inch wheels, $6; Ontario, 10-inch wheels, $12.75. The other prices are in proportion.

BRASS RODS AND TUBING.—The activity is maintained. Prices are steady. Our quotations are now as follows: Tubing, 3-16, 50c.; ¼, 35c.; 5-16, to 2 in., 28c. Pipe, ¼, 35c.; ⅜, 28c.; ½ to 3 in., 25c.

BUILDING PAPER.—A fairly active demand is noted, with prices firm throughout. We now quote: Dry sheathing, grey or straw, 40c. per roll; tar sheathing, grey or straw, 50c. per roll; dry fibre, 55c. per roll; tarred fibre, 65c. per roll.

MILK CAN TRIMMINGS.—The trade in this line has continued extremely satisfactory since the opening of the season. Orders are still coming in from all dairying sections.

SAP SUNDRIES. The demand for sap buckets, spouts, etc., has set in well and orders are of a liberal nature. Prices are steady.

RANGE BOILERS.—The movement continues fairly active. Prices are steady. We quote: 18 and 30 gal., $5.50; 35 gal., follows: 18 and 30 gal., $5.50; 35 gal., $6.50; 40 gal., $7.50; 52 gal., $12.50; 63 gal., $19; 82 gal., $23; 100 gal., $31 and 120 gal., $37.

SCREEN DOORS.—There is no movement yet. Prices are steady. We quote: Screen doors, common, two or three panel, walnut stained, 4-in. style, $6.80; stained, yellow or green, $7; in natural colors, oil finish, $8.15; 3-inch style, 20c. per dozen less.

CEMENT. The demand has assumed an exceptionally large proportions and the prices are firmly maintained. We quote as follows: Canadian Portland, $2.40 to $2.50 and hydraulic, $1.35 per barrel.

METALS

An optimistic feeling prevails. Orders are coming in well from all buying centres and are not confined to any particular lines, though a particularly large trade is recorded in ingot metals, notably, copper, tin and zinc, the advancing markets helping along the sales. The surplus stocks of these goods, as well as of iron, the world over, seem to be lighter than was anticipated, and a bullish feeling is manifested on all markets.

PIG IRON.—There is a strong demand for spot shipment, but there is not a large quantity available. Orders are now being made for later deliveries and it is now apparent that the present high prices will be maintained. One of the largest buyers stated to "Hardware and Metal" this week that he had to pay $2.50 per ton more for his pig iron this season than last, and was afraid that his next purchase might be at higher figures. He is using Scotch pig, which he says is not as strong as the American, but is a good fluid iron, makes a nice surface and when mixed with a Canadian iron makes a good iron. Quotations of $22.50 are still being made for a special grade of Canadian iron for mixing. No. 2 Summerlee is steady at $25 on track, Toronto.

STEEL BOILER PLATES.—A more active demand is noted. Prices are steady at $2 to $2.25, Toronto.

TOOL STEEL.—Prices are firm throughout. A fair demand is reported. We quote: "B C" and "Black Diamond," 10 to 11c.; Jessop's, Morton's and Firth's, 14c.; Jonas & Colver's, 10 to 20c.; ditto, "Air Hardening," 70c. per lb.; Chas. Leonard's, 8 to 9c.; Park's "Silver," 12 to 14c.; Park's "Special," 15 to 20c.

MILD STEEL.—Prices are well maintained. We quote $1.90 per 100 lb. at Pittsburg and $2.75 per 100 lb. on track, Toronto.

SPRING STEEL.—No change, and we quote $3.50 per 100 lb. on track, Toronto.

BAR IRON.—The demand from all parts of the country is particularly good, and our quotations are as follows: $2.05. For extras, cut to length while rolling: 2 ft. and over, 10c. per 100 lb.; 1 ft. and under 2 ft., 15c.; under 1 ft., 20c.; over 20 ft., by special agreement, according to length and size.

BLACK SHEETS.—A brisk demand for spot shipment is noted. Prices continue steady. We quote: Common, $3.15 for 28 gauge and dead flat, $2.50 for 26 gauge.

CANADA PLATES.—A fair amount of business is being done. Prices keep firm, both locally and in England. We now quote: All dull, $2.90 to $3; half-polished, $2.85 to $3.10 and all-bright, $3.75 to $3.85.

GALVANIZED SHEETS.—A steady business is doing. Prices are firm, and our quotations are as follows: Queen's Head, $4.50 for 28 gauge; American, $4.40 for 24 gauge; Bell brand, $4.30 for 28 gauge; Gordon Crown, $4.50 for 28 gauge.

TIN.—An advance of 75c. per 100 lb. is noted on the local market, in sympathy

with steady advances in the British market. A good business is reported. We quote $33 to $34.

TINPLATES.—Owing to the high price of tin and of pig iron the English tin plate market is manifesting a healthier tone than for some time. This is reflected here and business is freely done at the present prices, which show no change as yet. We quote: Charcoals, $4.75 to $5, and cokes, $4.25 to $4.50 per box.

COPPER.—Prices in both the United States and England have fluctuated considerably, the net change being a considerable advance. Prices here are stiffening, but at the moment show no change. The demand for both ingot and sheet, but particularly the former, is active. We quote: Ingot copper, $13 and sheet copper, $22 to $23 per 100 lb.

BRASS.—Unchanged. The discount is 15 per cent.

LEAD.—Both London and New York report advances. Prices are unaltered here with an active movement recorded. We quote $3.50 per 100 lb. for pig lead and $3.75 for bar lead.

IRON PIPE.—The good movement is fairly well maintained. Prices are steady this week. Quotations are now as follows per 100 ft.: Black pipe, ⅛-in., $3.25; ¼-in., $2.40; ⅜-in., $2.65; ½-in., $2.85; ¾-in., $3.65; 1-in., $5.20; 1¼-in., $7.35; 1½-in., $8.95; 2-in., $12.55; 2½-in., $21; 3-in., $25; 3½-in., $32; 4-in., $38.

ZINC SPELTER.—A good movement is recorded. Prices are ½c. higher in consequence of a steadily advancing primary market. We quote 5 to 6c. per lb.

ZINC SHEETS.—A good demand is recorded. An advance of 75c. to $1 is noted by local jobbers. We quote the base price as follows: Cask lots, $6.50 to $7 and part casks, $7 to $7.25.

SOLDER.—A fair amount of business is being done. Prices are stiff, owing to the higher value in tin. Guaranteed half-and-half is quoted at 18 to 19c. and wiping at 17 to 18c.

PETROLEUM.

Prices are unchanged. A fair business is reported. The Union Petroleum Company's prices are quoted as follows: Lily White, Canadian, 18c. in bbls.; Silver Light, American, 19½c. in bbls.; Crystal Spray, water white, American, 21c. in bbls.; Pennoline, best American imported, 22c. in bbls. In bulk, 2c. less.

HIDES, SKINS AND WOOL.

There is no change in the market of importance this week. There is a fair supply. In wool, London cables report sales yesterday as opening with Thermos and fine cross-breds steady; medium and coarse cross-breds, a halfpenny lower. We now quote:

HIDES.—No. 1 green, 7½c.; No. 2 green, 6½c. per lb.; No. 1 green, steers, 8c.; No. 2 green, steers, 7c. per lb.; cured, per lb., 8¼ to 8¾c.

CALF SKINS.—Veal skins, No. 1, 6 to 14 lb. inclusive, 10c.; No. 2, 8c.; No. 1, 15 to 20 lb. inclusive, 9c.; No. 2, 7c. Deacons (dairies), each, 60 to 70c.; sheepskins, 80 to 90c.

WOOL.—Unwashed wool, per lb., 8½ to 9c.; fleece wool, 16c.; pulled wools, super., per lb., 15 to 17c.; ditto, extra, 19 to 20c.

TALLOW.—Tallow is very scarce. We quote 5¾ to 6c. per lb.

OLD MATERIAL.

An excellent demand is noted, but the receipts are none too heavy. Light copper, light brass and lead are from ½ to 1c. higher. Other prices are firm. We quote Heavy copper and wire, 10½c. per lb.; light copper 9c. per lb.; heavy red brass, 9½c. per lb.; heavy yellow brass, 7½ to 8½c. per lb.; light brass, 6c.; lead, 2½c.; scrap zinc, 3c.; iron, No. 1 wrought, $13 per net ton; No. 2 wrought, $4.50; machinery cast scrap, $15.50 to $16; stove plate, $10; malleable and steel, $6.00 to $6.50; old rubbers, 6½c. per lb. and country mixed rags, 50c. per 100 lb.

NOVA SCOTIA MARKETS

Halifax, March 10, 1903.

THE hardware trade, which since the beginning of the year has shown signs of activity, has continued so during the last week. This is the month when the usual spring activity sets in, and with a little more favorable weather a large amount of business will be done. Heavy spring orders have been coming in for some time, and the various houses are preparing for the shipment of the same. All the wholesale houses have been getting in their stocks for a very heavy spring and summer trade, and there is every indication that their expectations will be fulfilled. The retail trade has also been doing a good business for some time, and this was continued during the last week. The general activity seems to be fairly well distributed over all lines of goods, though, in the retail, there is more business doing in the special seasonable lines.

There will be a heavy call for building material in Halifax this season, as well as other places throughout the Province. Many new buildings will be erected in the business section, among which will be an extensive one for A. M. Bell & Co., hardwaremen. Their present premises on Water street has been found too small for their growing trade, and they have purchased a desirable property on Granville street, and will build right through from that street to Hollis. The plans show that their premises, when completed, will be the most up-to-date in the city, if not in the Maritime Provinces.

There are no particular changes to note in quotations, except that dealers were notified to-day of an advance of 10 per cent. on screws. All lines of hardware, especially in steel aod iron, are affected by the general firmness in these articles, and in many cases, the old complaint still stands—that manufacturers cannot fill orders promptly. This, no doubt, is a condition which prevails elsewhere.

There is no change in the linseed oil situation. This article is so high, that in some quarters the idea is suggested that machine oils be used in putty. It is the opinion, however, of those versed in these matters, that this will be a very poor substitute, as machine oil has not the "sticking" quality of linseed, and that even within a year the putty will peel off the wood.

The turpentine situation has not cleaned up any, and though, for a time, the wholesale quotation has not changed from 95c., there may still be an advance. One dollar is now the retail quotation. As turpentine is so largely used in the manufacture of varnish and other lines, there will probably be efforts made to use substitutes. In some places these have already been put on the market, and the dealer who wants to handle the real article, may have to be on the lookout for these "just-as-good" substitutes.

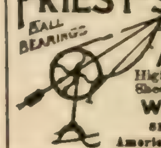
R. C. H.

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters.

'WELLINGTON'
KNIFE POLISH

JOHN OAKEY & SONS, LIMITED
MANUFACTURERS OF
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, England
Agent:
JOHN FORMAN, 644 Craig Street
MONTREAL

COVERT MFG. CO.
West Troy, N.Y.
Steel Carriage and Wagon Jacks.
Harness Snaps, Chain, Rope and Web Goods, etc.
FOR SALE BY JOBBERS AT MFRS. PRICES.

PRIEST'S CLIPPERS


Largest Variety, Toilet, Hand, Electric Power
ARE THE BEST.
Highest Quality Grooming and Sheep-Shearing Machines
WE MAKE THEM.
SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N.H. USA

The Best Door Closer is . . .
NEWMAN'S INVINCIBLE FLOOR SPRING
Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring, and has twice the wear. In use throughout Great Britain and the Colonies. Gives perfect satisfaction. Made only by
W. NEWMAN & SONS,
Hospital St., - BIRMINGHAM

Oneida Community Goods
HALTERS, COW TIES, SNAPS, etc., etc.,
in all sizes and styles. May be had of all jobbers throughout Canada.
Factory—NIAGARA FALLS, ONT

..A..
STANDARD.
The cost of Axes per million feet of lumber taken out should be the best Standard. Under this Standard the CROWN JEWEL is the cheapest Axe in the market.

Dundas Axe Works, Dundas, Ont.
W. L. Haldimand, Jr., Eastern Agent, Montreal

MANITOBA MARKETS.

Winnipeg, Man., March 9, 1903.

HARDWARE prices are unchanged. Cement is likely to be short on this market. There is little American to come in, and Ontario may have none to send. It looks as if English cement will be the only reliable source of supply.

We quote as follows :

Barbed wire, 100 lb.	$3 25
Plain twist	3 25
Staples	3 65
Oiled annealed wire 10	3 42
" 11	3 48
" 12	3 56
" 13	3 66
" 14	3 76
" 15	3 91

Annealed wires (unoiled) 10c. less.

Cut Nails—		Wire Nails—	
2d 1 in.	$4 10	1 in.	$4 20
3d Fin 1½ in.	4 10	1⅛ in.	4 20
3d 1¼ in.	3 75	1¼ "	3 85
4d 1½ in.	3 50	1½ "	3 60
5d 1¾ in.	3 50	1¾ "	3 60
6d 2 in.	3 40	2 "	3 50
8d 2½ in.	3 25	2½ "	3 35
10d 3 in.	3 20	3 "	3 30
20d 4 in.	3 15	3½ "	3 25
30d 4½ in.	3 10	4 "	3 20
40d 5 in.	3 10	4½ "	3 20
50d 5½ in.	3 10	5 "	3 20
60d 6 in.	3 10	5½ "	3 20
		6 "	3 20

Horsenails, 40 per cent. discount.

Horseshoes, iron, No. 0 to No 1	4 30
No. 2 and larger	4 15
Snow shoes, No. 0 to No. 1	4 55
No. 2 and larger	4 40
Steel, No. 0 to No. 1	4 40
No. 2 and larger	4 15

Bar iron, $2.70 basis.
Swedish iron, $4.75 basis.

Sleigh shoe steel	2 85
Spring steel	3 25
Machinery steel	3 50
Tool steel, Black Diamond, 100 lb.	8 50
Jessop	13 00
Sheet iron, black, 10 to 20 gauge, 100 lb.	3 50
18 to 22 gauge	3 75
24 guage	3 90
26 guage	4 00
28 gauge	4 10
Galvanized Iron, American, 16 gauge	4 00
18 and 20 gauge	4 00
22 and 24 gauge	4 50
26 gauge	4 50
28 gauge	4 75
30 gauge	5 00
Extra sheets, 36 in. wide an advance of 25 p.c. per 100 lb.	
Apollo 10¾ oz	5 00
28 gauge	4 75
26 "	4 50
24 "	4 50
22 guage	4 50
20 and 81 guage	4 25
16 guage	4 00
Queen's Heap 24 gauge	4 75
26 guage	5 00
28 "	5 25
Genue Russian, per, lb	11
Imitation " "	07
Tinned, 24 gauge, 100 lb.	8 00
26 gauge	8 25
Tinplate, IC charcoal, 20 x 28, box	10 00
" IX "	12 00
" IXX "	14 00
Ingot tin	33
Canada plate, 18 x 21 and 18 x 24	3 25
Sheet zinc, cask lots, 100 lb	7 00
Broken lots	7 50
Pig lead, 100 lb	5 00
Wrought pipe, black up to 2 inch	50 an 10 p.c.
" Over 2 inch	50 p.c.
Rope, sisal, 7-16 and larger, basis	$11 00
Manila, 7-16 and larger, basis	14 75
Solder	20
Axes, chopping	$ 7 50 to 12 00
" double bitts	12 00 to 18 00
Bluestone	5 75
Screws, flat head, iron, bright	87½
Round " "	82½
Flat " brass	80
Round " "	75
Coach	65 p.c.
Bolts, carriage	50 p.c.
Machine	50 and 5 p.c.
Tire	60 and 5 p.c.
Sleigh shoe	65 p.c.
Plough	40 p.c.
Flat head stove	60 and 5 p.c.
Round head	60 and 5 p.c.
Elevator	60 p.c.
Rivets, iron	50 p.c.
Copper, No. 8	32
" No. 12	36
Coil chain, 3-16 inch	10½
" ¼ inch	8¼
" 5-16 inch	5½
" ⅜ inch	5¼
" 7-16 inch	5
" ½ to ¾ inch	4¾
Spades and shovels	40 and 5 p.c.
Harvest tools	60 and 10 p.c.
Axe handles, turned, s. g. hickory, doz.	$2 50
No. 1	1 50
No. 2	1 25
Octagon extra	1 75
No. 1	1 25
Files common	70, and 10 p.c
Diamond	60
Ammunition, cartridges, Dominion R.F.	50 p.c.
Dominion, C.F., pistol	30 p.c.
" military	15 p.c.
American R.F.	30 p.c.
C.F. pistol	5 p.c.
C.F. military	10 p.c. advance.
Loaded shells:	
Eley's soft, 12 gauge black	16 50
chilled, 12 gauge	18 00
soft, 10 gauge	21 00
chilled, 10 gauge	23 00
Shot, Ordinary, per 100 lb	6 00
Chilled	6 50
Powder, F.F., keg	4 75
F.F.G.	5 00
Tinware, pressed, retinned.	70 and 10 p.c
" " plain	75 and 2½ p.c
" pieced	
Japanned ware	37½ p.c.
Enamelled ware, white	45 p.c.
" Famous	50 and 10 p.c.
" Imperial	50 and 10 p.c.

PETROLEUM.

Water white American	26½c.
Prime white American	24½c.
Water white Canadian	24c.
Prime white Canadian	22½c.

SCRAP.

No. 1 cast iron	$14 to $15 per ton.
No. 2 "	5 to 6 "
Wrought iron scrap	5 "
Copper (heavy)	7c. per lb.
Yellow brass (heavy)	7½c.
Light brass	5c. to 6c. "
Lead pipe, or tea lead	2c. to 2½c. "
Zinc scrap	1c. "

PAINTS, OILS AND GLASS.

Turpentine, pure, in barrels	$ 95
Less than barrel lots	1 00
Linseed oil, raw	66
Boiled	69
Lubricating oils, Eldorado castor	28½
Eldorado engine	27½
Atlantic red	33½
Renown engine	42
Black oil	19½ to 21½
Cylinder oil (according to grade)	55 to 74
Harness oil	56
Neatsfoot oil	1 00
Steam refined oil	85
Sperm oil	2 00
Pure castor oil, first pressure	11
Lubricating	10
Glass, single glass, first break, 16 to 25 united inches	2 25
26 to 40 ....per 50 ft.	2 50
41 to 50 ...." 100 ft.	5 50
51 to 60 ...." " "	6 00
61 to 70 ....per 100-ft. boxes	6 50
Putty, in bladders, barrel lots.....per lb.	2½
kegs "	2¾
White lead, pure ....per cwt.	6 00
No. 1 "	5 75
Prepared paints, pure liquid colors, according to shade and color, per gal.	$1.30 to $1.90

Whiteman & Co., general merchants, of Emerson, have sold out to M. Finkleman.

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 2c. a word each insertion; cash in advance. Letters, figures, and abbreviations each count as one word in estimating cost.

SITUATIONS VACANT.

WANTED—AN UP-TO-DATE HARDWARE man; apply stating salary, Box 544, Port Arthur, Ont. (12)

WANTED—first-class tinsmith to take charge of shop; also good assistant. Apply, G. A. Smith, Moose Jaw, N. W. T. (11)

WANTED — experienced hardware traveller, ground west of Toronto; substantial salary and early advancement for right man. Apply, Box No. 19, HARDWARE AND METAL, Toronto. (12)

WANTED—a hardware clerk who has had two or three years' experience. Apply at once, in person if possible, to A. Ballantyne, Brantford, Ont. (11)

HARDWARE Clerk—state wages, experience, to go to North Bay. Apply George L. Vivian, 392 Queen street west. f

WANTED—a carraige blacksmith—also helper —steady employment. A. Ross, Hamilton. f

PAINTERS—good bush hand—used to wagon work. Apply the Walkerville Wagon Company, Limited, Walkerville, Ont. f

TINSMITH Wanted—good all-around hand—steady job; married man preferred. P. J. Moore, Barrie. f

TINSMITH Wanted—one or two years' experience. Box 136, Durham, Ont. f

TINSMITH—first-class man—good wages and steady job. Apply, with references, O. B. Henry, Drayton. f

SITUATIONS WANTED.

WANTED—position of trust by a young man now connected with one of the largest concerns in Canada, capable of acting as purchasing or selling agent in steamfitters' goods and general hardware; three and half years with present employers; best references; both languages. Box 18, HARDWARE AND METAL, City. (11)

FOR SALE.

FOR SALE—iron and brass foundry; in good working order. Box 322, Globe. f

BUY OF THE MANUFACTURERS . . .

Awnings
Tents
Flags and
Covers.

WRITE FOR QUOTATIONS.

RAYMOND BROS., Windsor, Ont.

FOREST CITY GOSSIP.

Office of HARDWARE AND METAL,
365 Richmond St., London, Ont.

ALL branches of hardware and metal manufacturing, as well as every wholesale general hardware house, are busy and a full head of steam on. Some of the manufacturing concerns are unable to keep up with orders for goods made by them. Those who make brass and white metal fittings for baths, taps, gas and electric light fixtures, locks and all builders' hardware report trade as very good. The wire fence makers are all at it "tooth and nail," and one firm, who make fancy brass, iron and wire metal work for banks, offices, churches, hotels, etc., has rather more than it can accomplish in its present quarters, informed your correspondent to-day that it had completed a deal for more commodious premises, which it would occupy in the near future. Reference to this change will be made in a future letter. The business of other manufacturers in London is imperatively demanding more room.

Retail hardware stores in this growing city are now in good running order for spring business. Their windows have an attractive display of graniteware this week, also a varied exhibit of all lines required by the up-to-date, economical housekeeper, who at this season is on the alert for information prior to fixing up for spring.

Some advance in screw nails is the only change that is talked about here. The change in this item will most likely leave out the 10 per cent. usually allowed from the list. The list price will be the same with ordinary discount of 3 per cent. 30 days.

E. Leonard & Sons, of London, have completed, and had tested by the Government boiler inspector, three very large boilers for British Columbia. The extremely stringent laws of that Province required that these boilers should be tested for a working pressure of 120 lb. to the square inch. This company have boilers under construction for Manitoba, and others for New Brunswick. Their engine and boiler departments are both busy.

The real estate men in this city will raise the rental of all property this season. The matter came up before the regular meeting of the Real Estate Owners' Association last week, when this action was decided upon. Members of the Association say that this movement on their part is rendered necessary on account of the continued high taxation, with the added expense of the growing frontage tax system, and the increased cost of buildings and of maintenance. It is confidently expected that the price of residental property will advance as the present cost of construction is much higher.

As in Montreal, Toronto, and other manufacturing cities, an immense Saturday night business is done in the retail shops. A walk along the principal streets on that evening will show busy stores and crowded streets. The thousands of artisans, with wives or sweethearts, are in evidence, as during no other time in the week, making purchases for household requirements, and the hardware retail stores get their share of the crowd.

The writer is pleased to state that the "Forest City" is extremely temperate, drinking is frowned down and the churches are well filled.

THE PULLMAN MFG. COMPANY

The name of The Pullman Sash Balance Company, Rochester, N.Y., has been changed to The Pullman Manufacturing Company. When this company started in business they made but one article, sash balances. Now, however, their business has so extended that they make as large a quantity of several other articles as they do of sash balances, consequently they have decided to change the name, which is more appropriate than the old style.

AGENCY FOR TAPES AND RULES.

Frank H. Scott, manufacturers' agent, 360 Temple Building, Montreal, has been appointed the Canadian representative of James Chesterman & Co., Limited, manufacturers of measuring tapes and rules, Sheffield, England. This will be an important addition to Mr. Scott's lines of cutlery, sterling silver and electro-plated ware, etc. There is no doubt of their receiving a ready reception in Canada. These rules have been a standard for a long time and make their way on any market.

We are out for business

We are also out for business for you

LUXFER PRISMS make goods easy to sell and lighten up dark places.

STORE FRONTS OUR SPECIALTY

WRITE US FOR INFORMATION. DISCOUNT TO TRADE.

LUXFER PRISM CO., LIMITED

100 KING STREET WEST, TORONTO.

A MAN WHO DID THINGS

MR. THOMAS TAIT, manager of transportation of the Canadian Pacific Railway, whose appointment as chairman of Victoria, Australia, Board of Railway Commissioners at a salary of $15,000 per year, well deserves the position that has come to him. He has been a man who not only did things, but who did them well. Although scarcely 40 years of age, he has for many years held responsible positions in the service of the Canadian Pacific Railway Co. He entered railway service as a clerk in the audit department of the Grand Trunk, in 1881, leaving that company when the Candian Pacific "syndicate" came into existence, to accept the position of private secretary to Sir William Van Horne.

Mr. Thomas Tait.

From the first he made it his business to learn all he possibly could about railway matters and the working of railways in all their details. In this way he fitted himself for advancement, until to-day he has been selected to fill the important position of chairman of the Board of Commissioners who manage the railway system of Victoria.

In 1889 he was appointed assistant superintendent of the Canadian Pacific, with headquarters at Moose Jaw: in 1890 superintendent of the road with headquarters at Toronto, and in 1893 manager of transportation.

The following is a brief statistical summary of the Victoria railway system over which Mr. Tait is to preside:

Miles in operation, 3,237.
Expenditure on capital account, £40,145,404.
Average cost per mile, £12,402.
Revenue from coaching, £1,560,894.
Revenue from goods, £1,711,894
Revenue total, £3,337,797.
Revenue per mile, £1,034
Working expenses—Maintenance £518,456, loco. power £646,192, car repairs £147,153, traffic £609,600, compensation £7,945, general £50,018, total £1,984,790
Net revenue, £1,353,001
Net revenue on total capital cost, 3.37 per cent
Net revenue on total loan moneys expended, 3.64 per cent.
Pensions and gratuities £90,443.
No. of passenger journeys, 54,704,062
Goods tonnage, 3,155,697.
Live stock tonage, 229,163.
Train mileage, 11,066,016.
Total employes, including supernumary, 11,956.
Number of locomotives (16 building), 544.
Number of passenger vehicles, 1,179.
Number of vans, 302.
Number of wagons, 9,392.
Number of miscellaneous vehicles, 227.

Mr. Tait leaves Canada for Australia about May 1, and he goes to the Antipodes with the best wishes of his fellow Canadians, and with none more heartily than those of the business community.

SENSATIONAL RISE IN TIN.

The New York Journal of Commerce of Thursday says: "The first London cable, reporting an advance of £1 2s. 6d. in the price of pig tin, was followed later by another making the price on spot tin £4 higher than at noon, and the English market was reported to be excited. No reason for the advance accompanied either cable, and in the absence of developments here to warrant such a sensational rise the trade was at a loss to account for it. Trade in spot tin on the London Metal Exchange was very heavy, the turnover for the day amounting to 1,050 tons. This was taken here as an indication that the London spot stock is larger than had been previously asserted. In yesterday's movement in London the premium on future tin disappeared and a discount of £1 was established in its place. The New York market responded promptly to the sharp advance on the other side, closing strong at 30.55c. bid and 30.75c. asked for spot, 30.55 to 31c. on March, 30.50 to 31c. on April and 30.40 to 31c. on May. The demand from consumers did not appear to be stimulated by the advance, and the market closed with little business stirring."

PERSONAL MENTION.

Mr. W. S. Fisher, of Emerson & Fisher, wholesale hardware merchants, St. John, N.B., and proprietors of the Enterprise Foundry Co. at Sackville, N.B., paid Toronto a flying visit on Thursday. He was on his way home from a short visit to Atlantic City. Mr. Fisher reported business decidedly good in New Brunswick and that the stove trade of the Enterprise Co. was gradually expanding.

Messrs. Frank J. Taylor, Arthur B. Tisdale and B. Vary, of the Western Fonndry Co., Limited, Wingham, Ont., were in Toronto on Tuesday. Mr. Taylor, who is the president of the company, reports business exceedingly good, and says that the new plant for the manufacture of steel ranges will be in operation in the course of a few weeks. Mr. Vary will have charge of the steel range plant. Mr. Tisdale, as pointed out last week, is a recent addition to the firm's travelling staff.

HARDWARE MERCHANTS' CONVENTION.

THE convention of the hardware section of the Retail Merchants' Association of Canada, which is to be held in Hamilton on Tuesday, March 24, is attracting considerable attention. The meeting will convene at 2 o'clock in the Waldorf Hotel, and, as delegates have been invited from the Province generally, a good attendance is looked for.

The programme will not consist of papers on given subjects, but will be rather a discussion to fix a basis of retail prices for white lead, stoves, shovels and spades, nails and, possibly, some other staple lines. It is hoped that the retailers may be able at this meeting to arrange a scale of prices for them to sell at which would yield them a fair profit. When this basis of prices is fixed, it is proposed to ask the manufacturers of these lines to fix prices absolutely at the basis proposed, so that the supply of any retailer who undersold could be cut off.

The committee who have been taking this matter up in Toronto have arrived at the conclusion that the retail price should be fixed by the manufacturers, but also hold that the retailer has not reason to expect the manufacturers or jobbers to take any action in this respect until a representative body of the retailers decide what they want and request them to take the action desired.

In the evening a general meeting of the merchants of Hamilton will be held, when topics of general interest will be taken up.

On Wednesday a convention of the Retail Merchants' Association (including hardware as well as other branches) will be held. The matters discussed at this meeting will be of a general character, and are likely to be of interest to all retailers. Hardwaremen should lend their support to all efforts such as this to put their trade on a better footing.

DOMINION HARNESSMAKERS.

The Dominion Harnessmakers' Association, which met in Toronto last week, elected the following officers:

President—Chas. Kelly (acclamation).
Vice-Presidents—John Broderick, Henry Dennis, T. H. McKee, A. E. Kirkpatrick.
Treasurer—C. H. Lowe.
Secretary—Alexander Downey.
Auditors—J. B. Mowat, W. J. Micks and H. L. Daville.
Executive — Messrs. Kelly, Downey, Moat, Thompson, Lugsdin and Lowe.

The Selling Qualities

Of our splendid range

The Imperial Oxford

make them the most desirable stock you can handle.

THEIR DIFFUSIVE FLUE CONSTRUCTION
FRONT DRAW-OUT GRATE
OVEN THERMOMETER
DRAW-OUT OVEN RACK

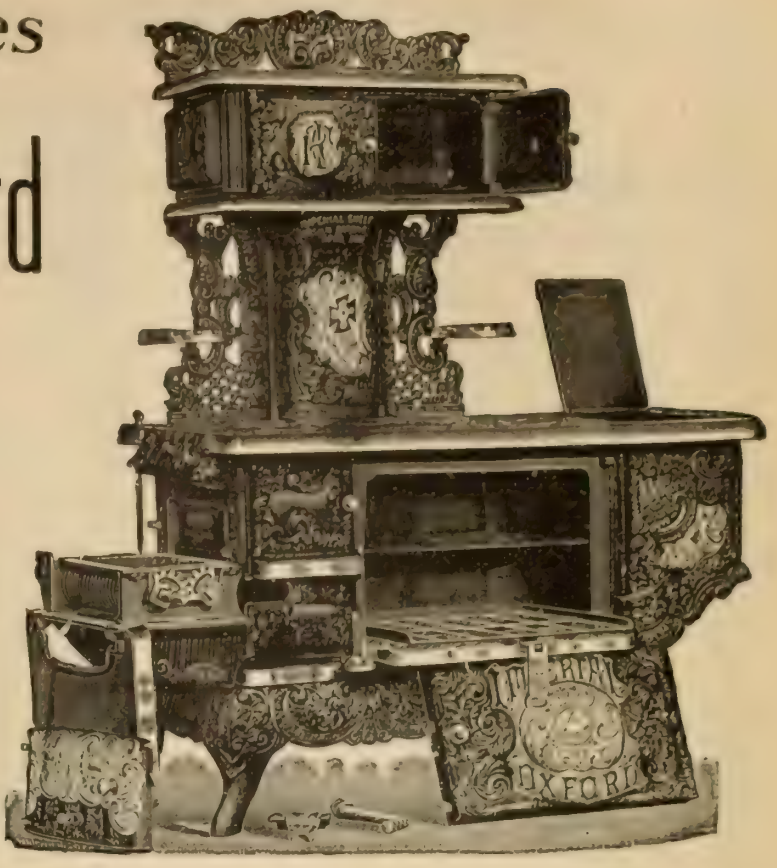
and other improved features, give them a quickly appreciated precedence over other ranges.

Housewives everywhere praise them enthusiastically.

Customers realize their superiority on sight—sales are easy.

They're the popular range of Canada.

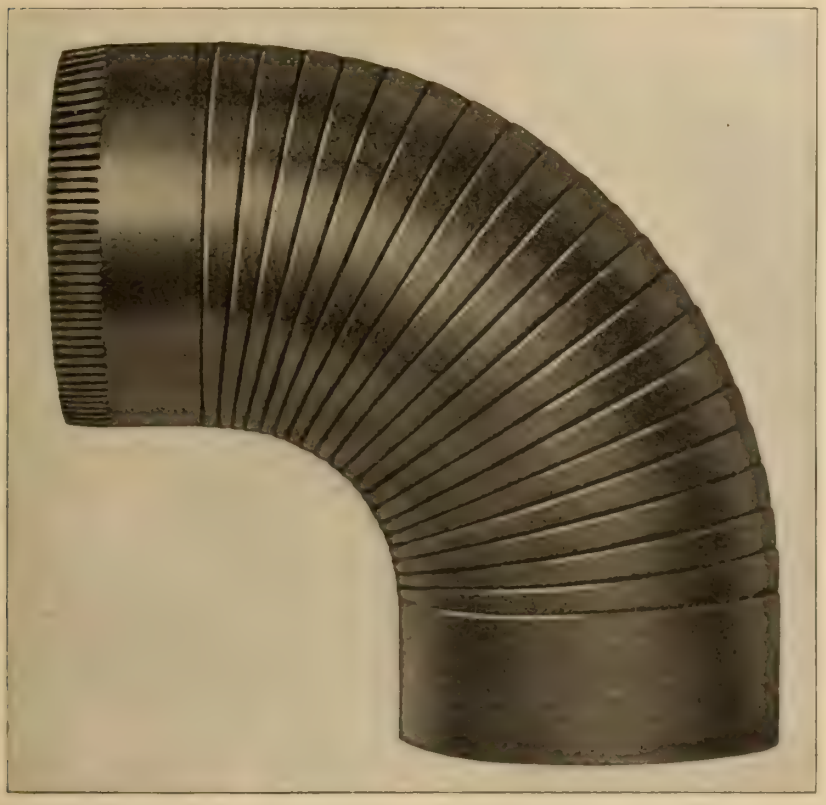
Send us your address at once.



THE GURNEY FOUNDRY CO., Limited

TORONTO. WINNIPEG. VANCOUVER.

THE GURNEY-MASSEY CO., LIMITED, MONTREAL.



Davidson's Standard

Pleated Stove Pipe Elbow.

THIS IS IT.

SEE how the pleats go around the back as well as throat. All the good points of the old-style Elbows combined, without any of their disadvantages. No place left for dust and soot to lodge, nothing to impede the draft

Suitable for burning either hard or soft coal or wood.

The Thos. Davidson Mfg. Co., Limited, Montreal.

PAINT, OIL AND BRUSH TRADES

SUBSTITUTES FOR LINSEED OIL.

IN view of the present high price of linseed oil, which has lasted at least three years, and shows no signs of material abatement for some time to come, the universal desire for a reliable substitute is becoming every day more urgent, says The Oil and Colorman's Journal, and a large number of such bodies is already on the market, and there is not one of them, if we may believe the sellers, which is not an improvement on that which it is intended to replace. Unfortunately, however, few of them do more than feebly imitate their prototypes, and the vast majority of them dry so slowly, and keep so sticky, that they have no claim to being fit for use, still less to replace either form of linseed oil. It must, however, not be forgotten that a substitute which must, as a necessary condition of being an article of commerce, have a decidedly lower price than the original substance, can never be fully its equal. It must suffice if it possesses the most important properties of the article it imitates in nearly as well developed a form. This is well seen in artificial pigments. Artificial cinnabar, for example, is never the equal of the natural substance in warmth and beauty. The only way in which a perfectly satisfactory solution of the linseed-oil problem can be arrived at is for the progress of chemistry to enable us to make linseed oil itself artificially, and the synthetic product will then hardly be a substitute.

Linseed oil dries, as is well known, by means of oxidation, caused either by the air, or by driers. This property is conspicuous by its absence in most of the known substitutes, which only dry by the evaporation of some solvent, which leaves a residue of solid matter. Hence, only those substitutes which dry to some extent by resinification can be regarded as approaching linseed oil. It happens, too, with the substitutes which leave a solid residue on the evaporation of a solvent, that the solid coat is, as a rule, possessed of very feeble resistance to mechanical and atmospheric attrition. This is especially the case with those substitutes in which the chief ingredient is colophony.

The following are the conditions that must be infilled by a respectable substitute:

1. It must closely resemble linseed oil in color and consistency.

2. Its smell, which must be of necessity different from that of the natural product, must not be disagreeable, and must entirely disappear on drying.

3. It must be miscible with all pigments without lumping or separating, and must also mix with raw or boiled oil without giving rise to any notable amount of sediment.

4. It must dry hard quickly under ordinary conditions, and within 24 hours at the furthest, and without stickiness. It must not turn sticky later, and must give a clear, transparent lustrious coat.

5. The dry coat must not sweat. Petroleum sweats outwardly from boiled oil, and can be wiped away, and sweats inwardly from wood oil, causing the coats to peel off.

6. The dry coat must not rub off, as it does with colophony substitutes, soften, or turn white in damp air, and must resist the weather a reasonable time, which, however, cannot be fixed, as it is variable even with linseed oil itself.

A CONDITION IN GLASS TRADE

EVERY now and then it is discovered that the preferential tariff has had a new affect on Canadian trade conditions. One of the latest is in regard to glass.

At present most of the common window glass used in Canada is imported from Belgium under a duty of 20 per cent. The English window glass imported is practically the product of one large firm, who have a branch house here to handle their business. A paint dealer complains that he is unable to buy glass from this firm at a price which would allow him to handle it profitably, and must bring in the Belgium article instead. The English glass comes in under the preferential tariff, and, it appears, is gradually making its way against the other on this market. Result: the paint men are losing the glass trade. "Even now," says the one referred to above, "we must sell at a price which leaves us no profit in order to compete with the English house."

A letter was sent to Hon. Mr. Fielding, Minister of Finance, on the subject, whose reply was to the effect that the Government could not relieve the situation.

If it is a fact that the paint jobbers cannot import English glass, or obtain it from the English branch in Canada on any suitable terms, which was the statement made to a representative of this paper, then it looks as though one manufacturer could practically have a monopoly of the Canadian market, and the paintmen would have to give up that line of business.

On the other hand, English glass has been regarded by good authorities as equal in quality to the Belgium glass, and even if sold at the same price, Canadians would naturally prefer the former. When it can be sold at a lower price there is a stronger reason for rejoicing that it is taking the place of a foreign product.

But why cannot Canadian paintmen obtain glass from the English house on wholesale terms?

PAINT AND OIL NOTES.

George Graham, president of the Toronto Painters' and Decorators' Union, died at his home last week, after a short illness.

Considerable interest is still being taken in the Raleigh, Ont., oil fields. Oil has been found in some new wells in small quantities.

A. Clawson, who formerly carried on business as painter and decorator in Kamloops, B.C., will reopen in the same line in a few weeks.

Alfred Northcotte, master painter, of Collingwood, Ont., died on Thursday morning last. Heart failure is the supposed cause of death, which was totally unexpected.

The Norwich Broom and Brush Co., which has been organized in Norwich, Ont., to manufacture brushes and brooms, is to receive a bonus of $20,000 from Norwich, and will go on with preparations for the establishment of works at once.

PAINT AND OIL MARKETS

MONTREAL.

THE mild weather has improved business generally in the paint trade, and everybody seems rushed this week. Turpentine has taken no further advance since our last report, and is more steady than for weeks past. Linseed oil is quite firm and shows a tendency to advance. Paris green is moving quite freely and the sale is expected to be much larger than a year ago. Benzine is a little easier than it was last week and is in good demand. The business generally, seems to be better than it was a year ago. We quote:

GROUND WHITE LEAD.—Best brands, Government standard, $5.00 to $5.25; No. 1, $4.27½ to $4.87½; No. 2, $4.40 to $4.50; No. 3, $4.02½ to $4.12½; No. 4, $3.65 to $3.75 all f.o.b. Montreal. Terms,

Heavy Paint Consumers

will find "Ark Brand" paint a money-maker.

"Ark Brand" will not chalk for five years, covers the greatest space, is not affected by dampness, is quickly applied and wears the longest.

Besides, those who use "Ark Brand" assume no risk because we make the following guarantee:

Every can of "Ark Brand" paint is guaranteed to give the user perfect satisfaction if used according to directions. If it proves otherwise, we will refund the amount of the purchase price. Dealers will find "Ark Brand" paints meet ready sale at profitable price.

THE FRANCIS-FROST CO. Limited
TORONTO.

Canadian Distributing Agents for Grippin's Crack Filler, and "Muresco" Wall Finish.

Canada Linseed Oil Mills LIMITED
MONTREAL.

Manufacturers of

"GUARANTEED PURE"

Raw and Boiled

LINSEED OIL

N. B.—We are on the market to buy good, sound, oak Linseed Oil, Turpentine, Varnish and Machine Oil Barrels.

BENJAMIN MOORE & CO.

Sole Manufacturers,

248 Water Street, Brooklyn, N.Y.
111 North Green Street, Chicago, Ill.

FRANCIS-FROST COMPANY, - TORONTO, ONT.
DISTRIBUTING AGENTS FOR CANADA

[illegible] months or [illegible] per cent. off for cash in 30 days.

DRY WHITE LEAD.—$5 in casks, and in kegs, $5.2[illegible].

DRY WHITE ZINC.—Pure dry, in [illegible], in 100-lb. kegs, 6¾c.; No. 1, [illegible] in casks, 5[illegible]c., in 100 lb. kegs, 5¾c.

WHITE ZINC (ground in oil)—Pure, 25 lb. irons, 8c.; No. 1, 7c.; No. 2, 6c.

PUTTY.—We quote: Bulk, in barrels, $1.60; bulk, in 100-lb. packages, $1.85; bladders, in barrels, $1.90; bladders, in 100 or 200-lb. kegs, $2.05; 25 lb. tins or irons, $2.[illegible]; 12½ lb. tins, $2.30, f.o.b. Montreal, Ottawa, Toronto, Hamilton, London and Guelph. Maritime Provinces, 10c. higher, f.o.b. St. John and Halifax. Three per cent discount for cash in 30 days.

ORANGE MINERAL.—Casks, 7c.; 100-lb. kegs, 7¼c.; smaller quantities, 8¼c.

RED LEAD.—Genuine red lead, in casks, $4.50; in 100-lb. kegs, $4.75; in less quantities, $5.75 per 100 lb. No. 1 red lead, casks, $4.25; kegs, $4.50 and smaller quantities, $5.50.

LITHARGE.—Ground, casks, 5c.; less quantities, 5½c.; flake litharge, casks, $5.25; smalls, $5.75 per 100 lb.

LINSEED OIL.—Raw, 1 to 4 barrels, 59c.; boiled, 62c.; raw, 5 to 9 barrels, 58c.; boiled, 61c. Terms, net cash in 30 days. Delivered in Ontario, between Montreal and Oshawa, at 2c. per gallon advance.

TURPENTINE.—Single barrels, 95c.; 2 to 4 barrels, 94c. Terms, net cash in 30 days.

BENZINE.—25 to 26c.

SHELLAC VARNISH.—Pure white, $2.35 to $2.45; orange, $2.25 to $2.35.

MIXED PAINTS.—$1.20 to $1.40 per gallon.

CASTOR OIL.—8¾ to 9¼c. in wholesale lots, and ½c. additional for small lots.

SEAL OIL.—48 to 50c.

COD OIL.—35 to 37½c.

PURE CANADIAN PARIS GREEN.—Petroleum barrels, 13¼c. per lb.; arsenic kegs, 13½c.; 50 and 100-lb. drums, 14c.; 25-lb. drums, 14½c.; 1-lb. packages, 15c.; ½-lb. packages, 17c.; 1-lb. tins, 16c.; ½-lb. tins, 18c.

PURE ENGLISH PARIS GREEN.—Petroleum barrels, 14¼c.; arsenic kegs, 14½c.; 50 and 100-lb. drums, 15c.; 25-lb. drums, 15½c.; 1-lb. paper boxes, 16c.; 1-lb. tins, 17c.

TORONTO.

There is no change in prices, though turpentine has stiffened materially in New York and Savannah. Linseed oil is weakening in England and New York, owing to the lower quotations on flaxseed. White lead is still in an unsatisfactory condition, prices not being well held to. The movement is excellent, a big call for general sundries being occasioned by the springlike weather. The sale of the staple lines is of a hand-to-mouth nature, however, in consequence of the high prices ruling. We quote:

WHITE LEAD.—Ex-Toronto, pure white lead, $5.00 to $5.25; No. 1, $4.62½ to $4.87½; No. 2, $4.25 to $4.50; No. 3, $3.87½ to $4.12½; No. 4, $3.50 to $3.75 in packages of 25 lb. and upwards; ½c. per lb. extra will be charged for 12½-lb. packages; genuine dry white lead, in casks, $5.02½.

RED LEAD.—Genuine, in casks of 560 lb., $4.50; ditto, in kegs of 100 lb., $5; No. 1, in casks of 560 lb., $3.75; ditto, in kegs of 100 lb., $4.25.

LITHARGE.—Genuine, 6 to 6½c.

WHITE ZINC.—Genuine, French V.M., in casks, $6.25; Lehigh, in casks, $6 to $6.25.

SHINGLE STAIN.—In 5-gallon lots, 62 to 75c. per gallon.

PARIS WHITE.—90c. to $1 per 100 lb.

WHITING.—65c. per 100 lb.; Gilders' whiting, 80c.

GUM SHELLAC.—In cases, 35 to 37c.; in less than cases, 40 to 42c. per lb.

LIQUID SHELLAC.—Pure orange, in bbls., $2.25 to $2.35; white, $2.35 to $2.45 per gal.; in less quantities, 10c. extra.

GLUES.—Broken sheet, in 200-lb. bbls., 8½c. per lb.; cabinet glue, in bbls., 12c.; emery glue, in bbls., 17½c.; bookbinders', ground, 10½c.; finest American, white, 19c.; No. 1 American white, 15c. per lb.

PUTTY.—Bladders, in barrels, $2.10; bladders, in 100-lb. kegs, $2.25; bulk in barrels, $1.80; bulk, less than barrels, and up to 100 lb., $2.05; bladders, bulk or tins, less than 100 lb., $2.75.

PARIS GREEN.—Petroleum bbls., 14c. per lb.; arsenic kegs, 14½c.; 50 and 100-lb. drums, 15c.; 25-lb. drums, 15½c.; 1-lb. packages, 16c.; ½-lb. packages, 18c.; 1-lb. tins, 16c.; ½-lb. 18c.

PLASTER PARIS.—New Brunswick, $2 per barrel.

PUMICE STONE.—Powdered, $2.50 per cwt. in bbls. and 4 to 5c. per lb. in less quantity; lump, 10c. in small lots and 8c. in bbls.

LIQUID PAINTS.—Pure, $1.20 to $1.40 per gallon; No. 1, $1.10 per gallon.

BARN PAINTS.—65 to 70c. per gallon.

CASTOR OIL.—English, in cases, 9 to 9½c. per lb., and 10 to 10½c. for single tins.

LINSEED OIL.—Raw, 1 to 2 bbls., 61c.; boiled, 64c.; 3 to 5 barrels, raw, 60c.; boiled, 63c.; 6 to 9 barrels, raw, 58c.; boiled, 61c. delivered. To Toronto, Hamilton and London, 2c. less. All quantities of 10 barrels and over of linseed oil sold only f.o.b., Toronto, Hamilton, London and Guelph.

TURPENTINE.—Single bbls., 95c.; 2 to 3 bbls., 94c. delivered. Toronto, Hamilton and London, 1c. less. For less quantities than barrels, 5c. per gallon extra will be added, and for 5-gallon packages, 50c. and 10-gallon packages, 80c. will be charged.

GASOLINE AND BENZINE.—We quote as follows: Benzine, 19¼c. and gasoline, ordinary, 21¼c. and engine, 22¼c. f.o.b. Toronto.

WINDOW GLASSS.

MONTREAL.

The local market is somewhat quiet and very little business is reported. Travellers say that merchants in the small towns do not seem to be in any rush in buying for the spring trade. The prices remain unchanged. Our quotations are as follows: First break, 50 feet, $2; second, $2.10 for 50 ft.; first break, 100 feet, $3.80; second break, $4; third break, $4.50; fourth break, $4.75.

TORONTO

There has been a liberal movement, but it is not yet large. Prices are firmly maintained throughout. We now quote: Star, Under 26 in., $3.80; 26 to 40 in., $4; 41 to 50 in., $4.50; 51 to 60 in., $4.75; 61 to 70 in., $5; 71 to 80 in., $5.50. Toronto, Hamilton and London. Terms, four months, or 3 per cent., 30 days.

PAINTERS' MEETING.

The Master Painters' and Decorators' Association, of Montreal, held a well attended meeting on Tuesday night. The condition of trade, the outlook for business during the spring and summer, and like topics were brought up for discussion.

ANCHOR LIQUID PAINT

stands first among all others on the market. It is made from the best materials. Will increase your trade. Will please your customers. The white lead used is

BRANDRAM'S B. B. GENUINE—the best in the world.

HENDERSON & POTTS

Established 1874

HALIFAX and MONTREAL

HOLLYWOOD OCHRE

Acknowledged and proven to be the strongest tinting Yellow ever known.

Gives richer tints than Chrome Yellow at one-quarter the cost

Money refunded for every pound that will not bear out our statement.

We control the entire output and base of raw material.

If we were built on lines similar to a Trust we would practically double our price.

Even at that HOLLYWOOD OCHRE would sell in competition with other Ochres and beat out ninety per cent of them.

Compared with French and other Ochres, HOLLYWOOD makes them all look cheap.

When used as a body paint will outwear and outcover any pigment known.

Our plan is to sell HOLLYWOOD OCHRE in the future as we have in the past

At Practically Cost of Manufacture.

We lose no money nor do we make any on HOLLYWOOD OCHRE, but we figure that every dollar's worth sold sells a dollar's worth of other goods.

It is the greatest kind of an advertising medium, not only does it advertise US, but it advertises YOU.

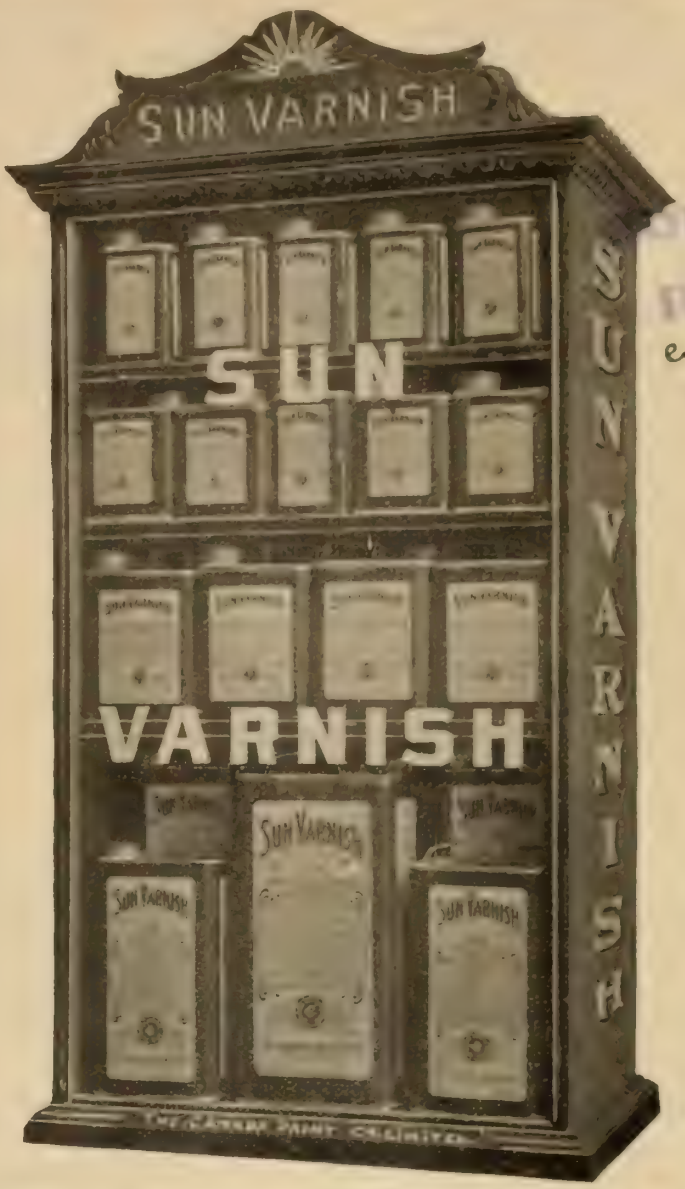
We never had a complaint on HOLLYWOOD OCHRE — nothing but praises.

Read our testimonials We could get a barrel of the same kind.

If you are not already selling HOLLYWOOD OCHRE, write for particulars and prices.

SOLE MANUFACTURERS:

The Hollywood Paint Co.
Limited
HAMILTON, CANADA.



"THE SUN SHINES FOR ALL"

To meet the demand for a Varnish which will give a smooth, hard finish, and enhance the beauty of the surface upon which it is applied, and for general purposes, we have introduced the Universal "Sun" Varnish. It is a hard copal Varnish, made only by ourselves from selected, clear, bright gum, and is thoroughly matured and tested before being passed into stock for shipment. It is suitable for all purposes where Varnish is used, inside or outside.

"I WILL HAVE THE 'SUN' OR I WILL HAVE NONE."

THE CANADA PAINT COMPANY
Limited
VARNISH MAKERS.
MONTREAL AND TORONTO.

THE LATE GEORGE BOXALL.

FEW of the hardware or stove merchants of Toronto were known to a wider circle of the general public than the late George Boxall, whose death occurred on Thursday, last week, after an illness extending over several weeks. Deceased was born at Onslow, Eng., in 1836, his parents removing to Canada while he was a young child. When 16 years of age he was apprenticed to the tinsmithing, which business he learned thoroughly. When about 23, he, in partnership with his brother John, started in business on Queen street west, opposite Bay street. This partnership was continued until 1872, when he opened out for himself as tinsmith, stove and hardware dealer in the premises on Yonge street, which he occupied until his death. Here he developed a particularly wide connection in tinsmithing work, the demand for his men reaching to all bounds of the city.

The late Mr. Boxall was an idealist in many respects and spent much of his time in public work. He was for many years a member of the public school board; for some time was Grand Treasurer of Dominion Lodge, C.O.O.F.; one of the organizers and leading supporters of the Retail Merchants' Association of Canada. He was, too, a consistent Methodist and an ardent Conservative.

CATALOGUES, CALENDARS, ETC.

SPORTING GOODS CATALOGUE.

John Miller & Sons' 1903 catalogue is bigger and better than ever. It contains over 250 pages, profusely illustrated with engravings of bicycles, bicycle parts, sporting goods of all sorts, paints, and, of course, keys, of which this house is always ready with an immense assortment. The catalogue is a handsome one typographically, and the various lines are numbered, described and indexed in a manner that permits of rapid reference.

CATALOGUES WANTED.

When Aaron Child & Son, hardware merchants, Gravenhurst, Ont., were burned out a few weeks ago, their catalogues and price lists were also consumed. As they have started to rebuild and expect to be in their new store by April 1, they are desirous of having their stock of catalogues and price lists replenished. Manufacturers and wholesalers will, therefore, confer a favor upon them by supplying them with these at their earliest convenience.

J. B. Roy, feed merchant, Beauharnois, Que., has sold out to J. E. Leduc.

CHURCH'S

ALABASTINE.

Returned to Le Prix Courant March 18/03

The little Church on the label of every package.

EVERYBODY wants **ALABASTINE**, and why? Simply because it is PERMANENT and SANITARY; is easily applied, and SELLS ON ITS OWN MERITS. Time spent in trying to sell worthless imitations that have neither proof of origin, nor record of value, is worse than lost.

Buying what won't sell ties up capital, and causes real want for necessaries. **ALABASTINE** WILL SELL, and affords a good per cent. of profit; is a staple in every Hardware and Paint business, as much so as sugar in a grocery store.

ORDER EARLY. Trade lost because you haven't goods in stock, is energy thrown away.

ALABASTINE is made in Canada, by Canadian labor, and from rock taken out of Canadian mines

The trade supplied by Wholesale Hardware and Paint Dealers. Also by

THE ALABASTINE CO., Limited, - - PARIS, ONT.

GLOBE PAINTS

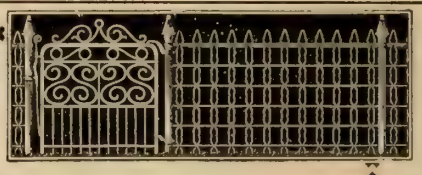
There is more money for the hardware merchant in pushing **Globe Paint** than in any other kind, that is, the quality being equal. For every can of our paint is guaranteed.

The Globe Paint Co., Limited

422-424 Adelaide St. W., Toronto.

HARTMAN

Steel Rod Picket Fences



stand up erectly, preserve their alignment, are most attractive in appearance and permanently serviceable. Specially adapted to **Parks, Cemeteries, Schools, Churches, Lawns and Public and Private Enclosures.** Three sizes, five styles and seven heights of picket with ornamental posts and gates meet all requirements. Free catalogue and price list on application.

CUYAHOGA WIRE & FENCE CO., DEPT. W, CUYAHOGA FALLS, OHIO.

TRADE MARK

Nobles & Hoare.

CORNWALL ROAD STAMFORD STREET.

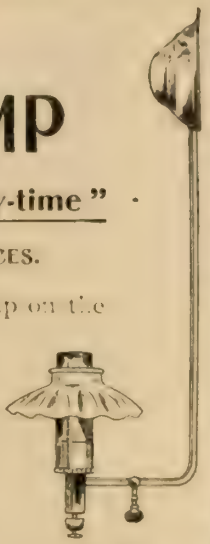
LONDON, ENG.

Manufacturers of

HIGH-CLASS VARNISHES ONLY

Which can be obtained direct from the works or from the principal Color Dealers in Canada.

THE AUER GAS LAMP



"Turns night-time into day-time"

NEW MODELS. LOWER PRICES.

We offer you the best made lamp on the market, built scientifically.

We offer you a lamp that will light your store for half the cost of kerosene.

We offer you a lamp that is safer than a coal oil one.

We offer you a lamp which you can sell at a good profit.

No. 25
100 Candle Power.

Do you want the Agency for it?

THEN WRITE FOR OUR CATALOGUE AND DISCOUNTS.

EVERY LAMP GUARANTEED.

AUER LIGHT CO., 1682 NOTRE DAME ST., MONTREAL.

Wise Buyers

Want...

Best Values.

Be Wise and Buy

PERFECTION WIRE CHAINS

"Every Link Guaranteed"

MADE IN
COW TIES,
HALTER CHAINS,
DOG CHAINS,
TRACE CHAINS,
HOBBLE CHAINS.

Smoothest Strongest
BEST MADE

SPREADER CHAINS and for STALL FIXTURES.

WE STAND BEHIND OUR GUARANTEE

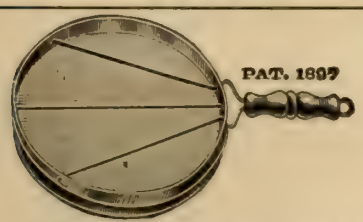
McKINNON DASH & METAL WORKS CO., Limited
ST. CATHARINES, ONT.

FOR SALE BY LEADING JOBBERS.

THE "SUN" BRAND PORTLAND CEMENT.

We make only one quality and that the best. Ask us for quotations.

The Sun Portland Cement Co., Limited
OWEN SOUND
JAS. A. CLINE, Managing Director.



The FAIRGRIEVE GAS TOASTER

Retails at 25c. The only Toaster guaranteed to toast on gas, gasoline or blue flame oil stoves without taste or smell. Write for prices.

THE FAIRGRIEVE MAN'FG. CO.,
295 COLLEGE ST., TORONTO.
U. S. Branch: 289 Jefferson Ave., DETROIT.

"NOVO" Air-Hardening Steel

For High-Speed Lathes, Planers, Etc. Annealed for Milling Cutters, Reamers, Etc., without equal for universal use.

WILLIAM ABBOTT, Agent,
334 ST. JAMES ST., MONTREAL.

"Pullman" Lawn Sprinkler

IS YOUR ORDER IN?

Send for Folder No. 14.

PULLMAN MNFG. CO.
Rochester, N.Y., U.S.A.

GLUE

The sucking kind. The best only is manufactured by us.

Write for quotatons.

W. Harris & Co., Danforth Ave., TORONTO.

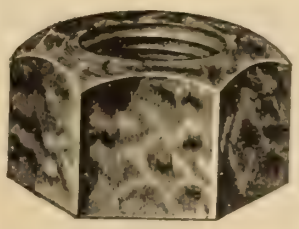
Established 1864 Phone Main 1760

THE GEO. B. MEADOWS

Toronto Wire, Iron and Brass Works Company, Limited.

Manufacturers of Wire Window Guards, Wire Cloth, Moulders' Riddles, Children's Cots, Bank and Office Railings, Ornamental Iron Fencing, Window Fixtures, Wire Work, Architectural Wrought Iron Work.

117 King St. West, TORONTO, ONT.



Cold Pressed ..NUTS..

Finished, semi-finished, case-hardened Nuts. Send for Price List 1001. Special Discounts to the trade.

CANADA FOUNDRY COMPANY, Limited, 14-16 King St. E., Toronto

STEVENS-MAYNARD JR. RIFLE

The Young Gentleman's Rifle.

The Young Gentleman's Rifle

If you want the best cheap rifle ever made we have it in the Stevens-Maynard Jr. It will be a great seller this year. Better place order now.

The leading Jobbers handle Stevens products.

J. Stevens Arms & Tool Co., P.O Box 217 Chicopee Falls, Mass., U.S.A.

HEATING AND PLUMBING

BUILDING PERMITS ISSUED.

HAMILTON.

GEO. E. MILLS, for a $1,000 addition to the Ross carriage factory on King street east.

TORONTO.

John Armstrong, for $2,000 alterations on Miner and Sheridan streets.

Chas. Jolliffe, for pair $1,250 dwellings on Albany avenue, near Wells street.

M. B. Vanderwoort, for four $1,600 residences at 279 to 285 Logan avenue.

H. Larksail, for pair $3,250 dwellings on Gladstone avenue, near Cross street.

H. Barker, for $7,000 dwelling on 56 Spadina road ; A. F. Wickson, architect.

McGowan & Wells, $2,000 dwelling and store on Beatrice street, near College.

C. Evans, for a $6,000 dwelling at 88 Bloor street east ; G. M. Miller & Co., architects.

J. J. Fraser, for pair $2,500 dwellings on west side Lansdowne avenue, near Bloor street.

Anthony Malone, for $3,500 dwelling on Huron street, near Dupont ; C. J. Gibson, architect.

H. E. Sheppard, for four residences on Poplar Plains road, $6,100 ; G. R. Harper, architect.

Lilian Barker, for $4,000 dwelling on Gore Vale avenue, near Queen street ; A. J. Evans, builder.

A. F. Rogers, for a $6,000 dwelling on Maple avenue, near Glen road ; Langley & Langley, architects.

Thomas McIlwain, for four $2,000 dwellings on Pearson avenue ; Chadwick & Beckett, architects.

The News Publishing Co., for a $25,000 building at corner of Yonge and Adelaide streets ; S. G. Currie, architect.

The T. Eaton Co., Limited, for a $30,000 brick and stone warehouse north of Louisa street ; R. McCallum, architect.

MONTREAL.

F. Huston, Peel street, alterations, $1,000.

J. H. Nault, Guy street, alterations, $5,000.

Mrs. Brown, Shuter street, alterations, $3,000.

Edmond Therieu, Ontario street, alterations, $300.

L. Belair, Dorchester street, three-storey house, $5,000.

F. C. Wilson, Mountain street, alterations, $1,500.

Geo. Sleep, Charron street, three-storey building, $2,000.

J. D. Deziel, Park Lapontaine, two-storey dwelling, $400.

Joseph Dagenais, Pontiac street, one-storey dwelling, $1,000.

Cadieux & Braird, St. Dominique street, two-storey dwelling, $2,000.

Ogilvie Milling Co., Seigneurs street, three-storey grain elevator, $18,000.

Avila Gremblay, corner Noreau and St. Catherine streets, four three-storey dwellings, $3,250 each.

PLUMBERS' BANQUET.

On Thursday night, March 5, the Journeymen Plumbers' and Steamfitters' Union of Montreal gave a banquet, which proved a success in every way. Wm. Merrick, of Chicago, the general president of the association, was the guest of the evening. About 400 members, besides the 60 presidents of the various international labor bodies of the city and district, were present. P. Howard, local president, occupied the chair and introduced the speakers. The following toasts were responded to : "The King," "The Trades and Labor Congress of Canada," "Our Guests," "Sister Unions," "The Montreal Trades and Labor Council" and the "Press."

After singing "God Save the King," the chairman introduced W. M. Merrick, who was given an ovation. During the course of his remarks he said he was delighted with his visit to Canada, and was pleased to say that the Montreal union was one of the 350 locals connected with the Amalgamated Association. Addresses were also delivered by about a dozen other gentlemen.

PLUMBING GOODS MARKETS.

As will be seen in our market reports this issue the price of all plumbing goods continues at a high level, the tendency being toward still higher rather than to lower prices, owing to the scarcity and high values of pig iron and the advances in pig lead, tin and copper. It is evident from all reports that both Canada and the United States are to have this year a season of building activity that will equal, if it does not surpass, the briskness of last year. In any case prices are likely to be well maintained.

TORONTO PLUMBERS' ASSOCIATION

THERE is no organization in Toronto that has more reason for congratulation over the success of their efforts in present years than the Toronto Master Plumbers' Association. At the regular meeting of the Association, with President Robert Ross in the chair, Secretary Wm. Adams introduced to the 60 members present five new candidates for membership : Messrs. Parmanter, Gibbs and Phillips, Queen street east ; Earl, Queen street west ; Campbell, Danforth road.

The conference regarding estimating, which has engaged the attention of the Association for several meetings, was continued, but the full details are not yet arranged.

It was decided to hold a banquet at McConkey's on Friday evening, July 20, when the supply houses, architects and other friends of the craft will be invited to unite with the members of the Association in having a royal good time. A strong committee was appointed to ensure the success of the function, with Fred. Armstrong as chairman, Wm. Mansell as secretary, and James Wilson as treasurer.

At a subsequent meeting the committee decided on the following toast list : "The King," proposed by the chairman ; "Canada, Our Home," by W. H. Meredith ; "Sister Associations"; the "Architects," by James Wilson ; "The Manufacturers," by Wm. Mansell ; "The Journeymen," by Fred. Maxwell ; "The Ladies," by Geo. Clapperton, and "The Press."

The names of those who will respond to the various toasts have not yet been chosen but some good speakers are expected.

THE OTTAWA PLUMBING BY-LAW.

A special committee of the Ottawa city council, under the chairmanship of Alderman Askwith, and in company with John McKinley, of the Master Plumbers' Association, Joseph Hurtoboise, representing the journeymen plumbers, M. C. Edey,

PAINTS

FOR
BUSINESS
PLEASURE
PROFIT
SENSIBLE ADVERTISING
READY CUSTOMERS
SATISFACTION

IT'S

RAMSAYS

WILL YOU TRY IT?

A RAMSAY & SON **MONTREAL** — **EST'D 1842** — **PAINT MAKERS**

OUR TRADE MARK A

AUER LIGHT MANTLES
LONGEST LIFE & BRIGHTEST

OUR TRADE MARK A

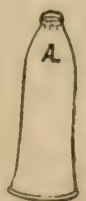
A COMPARISON

TRASH A cheap mantle gives a fair-light for a few nights, then grows dim and shrinks up to a "wasp-waist" like this:

The "Wasp-Waist"
Cheap chemical.

This is caused by the cheap chemicals which the manufacturer used.

QUALITY A good mantle, which cannot shrink, made of the purest chemicals, is the only kind we put our trade mark A on. It guarantees you A the best that is made and will satisfy your customers.



The Auer Light Mantle
Pure chemicals.

Lowest prices on mantles, shades, chimneys, globes and sundries.

Write us if you are interested.

AUER LIGHT CO., MONTREAL.

MURALO

A perfect wall tint is a splendid incentive in the paint business.

There have been many wall tints offered before, but none were perfect until **MURALO** was made on the most approved methods.

MURALO throws aside all the old useless ideas; produces the very latest and best up-to-date *cold water* wall tint; other wall tint makers think they have the same, but they haven't, they can't even imitate.

MURALO stands alone.
MURALO sell the world over.
MURALO makes money—makes friends.
MURALO pays.

AGENTS:

A. RAMSAY & SON, - - - - MONTREAL
THE J. H. ASHDOWN HARDWARE CO., Limited, - WINNIPEG
McLENNAN, McFEELY & CO., - - - VANCOUVER

Makers
THE MURALO COMPANY, New Brighton, Borough of Richmond, New York.

McArthur, Corneille & Co.

MONTREAL

Glue and Gelatine

n extensive assortment, to suit all requirements.
WILL BE PLEASED TO SUBMIT SAMPLES AND PRICES.

MANUFACTURERS AND IMPORTERS OF . . .

White Lead, Oils and Colors, Prepared Paints, Window Glass, Varnishes, Etc.

SELLING AGENTS IN CANADA

For the GENUINE
Imperial French Green
of JOHN LUCAS & CO., PHILADELPHIA.

And CELEBRATED
English Varnishes
of CHAS. TURNER & SON, LONDON.

architect and S. J. Davis a practical builder, are certainly the Ottawa plumbing by-laws. The by-laws as enacted some [illegible] undoubtedly effective, but [illegible] to be too sweeping in its [illegible] and to impose conditions to [illegible] other classes of builders might readily conform, but which involved [illegible] on the poor. The efforts of the [illegible] at present are in the direction of [illegible] the enactment, so as to make it less oppressive on the poor man or the man of moderate means who wishes to build, and at the same time be [illegible] with the laws of sanitation.

STATE-MADE IRON PIPE.

THE Government of South Australia has for some time owned and operated a plant for the manufacture of cast-iron pipe. This plant, situated at Glanville, has hitherto been equipped for the manufacture of pipes "on the bank" only, and a recent proposal of the Ministry to add a vertical plant then in the market, was defeated by the Legislative Council, says Australian Hardware. The desire of the Government to purchase this secondhand machinery was explained in part by the fact that a quantity of large-sized pipes were early needed, and to prevent any feeling that the ratepayers might be paying too much for State-made mains, it was promised that the contract should be open to private firms.

"Although not allowed to acquire the vertical plant, the Government carried out its intentions in other respects. Tenders for the supply of 9,278 tons of cast iron pipes, comprising 18,000 6 in., 1,000 8 in., 10,000 10 in., and 9,500 12 in. were invited throughout Australia. In response eight tenders were received one from Sydney, three from Melbourne, and four from Adelaide, one of the last mentioned being sent in by the engineer-in-chief on behalf of the Glanville workshops. The amounts and signatories of the other tenders have not been disclosed, but it was announced that the departmental offer of £58,000 (about £6 7s. 9d. per ton) was over £9,000 lower than the lowest private tender."

Municipal ownership has undoubtedly reached a development in Australia that is as yet unthought of here. If it is feasible for a Government to manufacture cast iron pipe, why should it not also make lead pipe and other plumbing materials? Then, why not instal them? Then to reduce the whole matter to the final question, why not let the State do everything and discourage private enterprise and individual genius altogether?

PLUMBING AND HEATING CONTRACTS

In view of the difficulty of getting deliveries of iron pipe from the United States producers, the following extracts from The N. Y. Journal of Commerce of March 6, is interesting:

The Bennett & Wright Co., Limited, Toronto, have the contract for plumbing in two houses on Royalet street for Jas. Thompson, and in a new factory for Ormsby & Co., Queen street east, Toronto.

The plumbing shop of Ogilvie Bros 209a Bleury street, Montreal, was slightly damaged by fire on Friday evening last. The furnace became overheated and caused a small blaze in the basement.

"Somewhat over 1,500 tons of iron pipe were shipped through eastern seaboard points last month. The pipe was manufactured by The National Tube Co. The principal exports went to the Far East and to continental Europe. To China and Japan 511 tons were forwarded."

A. W. Mann, who has until recently been in charge of the sales department of The James Robertson Co., Limited, of Toronto, has severed his connection with that firm to take a similar position with The Stevens Manufacturing Co., London, Ont. Mr. Mann was one of the most popular salesmen in Toronto plumbing circles and will be much missed in that city.

BUILDING NOTES.

THE Ogilvie Milling Co. will call for tenders for the erection of a flour mill and elevator at Fort William, Ont. Plans are now being prepared.

Edmonton, N.W.T., business men will raise $15,000 to secure the location of the C.N.R. shops in that place.

Great activity is predicted in British Columbian lumber camps this season.

The McClary Manufacturing Co., Limited, will largely extend their warehouse in Winnipeg.

The A. McDonald Co. intend erecting an extensive wholesale grocery warehouse on Bannetyne avenue, Winnipeg.

Snider Bros. intend to establsh a brickyard in Portage la Prairie, Man., and will secure a plant for that purpose.

An active building season is predicted for Sault Ste. Marie, Ont., though masons, carpenters and plumbers are to get advances in their wages.

The Ottawa Citizen Co. will erect a $50,000 building in Ottawa as soon as the present building on the site chosen is torn down. E. L. Horwood is the architect.

Sault Ste. Marie, Ont., will shortly vote on by-laws to raise funds to further improve the streets and extend the sewers; also to erect a new high school building.

Stanley, Mills & Co., departmental store, Hamilton, Ont., are to erect a $30,000 store. Architect C. Mills, Hamilton, has prepared the plans, and contractor R. Tope will erect the building.

THE CLAIMS OF B.C. LEAD MINERS.

C. P. Hill, a prominent mining engineer and owner, Nelson, B.C., while in Montreal last week expressed in terse terms the arguments made by the advocates of a higher duty on lead entering the Canadian market. The Canadian market, he admitted, would not be sufficient to comprise the whole of the lead produced by British Columbia, but if it could be kept intact it would be of such material advantage to the industry that they would probably be able to go on until the general conditions of production changed in favor of the miners.

The total lead production of Canada was 50,000 tons, and Canada consumed from 12,000 to 15,000 tons—some of it pig lead, and the rest in manufactured leads—white and red and other lead products.

The markets of Europe and of the Far East were open to Canada, but the country was seriously handicapped by its labor conditions, so far as successful competition in these markets was concerned.

Mr. Hill said the attempt made by the Canadian Pacific to cut into the lead market of the Far East had not been encouraging. From the smelting works at Trail it had endevored to export lead to be used for the manufacture of lead paper for tea; but it had been found that Sir Thomas Lipton, who controls the tea trade, had arranged all the contracts for lead production for the next five or seven years. When these contracts expired Sir Thomas would be willing to receive Canadian lead, but at present lead was used as ballast for the outward voyages of the steamships that brought over the tea.

TO HANDLE GURNEY GOODS.

Ezra McDougall, who for the past seven years has represented the James Smart Co., Brockville, in the territory from Toronto to Sherbrooke, Que., has severed his connection with that company and has joined the staff of The Gurney Foundry Co., Toronto, whom he will represent in Ontario from Niagara Falls to Windsor. Mr. McDougall bears a high reputation in his old field, and will soon be a popular man with his new customers.

The Board of Trade building in Port Arthur was almost entirely destroyed by fire on March 1. The building was owned by J. M. Neelin, whose loss is $6,000, only part of which is covered by insurance.

Hardware! Hardware!

To Lumbermen, Contractors, and Merchants **Of the Ottawa Valley**—Has it ever occured to you that you could **Save a Profit** and get exactly what the **Trade Requires** by purchasing your supplies from

THOS. BIRKETT & SON CO., Limited, Wholesale Hardware Merchants, **Ottawa, Ont.**

EVERYTHING IN HARDWARE. P. S.—SEND FOR PRICES.

Iron Foundries Take Notice.

We have Canadian Pig Iron to offer for all deliveries during 1903.
The Canadian furnaces are sold up for some time to come.
Always open to sell or buy Iron and Steel Scrap.

Apply, "Iron and Steel Dept.," Syracuse Smelting Works,

Cor. William and St. Thomas Streets, Montreal.

ATKINS HIGH-GRADE, CROSS-CUT **SAWS** ARE SUPERIOR TO ALL OTHERS IN MATERIAL, TEMPER, WORKMANSHIP, FINISH AND CUTTING QUALITIES.

OUR VICTOR, TUTTLE TOOTH AND SEGMENT GROUND SAWS ARE THE FAVORITES IN THE CAMPS

E. C. ATKINS & CO., INCORPORATED.

Factories and Home Office: INDIANAPOLIS, IND., U.S.A

LEADING MANUFACTURERS OF HIGH-GRADE, CROSS-CUT, HAND, BAND, CIRCULAR, HACK, BACK, WOOD AND SMALL SAWS OF ALL KINDS.

Write for Catalogue and Prices

H. P. HUBBARD, Sales Agent for Canada. Toronto Office, 41 Scott St. Tel. Main 1878.

American Steel & Wire Co.

New York: Empire Building. Montreal: New York Life Building. Chicago: The Rookery.

BARB WIRE. GALVANIZED PLAIN WIRE.
PLAIN TWIST CABLE FENCING.

Telegraph and Telephone Wire, Mattress, Broom, Weaving Wires of every description, Rail Bonds, Bale Ties, Special Wires for all purposes. Springs, Horse Shoes, Wire Rope, Cold Drawn Steel Shafting.

THE OFFICE

DEVOTED TO THE OFFICE STAFFS OF BUSINESS ESTABLISHMENTS

SYSTEM IN MANAGEMENT.

IT does not follow because there is no apparent disorder in the conduct of a given mercantile or manufacturing concern that therefore the business is systematically, let alone economically, conducted. Indeed, there may be the most pedantic adhesion to rigid rules, and yet an utter lack of that elasticity and adaptation required by a live organization in these days of rapid expansion and of diversified development in methods of trade and industrial processes. No concern can much longer afford to have its books—the records of its business—kept in the unmethodical fashion of a quarter of a century ago, when time was no object, and a man might take a week or a month to find out his financial standing. And while the establishment of an up-to-date "system" may be expensive in its first cost, the resultant saving of labor and time, the accuracy of work and the greater despatch with which results can be learned are well worth it in the end.

It is not enough to exercise economy in the purchase of supplies and to be methodically careful in their distribution. It is absolutely essential that the cost be accurately distributed and credited in ratio to consumption and production, so that at any stage of the latter it may be possible to determine the pro rata of delinquency or efficiency of each department. It is only thus that waste energy, lost motion, duplication of effort can be traced as accurately as waste of material and deterioration of plant. The time has gone by for a happy-go lucky "estimate" of all these items. So narrow is the margin of profit of most production that in many instances it is only the summation of infinitesimal savings in each stage of production that tips the balance to success.

This is perhaps most readily shown in the operation of the "offices," so called. Show me a concern that is still wedded to its huge, old-fashioned bound-leaf ledgers and it would require no great ingenuity or capacity for juggling with fractions to demonstrate an enormous aggregate loss of effort and time in "keeping" these books, which, of course, raises the cost of production and by just so much reduces the ratio of profit. Why put up with this now that loose-leaf books have been perfected and amply tested, so arranged that when a page is completed or an account dead, the page is taken out and put into a transfer, thus relieving the bookkeeper of the necessity of turning over pages without number which are of no more practical value to him? Then there are numerous card systems, all of which have their respective advantages, that can be used to assist in systematizing almost any particular lines of record for the handy, rapid and accurate filing of correspondence, following up of collections, records of names and addresses, loans, mortgages, prices, etc., all effectively interlocked by varied cross-references.

CARE IN ORDERING GOODS.

OUR intention to give practical suggestions to storekeepers for the systematic care of their business is evidently finding favor among subscribers. While the storekeepers themselves will be chiefly benefited, the wholesaler, too, indirectly finds reason for rejoicing, if we are to judge from one or two expressions of their opinion that have reached us. One, such, writes us that nearly half the time and a great deal of its worry could be spared the jobbing house, if their customers were half systematic in their business. "For instance," he says, "orders come in for 'goods same as last,' and dusty files have to be taken down and the time of a clerk spent in going over former orders until the order for this line is found. Of course, the customer does not realize that he is giving this labor. He supposes, probably, that his jobber will recollect his last order, in the same way that he, no doubt, could recollect what kind of a garment he sold Tom Jones for his son months ago. He does not realize that the jobber has 4,000 or 5,000 accounts—half of them impersonal, unfortunately—and those accounts averaging, say, 100 or 200 orders per day. It is past his conception, too, that all this part of the business may scarcely come under the notice of the principals of a firm, but is handled by a staff of clerks, only one or two of whom may have seen this particular order in question at all."

What a saving to the jobber's staff if Mr. Customer could supply the date, even, on which he purchased the line he wishes duplicated, to say nothing of being able to refer to his own invoice and furnish the number and description. The same trouble as this occurs in returning goods.

Most houses, of course, have a rule to refuse returned goods after a certain number of days. But this rule can't be adhered to in practice always, and it is not infrequent to receive a consignment of odds and ends with no information whatever supplied to identify them with the invoice on which they were charged. They may have been returned to the wrong house, for all the consignor or consignee knows of the matter.

Another, writing from the office-view point, says: "There is much to be done along the line of simple instructions to storekeepers in the matter of looking after their accounts." He thinks the instructions will have to be very simple in some cases, some storekeepers not having any instinct whatever for books, as a bookkeeper understands them. He thinks it will be wholesome to stir them up in this matter, however, and he adds that there can be no better medium than a trade paper. Naturally, one cannot complain to his customers of these things for diplomatic reasons, and even so, without being able to offer some suggestion (for which, of course, there is no time), such correspondence would be of little value.

This corsespondent goes on to relate one incident showing a state of chronic neglect of which we were not prepared to hear. His firm had been bombarding a customer about an overdue account of several hundred dollars for some weeks, without eliciting any reply whatever. It was finally decided to send an auditor to investigate, and the customer was duly found next morning chatting in a neighbor's cooper shop, and when the subject of the account was brought up, experienced great pain and surprise at the existence of such an overdue account. This ignorance, of course, was not credited until a pile of unopened letters was discovered on his desk, the accumulation of weeks—the "dunners" among them, grinning with their harmless threats. The customer had the necessary amount in his pocket in good bank bills and the account was settled forthwith.

When You Stop To Think

how much the success of your business and the comfort of your household depend on communication with others you will appreciate the fact that telephone service is worth a great deal more than it costs.

Metallic Circuit Service—efficient, rapid, constant.

THE BELL TELEPHONE CO. OF CANADA.

For the Up-to-Date Store

Well made, strong, durable wrapping papers are wanted. Our brown and manilla wrapping papers suit in every respect.

FULL WEIGHT. FULL COUNT.

---Made in Canada---

. by the .

CANADA PAPER CO., Limited

TORONTO and MONTREAL.

ESTABLISHED 1855

TAYLOR'S SAFES

DOUBLE TONGUE & GROOVE

145 & 147 FRONT ST. EAST. TORONTO.

FIRE AND BURGLAR-PROOF SAFES.

Great fires often cause ruination. Protect against what may come by buying a

CARY Fireproof Safe.

We are the only Importers and Dealers in Canada of the celebrated world famous **Cary** Safes. The only safe sold in Canada where the filling is warranted not to depreciate, being a dry filling, will last a life time. No refilling required when you buy a **Cary** safe. See our seven flanged, double underlocking, tongue and grooved door with asbestos packing, making them water and air tight. See our latest improved up-to-date Safes before buying. Catalogues and prices sent on application. Money saved by consulting

Ford & Featherstone,

IMPORTERS AND DEALERS,

10 John St., North, - HAMILTON, ONT.

A Course in Advertising by Mail for

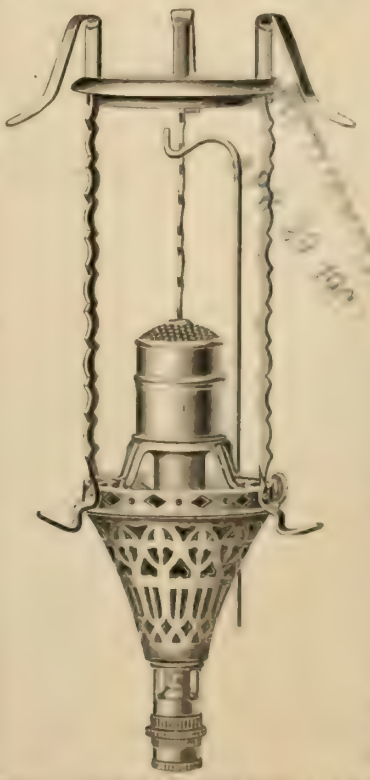
One Dollar

The most practical instruction possible to receive may be had by reading each issue of Impressions regularly. Live articles by the very best authorities. One dollar a year.

The Print Shop

St. Catharines, Ontario

No Black Mantles WITH THIS BURNER



The only perfect gas burner yet made.

Has adjustable Bunsen to suit any gas pressure.

Works equally well with Natural Gas---Artificial or Gasoline Gas.

If your gas lights give you trouble, this Burner will relieve all trouble and give the most perfect light.

Price 35c. each,

for either post or gallery burner

A well-assorted stock of Oil Lamps always on hand.

Canadian Agents for the International Light Company's Mantles, the best mantle made.

THE ROCHESTER LAMP CO., of CANADA

TORONTO.

THE STORE ADVERTISING SCHEME

How it is Viewed by Different Interests.

A VIEW OF THE RETAILERS' SIDE.

By R. F. Evans, Corinth.

IN your editorial headed "Tying the Retailers Hands," you point out some objections to the advertising scheme. Your article is very fair, but you do not say much about the revenue the retailer will derive from this source.

"Sell your waste space" was the cry of the solicitor, and the inducement held out to the retailer was the percentage to be paid over by the manufacturer through the advertising company for the privilege of advertising in his (the retailer's) store.

The advertising rack would be placed in the store, free, by the advertising company, and 50 per cent. of the gross receipts would be handed over to the retailer. The agreement would remain in force from one to five years at the option of the company.

The agent could not say as to how the worth of different stores (as advertising mediums) would be arrived at. The right to place a card in a store in a small village would not be worth so much as the privilege of placing the same card in a large store in the city. Even in the same town you would imagine different stores would be of unequal value as advertising mediums. Would not this advertising concern have a difficulty in satisfying all the partners in the company?

Should not the manufacturer be allowed a free hand in advertising? The storekeeper would retain the right to reject any advertising that would conflict or compete with his interests. What will help the manufacturer in creating a demand for his goods will surely be of benefit to the retailer. Would not such schemes have a tendency to send the manufacturer directly to the consumer with his wares? Many manufacturers from choice now sell directly to the consumer—retailers should not compel other makers to do business in this way.

Your quotation seems to suit the case, and should be considered by every retailer before signing away his rights, viz.: "Is it not better to let well enough alone?"

Corinth, Ont.

A MANUFACTURER'S VIEW.

I am very glad to find that you have taken up the matter of the Store Advertising Scheme, and I think it will bear a good deal more ventilation. Merchants, as a rule, do not understand what kind of a contract they are signing, and I believe that all kinds of representations have been made by canvassers to induce merchants to enter into the arrangement. The dealer is completely tied up as to the advertising matter that may be displayed in his store for the next six years, even though only a single card is displayed, and all the rest left blank he has no option whatever as to the class of advertising that he is compelled to put before his customers. He may be a strong temperance man, but nevertheless he must display whisky advertisements. He may not believe in selling tobacco, but still he must advertise it. He may be pushing bulk teas, and entirely opposed to packages, but still he has to advertise the package teas; all, of course, providing the Store Advertising Company make contracts with the manufacturers of these goods. And as these three are among the most aggressively advertised goods in Canada, some of them, at least, are likely to be represented. Further, dealers often have exclusive rights to some particular line of goods while their competitors are handling another brand of the same class. If only one of these manufacturers should make a contract, then one of the dealers must stop advertising the line he is pushing, and help his competitor across the street by displaying advertisements of his special brand.

White enamel signs have been put up very extensively on shop windows all through Canada; these must all be scraped off unless the firms who put them up make contracts with the company. How many merchants would sign a contract to do this if they understood it? Not one in a hundred would scrape such a sign off after having given permission to put it up.

You will undoubtedly be doing the retail merchants good service if you can prevent them from going any further in this matter, as it is sure to lead to a lot of trouble for them.

St. John, N.B.

P.S. In case you have no copy of the contract, I enclose one herewith.

J. A McGee, president; T. W Horne, vice-president; C. H. Westwood, sec.-treasurer; R. J. McKee, A. F. McLaren, M.P.; W. A. Hart, Sr., chief inspector; M. T. Lester, man.-director.

CANADIAN STORE ADVERTISING ASSOCIATION, LIMITED,

Head office, 52 Bay street, Toronto.

Memorandum of agreement, entered into this day of 190 , between of the first part, and THE CANADIAN STORE ADVERTISING ASSOCIATION of Toronto, Canada, of the second part.

I, the said party of the first part, do hereby agree to lease to THE CANADIAN STORE ADVERTISING ASSOCIATION, of the second part, all the space around the inside of my store, measuring about 20 in. from the ceiling, for advertising purposes, and grant them exclusive rights for same for one year, with option of their renewing same for another five years if they so desire, my remuneration for above privileges to be 50 per cent. of their gross receipts which may accrue from such advertising in or about my store, the same to be paid to me quarterly.

In consideration of the above rights and privileges granted, THE CANADIAN STORE ADVERTISING ASSOCIATION agree that no expense for frames or advertising matter whatever shall be charged to me, "except a fee of $1 per year," and that I shall receive 50 per cent. of their gross receipts for advertisements displayed by them inside or outside of my store.

It is further agreed by me, that in consideration of the payments mentioned above, I do hereby agree not to allow any kind of advertisement whatever to be displayed inside or outside of my premises, except which may be placed there by order of THE CANADIAN ADVERTISING ASSOCIATION, to whom I grant the exclusive right for advertising purpose.

This ageement or contract shall become operative and in force from the day they first begin to display their advertising matter, and I agree to remove all advertisments of whatever kind from my premises when notified by THE CANADIAN ADVERTISING ASSOCIATION.

It is understood that the foregoing conditions do not in any way apply to name, sign or other personal or non-commercial advertising.

In witness whereof the parties hereto have set their hand and seal.

.....

THE CANADIAN STORE ADVERTISING ASSOCIATION, Limited.

Dupl cate. Per,.....

A TRAVELLER'S VIEWS.

I read with considerable interest an article on "Tying the Retailer's Hands," and again the report of a committee appointed by the Retailers' Association of Toronto to investigate the methods of the so-called Canadian Store Advertising Association in your issue of January 30.

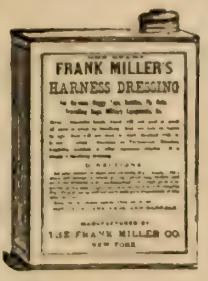
During the past few months the writer has come in contact with many grocers and general storekeepers throughout Ontario, a number of whom have signed a contract agreeing to give the above-named association extensive advertising privileges, both inside and out of their stores, for a term of six years. Very few merchants appear to realize just where they stand under this one-sided agreement. Agents of the association have, in many instances, induced the retailer to accept the proposition by employing names of those who

FRANK MILLER'S

HARNESS PREPARATIONS.

FRANK MILLER'S

HARNESS DRESSING



Recognized as
"THE STANDARD."
Produces a brilliant jet black gloss which will not peel or smut and to which dirt will not stick.

Frank Miller's
Harness Soap
Unrivaled for cleaning and softening Harness.
Put up in cakes, pans, boxes and tubs.

FRANK MILLER'S

Harness Oil.

Preserves and softens the leather, thus adding life.
The highest quality of oil on the market.

WHIPS WHIPS

WHALEBONE
RAWHIDES
STOCK JAVAS
RATTANS.

Excellent finish. Prices right.

HENRY F. FALKINER
60 George Street - TORONTO

Brooklyn Oil Cook Stove.
Refrigerators.
Bird Cages.
Fly Traps.
Sap Buckets.
Sap Spiles.
Corrugated Conductor Pipe.
Eavetrough, 10-foot Lenghts.
Copper's Patent Elbows.
Scheipes' Patent Stove Pipe.
Cold Blast Lantern.
Search Light Lamps.

E. T. WRIGHT & CO.,
HAMILTON AND MONTREAL.

"THE EMLYN" SAW BENCH

Made in 6 sizes. Best value obtainable. Specially designed for export. With or without "Emlyn" Patent Guard. Sole makers—

CHARLES D. PHILLIPS,
Cables—"Machinery," Newport. Emlyn Engineering Works, Newport, Mon., England.

ONTARIO SILVER CO.,

Limited,
NIAGARA FALLS, CANADA.
Manufacturers of **FLATWARE, CUTLERY and ELECTRO PLATE.**
Ask for our Catalogue and Quotations.

GET OUR PRICES ON
WIRE NAILS
LINSEED OIL
PLATFORM SCALES
KERRIGAN HARDWARE CO., London, Ont.

Steward & Romaine Mfg. Co.

EXPANSION and TOGGLE BOLTS

For fastening all kinds of material to Brick, Stone or Cement.

124 North Sixth St., Philadelphia, Pa.

GALVANIZING

Our plant is modern and capacity large. Prices O.K. Other branches.

WINDMILLS, PUMPS, TANKS, FOUNDRY WORK ETC., ETC.

Ontario Wind Engine & Pump Co., Limited,
505 Atlantic Ave., Toronto.

STOVE BRICK

Fire Clay and Asbestos, Furnace Cement.

All kinds of Fire Clay products made to order from patterns. Write for Price List.

JONES BROS., BRACONDALE, P.O., ONT (NEAR TORONTO)

H. & R. SINGLE GUN AUTOMATIC AND NON-EJECTING.

12, 16 and 20 Guage.
Steel and Twist Barrels
Superior in Design, Workmanship and Finish, and the most popular Gun on the Market.

Simplest "Take Down" Gun Made

HARRINGTON & RICHARDSON ARMS CO.
Also makers of H. & R. Revolvers.
Catalog on request. Worcester, Mass., U.S.A.

CHAS. P. CLARK, President. **JARED CHITTENDEN, Treasurer.**

...ESTABLISHED 1849...

BRADSTREET'S

Capital and Surplus, $1,500,000. **Offices Throughout the Civilized World.**
Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claim as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

Subscriptions are based on the service furnished, and are available only by reputable wholesale, jobbing and manufacturing concerns, and by responsible and worthy financial fiduciary and business corporations. Specific terms may be obtained by addressing the Company at any of its offices. **Correspondence Invited.**

—OFFICES IN CANADA—

HALIFAX, N.S. OTTAWA, ONT. VANCOUVER, B.C.
HAMILTON, ONT. QUEBEC, QUE.
LONDON, ONT. ST. JOHN, N.B. WINNIPEG, MAN.
MONTREAL, QUE. TORONTO, ONT.

THOS. C. IRVING, Gen. Man. Western Canada, Toronto.

Canadian Representative: ALEXANDER GIBB, 13 St. John St., MONTREAL.
75 YEARS. *ESTABLISHED 1825.* *75 YEARS*

have signed or by various promises, which are not, and never were, intended to be embodied in the contract, and are, therefore, not binding upon the association.

I am surprised to find that, upon demand, a fee of $1 has been paid by some who have kindly consented to sign away their advertising privileges. Many have not paid, and are now smiling at those who were so "easy." The most tempting bait handed out by the agents, paid so much per contract to bring in the unsuspecting retailer, is 50 per cent. of the receipts, less the annual assessment of $1 as a slight consideration for allowing the association (1st) exclusive advertising privileges for six years, (2nd) to display any class of advertising they (the association) may happen to have, (3rd) absolutely barring the retailer from displaying any advertising which may be handed in to assist him in selling the goods he may wish to sell surely, a most humiliating state of affairs for the retailer, who may at any time find himself called upon to display a line of advertising entirely foreign to his business and which he would refuse if it was his business to do so. If the retailer wishes to test this point, let him demand that a clause be inserted in his contract giving him the right to reject any advertisements which he may disapprove of (could anything be fairer?) and note the refusal.

A circular letter, issued a few days ago by the association, in one sentence says: "We wish to secure the most desirable advertising first." May I not ask, what is likely to happen if the most desirable advertisers refuse to allow themselves to be used by this Store Advertising Association? Is there not a strong probability of the merchant having to display the least desirable class of advertising?

The C.S.A.A. are certainly not required to consult the wishes of the merchant, for has he not already given them a "free hand?"

I have found many entirely opposed to the scheme and prepared to prevent the agents of the association taking possession of their premises.

To those to whom promises of reward have been made, I would say, if your advertising space is worth what the association agent has estimated it to be worth, why not ask them to guarantee at least one-half the amount, and note their refusal to comply with even this moderate request.

I would say to those who, by one means or another, have been induced to accept the terms of this agreement: Read your contract carefully; notes the clause which reads, "*This contract or agreement to become operative and in force from the date on which they (the said Association) begin to display advertising,*" then decide whether you are prepared to surrender the rights and privileges you now enjoy. If not, the remedy is in your own hands. You must decide for or against this bold attempt at "Tying the Retailers' Hands."

Barrie, Ont.

HARDWARE ASSOCIATION FOR SIMCOE.

Editor HARDWARE AND METAL,—With your permission, I would like to call the attention of the hardwaremen of the County of Simcoe to the idea of forming an association, to be known as the Simcoe County Retail Hardware Association.

I believe this could be done with great benefit to all the hardware dealers in the county. It would bring us in closer relation to one another. It would enable us to form a standard of prices in many staple lines, such as nails, wire and all heavy goods, which are being cut in price to such an extent that in some instances they are being sold below cost.

Associations of this kind are numerous in the United States, and there is no reason why we cannot have them carried on successfully in Canada.

Meetings could be held quarterly, semi-annually, or whenever the association sees fit to do so for their benefit. The expense of the association would be very small to each member if we could have a good membership, which would certainly have to be the case in order to make it a success.

The writer would like to see some of our older hardwaremen take up this question. Yet, hardwaremen are talking it up. I am sure HARDWARE AND METAL will be only too pleased to have any communications published in reference to this matter.

FRED. W. OTTON.

Barrie, Ont., March 9.

[REMARKS: HARDWARE AND METAL gladly throws its columns open for the discussion of the question raised by Mr. Otton. It is to be hoped the trade will take advantage of it. There does not appear to be two sides to the question. An association would undoubtedly be made of great advantage to the hardwaremen in Simcoe county.—The EDITOR.]

A NEW WHOLESALE HOUSE.

Hector Lamontagne, who, until five years ago, was connected with H. Lamontagne & Co., Limited, wholesale saddlery, Notre Dame street, Montreal, has resumed business at 292 St. Paul street, Montreal, under the firm name of Hector Lamontagne & Co. This house will handle the following lines of goods: Leather, harness trimmings, saddlers' and shoemakers' supplies. The saddlery hardware dapartment is under the management of Octave Genereux, which alone assures satisfaction to all purchasers. Other well-known business men connected with this house are: C. A. Labrecque, J. H. Vanier, C. Bonenfant and Henri Labelle. Mr. Lamontagne will be pleased to see any of his old customers when visiting Montreal.

Common galvanized iron

has all the faults there are;

the worst one is its varying.

Apollo is uniform.

American Sheet Steel Company, New York

Representatives for Canada
B. & S. H. Thompson & Company
53 St. Sulpice Street
Montreal

H. Boker & Co.'s Scissors and Shears

Well known for their reliable quality.
The most satisfactory line for retailers, to sell at a good profit.

ALSO

H. BOKER & CO.'S "Tree" Brand Razors and Pocket Cutlery.

For sale by all leading Wholesale Hardware Houses.

CURRENT MARKET QUOTATIONS.

March 13, 1903

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

TIN

Lamb and Flag and Straits 56 and 28-lb. ingots, 100 lb.	$33 25	$34 25

TINPLATES

Charcoal Plates—Bright

M.L.S., equal to Bradley	Per box.
I C, usual sizes	$6 75
I X "	8 25
I X X "	9 75
Famous, equal to Bradley	
I C	6 75
I X	8 25
I X X	9 75
Raven and Vulture Grades	
I C, usual sizes	5 00
I X "	6 00
I X X "	7 00
I X X X "	8 00
D C, 12½x17	4 50
D X	5 25
D X X	6 00

Coke Plates—Bright

Bessemer Steel	
I C., usual size, 14x20	4 00
I C., special sizes, base	4 50
20x28	9 00

Charcoal Plates—Terne

Dean or J. G. Grade	
I.C., 20x28, 112 sheets	8 50
IX., Terne Tin	10 50

Charcoal Tin Boiler Plates

Cookley Grade	
X X, 14x56, 50 sheet bxs. / " 14x60, " / " 14x65, "	7 00

Tinned Sheets

72x30 up to 24 gauge	8
" " 26 "	8 50

IRON AND STEEL.

Common bar, per 100 lb.		2 05
Refined " "		2 45
Horseshoe Iron "		2 40
Hoop steel, 1½ to 3-in. base		2 90
Sleigh shoe steel, "		2 10
Tire steel	2 30	2 50
Reeled machinery		3 00
Toe calk steel	2 85	3 00
Firth&Co.'s tool steel, per lb	0 12½	0 13
Jessop's tool steel		0 14
Morton's tool steel	0 12½	0 13
Black Diamond and "B.C." tool steel	0 10	0 11
Chas. Leonard's tool steel	0 08	0 09
Park's "Silver" tool steel	0 12	0 14
" "Special"	0 15	0 20
Jonas & Colver's tool steel	0 10	0 20
" " Air Hardening		0 70
Drill steel, per lb	0 08	0 10

BOILER TUBES

	Per foot
1½, 1¾ and 4 inch	0 09
2½ in	0 16
3 in	0 13
3½ in	0 16
4 in	0 31

STEEL BOILER PLATE

¼ in	2 50	2 60
3-16 in	2 60	2 70
⅜ in. and thicker	2 50	2 60

BLACK SHEETS

	Com	D Fl
10 and 12 gauge	2 55	2 75
18 gauge	2 85	3 00
20 "	2 85	3 00
22 to 24 gauge	2 95	3 25
26 "	3 05	3 50
28	3 15	

COPPER WIRE

Discount, 50 per cent.

CANADA PLATES

All dull, 52 sheets	2 90	3 00
Half-polished	3 00	3 10
All bright	3 75	3 85

IRON PIPE

Black pipe—	Per 100 feet.	
⅛ inch	3 00	3 25
¼ "	2 30	2 40
⅜ "		2 65
½ "		2 85
¾ "		3 65
1 "		5 20
1¼ "		7 35
1½ "		8 95
2 "		12 55
2½ "		21 00
3 "		25 00
3½ "		32 00
4 "		38 50
4½ "		45 00
5 "		48 00
6 "		63 00
Galvanized pipe—		
¼ inch		3 20
⅜ "		3 45
½ "		3 85
¾ "		5 00
1 "		7 20
1¼ "		10 05
1½ "		12 20
2 "		16 85

Malleable Fittings—Discount 30 p.c.
Cast Iron Fittings—
On all cast iron fittings, including plugs, bushings, unions and nipples, 50 & 10 p.c. dis.
All others—discount 60 p.c.

GALVANIZED SHEETS

	G.C.	Comet	Bell	Queen's Head
16 gauge				
18 to 24 gauge	4 05	3 75	3 75	4 05
26 "	4 25	4 00	3 90	4 25
28 "	4 50	4 25	4 05	4 50

American brands, $4 40 for 28 gauge.
Less than case lots 10 to 15c. extra.

CHAIN

Proof coil, 3-16 in., per 100 lb.			
" ¼ "		7 85	8 10
" 5-16 "		5 25	5 50
" ⅜ "		4 50	4 75
" 7-16 "		4 25	4 50
" ½ "		4 20	4 50
" 9-16 "		4 05	4 50
" ⅝ "		4 00	4 50
" ¾ "		4 00	4 50

Halter, kennel and post chains, 40 to 40 and 5 per cent.

Cow ties	40 p.c.
Tie out chains	65 p.c.
Stall fixtures	35 p.c.
Trace chain	45 p.c.

Jack chain, iron, single and double, discount 35 p.c.
Jack chain, brass, single and double, discount 40 p.c.

COPPER

Ingot		Per 100 lb.
Casting		14 50
Lake Superior		
Bars		
Cut lengths, round, ½ to ¾ in.	23 00	25 00
" round and square, 1 to 2 inches	23 00	25 00
Sheet		
Plain, 14 oz., and light, 16 oz., 14x48 and 14x60	22 00	22 50
Plain, 14 oz., and light, 16 oz., irregular sizes	22 50	23 00
Tinned copper sheet		24 00
Planished		32 00
Braziers (in sheets)		
4x6 ft., 25 to 30 lb. each, per lb		0 23
" 35 to 45 " "		0 22
" 50-lb. and above "		0 21

BOILER AND T.K. PITTS

Plain tinned, per lb	0 28
Spun, per lb	0 32

BRASS

Rod and Sheet, 14 to 30 gauge, 15 per cent.

Sheets, hard-rolled, 2x4	0 23
Tubing, base, per lb	0 23½

ZINC SPELTER

Foreign, per 100 lb.	5 50	6 00
Domestic " "		

ZINC SHEET

5-cwt. casks	6 00	6 25
Part casks	6 25	6 50

LEAD

Imported Pig, per 100 lb.	3 50
Bar, per lb	0 05
Sheets, 2½ lb. sq. ft., by roll	0 06¼
Sheets, 3 to 6 lb. "	0 06

NOTE.—Cut sheets ½c. per lb., extra. Pipe, by the roll, usual weights per yard, lists at 7c. per lb. and 37½ p.c. dis. f.o.b. Toronto.

NOTE.—Cut lengths, net price, waste pipe 8 ft. lengths, lists at 8c.

SHOT.

Common, $6.50 per 100 lb.; chilled, $7.00 per 100 lb.; buck, seal and ball, $7.50. Discount, 22½ p.c. Prices are f.o.b. Toronto, Hamilton, Montreal, St. John and Halifax. Terms, 3 p.c. cash, freights equalized.

SOIL PIPE AND FITTINGS

Light soil pipe, discount, 45 and 10 per cent.
" " fittings discount 50 and 10 p.c.
Med. and Extra heavy pipe and fittings, dis. 55 and 10 per cent.
7 and 8 in. pipe, discount 45 and 10 per cent.

SOLDER.

		Per lb.
Bar, half and half, guaranteed		0 20
Bar, half and half, commercial	0 19	0 19½
Refined		0 19
Wiping	0 17	0 18

ANTIMONY

Cookson's per lb	0 10

WHITE LEAD

	Per 100 lb.	
Pure	5 00	5 25
No. 1	4 62½	4 87½
No. 2	4 25	4 50
No. 3	3 87½	4 12½
No. 4	3 50	3 75
Munro's Select Flake White		5 75
Elephant and Decorators Pure		5 25
Brandram's Genuine		6 50
" Decorative		6 00
" " No. 1		5 50
"Monarch" brand		6 12½
Decorator's Pure		5 25
Essex Genuine		5 50

RED LEAD

Genuine, 560 lb. casks, per cwt	$4 [illegible]
Genuine, 100 lb. kegs "	[illegible] 00
No. 1, 560 lb. casks, per cwt	4 00
No. 1, 100 lb. kegs, per cwt	4 [illegible]

WHITE ZINC

Extra Red Seal	0 0[illegible]	0 05
No. 1	0 0[illegible]	0 0[illegible]
No. 2	0 0[illegible]	0 0[illegible]

DRY WHITE LEAD

Pure, casks	[illegible]
Pure, kegs	[illegible]
No. 1, casks	[illegible]
No. 1, kegs	[illegible]

PREPARED PAINTS

In ¼, ½ and 1 gallon tins.

Pure, per gallon		1 20
Second qualities, per gallon		1 00
Barn (in bbls.)	0 60	0 90
The Sherwin Williams paints		1 40
Canada Paint Co.'s pure		1 2[illegible]
Toronto Lead & Color Co's pure		1 2[illegible]
Sanderson Pearcy's pure		1 20
Stewart & Wood's Champion pure		1 20
Standard Paint Co.'s "New Era"		1 30
The Francis Frost Co.'s "Ark" Brand		1 2[illegible]
The Francis Frost Co.'s British Navy deck		1 [illegible]
Hollywood paste paint		1 40
" liquid paint		1 2[illegible]
" floor paint		1 2[illegible]
Henderson & Potts's "Anchor" Brand		1 [illegible]

COLORS IN OIL

25 lb. tins, Standard Quality.

Venetian red, per lb.	0 03½	0 05
Chrome yellow	0 12	0 14
Golden ochre	0 07	0 10
French "		0 06
Marine black		0 04
Chrome green		0 10
French Imperial green		0 14
Signwriters' black		0 1[illegible]
Umber	0 04	0 06
Sienna	0 04	0 07

COLORS, DRY

Common ochre, bbls	1 15	1 30
Yellow ochre (J.F.L.S.), bbls		2 00
Brussels ochre		2 00
Venetian red, bbl	1 50	2 2[illegible]
English oxides, per cwt	3 00	3 2[illegible]
American oxides, bbls	1 25	2 [illegible]
Canadian oxides, bbls	1 25	1 [illegible]
Super magnetic oxides, 93 p.c.	2 00	2 2[illegible]
Burnt sienna, pure, per lb		0 1[illegible]
" umber, "	0 [illegible]	0 1[illegible]
Raw umber	0 08	[illegible]
Drop black, pure	[illegible]	[illegible]
Chrome yellow, pure	[illegible]	[illegible]
Chrome greens, pure per lb	[illegible]	[illegible]
Golden ochre	[illegible]	[illegible]
Ultramarine blue, in 28 lb. boxes, per lb	[illegible]	[illegible]
Fire proof mineral, per 100 lb.	[illegible]	[illegible]
Genuine Eng. Litharge, per lb.	[illegible]	[illegible]
Mortar color, per 100 lb.	[illegible]	[illegible]
Pure Indian red, No. [illegible]	[illegible]	[illegible]
Whiting, [illegible]	[illegible]	[illegible]
English vermilion	[illegible]	[illegible]

[illegible]

Casks, for [illegible]	[illegible]
100 lb. [illegible]	0 08

WADE & BUTCHER'S "SPECIAL" Razors

Are unequalled for quality and finish.

JAMES HUTTON & CO., - MONTREAL

Sole Agents for Canada.

PUTTY

Bulk in casks	1 70
Bulk in less quantity	1 95
Bladders in 60lb	2 00
Bladders in kegs, boxes or loose	2 25
25-lb. tins	2 25
12½ lb. tins	2 50
Bladders in bulk or tins less than 100lb	2 50

VARNISHES

	In 5 gal lots	Per gal	Net
Carriage No. 1		1 50	1 60
Pale durable body		4 10	4 25
" rubbing		2 85	3 20
Coach size, japan		1 50	1 60
No. 1 brown japan		0 85	0 90
Elastic oak			1 50
Furniture, extra		1 10	1 25
" No. 1		0 90	1 00
Hard oil finish		1 35	1 50
Light oil finish		1 60	1 70
Demar		1 75	2 00
Shellac, white		2 40	2 50
" orange		2 30	2 40
Turpentine, brown japan		1 10	1 20
" black japan		1 10	1 20
" " No. 1	0 85	0 90	
Exastite varnish, 1 gal can, each			2 00
Granitine floor finish, per gal			2 75
Maple Leaf coach enamels, size 1, $1.20; size 2, 70c., size 3, 40c. each			
Sherwin Williams kopal varnish, assorted case, from ½ pts. to 1 gal., $2.50			

CASTOR OIL

British 1st quality in cases, per lb	0 08½	0 09½
" small lots	0 10	0 10½

COD OIL, ETC.

Cod oil, per gal	0 50	0 55
Pure olive		1 40
" neatsfoot		0 90

GLUE

Common	0 08	0 09
French medal	0 10	0 14
White, extra	0 18	0 22
Cordials	0 25	0 30
Strip	0 18	0 20
Coopers	0 19	0 20
Hatters	0 15	0 16
Carpet	0 12	0 16
Calgary gelatine		0 15

HARDWARE.

AMMUNITION

Cartridges

E. E. Caps, Dominion and 5 per cent.
Rim Fire Pistol, case, 40 per ... American
Rim Fire Carbine, Dominion 50 and 5 p.c.
Central Fire Pistol and Rifle, 10 per c. Amer.
Central Fire Cartridges, pistol sizes, Dominion, 20 per cent.
Central Fire Cartridges, Sporting and Military, Dominion 10 per cent.
Central Fire, Military and Sporting, American, add 5 per cent. to net. E.E. Caps, discount 40 per cent. American.
Loaded and empty Shells. Trap and Dominion 25 per cent. Rival and Nitro, 10 per cent. advance on list.
Brass Shot Shells, 50 per cent.
Primers, Dom. 50 per cent. American, $1.00

Wads. per lb.

Best thick white felt wadding in ½ lb bags	$1 00
Best thick brown or grey felt wads, in ½ lb bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 40
Best thick white card wads in boxes of 500 each, 10 gauge	0 45
Best thick white card wads, in boxes of 500 each, 8 gauge	0 55
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10 gauge	0 25
Thin card wads, in boxes of 1,000 each, 8 gauge	

Chemically prepared black edge grey cloth wads, in boxes of 250 each — Per M

11 and smaller gauge	0 60
9 and 10 gauges	0 70
7 and 8 "	0 90
5 and 6 "	1 10

Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each

11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 "	1 65
5 and 6 "	1 90

ADZES

Discount 20 per cent.

ANVILS

Wright's, 80-lb. and over	0 10½
Hay Budden, 80-lb. and over	0 09½
Brook's, 80-lb. and over	0 11¼

AUGERS.

Gilmour's, discount 65 and 5 per cent. off list

AXES.

Chopping Axes		
Single bit, per doz.	6 00	10 00
Double bit, "	10 00	18 00
Bench Axes, 40 per cent		
Broad Axes, 25 per cent.		
Hunters Axes	5 50	6 00
Boys Axes	5 75	6 75
Splitting Axes	6 50	12 00
Handled Axes	7 50	10 00

AXLE GREASE.

Ordinary, per gross	5 75	6 00
Best quality	13 00	15 00

BATH TUBS

Zinc	6 00
Copper, discount 15 per cent. off revised list.	

BATHS.

Standard Enameled.

5½-inch rolled rim, 1st quality	24 00
5½ " " " 2nd "	20 00

BABBIT METAL.

"Tandem," A per lb.	0 27
" B "	0 21
" C "	0 11½
Frictionless Metal "	0 23

Syracuse Smelting Works:

Aluminum, genuine	0 45
Government, "	0 44
Tough, "	0 40
Hard, "	0 40
Dynamo	0 30
Special	0 25
Harmony	0 22
Car Box	0 20
Extra	0 15

The Canada Metal Co.:

Imperial, genuine,	0 40
Metallic	0 30
Hercules	0 20
Star	0 15
No. 1	0 12
No. 2	0 10
No. 3	0 06
No. 4	0 05

BELLS.

Hand

Brass, 60 per cent.
Nickel, 35 per cent

Cow

American make, discount 63⅓ per cent.
Canadian, discount 45 and 50 per cent.

Door

Gongs, Sargants	5 50	8 00
Peterboro', discount 45 per cent		

Farm

American, each	1 25	3 00

House

American, per lb	0 35	0 40

BELLOWS

Hand, per doz	3 35	4 75
Moulders', per doz	7 50	10 00
Blacksmiths', discount 70 per cent		

BELTING.

Extra, 60 per cent.
Standard, 60 and 10 per cent.
No. 1, not wider than 6 in., 60, 10 and 10 per cent.
Agricultural, not wider than 4 in., 75 per cent.

BITS.

Auger.

Gilmour's, discount 60 and 5 per cent.
Rockford, discount 50 and 10 per cent
Jennings' Gen., net list.

Car.

Gilmour's, 47½ to 50 per cent.

Expansive.

Clark's, 40 per cent.

Gimlet.

Clark's, per doz	0 65	0 90
Diamond, Shell, per doz	1 00	1 50
Nail and Spike, per gross	2 25	5 20

BLIND AND BED STAPLES.

All sizes, per lb	0 07¾	0 12

BOLTS AND NUTS.

	Per cent.
Carriage Bolts, common (81 list)	50 and 10
" " full sq. ($2.40 list)	55 and 10
" " Norway Iron (83 list)	55 and 10
Machine Bolts, all sizes	50, 5 and 10
Plough Bolts	50, 5 and 10
Blank Bolts	50, 5 and 10
Bolt Ends	50, 5 and 10
Sleigh Shoe Bolts	65, 5 and 10
Coach Screws, cone point	66⅔ and 10

Nuts, square, all sizes, 3½c. per lb. off.
Nuts, hexagon, all sizes, 4c. per lb. off.
Stove Rods, per lb., 5½ to 6c.

BOOT CALKS

Small and medium, ball	per M.	4 25
Small heel	"	4 50

BRIGHT WIRE GOODS.

Discount 62½ per cent.

BROILERS.

Light, discount 65 to 67½ per cent.
Reversible, discount 65 to 67½ per cent.
Vegetable, per doz., discount 37½ per cent.

Henis, No. 8	per doz.	6 00
Henis, No. 9	"	7 00
Queen City	"	7 50

BUTCHERS' CLEAVERS.

German	per doz.	6 00 11 00
American	"	12 00 20 00

BUTCHER KNIVES.

Bailey's	per doz.	0 60 6 30

BUILDING PAPER, ETC.

Tarred Felt, per 100 lb	1 75
Ready roofing, 2-ply, not under 45 lb., per roll	0 90
Ready roofing, 3-ply, not under 65 lb., per roll	1 15
Carpet Felt per ton	45 00
Dry Sheathing per roll, 400 sq. ft.	0 35
Tar " " 400 "	0 45
Dry Fibre " 400 "	0 50
Tarred Fibre " 400 "	0 60
O. K. & I. X. L. " 400 "	0 65
Resin-sized " 400 "	0 40
Oiled Sheathing " 600 "	1 00
Oiled " " 400 "	0 70
Roof Coating, in barrels per gal.	0 17
Roof " small packages "	0 25
Refined Tar per barrel	4 50
Coal Tar "	4 00
Coal Tar, less than barrels per gal.	0 15
Roofing Pitch per 100 lb.	1 00

BULL RINGS.

Copper, $2.00 for 2½-inch, and $1.90 for 2-inch.

BUTTS.

Wrought Brass, net revised list

Cast Iron.

Loose Pin, discount 60 per cent

Wrought Steel.

Fast Joint, discount 65, 10 and 2½ per cent.
Loose Pin, discount 65, 10 and 2½ per cent.
Berlin Bronzed, discount 70, 70 and 5 per cent.
Gen. Bronzed per pair 0 40 0 65

CARPET STRETCHERS.

American per doz.	1 00	1 50
Bullard's "		6 50

CASTORS.

Bed, new list, discount 55 to 57½ per cent.
Plate, discount 52½ to 57½ per cent.

CATTLE LEADERS.

Nos. 31 and 32 per gross	8 50	9 50

CHALK.

Carpenters' Colored, per gross	0 45	0 75
White lump per cwt.	0 60	0 65
Red	0 05	0 06
Crayon per gross	0 14	0 18

CHISELS.

Socket, Framing and Firmer.

Broad's, discount 60 and 10 per cent.
Warnock's, discount 50 and 10 per cent.
P. S. & W. Extra, discount 60 and 10 per cent

CHURNS.

Revolving Churns, metal frames No. 0, $8 No. 1, $8.50; No. 2, $9.00; No. 3, $10.00; No. 4, $12.00; No. 5, $16.00 each. Ditto, wood frames, 20c. each less than the above. Discounts: Delivered from factories, 53 per cent.: from stock in Montreal, 51 per cent. Terms 4 months or 3 per cent. cash in 30 days.
Churn frames, including bearings, levers, etc. Nos. 0, 1, 2 and 3, wood, $2.40; and 4 and 5, $2.65. Metal frames, 25c. extra. Discount 15 per cent., net 30 days.

CLIPS.

Axle, discount 65 per cent.

CLOSETS.

	Net.
Plain York or Ontario Syphon Jet	$9 60
Emb. " " "	10 20
Fittings	1 00
Plain Elgin or Ten. Syphon Washout	6 00
Emb. " "	6 60
Fittings	1 25
Low Down Elgin or Teutonic, plain	9 60
Low " " " emb	10 20
Plain Richelieu	3 75
Emb. "	4 00
Connections	1 25
Low Down Ontario Syphon Jet, plain	11 70
Low " " " emb'd.	12 30
Closet connection	1 25
Basins, P.O., 14-in.	0 70
Basins, oval, 17 x 14-in.	1 50
Basins, " 19 x 15-in.	2 25

COMPASSES, DIVIDERS, ETC.

American, discount 62½ to 65 per cent.

CONDUCTOR PIPE.

Plain or Corrugated.

2-inch	per 100 feet	3 00
3 "	" "	4 00
4 "	" "	5 25
5 "	" "	6 75
6 "	" "	9 00

CRADLES, GRAIN.

Canadian, discount 20 to 25 per cent.

CROSSCUT SAW HANDLES.

S. & D., No. 3	per pair	0 17½
S. & D., " 5	"	0 22½
S. & D., " 6	"	0 15
Boynton pattern	"	0 20

DOOR SPRINGS.

Torrey's Rod (15 p.c.), per doz.		2 00
Coil	" 0 88	1 60
English	" 2 00	4 00

DRAW KNIVES.

Coach and Wagon, discount 50 and 10 per cent.
Carpenters', discount 60 and 10 per cent.

Has it Ever Occurred to You

that you could largely increase your business, confer a favor upon us, and benefit your customers by advising them to use our Building Papers, Roofing Felts and Wire Edged Ready Roofing?

We will guarantee to supply you with the best of material, but, you must do the missionary work among your customers.

The Paterson Mfg. Co., Limited

Toronto and Montreal.

DRILLS

Hand and Breast

Millar's Falls, per doz., net list

DRILL BITS.

Morse, discount 37½ to 40 per cent
Standard, discount 50 and 5 to 55 per cent

FAUCETS

Common, cork-lined, discount 35 per cent

EAVETROUGHS

10 inch . . . per 100 ft 3 10

ELBOWS (stovepipe.)

and 6 inch, common . . . per doz 1 20
7-inch . . . " 1 35
Polished, 15c. per dozen extra

ESCUTCHEONS

Discount 40 per cent

ESCUTCHEON PINS

Iron, discount 40 per cent

FACTORY MILK CANS

Discount off revised list, 40 per cent

FILES AND RASPS

Great Western . . . 70 and 10 per cent
Arcade . . . 70 " 10 "
Kearney & Foot . . . 70 " 10 "
Disston's . . . 70 " 10 "
American . . . 70 " 10 "
J. Barton Smith . . . 70 " 10 "
McClellan . . . 70 " 10 "
Eagle . . . 70 " 10 "
Nicholson, 60 and 10 to 60, 10 and 5 "
Royal . . . 80 "
Globe . . . 70 to 75 "
Black Diamond, 60 and 10 to 60, 10 and 5 per cent
Jowitt's, English list, 25 to 27½ per cent
Nicholson File Co.'s "Simplicity" file handle, per gross 85c. to $1 50

GLASS

Window Box Price.

Size United Inches	Star Per 50 ft.	Star Per 100 ft.	D. Diamond Per 50 ft.	D. Diamond Per 100 ft.
Under 26	2 0	3 80	. . .	6 75
26 to 40	2 10	4 [illegible]		7 25
41 to 50	. . .	4 50	. . .	8 75
51 to 60		4 75	. .	10 00
61 to 70		5 0[illegible]	. .	11 5[illegible]
71 to 80	. .	5 50	. .	12 50
81 to 85		. . . .	. .	1[illegible] [illegible]0
86 to 90		. . . .	.	16 50
91 to 95		. . .	. .	18 00
96 to 100		. . .	.	20 00

A discount of 25 per cent is offered on "Double Diamond."

GAUGES.

Marking, Mortise, Etc.

Stanley's, discount 50 to 55 per cent

Wire Gauges

Winn's, Nos. 26 to 33 . . . each 1 65 2 40

HALTERS

Rope, ⅜ inch . . . per gross
Rope, ½ " . . . " 9 00
Rope, ⅝ to ¾-inch . . . " 14 00
Leather, 1 inch . . . per doz 3 87½ 4 00
Leather, 1¼ " . . . " 5 15 5 20
Web . . . " 1 87 2 45

HAMMERS

Nail

Maydole's, discount 5 to 10 per cent. Canadian discount 25 to 27½ per cent

Tack

Magnetic . . . per doz 1 10 1 20

Sledge

Canadian . . . per lb 0 07½ 0 08½

Ball Pean

English and Canadian, per lb 0 22 0 25

HANDLES

Axe . . . per doz. net 1 50 3 00
Store door . . . per doz 1 00 1 50

Fork

C. & B., discount 40 per cent., revised list

Hoe

C. & B., discount 40 per cent., revised list

Saw

American . . . per doz 1 00 1 25

Plane

American . . . per gross 3 15 3 75

Hammer and Hatchet

Canadian, discount 40 per cent

Cross-Cut Saws

Canadian . . . per pair 0 13½

HANGERS. doz. pairs

Steel barn door . . . 5 85 6 00
Stearns, 4 inch . . . 5 00
" 5-inch . . . 6 50
Lane's covered
No. 11, 5-foot run . . . 8 40
No. 11½, 10-foot run . . . 10 80
No. 12, 10-foot run . . . 12 60
No. 14, 15 foot run . . . 21 00
Lane's O.N.T. track, per foot 0 04½

HARVEST TOOLS

Discount 60 and 10 per cent.

HATCHETS.

Canadian, discount 40 to 42½ per cent

HAT ENAMEL

Henderson & Potts "Anchor Brand"

HINGES.

Blind, Parker's, discount 16⅔ per cent
Heavy T and strap, 4-in., per lb 0 06½
" " 5-in., " 0 06¼
" " 6-in., " 0 06
" " 8 in., " 0 05¾
" " 10-in., " 0 05½
Light T and strap, discount 65 and 5 per cent
Screw hook and hinge
6 to 10 in . . . per 100 lb 4 50
12 in. up . . . " 3 25
Spring . . . per gro. pairs . . . 10 50

HOES

Garden, Mortar, etc., discount 60 to 60 and 10 per cent
Planter . . . per doz 4 00 4 50

HOLLOW WARE

Discount 45 and 5 per cent

HOOKS

Cast Iron.

Bird cage . . . per doz 0 50 1 10
Clothes line . . . " 0 27 0 63
Harness . . . " 0 72 0 88
Hat and coat . . . per gro 1 00 3 00
Chandelier . . . per doz 0 50 1 00

Wrought Iron

Wrought hooks and staples, Canadian discount 47½ per cent

Wire

Hat and coat, discount 45 per cent
Belt . . . per 1,000 0 60
Screw, bright, discount 55 per cent

HORSE NAILS

"C" brand, 40, 10 and 7½ per cent off list } Oval head
"M" brand, 50, 10 and 5 per cent }
Countersunk, 65 per cent
"Monarch," 65 per cent
"Peerless," 50 and 7½ per cent dis

HORSESHOES

Iron Shoes	F.O.B. Montreal No. 2 and larger	No. 1 and smaller
Light, medium and heavy	3 35	3 60
Snow shoes	3 60	3 85

Steel Shoes

Light	3 45	3 70
Featherweight (all sizes)	4 85	4 85

F.O.B. Toronto, Hamilton, London and Guelph, 10c. per keg additional
Toe weight steel shoes . . . 6 70

JAPANNED WARE

Discount 45 and 5 per cent. off list, June 1899

ICE PICKS

Star . . . per doz 3 00 3 25

KETTLES

Brass spun, 7½ per cent. discount off new list
Copper . . . per lb 0 30 0 50
American, 60 and 10 to 65 and 5 per cent

KEYS

Lock, Canadian dis. 40 to 40 and 10 per cent
Cabinet, trunk and padlock,
American . . . per gross 0 60

KNOBS

Door, japanned and N.P., per doz . . . 1 50 2 50
Bronze, Berlin . . . per doz 2 75 3 25
Bronze, Genuine . . . " 6 00 9 00
Shutter, porcelain, F. & L. screw . . . per gross 1 30 4 00
White door knobs . . . per doz 0 95 1 00

HAY KNIVES

Net prices

LAMP WICKS

Discount, 60 per cent

LANTERNS

Cold Blast . . . per doz. 7 00
No. 3, "Wright's" . . . " 8 50
Ordinary, with O burner . . . " 4 00
Dashboard, cold blast . . . " 9 00
No. 0 . . . " 5 75
Japanning, 50c. per doz. extra

LEMON SQUEEZERS

Porcelain lined . . . per doz 2 20 5 60
Galvanized . . . " 1 87 3 85
King, wood . . . " 2 75 2 90
King, glass . . . " 4 00 4 50
All glass . . . " 0 50 0 90

LINES

Fish . . . per gross 1 05 2 50
Chalk . . . " 1 90 7 40

LAWN MOWERS

Woodyatt, 12 in. wheel . . . 7 50
Star . . . " 5 50
Daisy . . . " 4 90
Philadelphia, 10-in. wheel . . . 6 00
Ontario, . . . " 12 75
Discount, 50 per cent

Maxwell & Sons

10½ in. high wheel . . . 7 50 10 00
9 in . . . 5 50 6 25
8 in . . . 49 0 5 50

LOCKS

Canadian, 40 to 40 and 10 per cent
Russell & Erwin . . . per doz 3 00 3 25

Cabinet

Eagle, discount 30 per cent

Padlocks

English and Am . . . per doz 0 50 6 00
Scandinavian . . . " 1 60 2 40
Eagle, discount 20 to 25 per cent

MACHINE SCREWS

Iron and Brass

Flat head, discount 25 per cent
Round head, discount 20 per cent

MALLETS

Tinsmiths . . . per doz 1 25 1 50
Carpenters', hickory, . . . " 1 25 3 75
Lignum Vitae . . . " 3 85 5 00
Caulking, each . . . 0 60 2 00

MATTOCKS

Canadian . . . per doz 5 50 6 50

MEAT CUTTERS

American, discount 33⅓ per cent
German, 15 per cent
Gem . . . each . . . 1 15

MILK CAN TRIMMINGS

Discount 25 per cent

NAILS	Cut	Wire
2d and 3d	3 45	3 45
3d	3 10	3 12
4 and 5d	2 85	2 95
6 and 7d	2 75	2 80
8 and 9d	2 60	2 60
10 and 12d	2 55	2 55
16 and 20d	2 50	2 50
30, 40, 50 and 60d (base)	2 45	2 45

Cut nails in carlots 5c. less
Wire nails in carlots are $2 40
Steel cut nails 10c. extra
Miscellaneous wire nails, discount 75 per cent
Coopers' nails, discount 30 per cent

NAIL PULLERS

German and American . . . 1 85 3 50

NAIL SETS

Square, round and octagon, per gross . . . 3 38 4 00
Diamond . . . 12 00 15 00

POULTRY NETTING.

2-in. Mesh, 19 w.g., dis. 50 per cent
2-in. Mesh, 16 w.g. and heavier, 40 per

OAKUM

Navy . . . per 100 lb . . . 6 00
U.S. Navy . . . 7 25

OILERS

McClary's Model galvanized oil can, with pump, 5 gallon, per dozen . . . 10 00
Zinc and tin, discount 50, 50 and 10 per cent
Copper . . . per doz 1 25 3 50
Brass . . . 1 50 3 50
Malleable, discount 25 per cent

GALVANIZED PAILS

Dufferin pattern pails discount 45 per cent
Flaring pattern, discount 45 per cent
Galvanized washtubs discount 45 per cent

PIECED WARE

Discount 40 per cent. off list, June 1899
10 qt. flaring sap buckets, discount 40 per cent.
6, 10 and 14 qt. flaring pails, dis. 40 per cent
Creamer cans, discount 40 per cent

PICKS

Per dozen . . . 6 00 9 00

PICTURE NAILS

Porcelain head . . . per gross 1 35 1 50
Brass head . . . " 0 40 1 00

PICTURE WIRE

Tin and gilt, discount 75 per cent

PINE TAR

½ pint in tins . . . per gross . . . 7 80
1 " " . . . " . . . 9 60

PLANES

Wood bench, Canadian discount 40 per cent., American discount 50 per cent
Wood, fancy Canadian or American 37½ to 40 per cent

PLANE IRONS

English . . . per doz 2 00 5 00

PLIERS AND NIPPERS

Button's genuine, per doz. pairs, discount 37½ to 40 per cent
Button's imitation . . . per doz 5 00 9 00
German . . . " 0 60 2 60

PLUMBERS' BRASS GOODS

Standard Compression work, dis. 60 per cent
"J.M.T." Cushion work, discount 50 per cent
Fuller work, discount 65 per cent
6 dozen lots and over of the above, extra discount 10 per cent
Lever handle Stops and Waste, discount [illegible] per cent. With, in lots of 2 dozen and over an extra discount of 10 per cent
"J.M.T." Globe, Angle and Check Valves, discount 55 per cent
Standard Globe, Angle and Check Valves, discount 65 per cent
"J.M.T." Radiator Valves, discount [illegible] per cent
Standard Radiator Valves, [illegible] per cent
Patent Quick Opening Valves, [illegible] per cent
No. 1 compression bath [illegible]
No. 4 " [illegible]
No. 7 Fuller's [illegible]
No. 4½ " [illegible]
Patent Compression [illegible] cock, hot [illegible]
Patent C[illegible] cock No. [illegible]
Square head [illegible] per cent
Com[illegible] Check Valves discount [illegible]
Th[illegible] Ma[illegible]

WINDOW GLASS —TO IMPORT.

Prompt Deliveries

EVERY KIND OF PLATE AND WINDOW GLASS IN STOCK.

BENT GLASS of all kinds, our own manufacture. **Closest Prices.**

TORONTO PLATE GLASS IMPORTING CO.,

Hill & Rutherford

Warerooms and Offices—135 to 143 Victoria St.
Bending Works—209 to 213 Victoria St.

TORONTO

PRESSED SPIKES.

Discount 20 per cent.

PULLEYS.

Hothouse	per doz.	0 55	1 00
Axle	"	0 22	0 33
Screw	"	0 27	1 00
Awning	"	0 35	2 50

PUMPS.

Canadian cistern	1 80	3 60
Canadian pitcher spout	1 40	2 10

PUNCHES.

Saddlers	per doz.	1 00	1 85
Conductor's	"	9 00	15 00
Tinners', solid..........per set			0 72
hollow	per inch		1 00

RANGE BOILERS.

Dominion, 30 gallon	net	6 00
" 35 "	"	7 00
" 40 "	"	8 00
Ronald's Galvanized, 30 gallon,	"	7 40
" 35 "	"	8 40
" 40 "	"	9 60
Copper, 30 gallon	"	22 00
" 35 "	"	24 00
" 40 "	"	28 00

Discount off copper boilers 15 per cent.

RAKES.

Wood .... per doz. net 1 20 up.

RAZORS. per doz.

Elliot's	4 00	18 00
Geo. Butler's & Co.'s	4 00	18 00
Boker's	7 50	11 00
" King Cutter	12 50	15 00
Wade & Butcher's	3 60	10 00
Theile & Quack's	7 00	12 00
Bailey's	6 00	12 00
Bailey's Brantford	10 00	11 00
Carbo Magnetic	....	15 00
Griffon Barber's Favorite ...		10 75
Griffon No. 65		13 00
Griffon Safety Razors		13 50
Griffon Stropping Machines.		13 50

REGISTERS.

Discount 40 per cent.

RIVETS AND BURRS.

Iron Rivets, black and tinned, discount 60 and 10 per cent.
Iron Burrs, discount 55 per cent.
Extras on Iron Rivets in 1-lb. cartons, ½c. per lb.
Extras on Iron Rivets in ½-lb. cartons, 1c. per lb.
Copper Rivets with usual proportion burrs, 45 per cent. discount. Cartons, 1c. per lb. extra net.
Copper Burrs only, discount 30 and 10 per cent.
Extras on Tinned or Coppered Rivets, ½-lb. cartons, 1c. per lb.

RIVET SETS.

Canadian, discount 35 to 37½ per cent.

ROPE, ETC.

Sisal		0 12
Pure Manilla		0 14
"British" Manilla		0 12
Cotton, 3-16 inch and larger		0 16
" 5-32 inch		0 21
" ⅛ inch		0 22
Russia Deep Sea		0 15
Jute		0 08
Lath Yarn, single		0 11
" double		0 11
Sisal bed cord, 48 feet	per doz.	[illegible]
" " 60 feet		[illegible]
" " 72 feet		[illegible]

RULES.

Boxwood, discount 55 and 10 per cent.
Ivory, discount 37½ to 40 per cent.

SAD IRONS.

Mrs. Potts, No. 55, polished	per set	0 70
" No. 50, nickle plated,	"	0 80

SAND AND EMERY PAPER.

B. & A. sand, discount, 40 and 5 per cent.
Emery, discount 40 per cent.
Garnet (Rurton's), 5 to 10 per cent. advance on list.

SAP SPOUTS.

Bronzed iron with hooks ....per 1,000 9 50

SAWS.

Hand, Disston's, discount 12½ per cent.
S. & D., discount 40 per cent.

Crosscut, Disston's	per foot	0 35	0 55

S. & D., discount 35 per cent. on Nos. 2 and 3.

Hack, complete	each	0 75	2 75
" frame only		..	0 75

SASH WEIGHTS.

Sectional	per 100 lb.	2 50	2 75
Solid	"	1 75	2 00

SASH CORD.

Per lb.	0 23	0 30

SAW SETS. per doz.

Lincoln and Whiting	4 75
Hand Sets, No. 1 Woodyatt (Morrill)	4 25
X Cut Sets, No. 3 Woodyatt (Morrill)	9 50

SCALES.

Gurney Standard, 40 per cent.
Champion, 55 per cent.
Burrow, Stewart & Milne—
Imperial Standard, discount 40 per cent.
Weigh Beams, discount 35 per cent.
Champion Scales, discount 55 per cent.
Fairbanks standard, discount 35 per cent.
" Dominion, discount 55 per cent.
" Richelieu, discount 55 per cent.
Warren's new Standard, discount 40 per cent.
" " Champion, discount 55 per cent.
" Weighbeams, discount 35 per cent.

SCREW DRIVERS.

Sargent's	per doz.	0 65	1 00

SCREEN DOORS.

Common doors, 2 or 3 panel, walnut stained, 4-in. style........per doz.	6 80
Common doors, 2 or 3 panel, yellow and green stained, 4-in. style....per doz.	7 00
Common doors, 2 or 3 panel, in natural colors, oil finish ....per doz.	8 15

3-in. style 20c. per dozen less.

SCREWS.

Wood, F. H., bright and steel, discount 87½ and 10 per cent.
Wood, R. H., bright, dis. 82½ and 10 per cent.
" F. H., brass, dis. 80 and 10 per cent.
" R. H., " dis. 75 and 10 per cent.
" F. H., bronze, dis. 75 per cent.
" R. H., " dis. 70 per cent.
Drive Screws, dis. 87½ and 10 per cent.

Bench, wood	per doz.	3 25	4 00
" iron	"	4 25	5 00

Set, case hardened, dis. 60 per cent.
Square Cap, dis. 50 and 5 per cent.
Hexagon Cap, dis. 45 per cent.

SCYTHES.

Per doz. net	5 50	8 00

SCYTHE SNATHS.

Canadian, discount 40 per cent.

SHEARS.

Bailey Cutlery Co., full nickeled, discou and 2½ per cent.
Bailey Cutlery, Japan Handles, discount 67½ per cent.
Seymour's, discount 50 and 10 per cent.

SHOVELS AND SPADES.

Canadian, discount 45 per cent.

SINKS.

Cast iron, 16 x 24	0 85
" 18 x 30	1 00
" 18 x 36	1 40

SNAPS.

Harness, German, discount 25 per cent.

Lock, Andrews	4 50	11 50

SOLDERING IRONS.

1, 1½ lb.	per lb.	0 37
2 lb. or over	"	0 34

SQUARES.

Iron, No. 493	per doz.	2 40	2 55
" No. 494	"	3 25	3 40

Steel, discount 60 to 60 and 5 per cent.
Try and Bevel, discount 50 to 52½ per cent.

STAMPED WARE.

Plain, discount 75 and 12½ per cent. off revised list.
Retinned, discount 75 per cent. off revised list.

STAPLES.

Galvanized	3 25	3 50
Plain	2 90	3 15

Coopers', discount 45 per cent.
Poultry netting staples, discount 40 per cent.

STOCKS AND DIES.

American discount 25 per cent.

STONE.

Washita	per lb.	0 28	0 60
Hindostan	"	0 06	0 07
" slip	"	0 09	0 09
Labrador	"	....	0 13
" Axe	"	....	0 15
Turkey	"	....	0 50
Arkansas	"	....	1 50
Water-of-Ayr	"	....	0 10
Scythe	per gross	3 50	5 00
Grind, 2-in., 40 to 200 lb.,	per ton	....	25 00
" " under 40 lb.,	"	....	28 00
" under 2 in. thick,	"	....	29 00

STOVEPIPES.

5 and 6 inch, per 100 lengths	7 00
7 inch " "	7 50

ENAMELINE STOVE POLISH.

No. 4, 3 doz. in case..net cash	4 80
No. 6, 3 doz. in case.. "	8 40

TACKS, BRADS, ETC.

Carpet tacks, blued	80 and 15
" " tinned	80 and 20
" " (in kegs)	40
Cut tacks, blued, in dozens only	80
" ¼ weights	60
Swedes cut tacks, blued and tinned	
In bulk	80 and 10
In dozens	75
Swedes, upholsterers', bulk....85, 12½ and 12½	
" brush, blued and tinned bulk	70
Swedes, gimp, blued, tinned and japanned	75 and 12½
Zinc tacks	35
Leather carpet tacks	55
Copper tacks	50
Copper nails	52½
Trunk nails, black	65 and 5
Trunk nails, tinned	65 and 10
Clout nails, blued	65 and 5
Chair nails	35
Patent brads	40
Fine finishing	40
Lining tacks, in papers	10
" " in bulk	15
" " solid heads, in bulk	75
Saddle nails, in papers	10
" " in bulk	15
Tufting buttons, 22 line, in dozens only	60
Zinc glaziers' points	5
Double pointed tacks, papers..	90 and 10
" " " bulk....	40
Clinch and duck rivets	45

TAPE LINES.

English, ass skin	per doz.	2 75	5 00
English, Patent Leather		5 50	9 75
Chesterman's	each	0 90	2 85
" steel	each	0 80	8 00

TINNERS' SNIPS.

Bailey's, discount 25 per cent.

THERMOMETERS.

Tin case and dairy, discount 75 to 75 and 10 per cent.

TRAPS (steel.)

Game, Newhouse, discount 25 per cent.
Game, H. & N., P. S. & W., 65 per cent.
Game, steel, 72½, 75 per cent.

TROWELS.

Disston's, discount 10 per cent.

German	per doz.	4 75	6 00

S. & D., discount 35 per cent.

TWINES.

Bag, Russian	per lb.	....	0 27
Wrapping, cotton, 3-ply		....	0 19
" " 4-ply		....	0 23
Mattress	per lb.	0 33	0 45
Staging	"	0 27	0 35

VISES.

Wright's	....	0 13½
Brook's	....	0 12¾
Pipe Vise, Hinge, No. 1	....	3 50
" " " No. 2	....	5 50
Saw Vise	4 50	9 00

ENAMELLED WARE.

White, Princess, Turquoise, Blue and White discount 50 per cent.
Diamond, Famous, Premier, discount 50 and 10 per cent.
Granite or Pearl, Imperial, Crescent, discount 50, 10 and 10 per cent.

WIRE.

Smooth Steel Wire.

No. 0-9 gauge	$2 50
10 "	6c. extra.
11 "	12c. "
12 "	20c. "
13 "	30c. "
14 "	40c. "
15 "	55c. "
16 "	70c. "

Add 60c. for coppering and $2 for tinning.

Extra net per 100 lb. Oiled wire 10c., spring wire $1.25, special hay baling wire 30c., best steel wire 75c., bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb. hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.

Fine Steel Wire, discount 25 per cent. List of extras: In 100-lb. lots: No. 17, $5—No. 18, $5.50 No. 19, $6 No. 20, $6.65—No. 21, $7—No. 22, $7.30—No. 23, $7,65—No. 24, $8 No. 25, $9 No. 26, $9.50 No. 27, $10—No. 28, $11—No. 29, $12—No. 30, $13 No. 31, $14—No. 32, $15—No. 33, $16—No. 34, $17. Extras net—tinned wire, Nos. 17-25, $2—Nos. 26-31, $4—Nos. 32-34, $6. Coppered, 5c.—oiling, 10c.—in 25-lb. bundles, 15c.—in 5 and 10-lb. bundles, 25c.—in 1-lb. hanks, 25c.—in ½-lb. hanks, 38c.—in ¼-lb. hanks, 50c.—packed in casks or cases, 15c. bagging or papering, 10c.

Brass wire, discount 62½ per cent. off the list.

Copper wire, discount 62½ per cent. net cash 30 days, f.o.b. factory.

Galvanized wire, per 100 lb.—Nos. 4 and 5, $3.70 to $3.90 Nos. 6, 7, 8, $3.15 to $3.35—No. 9, $2.50 No. 10, $3.20 to $3.40—No. 11, $3.25 to $3.45 No. 12, $2.65—No. 13, $2.75—No. 14. $3.75 to $3.95—No. 15, $4.30—No. 16. $4.30. Base sizes, Nos. 6 to 9, $2.27½ f.o.b. Cleveland. In carlots 12½c. less.

Clothes Line Wire, regular 7 strand, No. 17, $4.65; No. 18. $2.90; No. 19, $2.60. Hollow 6 strand, No. 17, $4.30; No. 18, $2.70; No. 19, $2.35; No. 20, $2.30, f.o.b. Hamilton, Toronto, Montreal.

WIRE FENCING.

Galvanized barb	2 80
Galvanized, plain twist	2 90

Galvanized barb, f.o.b. Cleveland, $2 67½ in less than carlots, and $2 55 in carlots.

COILED SPRING WIRE.

High Carbon, No. 9	$2 75
" No. 11	3 40
" No. 12	2 95

WIRE CLOTH.

Painted Screen, per 100 sq. ft., net 1 40
Terms, 3 per cent. off 30 days.

WASTE COTTON.

Colored	per lb.	0 06
White	"	0 08

WRENCHES.

Acme, discount 35 to 37½ per cent.
Agricultural, discount 60 per cent.
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Steel, Metallic, Linen, Pocket, Ass Skin, Pat. Leather, Bend Leather, Etc.

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are unequalled, in **useful improvements, special features** of excellence, **conveniences** for the housekeeper, **ease** of keeping clean, freedom from repairs, **perfect cooking,** and also in **material, workmanship** and **finish.**

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The Weekly Organ of the Hardware, Metal, Heating, Plumbing and Contracting Trades in Canada.

VOL. XV | MONTREAL AND TORONTO, MARCH 21, 1903. | NO. 12.

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SPECIALITIES OF ALL DESCRIPTIONS
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Manufacturers of every description of **Limited**

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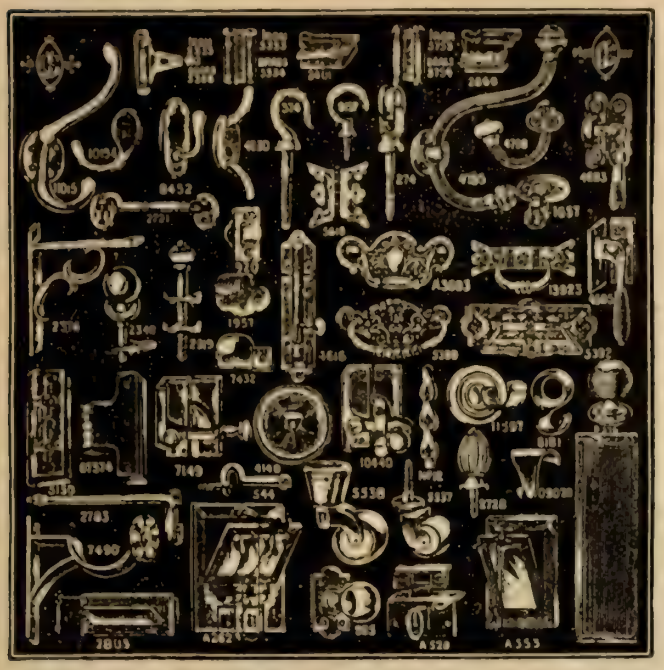

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Cedar Pails with Electric Welded Wire Hoops.
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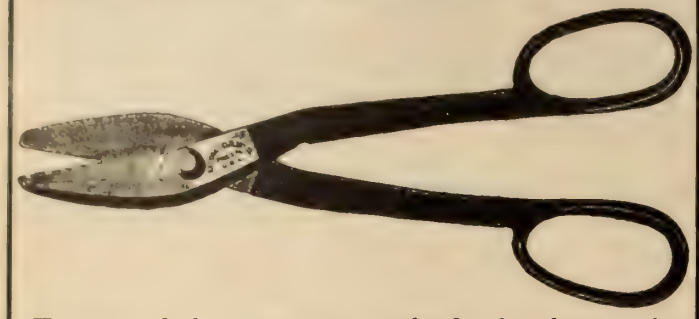

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FOUR REGISTERED TRADE MARKS.

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Sheep Shears

are acknowledged the best in the world,

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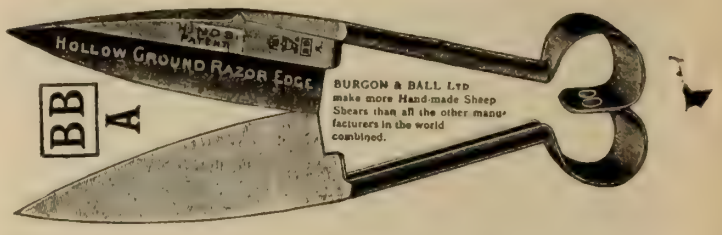

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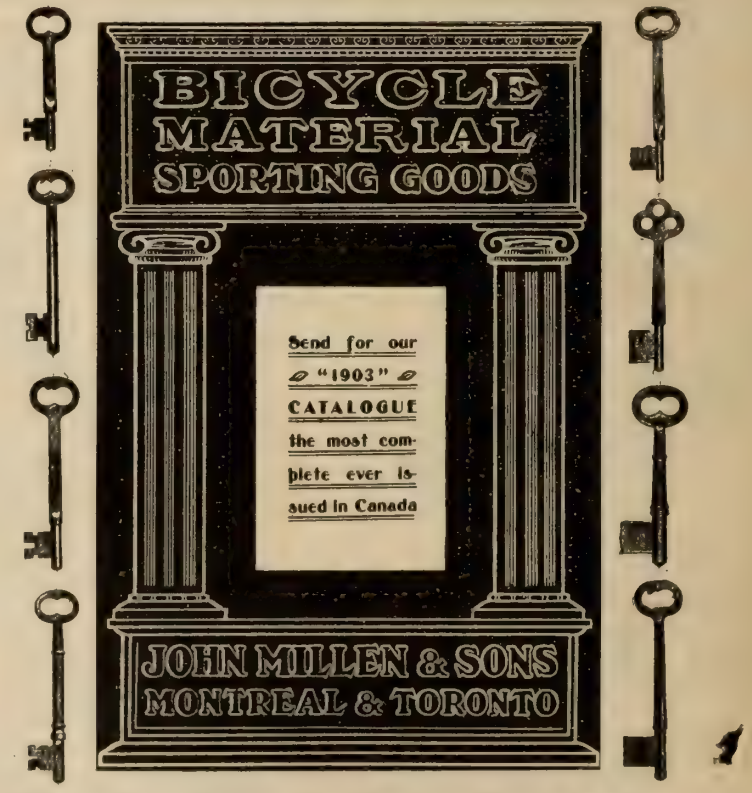

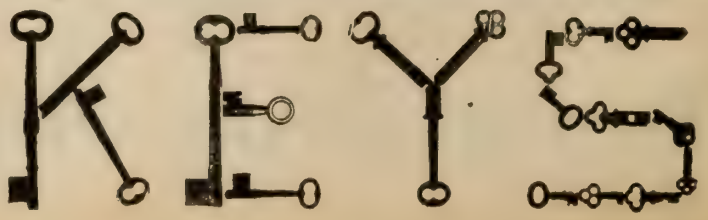

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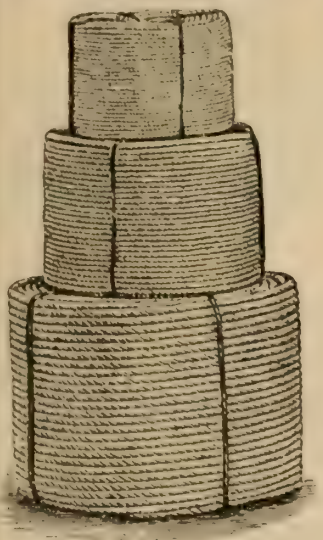

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NAVVY BARROWS—wood tray, bolted legs and braces, seasoned hardwood, furnished in wood or iron wheel.

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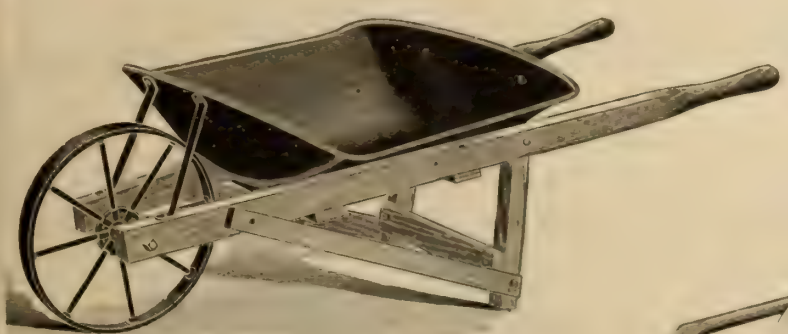

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Furnished with or without runners.

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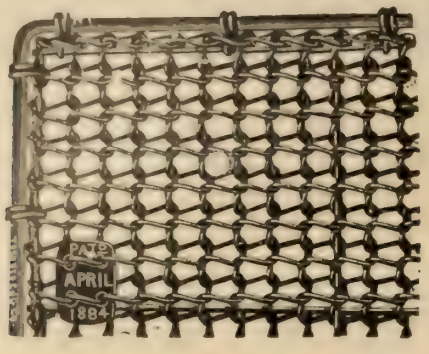

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For Telegraph, Telephone, Trolley and Transmission Lines.

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Of all kinds and for all purposes.

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Annealed, Annealed and Oiled, Tinned, Coppered, Bright and Coppered Spring Wire.

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For Telegraph and Telephone—Barb Wire, Plain Twist Galvanized Coiled Spring Fencing; Galvanized Wire, straightened and cut any length for fence purposes.

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For Lathes, Shingles, Pulp, Hay, Rags, etc. (Straightened, cut any length.

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Gate Hooks and Eyes Screw Hooks, Screw Eyes.
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"Crescent" Hat and Coat Hooks.
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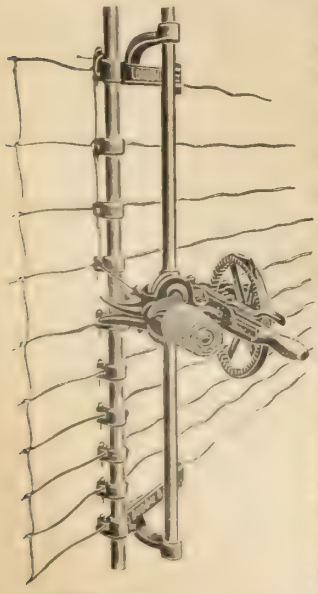

Lowest cost, Highest speed, easiest operation and adjustment, are the strong points in the

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No higher quality nor lower cost can be had than with the LONDON. It is beyond comparison, ahead of all others for speed, quality of work and easy adjustment. Show your farmer friends a LONDON, and they will buy in a hurry. Each machine sold makes sales for another

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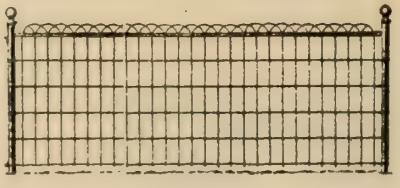

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We build it from 24 inch to 42 inch high, from **14c.** to **19c.** per running foot. The best and strongest in the market. We build farm fences and gates of all sizes.

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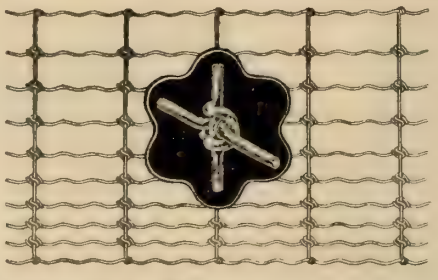
Write for price. TORONTO



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COMPLETE IN THE ROLL, READY TO ERECT.

A GOOD SELLER

because the use of No. 9 Hard Spring Wire for both Stays and Horizontals makes it the

Strongest and Best.

WRITE FOR SAMPLE AND PRICES.

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Rigid because it has a hard wire upright.

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"FROST"

COILED WIRE

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IMPORTANT: Insist on all your wire being tagged **"THE FROST."** It is a guarantee of superiority.

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Made in All the Standard Patterns.

The Best Quality of Crucible Tool Steel is used for the Bitts

Each tool is Tempered by Hand, and carefully inspected in every process of manufacture.

All are plainly stamped "A. A. & T. Co., Patented April 17, 1900," which is in itself a guarantee of superior quality and shows that we WARRANT them to be perfect in workmanship and material.

Can be furnished under the "AMERICANAX" brand Blue Finish, or the "RED RIDGE" Red Finish.

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Bennett's Patent Shelf Box and Cabinets, for

Hardware,
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Awnings
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In addition to our line of plumbing equipment, we offer unquestionably the finest line of gas and electric chandeliers ever offered to the trade.

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Makers of High Grade Varnishes, Japans, Paints, Colors & Enamels.
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YOURS FOR THE ASKING.

Buy the Best.

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are reliable. Being strong, durable and tough, they can be depended upon.
Made in Canada by the
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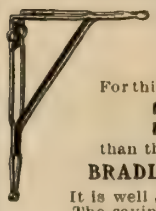

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That's what a shelf bracket is for.
For this purpose there can be
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BRADLEY STEEL SHELF BRACKET
It is well **Japanned, Strong** and **Light.**
The saving in freight is a good profit, aside from the **lower price** at which the goods are sold
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is celebrated on account of its perfection in

Quality,
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Registered Trade Mark.

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Every leading **Jeweler** and **Cutlery** dealer the world over sells "New Gem" Safety Razors. **An attractive Silent Salesman Display Case, Free,** with an attractive order of "New Gem" Safety Razors. Price List on application.

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We are also out for business for you

LUXFER PRISMS make goods easy to sell and lighten up dark places.

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Lawn Hose

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Dunlop Hose sells quickly because everybody knows there is good quality behind the "two hands" trade mark.

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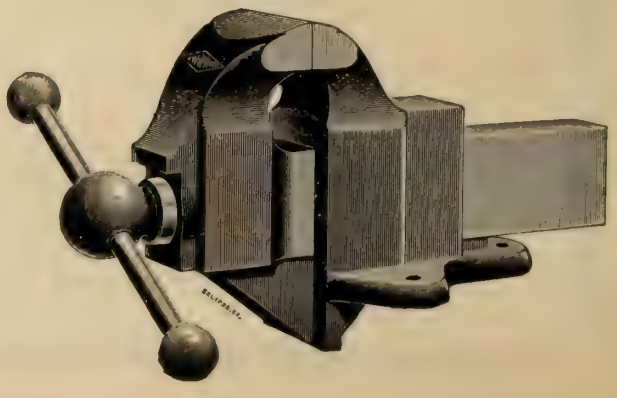

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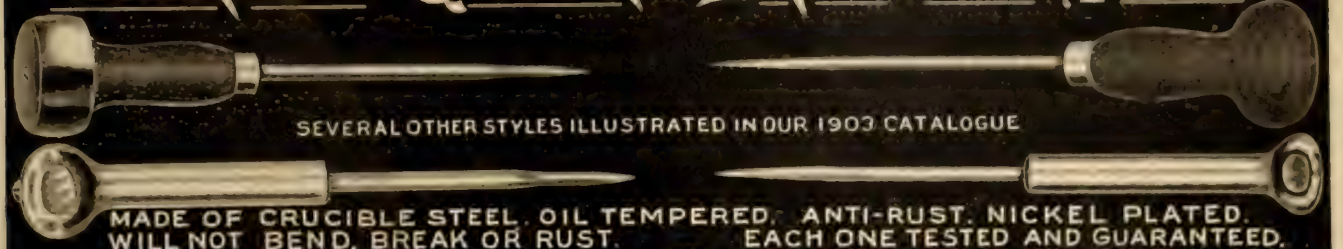

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WILL NOT BEND, BREAK OR RUST. EACH ONE TESTED AND GUARANTEED.

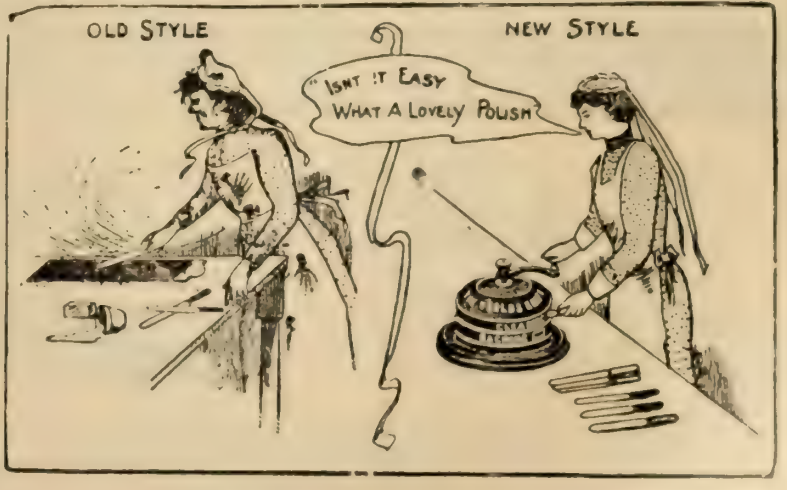
ERIE SPECIALTY COMPANY, ERIE, PA.

The World's Manufacturing Company: 66, 68 Victoria St., London, S.W.

A REVOLUTION IN KNIFE CLEANING.

A really handsome article, and a very ready Seller.

Cleans at the rate of 500 per hour.



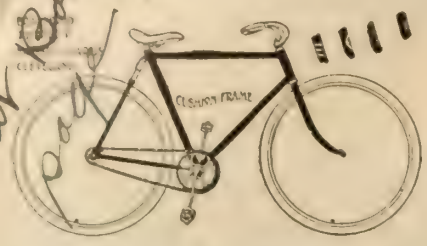
English Make Throughout. **SIMPLICITY ITSELF.** All Parts Interchangeable.

Sole Canadian Agents:

DECATUR, BULL & CO., 30 HOSPITAL ST., MONTREAL.

GOOD WHEELING DAYS

THIS IS CUSHION FRAME YEAR



This is the year for the revival of bicycling as a pastime and an economical means of transportation. We have our finger on the public pulse, and we know. This revival was bound to come, especially in view of the many big improvements, particularly because of the King-pride of them all, the

HYGIENIC CUSHION FRAME

It makes all roads smooth roads. People are talking about it. You can sell the bicycles with it. They're the newest thing yet in Bicycledom.

"CLEVELAND" "MASSEY-HARRIS"
"BRANTFORD" "PERFECT"

WRITE FOR PARTICULARS.

Canada Cycle and Motor Co., Limited

Head Office and Works: TORONTO JUNCTION

Have you placed your order for Eave Trough?

We can supply all styles and sizes.
O.G., Round and Square Bead and Half-Round Patterns.
Made in 8 and 10-foot lengths.

Conductor Pipe, Plain and Corrugated.
Conductor Pipe Elbows, Shoes, Hooks and Gutter Spikes.

In fact, everything a Tinner needs.

Galvanized Sheet Iron from Stock or for Import

"Queen's Head," "Fleur de Lis," and "Apollo" Brands.

We will be pleased to quote you.

If you want your orders shipped promptly, write to

KEMP MFG. CO., Toronto, Canada

HARDWARE AND METAL

VOL. XV. MONTREAL AND TORONTO, MAROH 21, 1903. NO. 12

COMMENT ON CURRENT TOPICS.

IF Canadians in the British House of Commons keep multiplying in the future as they have in the past they ought soon to hold the balance of power at Westminster. Possibly they might be even sufficiently strong to form a Government. If the giving up of Mr. Tarte will hasten this happy consummation we are ready to do it. But only on the condition that he afterwards returns to us as Governor General.

• • •

The Toronto tailors have struck with a view of mending their financial condition. It is scarcely, however, a stitch in time to save nine.

• • •

Mr. Gamey, the member for Manitoulin, who has created such a furore in the Ontario Legislature, pronounced his name "Gammy," but there are many people who still aver that he is gamey.

• • •

An honest politician should no more fear investigation of his career and actions than a saint the machinations of the devil.

• • •

Hon. J. Israel Tarte says he has been offered a seat in the British House of Commons. Some effectual means must be employed to stop this enticing of Canadians into the British House of Commons. Certain of them it is perhaps just as well to have parted with, but Tarte, who, in the words of the poet, "is so bright and smart," we will under no circumstances surrender to satisfy the greed of a hungry British constituency.

• • •

While Sir Charles Tupper may be dead politically, he certainly is very much alive when it comes to making a speech in regard to the financial enterprises with which he is connected.

It is to be noticed that the consumption of water is on the increase in Toronto. It is not yet determined whether it is due to increase in population or to decrease in consumption of spirituous liquors.

• • •

There may not be a great deal of confession during the investigation of the Gamey charges, but we may expect a good many professions of honesty on the part of the politicians.

• • •

The Cuban Senate last week ratified the Reciprocity treaty with the United States. It yet remains for the Senate of the United States to perform its share in the ratification. The United States Senate, in one respect at least, appears to be characterized by a nature contrary to that which usually obtains among the business men of that country. The latter are prompt, but the Senate is slow, to act.

• • •

A citizen of Algiers has invented a cork barrel. The barrel is, no doubt, intended to hold liquor for light heads, or at least for creating light heads.

• • •

The Turk may be unspeakable, but he is certainly at present causing a great deal of commotion in the Balkan States.

• • •

Eight men fought duels in Paris with swords a few days ago in order to demonstrate the harmlessness of duels. And they demonstrated it almost to perfection. Why not now substitute duels in Anglo Saxon countries in place of the fisticuff encounters? They certainly cause less damage to the participants.

• • •

The Right Hon. Joseph Chamberlain has returned from his mission of conciliation to South Africa, and it is said that about one of the first things that he will do will be to try and pull his party together again. His party has become greatly disorganized during his absence, for although he is not the Premier, he is easily the strongest man in the Cabinet. His task of pulling the party together again, however, is likely to tax his energies and put his abilities to the test, for what has become known as the Fourth Party in the House, led by Winston Churchill, son of the famous Lord Randolph, seems as much bent on earning notoriety for itself as making the position of the Government unpleasant.

• • •

It is evident from the fact that two large confectionery factories in the Maritime Provinces have been burned within the last couple of weeks, that the Fire Fiend has a sweet tongue.

• • •

A Kingston man the other day pounded the ice with the butt end of his gun and the contents of the gun, in turn, pounded his head.

• • •

Having lost its suit against The Gas Company the city of Toronto now proposes to buy out that company. If the city does not manage the gas works any better than it did its case against the company it will be dear, and not cheap, gas that the citizens will get with public ownership.

• • •

Whitaker Wright goes back to England in order that the courts may decide whether he is twright or wrong.

• • •

It is admitted that the present attitude of the Nationalist party in the House of Commons towards the British Government is due to the expectation that a generous measure for the settlement of the Irish land question is forthcoming. If the early days of the 20th century saw the burial of the troubles of Ireland,

which had been ready in the 12th century, we might almost expect the hills to clap their hands for joy.

* * *

The stump speeches which are being delivered in Ottawa are not likely to bear much fruit.

* * *

Incorporated companies whose stocks are liberally diluted with water will probably roll heavily when struck by financial storms.

* * *

Seventy-one warships will be under construction in Great Britain by April 1. John Bull is evidently bent on an extraordinary muscular development of his already famous right arm.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

THE bailiff has made a seizure on Albert Bell, machinist, Dunnville, Ont.

E. H. Breckenridge, general merchant, Aylmer, Que., has affected a compromise.

D. S. Campbell, general merchant, of Thurso, Que., has compromised and disposed of his business.

T. Faurnier, general merchant, Cedar Hill, Que., is offering to compromise at 35c. on the dollar cash.

A meeting of the creditors of G. R. Hannah & Co., general merchants, Carn, Ont., has been held.

[illegible] A. Campbell, general merchant, of [illegible] Hill, Ont., has assigned to Alex[illegible] Apple[illegible]nglois, and the assets were under [illegible]rch 19.

sold on Ma[illegible]

[illegible]ADE AND PENDING.

[illegible] M[illegible] and hardwareman, of SALE[illegible]'s selling out.

[illegible] Parker, groce[illegible]e merchant, Hil Smith's Fall[illegible] Ont., [illegible]es Scott, sr. [illegible]rchant, Innis- Henry Scott, he[illegible] Vanton, has sold out to [illegible] W. Lee. [illegible] Kenkillen, Ont., has sold out to F. [illegible]

Fredk. Rogers, general me[illegible]

The assets of the general stock of [illegible]nedy & Co., Brome, Que., are to be sold.

Wm. Matthews, carriage-maker, Rodney, Ont., is advertising his business for sale.

T. E. Elliott, wagon maker, Teviotdale, Ont., is advertising his business for sale.

A. B. McDougall, general merchant, of Omagh, Ont., has sold out to W. Kindree.

Henry Matchett, general merchant, McLean, Man., has sold out to Theodore Selin.

J. W. Smith, furniture dealer, Port Hope, Ont., has sold out to J. W. Westaway.

L. Harry Gaudry, plumbers' supplies, [illegible], has sold his stock at 29½c. on [illegible]

[illegible] H. Thompson, general merchant, of [illegible] Ont., has sold out to Susan [illegible]

John Phillips, general merchant, Fordyce, Ont., has sold out to Simpson Brothers.

A. Dingman, general merchant, Southwold Station, Ont., has sold out to Wm. H. Moore.

J. A. Werner, grocer and tinware merchant, York, Ont., is advertising his business for sale.

J. W. Bundy, general merchant, of Walkerton, Ont., has sold out his dry goods business.

The Rat Portage Lumber Co., Limited, have sold their lumber yard at Winnipeg to Alex. Black.

T. A. Metcalfe, agricultural implement merchant, Treherne, has sold out to Coulter & Wellwood.

The assets of the general business of J. A. D. Landriault, Hawkesbury, Ont., are to be sold at auction.

Albert Lawson, agricultural implement merchant, Wetaskiwin, has sold his pump business to G. Erickson.

McArthur & McCubbin, general merchants, Spanish River Station, Ont., have sold out to John Lapointe.

INCORPORATIONS AND CHANGES.

Canadian Factories, Limited, Toronto, have obtained a charter.

Chas. Baker is commencing a tin smith business in Hawkesbury, Ont.

The Dominion Chair and Cabinet Co., Limited, Toronto, have obtained a charter.

The Montreal Belting Co., Montreal, have been registered.

The Robert Hunter Co., Limited, Ottawa, have obtained a charter.

The Martineau Co., iron and metals, of Quebec, have obtained a charter.

The Coronation Gold Mining Co., Limited, Ottawa, have obtained a charter.

The Robert Bell Thresher Co., Limited, Seaforth, Ont., have obtained a charter.

The Dalhousie Lumber Co., Limited, of Dalhousie, N.B., have been incorporated.

The Automatic Short Turn Gear Co., Limited, Toronto, have obtained a charter.

[illegible]on & Co., hardware merchants, Port [illegible] have been succeeded by J. G. Ry[illegible]on, general merchant, of Dover, [illegible]., has removed to James.

H. A. Stephens [illegible] Brush Com- Coe Hill Mines, On[illegible] have ob- Campbellford.

The Norwich Broom and [illegible] pany, Limited, Norwich, Ont., [illegible] tained a charter.

The A. H. Sperry Co., Limited, Greenwood, B.C., hardware merchants, are giving up business.

Ed. Hodgins & Son, general merchants, Shawville, Que., have been succeeded by William Hodgins.

The North Bay Supply Co., Limited, departmental store, North Bay, Ont., have sold their grocery department to J. A. Howse & Co.

Blakeman & Scarth, agricultural implement merchants, Virden, have been succeeded by J. F. McDougal.

The estate of Smith & Pethick, hardware merchants, Wingham, Ont., has been succeeded by W. T. Fishleigh.

Quigley & Ewart, agricultural implement merchants, Indian Head, have been succeeded by George Thompson.

The Virden Lumber and hardware Co., Virden, have been succeeded by The Manitoba Hardware and Lumber Co., Limited.

Greenshaw & Fleming, hardware merchants, Hamiota, have been succeeded by The Manitoba Hardware and Lumber Co., Limited.

PARTNERSHIPS FORMED AND DISSOLVED.

Screaton & Erskine, painters, London, Ont., have dissolved; Screaton retires.

McDonald & Ouimet, contractors, of Montreal, have dissolved partnership.

G. W. West, general merchant, Innisfail, Ont., has admitted his brother as partner.

A. A. Fanning & Co., hardware merchants, Newdale, have dissolved partnership.

Coulter & Wellwood, agricultural implement merchants, Treherne, have dissolved partnership.

J. J. Heaslip, agricultural implement merchant, Alameda, Ont., has opened a branch at Frosbisher.

Quinn & Patterson, hardware merchants, Chatham, Ont., have dissolved, and Patterson and C. A. Gore continue.

Stephens & Douglas, hardware merchants, Chatham, Ont., have admitted David Crombie into partnership, and the style will be Geo. Stephens & Co.

DEATHS.

Otto Laursen, plumber, Vancouver, is dead.

Chas. R. Cole, builder, Windsor, Ont., is dead.

S. S. Fulton, sawmiller, of Fingal, Ont., is dead.

Ebenezer North, cement merchant, London, Ont., is dead.

Patrick Cahill, general merchant, St. Malachi, Que., is dead.

WIRE NAILS
TACKS
WIRE

Prompt Shipment

TACK CO.

The ONTARIO
Limited
HAMILTON, ON.

THE CLERGUE INTERESTS.

AT a meeting of stockholders in The Consolidated Lake Superior Co., Limited, held in Philadelphia, Pa., on Tuesday, March 17, a statement of expenditure by the company, under the direction of F. H. Clergue, at Sault Ste. Marie, was presented. It was examined in detail and pronounced satisfactory.

The expenditures, summarized, are as follows :

Iron and steel plants and their accessories, $1,438,300.

Ferro-nickel reduction works at Sault Ste. Marie, $499,700.

Mining properties, $1,082,000.

Transportation interests, $9,482,200.

Two pulp mills, $1,024,000.

Water-power development, Michigan side, $6,423,600.

Water-power development, Canadian side, $953,800.

Sawmills and lumber operations, $268,700.

Tagona water and light plant, $321,000.

Office buildings and other real estate, $296,900.

Materials and supplies on hand, $3,000,000.

Total, $27,700,200.

Chairman Moffly, in commenting on the report, expressed satisfaction. It showed that about $27,000,000 of the $35,000,000 of capital has been expended, and how it has been used. There are still $7,000,000 to $8,000,000 of stock in the treasury.

An explicit denial is given to the rumor that General-Manager Clergue may retire. "There is no truth in that story," said a member of the stockholders' committee.

MONTREAL BUSINESS MEN MEET.

The annual meeting of the Montreal Business Men's League was held on Tuesday, March 17. The inaugurating of a "Canadian Home Week" was discussed, and met the general approval of all. By this the railways would give lower rates to Canadians living in the United States to visit their old homes. The members also showed themselves in favor of placing all electric wires in the city underground. The improvement of the streets also came in for a fair share of discussion. The election of officers resulted as follows :

President—Henry Miles.

Vice-President—Charles Chaput.

Treasurer—J. C. Holden.

Executive Committee—Henry Miles, chairman; Charles Chaput, J. C. Holden, Alex. McFee and F. W. Evans.

Advisory Committee—Hon. J. D. Rolland, Robt. Munro, George Hague, Hon. L. Beaubien, Wm Birks, E. H. Botterell, W. D. Lighthall, C. S. J. Phillips, George T. Bell, C. E. E. Ussher, H. A. Price, T. L. Paton, N. E. Hamilton, A. Lalonde Walter Paul.

Tourists' Information Bureau—Miss E. Maclarlane.

Hon. Auditor—A. F. C. Ross.

Hon. Solicitors—Foster, Martin & Archibald.

Secretary—C. F. Paul.

The Trade-Winning Floor Paint.

The Sherwin-Williams Inside Floor Paint sells rapidly and is so good that it also builds up the dealer's trade in other paints.

It is a particularly durable floor paint—it is made to walk on—it dries over night with a good gloss. It is prepared ready for use in eight shades.

It is the best selling floor paint on the market, because it gives the best result to the consumer and is well advertised. It is a thoroughly good paint that can be pushed with confidence.

If you haven't the product on your shelves, write for prices and information regarding our plans for pushing it to the front. Do it to-day.

THE SHERWIN-WILLIAMS CO.

PAINT AND VARNISH MAKERS.

CLEVELAND, CHICAGO, NEW YORK, NEWARK, BOSTON, KANSAS CITY, SAN FRANCISCO, LOS ANGELES, MINNEAPOLIS, MONTREAL, TORONTO, WINNIPEG

CANADIAN DIVISION

HEADQUARTERS, & PAINT FACTORY, 21 St. Antoine Street, Montreal.

VARNISH FACTORY, St. Patrick Street, Montreal.

TORONTO DEPOT, 86 York Street.

WINNIPEG DEPOT, 147 Bannatyne St., East.

A SUBJECT FOR DISCUSSION

THE following resolutions will be submitted at the convention of the Chambers of Commerce of the British Empire, which meets in Montreal next August :

That British capital and emigration be directed more to the colonies rather than to foreign countries.

That the various colonies should undertake to contribute to the expenses of Imperial defence.

That a reciprocal preferential tariff be established within the Empire.

That all treaties between Great Britain and foreign countries should leave Great Britain free to enter into such relations with her colonies and dependencies as might be deemed expedient

The establishment of a fast steamship service between the various ports of the Empire.

The adoption of decimal currency and metric system.

The establishment of intercolonial commercial consuls

Imperial postage system throughout the Empire, not only on letters, but on printed matter and parcels.

In all contracts for public works preference be given to British subjects.

An Imperial Commission to visit all parts of the Empire and prepare a report pointing out the resources of the various portions and how they may best serve the interests of the whole.

That facilities should be arranged whereby news to and from the different parts of the Empire should be transmitted entirely through British channels and not be subject, as at present, to the censorship and influence of foreigners.

That if the large tracts of land to the north of Canada are not at the present time part of the Dominion, or of the Empire, and held with a good title, that steps should at once be taken to have the possession established

The above resolutions will be submitted by the Canadian Manufacturers' Association, who will be represented at the convention by ten of their members, drawn from the various Provinces as far as possible.

TWENTY-FIVE YEARS' SERVICE.

A PLEASANT and rather unusual event in business circles occurred in Montreal on Saturday night, March 14. This was the fete in honor of Prudent Bouthillier, it being the 25th anniversary of his entering the employ of Francois Martineau, hardware merchant, 1381-1383 St. Catherine street.

The affair was arranged without Mr. Bouthillier's knowing anything about it until the very last minute; and much credit is due to Ed. Briere and George Reed, fellow-employes of Mr. Bouthillier, who were the committee to look after the details. The Dionne Hall, 1342 St. Catherine street, was taken for the evening.

Among those who attended to do honor to the guest of the evening were: Francois Martineau, his sons Mederic and Victor, A. S. Piedalue, E. Briere, A. Payette, G. Reed, D. Lachapelle, Chas. Lepage, A. Brouillet, F. Laurence, G. Belair, all in the employ of Mr. Martineau; A. Henault, of Lewis Bros. & Co.; M. Gingras, of the Montreal Rolling Mills; M. Desrochers, of the Canada Hardware Co.; A. Lepage, of McClary & Co.; C. R. McDowell, of McDowell & Co.; H. Lafrance, of St. Eustache, son-in-law of Mr. Bouthillier; H. St. Amour, L. N. Dansereau, E. H. Sentenne, E. R. Dupesne, V. Dufault, L. Dansereau, F. Chartier and J. G. Mousseau.

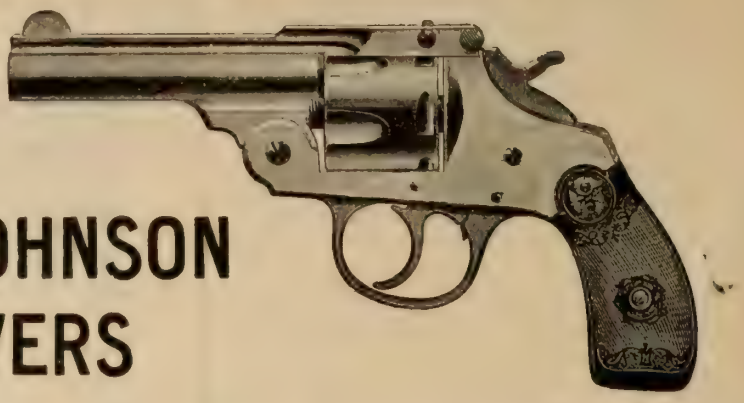
Mr. Bouthillier, hearing of the affair only a short time before, arrived about ten o'clock, and entered the hall amidst the hearty applause of his friends. The proceedings opened with an address read to the guest of the evening by Mr. A. S. Pildalue, on behalf of his confreres. Mr. Bouthillier was presented with a silver tea service and silver smoking set. Although taken utterly by surprise he managed to deliver an appropriate reply.

The toast to the guest being honored, the health of Mr. Frs. Martineau was proposed, and that gentleman replied in a short speech, eulogizing Mr. Bouthillier, and sketching the development of the business. It was commenced in 1870, and at times in their early history a hard struggle was necessary; through 25 years he had had the valuable help of Mr. Bouthillier, and he was overjoyed to have this opportunity of publicly thanking him.

Mr. Mederic Martineau, manager of the business, followed, referring in the most complimentary terms to the probity and integrity of the guest of the evening. Mr. Victor Martineau also spoke.

Before breaking up the evening an excellent repast was served.

AN UNDISPUTED FACT.

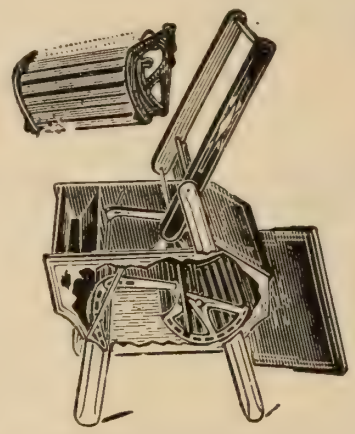


IVER JOHNSON REVOLVERS

are absolutely safe; accidental discharge impossible. Millions are in use, all giving perfect satisfaction. The trade prefer them and the public demand them because they are "Honest goods at honest prices."

IVER JOHNSON'S ARMS & CYCLE WORKS,

New York Office: 99 Chambers St. FITCHBURG, MASS.



Vollmar Improved Perfect Washer

It has a most enviable record. A perfection of its kind—will wash more clothes in less time, do it better and easier, with less wear and tear, than any other machine. Prices on application.

COLBORNE, Sept. 10th, 1902,

MESSRS. WORTMAN & WARD MFG. CO., LONDON,

DEAR SIRS,—We have used the washer again and find that further use increased its value to us. The girls are simply delighted with it, as they can do the washing and be presentable for callers if need be.

MRS. R. WEEKS.

The above is a sample of the many kind words said about the Vollmar. (Use the street No. when addressing us.)

The Wortman & Ward Mfg. Co., Limited

No. 1500 William Street, London, Ont.

During the evening the speeches were interspersed with vocal and instrumental selections.

MEETING OF P. E. I. MERCHANTS.

The adjourned annual meeting of the Merchants' Association was held on March 14, and there was a very fair attendance of members. The retiring president, Geo. E. Hughes, read a report of the year's work, and the secretary's report showed that there are now 48 firms members of the Association and it has a small cash balance on hand.

Officers for the ensuing year were elected as follows:

President—George E. Hughes (re-elected).
Vice-President—S. W. Crabbe.

Members of Executive—Chosen from different branches of the trade.—W. A. Stewart, D. L. Hooper, D. A. Bruce, A. A. Alley, Chas. Chandler, Frank Hutcheson, Mark Wright, D. O'M Redin, S. C. Moore.

Among the questions taken up, the insurance rates and fire protection were discussed at length, and the unanimous opinion was that the city council should immediately pass a resolution to the effect that they would authorize the sale of the debentures as soon as the commissioners undertook the work of laying the second main. The cost will be about $20,000, and the revenue to be derived therefrom $500.

Nearly 1,000 immigrants, off the steamer Parisian from England, passed through Montreal en route for the West on Tuesday, and it has been observed that the rush of settlers has started this season much earlier than usual. Three steamers are bringing 1,400 more passengers, chiefly settlers, to Halifax this week.

H. S. HOWLAND, SONS & CO., LIMITED

WHOLESALE ONLY

37-39 West Front Street, **Toronto.**

WHOLESALE ONLY

SHEEP SHEARS.

Bent Handles.

Trowel Shape Handles.

(German and English makes.)

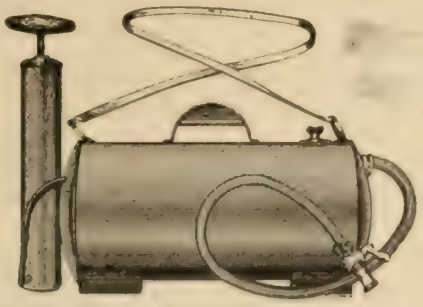
INSECT EXTERMINATORS.

"CATARACT," Tin Lacquered.
" All Brass, Cannot Rust.

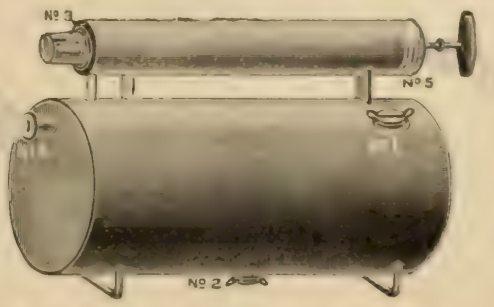
No. 3—"LIGHTNING" Tin Pump and Tank.
No. 13— " Copper-Plated Pump and Tank.

Improved Brass Spray Pumps.

COMPRESSED AIR SPRAYERS.



No. 3 —Galvanized, Tank holds 3 gallons.
No. 3x—Copper, " " 3 "



No. 30—Galvanized, Tank holds 2 gallons.

Improved Brass Spray Pumps.

FOR FULLER PARTICULARS SEE OUR HARDWARE CATALOGUE.

H. S. HOWLAND, SONS & CO. LIMITED, **Toronto.**

OUR PRICES ARE RIGHT.

Graham Nails are the Best.

Factory: Dufferin Street, Toronto

WE SHIP PROMPTLY.

MACHINERY

ALLOYS FOR BRASS AND BRONZE.

By PERCY LANGMUIR

THE author says: The term gun metal was given to various alloys of copper and tin for the purpose of making ordnance in days bygone, but, although no longer used for that work, the same alloys are exceedingly valuable for art work generally. Triple alloys, that is to say, copper, tin and zinc, have replaced the old double ones—copper and tin only—and in some alloys four or five different metals can be found. Zinc, lead, aluminum and manganese are all employed for specific purposes, and are, therefore, considered in this discussion. The properties of alloys have distinct qualities and range from very hard and rigid to soft and to some extent elastic, and a general grouping includes the sub joined properties: They should be more or less elastic when cast, and have good torsional strength, together with a low melting point and fill the molds sharply. The range in alloys of the kind mentioned is very wide, and most founders have their own formulae, which differ but slightly from those in use by others, but these very differences, minute though they be, have a great effect in some directions upon the character of the work turned out. A low percentage in the use of a deleterious element in the metal for a brass bearing may cause the same to heat badly, and similar alloys for high pressure boiler work may be dangerous. This last should have a composition somewhat as follows: Copper, 86 to 88 per cent.; tin, 8 to 10, and zinc, 2 to 6 per cent. The tensile strength is 12 to 16 tons per square inch of section, with 8 to 14 per cent. elasticity in a length of two inches. This composition is an expensive one, and where the tin is high and the zinc relatively low does not machine well. A composition for a good average quality of metal is made with copper 80 per cent., zinc 10, lead 6, and tin 6 per cent., or a change in quality can be made by using the same proportion of copper and only 5 per cent. of lead and 5 per cent. of tin.

These cast sharp and machine well. Ordinary brass castings usually contain a greater or less proportion of scrap brass; it is usually obtained from dealers and is by no means uniform in quality, and must be sorted and graded carefully. The common proportions of scrap brass are copper, 70 per cent.; lead, 1; tin, 1; and scrap, 18 per cent.; but according to the grade of the scrap, almost any grade of alloy can be produced. The addition of lead, up to a certain point, gives a good color, renders the metal easy to machine, and very much reduces the cost, so it is an inducement to use it as much as possible.

Bearing brasses should have a special composition, much harder than common brass; the following proportions are found to serve the purpose well: Copper, 80 to 82 per cent.; tin, 10 to 14; zinc, 2 to 4. Some use this formula: Copper, 84; tin, 12, and zinc, 4. A cheaper bearing brass is made from copper, 51 per cent.; tin, 8; hard scrap, 41 per cent. To some extent the mixtures just described are being displaced in favor of certain proprietary bronzes and by anti-friction white metals, but there is always occasion for the use of the formulas mentioned previously on standard work.

In preparing alloys of any kind experience and skill are indispensable; in some cases the several metals are melted and cast into ingots, to be subsequently remelted when ready to pour into castings. In the latter operation the copper is melted first and the more volatile metals, tin and zinc, added afterward. For ordinary castings alloys may be used direct or in conjunction with scrap. A charge for a 150-lb. crucible would be 100 lb. of new metal and 50 lb. of scrap. During melting there is always more or less loss by volatilization, oxidization and absorption of gases; these losses should be allowed for in weighing out the charges, but the loss varies in different furnaces, so that it is necessary to standardize the working of the furnace, after which no difficulty will be found in charging for given weights.

The rate of melting is a matter of some importance, the ideal condition being, whether in a reverberatory furnace or crucible, to bring the alloy to a red heat and then quickly reduce the composition to the melting point. Dull, pasty metal, so called, is very liable to absorb gases like a sponge which is liable to spoil the casting, while the reverse is the fact with metal more quickly melted. Alloys high in tin and copper and relatively low in zinc are very sensitive to the conditions above mentioned, and every-day experience in brass founding enforces the importance of the question of temperatures. It will be found that castings melted at low heats show in the fracture that the several metals of which they are composed have separated and crystallized in masses by themselves. Low temperatures when melting often result in cracked castings, the shrinkages and contractions being unequal from the segregation of the component metals.

All alloys suffer from the presence of impurities, some of them when very minute quantities are present, and by absorbing gases from the air which are prejudicial. Oxygen has an affinity for many metals, silver in particular, which will absorb 22 times its bulk of that gas when melting, but gives it up again upon solidifying; steel also dissolves oxygen in melting, but does not part with it again, and it is disseminated through the mass as ferrous oxide unless special means are used to dispel it. Copper acts similarly, as all who have tried to cast pure copper in sand are well aware, but there are many deoxidizing agents which can be used to prevent the difficulty mentioned. Of these charcoal is the most commonly employed; floating on the surface it acts mechanically as a shield against the introduction of air and prevents the absorption of oxygen. Manganese is another agent; in the form of cupro-manganese it combines with oxygen to form oxide of manganese, resulting in slag. Sodium carbonate and potassium nitrate are other deoxidizing agents which can be used with good results, for, in conjunction with charcoal they absorb most of the slag and prolong the life of the crucibles, which are greatly eroded by it. Phosphorus is a very active deoxidizing agent, and is energetic as well, so that very small quantities only must be used, 0.02 per cent being the greatest quantity allowable; the greater part of this will slag out, leaving scarcely a trace in the casting. The effect of arsenic upon copper and brass castings is very noticeable, increasing the tensile strength about 33 per cent., but bismuth is extremely prejudicial to this last quality, as it causes brittleness when present in very minute amounts.

AN EXCEPTION TO THE RULE.

An alloy consisting of 18.87 per cent. of aluminum and 81.13 per cent. of anti

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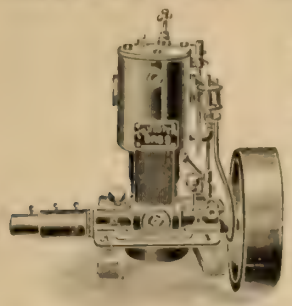

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5½ x 6, " " with shaft and wheel
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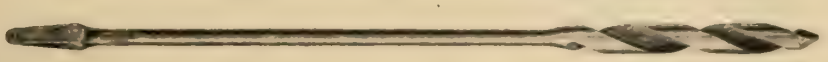

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[illegible] exception to the general rule that alloys are more fusible than the [illegible] metal contained. Says Mining World: Aluminum and [illegible] at nearly the same point, which is in the neighborhood of 1,160 degrees F. This alloy does not melt until a temperature of 1,976 degrees is reached. Most alloys are denser than their constituents; this alloy is less dense. Quantities [illegible] 7.07 cubic inches of aluminum, alloyed with 12.07 of antimony, produce [illegible] cubic inches of alloy, thus showing an increase in volume of 4.55 cubic inches, or 24 per cent.

THE AUTOMOBILE FOR TRUCKING

A WIDE diversity of opinion regarding the best power for commercial motor vehicles was expressed at the discussion of that subject at a recent meeting of the Automobile Club of America, in New York, says Iron Age. It was agreed that steam, on account of being a perfectly elastic power, was the most suitable, except for the damger of the water freezing in the winter. E. T. Birdsall told of spending an entire winter's night on the Brooklyn Bridge with the thermometer at 20 deg., endeavoring to warm up the frozen tubes of a steam truck. He thought gasoline would be best, provided competent drivers could be had. The engine should run at a constant speed, so that the driver would have only to change the gears and guide the vehicle.

Some interesting figures regarding the cost of operation of a gasoline truck were given by E. B. Galleher. The truck was of French manufacture and similar to those used in the French army. It was bought by a firm which had been spending $2,700 a year for trucking and cost $2,600. It weighed about 3,500 lb., had four speeds ahead and one reverse, two sets of brakes, and the gears, which were of bronze and steel, were always in mesh. It had solid rubber tires 2½ in. in diameter.

The engine was of 15 h.-p., with four cylinders. In 18 months' service the truck was not once in the repair shop, and the total repairs in that time did not amount to $200. It averaged 25 miles per day, carrying a load of three tons at a rate of 10 miles an hour and climbing a 10 per cent. grade with that load. The truck not only carried a larger load and at a higher speed than a horse drawn truck, but made a saving of over $1,100 a year in the trucking account. It was found that the cost of operation, including the wages of the driver, $2 a day, and gasoline, $1.50 a day, was about $4 a day for 300 working days in the year, making a total of $1,200 on that account. Depreciation was figured at 10 per cent. of the original cost of $2,600, or $260 a year, making a total yearly expense of $1,460 as opposed to $2,700 for the horse trucks.

The operation of the vehicle was so simple that any of the ordinary employes of the firm could run it, the only difficulty occurring when it was necessary to run it at a very slow speed, with frequent stoppages, in which case considerable care was necessary.

Reference was made to the excellent showing of other French commercial automobiles in some recent tests, one of which demonstrated a capacity of 40 ton-miles on a single gallon of gasoline, equal to carrying 5 tons a distance of 8 miles. President Shattuck remarked that this was twice as economical as his big gasoline-touring car, which, with four passengers, weighs 3,000 lb., and runs 13 miles on one gallon of gasoline, an efficiency of 19½ ton-miles.

With gasoline at 15c. a gallon, a capacity of 40 ton-miles means a cost of less than 4-10 per ton-mile. As horse transport has been proved from an experience of five years with 90 two-horse trucks to cost from 14 to 16c. a ton-mile, it is evident that even with a liberal allowance for wages, repairs and depreciation the gasoline truck is much more economical.

MACHINERY AND ELECTRICAL NOTES.

THE Canadian Casualty and Boiler Insurance Co., Toronto, has secured a license to do business in boiler insurance in Ontario. A. C. G. Dinnick is manager of the company.

A 50-light dynamo was purchased by A. Tait, Orillia, Ont., from H. W. Petrie, of Toronto.

A 3 h.-p. vertical engine and three-barrel dough mixer was shipped to T. Dunlop, Orillia, Ont., by H. W. Petrie, of Toronto.

The official announcement of the absorption of the Lachine Hydraulic Company by the Montreal Power Company was made this week.

Work on the additions to the power station, North Victoria, Hamilton, Ont., is well under way. The large boilers from Chicago are now being installed.

An 8 h. p. "Dutton" engine has been installed by The Niagara Construction Co., Niagara Falls, Ont. This engine was furnished by H. W. Petrie, Toronto.

Midland, Ont., has passed a by-law to take over the local electric light system at a cost of $9,600, and to spend $10,400 in extensions of the plant and system.

A. Ankcorn, who for several years has been employed by The Sawyer-Massey Co., Hamilton, has accepted a position with the Brandon, Man., Machine Works Company.

An entire machine shop outfit, consisting of a 24 in.x10 ft. London lathe and Barnes 20 in. drilling machine, portable forges and all necessary supplies, was installed by H. W. Petrie, Toronto, in Penetang, Ont., for L. C. Adams.

The C.P.R. have been using acetylene in the round house at Owen Sound, Ont., but owing to a recent fatal explosion, have attached the piping in the yards and building to the gas company's mains and all the buildings at the company's terminal at Owen Sound, with the exception of elevators A and B, have been lighted with gas. In all probability the dynamo and engine, which now supplies the three or four hundred lights in the elevators, will be replaced by a much more extensive plant, which will replace the gas with electric lights.

The Sturgeon Falls Pulp Company, of Ontario, Canada, is building a large paper mill, after designs by George F. Hardy. The mill will be operated by alternating current induction motors throughout. The variable speed shafts of the paper machines will be driven by two Westinghouse type "F" motors, while various other motors of the same make will be used for driving the machinery which is operated at constant speed.

The following unique method of furnace heating is described by a writer in an exchange: "From the deep access provided for the removal of ashes, I noticed that the Massy grate bars were much wider apart than I had ever seen, and that, although the fire was remarkably glowing and living, the grate bars were comparatively cool, as the fire did not touch them. On inquiring how this came about I found that a quantity of clinkers were built upon the bars and never cleared off. The air rushing in through their interstices caused the full value to be got out of every particle of fuel. The coal used was slack, 12 tons weekly. I may be mistaken, but, I think that system of firing is novel."

MACHINERY FOR SOUTH AFRICA.

United States Consular Agent W. D. Gordon, of Johannesburg, informs the Department, February 7, 1903, that he has received inquiries for machinery for cleaning and preparing for the market corn, tapioca, beans and peanuts, and requests manufacturers in the United States to send him catalogues and data.

AIR MOTORS FOR SOUTH AMERICA.

The Ontario Wind Engine and Pump Co. are favored with another order from South America for one of their air-motors, embracing a complete outfit, including tanks, etc. This is for Cuzco, Peru, and is anticipated to be the beginning of the trade in that quarter of the world. There is no better way of advertising Canada all over the earth than the export of her goods.

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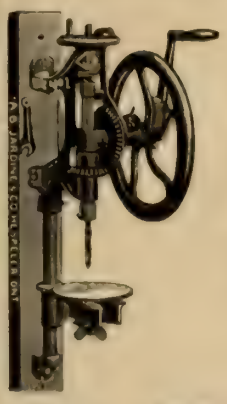

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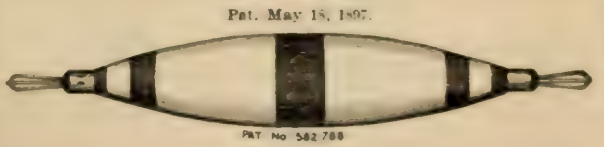

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THE IRON AND STEEL TARIFF.

(From The Montreal Star.)

After months of work the Canadian Manufacturers' Association has decided upon six points in the revision of the tariff which it is proposed to bring up before the present session of Parliament.

In arranging this proposed tariff touches upon the iron and steel industries, it was necessary to take both the producer and consumer into consideration. The iron and steel manufacturers claim that the present deficiency arises, not so much from want of sympathy at Ottawa, as from the "out of dateness" of the existing tariff which has not kept pace with the recent growth of the iron and steel manufacturing of Sydney, Sault Ste. Marie, New Glasgow and Collingwood.

The encouragement granted the manufacturer of iron and steel in Canada by the Dominion Government is part bounty and part Customs duties. The bounties are as follows:

	From native ore	From foreign ore	On steel.
To April 21, 1902	$3 00	$2 00	$3 00
April 21, 1902, to July 1, 1903	2 70	1 80	2 70
July 1, 1903, to July 1, 1904	2 25	1 50	2 25
July 1, 1904, to July 1, 1905	1 65	1 10	1 65
July 1, 1905, to July 1, 1906	1 05	70	1 05
July 1, 1906, to July 1, 1907	60	40	60

The amount which has been paid as bounty on pig in the past two years is as follows: 1900, $238,000; 1901, $351,259.

The manufacturers now propose that a general tariff be placed on steel and iron, though in no instance has excessive protection been asked. The tariff on pig iron is now $2.50 per ton and it is proposed to ask $3. Steel rails are now admitted free. It is proposed that the tariff be placed at $7 per ton, which, at the present market price, would amount to about 25 per cent. Scrap iron and steel to increase from $1 to $1.50 per ton; iron bars from $7 to $8 per ton; steel billets from $2 to $4 per ton; structural steel $7 per ton, the same as at present, the difference being that it is proposed to widen the present Act, if possible, to include all sizes weighing up to 45 lb. per lineal foot, whereas the present Act only protects up to 35 lb. per lineal foot.

One of the marked changes proposed is in the matter of skelp, which will, if possible, be increased from 5 per cent. ad valorem to $6 per ton. It appears that The Montreal Rolling Mills Co. has skelp mills idle, at present, and at the same time they are importing their skelp from Germany. In other instances pig is being manufactured in Canada, sent to Germany and the skelp returned for consumption in this country. Wire rods are now free, but a duty of $6 per ton will be asked.

A general readjustment of manufactured goods, such as switches, nails, wire, tacks, agricultural implements, engines, and in fact all such finished products, will also be asked—in other words, sufficient will be asked to place the manufacturer where he is at present, using foreign iron and steel for manufacturing purposes as he does to a very large extent.

THE TARIFF AND THE HARDWARE TRADE

Editor "Hardware and Metal."—As the time is approaching for a further consideration of the Customs tariff by the country's representatives at Ottawa, and all our manufacturers in the iron and steel and allied trades are clamoring for tariff revision and consequently more protection, it might not be amiss for one in close touch with this branch of our country's trade to express his views through the medium of your valued columns.

One only needs to glance through the columns of any Canadian trade paper where reliable market quotations for iron and steel manufactures are given, and compare same with the cost of importation of similar goods from Britain and foreign countries, to discover that our Canadian manufacturers are now receiving their full share of protection.

The wire manufacturers at present issue the following trade quotations:

	Per 100 lb.
Galvanized wire, No. 5	$3 70
" No. 6, 7 and 8	3 15
" No. 9	2 55
" No. 10	3 20
" No. 11	3 25
" No. 12	2 65
" No. 13	2 75
" No. 14	3 75

A glance at these quotations will show that Nos. 9, 12 and 13 gauge are quoted much below the other numbers, while as a matter of fact, they are entitled to proportionate figures, but these numbers (9, 12 and 13) being duty free, our manufacturers see fit to arrange their prices to conform to the tariff. Assuming that in so doing (and one cannot very well do otherwise) they are making a margin of profit on the low-priced wire, it is easily seen what an enormous profit they must be making on the higher-priced wire where they have 20 per cent. protection.

Barb wire is another article about which some comment would not be superfluous. The price on barb wire is mutually arranged between our Canadian manufacturers and that giant monopoly, The United States Steel Corporation, who control the wire output of their own country. At present the price of The United States Steel Corporation on this article is as follows:

	Per 100 lb F.O.B. Cleveland.
For home consumption	$2 60
For export to Canada	2 30

And in addition there is a freight tariff arranged from Cleveland to the different Canadian centres whereby our home manufacturers shall benefit of any difference in freight to offset any reduction in profit by meeting the Steel Corporation's prices. Furthermore, it is mutually agreed that the total quantity of barb wire consumed in Canada shall be divided between the home manufacturers and the American octopus to the satisfaction of all concerned. I might here add that The United States Steel Corporation, practically controlling the wire rod output of the world, actually compel our Canadian wire manufacturers to purchase all their wire rods from them, so that in allowing our Canadian mills to make a fair proportion of the trade requirements in wire The United States Steel Corporation make sufficient on the wire rods sold to Canada to compensate them for any loss in profit they may sustain by the reduced exports to Canada of the wire itself. I may also say that the prices herein referred to are arranged between these two monopolies in order to, if possible, prohibit the importation of British and foreign wires to Canada, whereby a profit could be shown to the importer from the latter countries. It must, therefore, appeal to rational and conservative readers that the wire trade at least requires no further protection.

The prevailing duties on wire nails, cut nails, spikes, bolts and nuts, horseshoes, screws, bar iron and steel, and kindred lines, are now so high as to prohibit their importation from any country to be sold at a profit in Canada, consequently it would oot only be unfair to the dealer to place the manufacturer in a position to extort higher prices from the dealer, but it would be an outrage on the consumer as well.

I understand our cement manufacturers, having been unsuccessful in their attempt to get duties increased last year, are to make another desperate effort at the coming session of Parliament, as they are apparently not satisfied with the present protection which varies from 50 to 100 per cent, according to grade. It is an admitted fact that last year our Canadian mills were not able to supply the demand, and the only conclusion one can arrive at is that they want to increase their dividends, which in the past have ranged from 40 per cent. to 100 per cent. per annum, a rather good return for the investor. There can be no doubt that the present year will witness a greater demand for cement than in any past season, and all our Canadian mills will be run to their full capacity.

It may be possible our linseed oil crushers will seek higher protection at the coming session, although, at the present time, they are protected 25 per cent. on simply the crushing of flaxseed, which is the product of our own country. There linseed oil were on the free list, as at the present time they are underselling the English cost of importation fully 10

is no doubt our Canadian seed crushers could get along very comfortably even if per cent. and paying good dividends at that.

I understand the policy of our present Government is to place the Canadian farmer in a position to compete with the rest of the world with his product, and, if such is the case, their first consideration should be to provide him with the requisites of his employment at as low a cost as possible.

This cannot be done by placing unnecessary protection on the iron and steel and kindred trades, as our farmers are the principal consumers, and every dollar added to the cost of their necessities in the production of crops is only increasing the cost thereof, and will ultimately be detrimental to the prosperity of our farming classes, on whose success so much depends.

Our manufacturers were never in a better position than at present, and the extensive increase in home production with higher prices than ever before obtained, larger dividends, and the fact that they are not able in many instances to supply the demand even at their own prices goes to show that any further increase in the tariff would only be giving them a greater monopoly, and adding to their already well-filled pockets at the expense of the very people who require the protection, viz., the farmer and the every day artizan.

Our present revenue is all that could be desired and the country was never so prosperous in all branches of trade as at the present time, and any unnecessary additions to the present tariff in the way of protection to those whose business is already on a very sound basis, will, as I said before, not only be detrimental to the prosperity of the country's main key—the farmer—but will result disastrously to the present Government when the country is again appealed to.

Hardware Merchant

Montreal, March 14.

J. Watterson, 382 Roslyn avenue, Westmount, Montreal.

NAIL QUESTION FROM THE WEST.

Editor "Hardware and Metal": There are rumors and rumors floating about as to the pressure to be brought on the next session of the Dominion Parliament by the iron and steel manufacturers in order to have the tariff raised on the particular industries they represent. This is a question that is of very vital interest to the West. At the present time hardware jobbers find extreme difficulty in getting orders filled. Canadian manufacturers in these lines are not able to cope with the trade, which has enormously developed. There have been many vexatious delays and even actual shortage of supplies all together in some lines. The West is developing very rapidly, and building hardware is in tremendous demand, and perhaps the situation from a western standpoint cannot be made more clear than by a single illustration, that of wire nails.

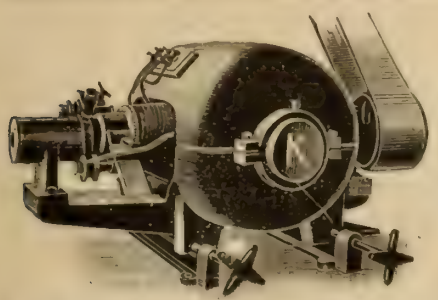
Last year there came into Canada, for the manufacture of these nails, 10,000 tons of steel rods. Steel and iron manufacturers are asking for a duty of $6 per ton on these rods, which now enter duty free, as raw material. Should this concession be granted, what would it mean to the West? Last year the Western trade absorbed 150,000 kegs of these nails. The proposed tariff would increase the cost 30c. per keg. So that even if the West consumed no more nails than it did last year, its bill for that article would be $45,000 larger. Is it any wonder then that the westerner has no use for higher tariffs? He feels that even the advance just quoted is not the end of the matter. If the iron and steel manufacturers succeed in shutting out the American red men, they will very speedily crush out the present nail industries of Canada. It will be immaterial to them whether they make their profit on the rod or on the nails, and there is small doubt that inside of a few years the wire nails would all be made by them as well as the rods. The present nail makers, being middlemen, would go to the wall and the iron and steel men, secure behind their protective wall, would fix the price of nails to suit themselves.

The very fact that Canadian manufacturers are asking for increased protection at a time when they are not even approaching the supply of the Canadian jobber is an anomaly that the Western consumer, particularly, finds it difficult to understand.

There is not a more live topic with the Western consumer to-day than this question on increasing the tariff, and the remarks of Mr. Brooks at the recent manufacturers' banquet, are being endorsed as "Them's my sentiments, too," by practically every consumer, and more particularly, the farm consumer of the West.

Westerner

Winnipeg, March 11.



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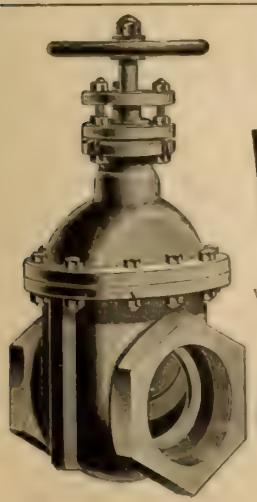

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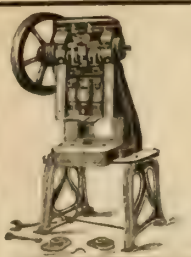

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Steel Frame Churn.

DAVID MAXWELL & SONS,

ST. MARYS, ONT., CANADA.

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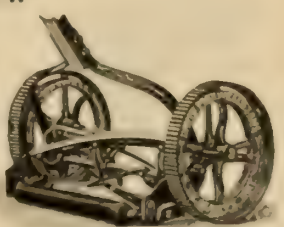
Patented Features: Improved Steel Stand, Roller Bearings, and Foot and Hand Lever Drive and Detachable Driving Link. Improved for season of 1903. Steel or Wood Frame as desired.



"THE MAXWELL" LawnMower
High Wheel 10 inches.

LAWN MOWERS.

High and Low Wheels, from 12 in. to 20-in. widths. Cold Rolled Steel Shafting. Crucible Steel Knives and Cutting Plate.

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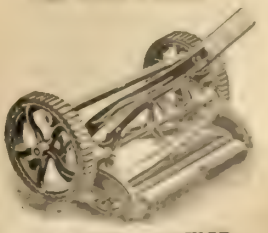
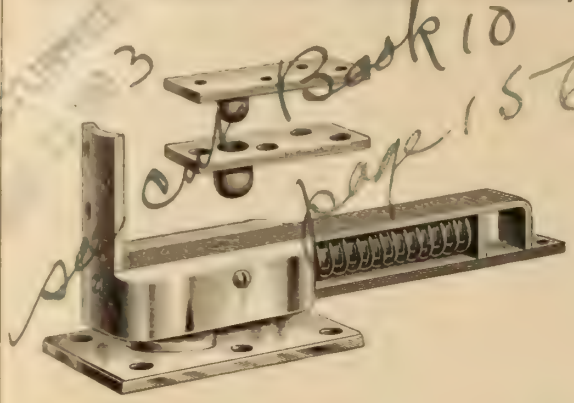


MAXWELL MOWER.

The Chief Floor Hinge

This has been brought out to overcome the objectionable features of the floor hinges at present on the market, which made it necessary to cut a large hole in the floor to receive the hinge, and as all the working parts were beneath the floor, it was impossible to prevent water and dampness from destroying the mechanism. ***Our Hinge*** is secured to the surface of the floor after it has been applied to the door, always bringing the door in perfect allignment before it is fastened to the floor. The tension of the Spring is regulated at any time after the door is hung, permitting the swing of the door to be adjusted as desired. Ask your jobber to show you a sample manufactured by



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A REASONABLE REQUEST.

THE efforts that the citizens of St. John, N.B., are making to secure the assistance of the Dominion Government in improving the shipping facilities of their port is deserving of the sympathy of the business men in all parts of Canada, whether they are directly interested or not.

It is an old saying that "God helps those who help themselves." The people of St. John have certainly helped themselves. It is less than ten years since the movement to increase the facilities of St. John as a winter port was actively revived. And they have put their hands in their own pockets to the extent of $750,000 for the building of wharves and warehouses. This gave them facilities for the accommodation of about six steamers, but the winter trade of the port has so much increased during the last two or three years that the facilities do not now permit of the accommodation of a larger trade.

The same spirit that actuated the citizens some years ago to provide the facilities they now have is again operating to still further improve them. To meet the growing requirements of the port, they propose building more wharves and warehouses, in order that at least four more ocean steamers may be accommodated. But they ask that the Government shall dredge the harbor in the vicinity of the proposed new wharves, in order that the steamers may be able to lie along side them.

This request, it appears to us, the Government should not hesitate to grant. Being one of the great gateways on the Atlantic Ocean, and particularly for winter traffic, the port is really a national one. Therefore, the country, as a whole, should be interested in the movement that is on foot for increasing its facilities, and none should be more interested than the business men of the Dominion.

THE WEAKNESS OF OUR PUBLIC SCHOOLS.

THERE is scarcely anything that a business man finds more difficulty in getting for his office as young men and women, who are proficient in arithmetic, writing and spelling. Complaints are continually coming to our office of difficulties in this respect.

We boast a good deal about our educational system, but there is certainly something radically wrong when pupils, on passing through the public schools, are so uniformly deficient in the essentials named.

It is a rare thing, indeed, to find a boy or a girl who, on leaving school and entering an office, can be trusted to add up a column of figures, spell correctly or write moderately well. The State is certainly paying enough for its educational system, if the quality of the pupils turned out can be taken as a criterion.

What is the cause? Is it not due to the fact that the minds of the pupils are crowded with a multitude of subjects, many of which are fads and fancies of inspectors and school boards, while the pupils are not getting sufficient opportunity to be thoroughly grounded in the subjects which are the basis of true education? We believe it is this and nothing else, for the boys and girls of Canada are just as intelligent and of just as good material as the boys and girls of any other country in the world.

This is not only a matter for the consideration of educationalists, but of business men as well. And the latter should exercise their influence in their respective municipalities in an effort to bring about a more satisfactory state of affairs.

FREIGHT HANDLERS' STRIKE.

WINNIPEG jobbers thought they had their work cut out for them, to get out spring orders, owing to shortage of cars and motive power, but they find that their difficulties are greater than anticipated.

For the first two days after the strike was declared on the C. P. R. accepted no freight of any kind. Since then very small quantities of freight have been accepted from certain houses, but the general belief is that these goods have not gone out, but are merely stored in the freight sheds. The delay and loss up to the present time has not been serious, but as there is no apparent settlement in sight jobbers are feeling decidedly uneasy.

The first to feel the strain was the fruit and produce men, and they have received no relief up to date.

The railway company will not accept perishable goods of any kind, and this strengthens the belief that the goods accepted are not really going out.

There are anywhere from eight to ten carloads of oranges and lemons awaiting transhipment, and though they have not depreciated so far, there has been serious loss in not being able to fill orders. To-day the first carload of bananas arrived, and if they cannot be gotten out in the next three days they will have to go on the Winnipeg market at slaughter prices. In the meantime people in the country are getting mighty close to a fruit famine.

Whatever the merits of the case may be from the standpoint of the company or the men, it is a most unfortunate circumstance that it should have occurred at this season of the year. Transportation has been a sufficiently knotty problem all winter, and just now, when the returning spring weather promises relief, it is [illegible] to have this blockade occur. Of course the company are making the statement that the strike [illegible] building, and they are receiving freight as usual, but this is merely [illegible]

VALUE OF TOURIST TRADE.

FOR a city with so many attractions for the tourist and, withal, the commercial centre of the Dominion, the hotel accommodation of Montreal is sadly inadequate. For some years this has been obvious to all who have taken an interest in the subject of tourist travel, and now it is forcibly placed before the public by the Business Men's League of the city. In a booklet just published dealing with the League's work during the past year, it is stated that several large conventions have only been prevented from meeting in Montreal on this account. In the winter months this condition of things is not apparent, but from June to October, the season of conventions, and the time when tourists are most numerous, it is impossible to secure suitable accommodation for as large a number as 300. The average convention, especially when it includes many ladies, requires greater accommodation than this.

Boards of Trade in various cities and towns have not only made it their business to exploit the natural beauties of their respective localities, but have also considered it a duty to see that the visitor receives proper attention and service. The Business Men's League will thus perform a good work in drawing attention to the city's defect; and in their endeavor to remedy it they should receive the support of men of business in all lines of trade.

Tourists are good buyers, if direct results of their visit are wanted. But it is not in this way that the greatest benefits to the country are to be derived. Many of those who visit our cities are British people or Americans of wealth, business men, who, while on a pleasure jaunt are yet keenly sensitive to any opportunities for the advancement of their commercial interests that may present themselves. They may either be impressed with the probable value to them of commercial relations with the centres they visit, or they may go away with the feeling that there is little opening there for new business, and little inducement for the investment of capital. It has been the experience in more than one place in Canada that the utilizing of natural resources and the beginning of new industries were the direct results of tourist travel.

It would seem a wise policy, then, to be prepared for tourist travel, providing visitors with ample hotel accommodation of the right kind, and all other conveniences, not forgetting literature such as has been published by the Montreal Business Men's League, directing the stranger to the various points of interest, as well as impressing upon him the importance of the place from a commercial point of view.

ATTRACTING THE LADIES.

AT a meeting of retailers a few days ago a remark was made that is well worthy of being considered carefully and well by all retailers.

"What," said the speaker, "has contributed so materially to the success of the departmental stores? I take it that these stores have recognized the large proportion of the buying that is done by women, and have done their utmost to attract and to win the sympathy of the ladies."

Is not this, to a large degree, actually the case? Any person who would take a walk through any of the departmental stores in our large cities would be at once struck with the large proportion of ladies among the customers. Moreover, an examination of the advertising, window display and the store interior decoration would readily convince one that the departmental stores are making a "dead set" at the affections of the ladies, at least, so far as business is concerned.

The retailer who is in touch with the times has recognized the strength of this feature of retailing, with the result that all classes of stores have improved wonderfully in appearance and attractiveness during the past decade or two.

The hardware store, where shelf goods of every description are indiscriminately piled away without any thought of appearance or orderliness still exists, yet in every town are to be found to-day hardware stores where hardwood shelving, glass show cases, well arranged and nicely displayed stock combine to give to the premises an inviting air of comfort and attractiveness that is a delight to the ladies and a pleasure to the men.

In advertising, too, retailers are more and more recognizing the necessity of making their advertisements attractive in appearance, so that the eye of the average woman, as well as of the average man, will be caught and their interest excited in the goods shown or special prices offered. Several retailers have told the writer within the last year that some of the best pointers they have received for the carrying on of their business have been given them by female members of their family, clerks or customers.

It need hardly be suggested in an article of this nature, addressed to Canadian retailers, that, in order to secure the goodwill of the ladies, courtesy of manner must go hand-in-hand with attractiveness in store interior, window and advertising. The most successful retailers have long since recognized the value of courtesy, and to-day it is probable that there is no more courteous class of people in Canada than the retail merchants. This is as it should be, and, we hope, as it always will be.

THE NEW SENATORS.

SIX senators have been appointed within the past week. Some of the appointments are good and should receive general endorsation. The appointment of Messrs. Frost and Edwards should be particularly gratifying to the business men of the country. Mr. Frost is a well-known manufacturer, and has already had experience in Parliament. Mr. Edwards is a farmer, and greatly interested in the lumber industry, and likewise has had experience in the House of Commons.

In regard to the others, with, perhaps, the one exception of Mr. Curry, the appointments can scarcely be said to be of a particularly gratifying nature. Social influence and wealth were responsible for the appointment of at least two of the new senators, while religion had to do with the appointment of the third. Ability does not appear to have been a factor in their appointment.

There is no reason why all six appointees should not have been men of like calibre with Messrs. Frost and Edwards.

While the Government has now a majority in the Senate, there is no reason why it should not exercise the same discretion in the appointment of senators as it did, on the whole, during the early days of its advent to power.

TRADE OBSERVATIONS

By Rambler.

TO make a hardware window attractive seems to be rather a difficult problem, and for that reason the appearance of the generality of hardware windows is not what it should be. The most of the articles in a hardware store are not at all suitable for window display, so that many changes cannot be made, there being only a few lines of goods that are of use to make a window attractive, and consequently these are being constantly used.

• • •

For a strictly hardware stock, stoves make, perhaps, the best show. Stoves being, however, such cumbersome articles, the generality of windows are unsuitable for the making of such a display; the windows have to be specially designed for such. For a good stove exhibition the floor of the window should be low, not more than a foot or so above the store floor, and should extend back for a considerable distance to give plenty of room for the arrangement of the stoves. It would be as well to have no window floor, that is, no elevated one, if the base of the window were low down. In that case, the display could be so arranged that it would do for an inside as well as a window show; it would look just as well from the outside and would be far more convenient for the inside of the store.

* * *

It is common to see stoves displayed outside, but it seems to me that they take up altogether too much room on the sidewalk to look well, unless the show windows are back of the buildings on either side, in which case an outside display would be appropriate.

• • •

The coal strike last year and the consequent scarcity of coal affected the hardware business considerably, especially in the stove line. Hard coal being such a high price throughout the past winter, a very large amount of soft coal and wood was used as a substitute. Of course, the use of soft coal, in hard coal stoves or furnaces, is the ruination of them. To get over this difficulty seemed hard, and inferior stoves were largely used, and so the demand in that line was considerable. A great many merchants say that what trade they lost in the sale of the high quality of stoves, was amply made-up-for in the sale of these second hand and wood stoves, and in some cases merchants made even more out of them than they would have out of the usual sale of good stoves if coal had been at its common price.

• • •

The demand for gas ranges has been increasing in late times, the price of coal during the winter probably having something to do with it, but not all. They seem to be becoming more popular than formerly, people finding them to be more convenient at all times, and especially during the summer, when the heating can be regulated much more easily in the gas than with coal ranges.

• • •

It is commonly believed among the hardwaremen that if it had not been for the coal strike, the past winter would have been one of the best seasons in the trade that there has been for many years. As it is, business was very fair and most merchants are fairly well satisfied with the results shown at the spring stock taking.

• • •

It is to be hoped for the sake of the fancy cutlery merchants that the coming summer will be warmer and less rainy than last year. The tourist trade, which is usually large in that line, was not good, because touring pleasure-seekers were few and far between on account of the extreme dampness and coolness of the weather. The general cutlery trade makes about the same showing as it generally does about this time of the year.

• • •

In spite of the high price of material and labor, building is going on briskly, and as a consequence, hardwaremen who handle contractors' supplies are well pleased.

• • •

During the last couple of weeks tinsmiths and plumbers have been quite busy, having had considerable repairing of all kinds to do, as well as work on new buildings.

• • •

The sale of skates, hockey sticks and general winter sporting goods has not been up to the mark this season, on account of the very mild and changeable weather.

A NEW RETAIL STORE

A new hardware store is being started in Bowmanville, Ont., by F. M. Souch. Mr. Souch will carry a full line of shelf hardware, tinware, graniteware and paints and oils. He will open his new store about April 1, and was in Toronto this week purchasing his stock. Mr. Souch is well known in Bowmanville having been previously in business there.

INDOOR RIFLE CHAMPIONSHIP.

The greatest event among the indoor rifle competitions in the United States is the one for the indoor championship. This contest has been shot annually for the past seven years, beginning in 1897. The conditions call for 100 shots in series of five to a target, the distance being 75 ft.; position, offhand. This competition brings together many of the best target rifle experts. The competition was held this year in the famous Zettler gallery, New York, and was won for the third time by Louis P. Ittel, of Allegheny, Pa., with a Stevens rifle.

Champion Ittel.

The well-known Stevens rifle is a favorite arm, especially with expert target shots. It is worthy of note that in 1897, 1898, 1899 and 1900 the championship was won with a Stevens rifle, and in 1901, 1902 and 1903 a Stevens rifle with a Stevens-Pope barrel, thus giving to the Stevens rifle a clean record of winning seven consecutive years. Mr. Ittel, in shooting his championship match, used Peters cartridges, and the targets show 100 consecutive bulls-eyes. We publish, for the benefit of our readers, the portrait of Mr. Ittel.

PERSONAL MENTION.

Mr. Walter Grose left Montreal this week for the West. He will go as far as Winnipeg in the interests of the various firms he represents.

Mr. J. Hofmann, Montreal, sales agent for Canada of the American Axe and Tool Co., Coristine Building, Montreal, has been in Toronto a couple of days this week looking up business. Mr. Hofmann, who is an energetic and pushing salesman, is enthusiastic over business prospects.

Mr. Frank H. Scott, Temple Building, Montreal, the Canadian representative of Hawkesworth, Eyre & Co., Limited; James Deakin & Sons, Limited, and James Chesterman & Co., Limited, all of Sheffield, England, left on Wednesday, on a business trip to the Maritime Provinces.

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

Montreal, March 20, 1903.

HARDWARE.

THE local hardware market has great while the outside business contin to improved during the past week. as to be very heavy and shows a decid of improvement over last year. Stove pipe wire is being sold for less money in order to meet the foreign prices, and No. 18 is now quoted at $3.75 and No. 19 at $4. Wood tubs and pails have advanced 10 per cent. A few numbers of hat and coat hooks and sad irons have also experienced an advance. Japanned goods, such as latches and door handles, are stronger and are quoted at an advance of 10 per cent. over last week's prices. Ordinary auger bits are higher by about 7 per cent. in the United States and 10 per cent. in Canada. New prices are now being prepared for poultry netting, and an advance may be looked for. The price of shot has also increased and the discount is now 15 per cent. off. Morrill saw sets, Nos. 1 and 3, are 10 per cent. cheaper, and it is claimed that at the present price theye are a good purchase. Hollow ware is very scarce and has been for some time. One wholesale house has just received a shipment, the order having been placed some eight months ago. The price is slightly higher and the discount is 10 per cent. The sale of lawn mowers has been exceptionally heavy and indications point to a much better season than that of 1902.

CANT HOOKS.—The demand for cant hooks is brisk and the prices are firm. Quotations are as follows: No. 12, $10; No. 8, $11.50; No. 8a, $11; No. 2, $12; No. 7a, $16; No. 6a, $14.50; No. 5a, $11.50.

LAWN MOWERS.—There have been several large orders booked during the week. Quotations follow: 10½-in. wheel x 12-in. cutter, $7.50; by 14-inch cutter, $8.00; by 16-inch do, $8.50; by 18-inch do, $9.00; by 20-inch do, $10.00. Star, 9-inch wheel by 12-inch cutter, $5.50; by 14-inch do, $5.75; by 16-inch do, $6. Daisy, 8-inch wheel by 12-inch cutter, $4.90; by 14-inch do, $5.10; by 16-inch do, $5.30. Philadelphia pattern, 7½-inch wheel by 10-inch cutter, $6; by 12-inch do, $6.50; by 14-inch do, $7; by 16-inch do, $7.50. Grass boxes are quoted as follows: 12-inch, $2.25; 14-inch, $2.25; 16-inch, $2.50; 18-inch, $2.50; 20-inch, $2.75. The discount on all the above is 50 per cent. off.

BARB WIRE.—Spring shipments are being prepared and show a decided improvement over last year. Prices follow: $2.80 per 100 lb. f.o.b. Montreal; $2.45 f.o.b. Cleveland in carlots of 15 tons, and $2.67½ f.o.b. Cleveland in smaller lots.

GALVANIZED WIRE.—A brisk demand is reported in galvanized wire. Quotations are as follows: No. 5, $3.70; No. 6, 7 and 8, $3.15; No. 9, $2.55; No. 10, $3.20; No. 11, $3.25; No. 12, $2.65; No. 13, $2.75; No. 14, $3.75. In carlots, f.o.b. Cleveland: No. 5, $2.20; Nos. 6, 7, 8 and 9, $2.15; No. 10, $2.20; No. 11, $2.25; No. 12, $2.30; No. 13, $2.40; No. 14, $2.50. In less than carlots, 12½c. per 100 lb. extra is charged.

SMOOTH STEEL WIRE.—Orders are being received daily for shipment after navigation opens and the new freight rates take effect. Our quotations are still as follows: Bright and annealed, $2.50 per 100 lb. f.o.b. Montreal, Toronto, Halifax, London, Hamilton and St. John. Net extras per 100 lb. are now as follows: Coppered wire, 60c.; tinned wire, $2; oiling, 10c.; spring wire, $1.25; best steel wire, 75c.; bright soft drawn, 15c.; special hay-baling wire, 30c.

FENCE WIRE.—The prices remain unchanged and a fair trade is reported. The discount is 25 per cent. with the following extras: 1 and 2 lb. hanks, 25c. per 100 lb; ½-lb. hanks, 37½c. and ¼-lb. hanks, 50c.

BRASS AND COPPER WIRE.—An advance is daily looked for in brass and copper wire. The discount is 60 per cent.

PRESSED SPIKES.—A good trade is reported at unchanged prices. The discount is 20 per cent. f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax.

FENCE STAPLES.—The market is firm and a heavy spring trade is looked for. Quotations follow: $3 per 100-lb. keg for galvanized staples and $2.80 for bright, with 25c. extra for 25 and 50-lb. packages.

WIRE NAILS.—There is no change in the wire nail market. We quote: Carlots, $2.40 and small lots, $2.45 per keg f.o.b. Gananoque, Montreal, London, Hamilton, Toronto, Brantford, Windsor, Ont., and St. John.

HORSE NAILS.—There is a fair trade doing at last week's prices, which are as follows: "M" brand, "Oval" and "New City" heads, 55 per cent.; "Countersunk" heads, prices quoted on application. "C" brand, 40, 10 and 7½ per cent. off; "Monarch," 60 per cent. and "Peerless," 50 per cent.

HORSESHOES.—The demand is good and the market is steady. Prices follow: Iron shoes, light and medium pattern, No. 2 and larger, $3.40; No. 1 and smaller, $3.65; snow pattern, No. 2 and larger, $3.65; No. 1 and smaller, $3.90; X L steel shoes, new light pattern, sizes 1 to 5, No. 2 and larger, $3.55; No. 1 and smaller, $3.80; featherweight, all sizes, 0 to 4, $5.10; toe weight, all sizes, 1 to 4, $6.35. Shoes, more than one size in a keg, 10c. per keg extra f.o.b. Montreal only.

RIVETS AND BURRS.—A good trade is reported. The discounts follow: Best iron rivets, section carriage, and wagon box, black rivets, tinned do., coopers' rivets and tinned swedes rivets, 60 and 10 per cent.; swedes iron burrs are quoted at 55 per cent. off; copper rivets, with the usual proportion of burrs, 45 per cent. off and coppered iron rivets and burrs, in 5-lb. carton boxes are quoted at 60 and 10 per cent. off list.

BOLTS AND NUTS.—There is a good demand, but the stock on hand is not heavy. The discounts are as follows: Norway carriage bolts, 55 per cent.; common, 50 and 10 per cent.; full square carriage bolts, 55 per cent., machine bolts, 50 and 5 and 10 per cent.; coach screws, 66 2-3 per cent.; sleighshoe bolts, 65 and 5 per cent.; blank bolts, 50 and 5 per cent.; bolt ends, 50 and 5 per cent.; plough bolts, 50, 5 and 10 per cent. Tire bolts, 67½ per cent.; stove bolts, 67½ per cent. Nuts, square, 3½c. per lb. off list; hexagon nuts, 3¾c. per lb. off list. To all retailers an extra discount of ½c. per lb. is allowed.

SCREWS.—A brisk demand is reported at the advanced prices. Quotations are as follows: Round head bright, 82½ per cent.; flat head bright, 82½ per cent.; brass, round head, 75 per cent.; brass, flat head, 80 per cent.

CORDAGE.—The market shows signs of an improvement and the prices are firm: Pure manila, 14c.; British pure manila, 12c.; sisal, 11c.; double lathyarn, 10½c.; single lathyarn, 10c.

BUILDING PAPER.—A fair trade is doing. Prices are: Tarred felt, $1.75 per 100 lb.; 2-ply, ready-roofing, 90c per roll; 3-ply, $1.15 per roll; carpet felt, $2.25 per 100 lb.; dry sheathing, 35c. per roll; tar sheathing, 45c. per roll; dry fibre, 55c. per roll; tarred fibre, 60c. per roll, O K and I X L, 65c. per roll; heavy straw and sheathing, $30 per ton; slaters' felt, 60c. per roll.

SCREEN WIRE CLOTH.—An advance is daily expected in the price of screen wire cloth. The ruling price is $1.40 per 100 square feet.

FIREBRICKS.—The movement is somewhat better than a week ago. We quote: English, $16 to $22 and Scotch, $17 to $22 per 1,000.

CEMENT.—Business is slow and contractors seem to be in no hurry to start spring work. We quote as follows: Canadian cement, $1.90 to $2.25; German, $2.25 to $2.40; English, $2.15 to $2.25; Belgian, $1.70 to $1.95 per bbl. ex-store, and American, $2.20 to $2.40 ex-cars.

FIRE SHOVELS.—Discounts are: No. 70, 38½ to 40c. per doz.; No. 55, 55 to 60c.; No. 57, 82½ to 90c.; No. 60, 82½ to 90c.; No. 65, $1.37½ to $1.45; No. 80, 50 to 55c.; "Duplex," No. 7, $1.21; No. 9, $1.52; No. 11, $1.82.

COAL HODS.—The season is about closed for coal hods. Quotations are as follows: Japanned, 16-in., $4.50 per doz.; 17-in., $4.80; 18-in., $5.10; with gold band, 17-in., $5.10; 18-in., $5.40. Galvanized, 16-in., $6.20; 17-in., $6.50; 18-in., $6.80 per doz. The discount is 45 per cent.

LANTERNS.—The demand for lanterns has fallen off considerably during the last two weeks: Tilt, lift or hinge, No. 0, $4 per doz.; Cold Blast, $7 per doz.; dash-board, No. 0, $5.75 per dozen; cold-blast dashboard, $9 per dozen. Extras are as follows: Japanning, 50c. per dozen; copper-plating cold blast, $2 per dozen. The prices quoted are f.o.b. London, Hamilton, Toronto, Belleville, Kingston and Montreal.

SHOT.—The price of shot has been advanced. We quote: Ordinary drop shot, A.A.A. to dust, $6.50 per 108 lb.; chilled,

PORTLAND CEMENT

CANADIAN, ENGLISH, GERMAN and BELGIAN.

FIRE BRICKS, FIRE CLAY, ENAMELLED BRICKS, all colors BUILDING BRICKS.

SEWER PIPES, CULVERT PIPES, WHEELBARROWS, FOUNDERS' and CONTRACTORS' SUPPLIES

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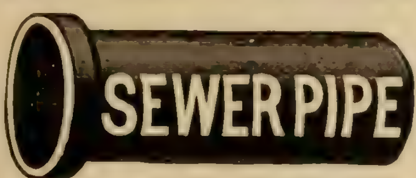
Salt Glazed Vitrified



Double Strength Culvert Pipe a Specialty.

THE CANADIAN SEWER PIPE CO.

HAMILTON, ONT. TORONTO, ONT.
ST. JOHNS, QUE.

Deseronto Iron Co.

LIMITED

DESERONTO, ONT.

Manufacturers of

CHARCOAL PIG IRON

BRAND "DESERONTO."

Especially adapted for Car Wheels, Malleable Castings, Boiler Tubes, Engine Cylinders, Hydraulic and other Machinery where great strength is required; Strong, High Silicon Iron, for Foundry Purposes.

"MIDLAND"

BRAND

Foundry Pig Iron

Made from carefully selected Lake Superior Ores, with Connellsville Coke as Fuel, "Midland" will rival in quality and grading the very best of the imported brands.

Write for Price to Sales Agents

Drummond McCall & Co.

MONTREAL, QUE.

or to

Canada Iron Furnace Co.

MIDLAND, ONT. Limited

Nos. 1 to 10, $7 per 100 lb., buck and seal $7.50 per 100 lb., ball $8 per 100 lb. Trade discount, 15 per cent. f.o.b. Montreal, Toronto, Hamilton, London, St. John, N.B., and Halifax.

METALS.

Several advances have taken place in the metal market, and still higher prices are looked for in some lines, such as ingot copper, ingot tin, and pig lead. The price of lead has been advanced and the discount is now 30 per cent. instead of 37½ per cent. Tinplates are also 25c. higher than a week ago. Pig lead continues to go higher and is now quoted at $3.50 for carlots. Solder, zinc spelter and sheet zinc are all reported to be very strong and show a tendency to advance. The foreign market has also advanced the prices on several lines. Canada plates have advanced about 2s. 6d. per ton, terne plates, 6d. per box and tinplates 3d. per box. Copper and pig lead have also been advanced. Ingot copper was quoted at $15.25 yesterday in New York. The trade generally is reported to be brisk and some large orders are booked for shipment immediately after the opening of navigation.

BAR IRON. The supply is limited, but the demand is heavy. We quote as follows: Merchants' bar, $2; horseshoe iron, $2.25 and forged, $2.30.

BLACK SHEETS. The market is firm and a good movement reported at the following prices: 28 gauge, $2.65; 26 gauge, $2.60; 20 to 21 gauge, $2.50; 8 to 20 gauge, $2.50.

GALVANIZED IRON.—An advance is reported in Queen's Head galvanized iron, and the market is quite active. Our quotations follow: No. 28, Queen's Head, $4.50; Apollo, 10¾ oz., $4.30; Fleur de Lis, $4.15; Comet, $4.10; "Bell" brand, $4.05. For less than caselots 25c extra is charged.

LEAD PIPE. A good movement is experienced and the price has advanced during the week. Quotations follow: Composition and waste, 8c. and ordinary, 7c. The discount is 30 per cent.

IRON PIPE. The prices are unchanged and a fair trade is doing. Quotations are as follows: Standard pipe, per 100 ft., in lengths under 19 ft., Black, ¼, $2.40; ⅜, $2.65; ½, $2.85; ¾, $3.65; 1 in., $5.20; 1¼, $7.35; 1½, $8.95; 2 in., $12.55. Galvanized, ¼, $3.20; ⅜, $3.45; ½, $3.85; ¾, $5; 1-in., $7.20; 1¼, $10.05; 1½, $12.20; 2-inch, $16.85. Extra heavy pipe, plain ends, are quoted per 100 feet as follows: Black, ½, $4.20; ¾, $5.25; 1-in., $7.55; 1¼, 110.55; 1½, $12.75; 2-in., $17.60. Galvanized, ½, $5.20; ¾, $6.65; 1-in., $9.55; 1¼, $13.25; 1½, $16; 2 in., $21.90. For threads and couplings on extra heavy 5 per cent. net is added. Trade discount, 5 to 7½ per cent.

TINPLATES.—An advance of 25c. is noted in the price of tinplates. We now quote: Coke, $4.25 to $4.50; charcoals, $5 to $5.25.

SOIL PIPE AND FITTINGS.—Inquiries are being received daily and the market is reported as being very firm this week. Discounts are quoted as follows: Light soil pipe, 3 to 6 inch, 50 per cent.; medium and extra heavy soil pipe, 2 to 6-inch, 60 per cent.; extra heavy soil pipe, 8 inch, 45 per cent.; light fittings, 2 to 6-inch, 50 and 10 per cent.; medium and extra heavy fittings, 2 to 6-inch, 60 per cent.; extra heavy fittings, 8-inch, 45 per cent.

PIG IRON

"CARRON" brand

Scotch Iron.

Best Quality. Prompt Shipment. Low Price.

A. C. LESLIE & CO.

509-512 Merchants Bank Building,

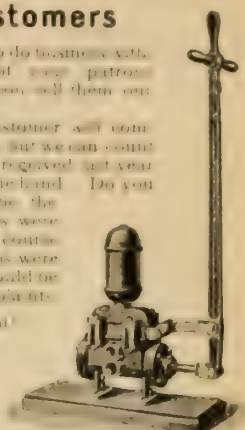
MONTREAL.

Satisfied Customers

are desirable people to do business with. You are sure of every patron being satisfied if you sell them our line of pumps.

A dissatisfied customer will complain very quickly, but we can count all the complaints received last year on the fingers of one hand. Do you think this would be the case if our pumps were not perfect? Of course not. If our pumps were not all right we would be deluged with complaints.

Can you see the moral?



The R. McDOUGALL CO., Limited, GALT, ONT.

Pig Iron

We offer the following brands, to arrive, viz:

No. 1 "SUMMERLEE."
" 1 "GARTSHERRIE."
" 1 "EGLINTON."
" 1 "CARNBROE."
" 1 "MIDDLESBORO'."
" 3 do.

Write for quotations.

ADAM HOPE & CO.

Hamilton, Ont.

NOVA SCOTIA STEEL & COAL CO., Limited

NEW GLASGOW, N.S.

Manufacturers of

Ferrona Pig Iron

And SIEMENS MARTIN

OPEN HEARTH STEEL

THE MARKETS

PIG IRON.—Several orders are in hand and dealers are experiencing some difficulty in filling them. We quote $23.50 to $24.50 ex-store Montreal.

INGOT COPPER.—The price of ingot copper has been further advanced and is now quoted at $15.50 to $15.75 per 100 lb.

INGOT TIN.—The market continues to be firm and the prices are showing a tendency to increase. We quote $33.50 to $33.75 per 100 lb.

PIG LEAD.—A still further advance has been reported in pig lead and the prices this week are as follows: Carlots, $3.50 and less than carlots, $3.75.

STEEL.—There is a brisk demand for all kinds of steel and the market is very steady. We quote as follows: Mild, $2.05; sleighshoe, $2.10 to $2.20; tire, $2.15 to $2.25; spring, $2.85 to $3; reeled machinery, $2.75 to $3; toecalk, $2.60 to $2.75; machinery (iron finish), $2.10; mild steel, $2.05; square harrow, $2.15.

TOOL STEEL.—Several orders are booked for shipment after the opening of navigation and new freight rates take effect. Our quotations are still as follows: Black Diamond, 8 to 9c.; Sanderson's, 8 to 9c., according to the grade; Jessop's, 13c.; Leonard's, 7½c; Jonas & Colver's, 10 to 20c.; "Air Hardening," 50 to 65c. per lb.

CANADA PLATES.—Prices have advanced on the foreign markets, but as yet no change is reported locally. We quote: 52s, $2.60 to $2.70; 60s, $2.70 to $2.80; 75s, $2.80 to $2.85; full polished, $3.75 and galvanized, $4.25 to $4.35; galvanized, 60s, $4.45 to $4.55.

TERNE PLATES.—The market is very firm and is quoted at $7.75.

COIL CHAIN.—The heavy demand for coil chain continues and the prices are steady. Our quotations are as follows: No. 6, 11½c.; No. 5, 10 to 10½c.; No. 4, 9 to 9½c.; No. 3, 8 to 8½c.; ¼-in., 6½ to 7c. per lb.; 5-16, $5 to $5.20; 5-16 exact, $5.25; ⅜, $4.25; 7-16, $4; ½, $3.95 to $4.05; 9-16, $3.85 to $3.95; ⅝, $3.65 to $3.75; ¾, $5 to $5.20; ⅞, $3.30; 1-in., $3.15 to $3.25. In carlots an allowance of 10c. is made.

SOLDER.—The market is firm and the movement is fair. We quote: Bar solder, 21c. and wire solder, 19c.

ZINC SPELTER.—An advance of 25c. is noted. We quote $6 to $6.25.

SHEET ZINC.—The business in sheet zinc is quiet. We quote $6.25 to $6.50.

SCRAP METALS.

The local dealers claim that scrap metal is somewhat scarce and is not coming to hand very fast. The copper market is firm, but the demand is weaker than for some time past. Iron is scarce, the price is firm and an advance is expected in the near future. We quote: Heavy copper and wire, 10c. per lb.; light copper, 9c.; heavy red brass, 10c.; heavy yellow, 8½c.; light brass, 5c.; lead, 2 to 2¼c.; zinc, 2½ to 2¾c.; iron, No. 1 wrought, $17 to $17.50; No. 2, $7.50 per ton; machinery scrap, $17.50 to $18; stove plate, $13; malleable and steel, $6; mixed country rags, 60 to 70c. per 100 lb.; old rubbers, 6¼ to 6¾c. per lb.

HIDES.

The market is quiet and the prices are unchanged. We quote: No. 1 hides, 8c.; No. 2, 7c.; No. 3, 6c. Calfskins, 8 to 10c. and lambskins, 75c.

RAW FURS.

The raw fur market this week has developed no new feature of importance, and prices are unchanged since our last report. Trade is lively, and offerings of furs continue good. Our quotations are as follows:

COIL SPRING WIRE.—A good movement is doing for so early in the season. Prices are steady. Quotations follow: No. 9, $2.75; No. 11, $3.40; No. 12, $2.95. Freight up to 25c. per 100 lb. allowed on 500 lb. or over. Carlots of 15 tons, 5c. less, with freight up to 20c. allowed.

	Large	Medi'm	Small	Kitts				
BEAVER Labrador and choice Eastern	$6 00	$5.00	$2.75	$1 1.50	Fall Beave $2.00 to $2.50 per pound.		Spring Beav $3.00 to $3.25 per pound.	
" Territory Rocky Mountains and Western								
Strictly Prime, or, No. 1	6.00	4.00	2.00	.50-.75				
Partly Prime, or, No. 2	4.00	3.00	2.00	.50				
Unprime, or, No 3	3.00	2.00	.75	.40				
Flat, weak, or poor, or, No. 4	2.50	.50	.25	.25				
	Large	Medi'm	Small	2	3	4	Cubs.	Yearl's
BEAR Black Choice only	15.00	10.00	7.50	6.00	3.00	.50	$2.00 to $8.00	
" Brown "	12.00	7.00	5.00	......	......	......	1.00 to 5.00	
	1	2	3	4				
BADGER Of all sections	.50	.25	.10	.05				
	Dark	Brown	Pale	2	3	4		
FISHER Eastern and far North-Eastern	6.50	5.00	5.00	3.00	1.75	.50		
Territory and Western	6.50	5.00	3.50	2.00	1.00	.50		
	Large	Small	2	3	4			
FOX Red North-Eastern and similar fine bright red kinds	4.00	2.75	1.25	.75	.20			
" Territory and Western	4.00	2.75	1.40	.50	.20			
	Dark	Fair	Pale	2	3	4		
" Cross Value principally as to beauty, also size & richness	10.00	7.00	4.00	2.50	1.50	.50		
" Silver Eastern and far Northern	75 00	50 00	25.00	20.00	9.00	4.50		
" Pacific Coast, Territory and Western	50.00-60	35.00	20.00	15.00	5.00	2.50		
	Large	Medi'm	Small	2	3			
LYNX Far North-Eastern	4.00-5.00	2 to 3.50	2.25	2.00	.75	.25		
" Territory and Western	4.00-5.00	2 to 3.50	2.25	2.00	.60	.20		
	Dark	Brown	Pale	2	3	4		
MARTEN—British Columbia, Northern Pacific and similar	7.00	5.00	2.50	1.75	1.00	.25		
" Territory and Western	3.50	2.25	1.50	1.00	.60	.20		
" Quebec and Ontario	3.00-3.50	2.25-3.00	2 to 2.25	1.00	.50	.25		
	Large	Medi'm	Small	2 Large	2 Small	4		
MINK—Halifax, far North-Eastern and choice	4.00	3.25	2.50	2.25	1.50	.40	.25	
" Territory and Western	1.50-2.00	1.50	1.00	.75		.25	.15-25	
	Spring	Winter	Fall	Kitts				
MUSKRAT Eastern, best large		.10 to .13	8 to 10	2 to 5				
" Territory and Western		5 to .10	.07	2 to 4				
	Large	Small	2	3	4		Cubs	
OTTER Labrador and far North-Eastern	$10-$14	7.00-10	5.00	2.50	2.00		$1.00 to $2.00	
" Territory and Western	6.00	4.50	3.50	2.25	.50		.25 to .50	
	Large	Small	2	3	4			
RACOON—	.75-1.25	.60-75	.33-50	.25	.15			
" Black—Value according to darkness, size and beauty	2.25	2.00	1.00	.50	.25			
	Black	Sh'rt St	Long St	White				
SKUNK	.75-1.25	.75	.40-.50	.05-15				
	Dark	Brown	Pale	2	3	4		
WOLVERINE—Value according to darkness, size and beauty	5.00	4.00	2.50	1.50	.75	.25		
CASTOREUM—	$5.00 to $6.00 per pound.							

MONTREAL NOTES

An advance is reported in the price of shot.

Cotton rope has been advanced and is now quoted at 15¾c.

Pig lead continues to advance, and is 15c. higher than last week.

ONTARIO MARKETS.

Toronto, March 20, 1903.

HARDWARE.

THE continuance of fine weather has caused an increase of activity and jobbers are getting orders from all parts of the country for speedy delivery of orders booked. Orders are coming in by mail in generous volume, while travellers are all doing a good business. There is a large trade in screws, bolts, tacks; in fact, in all staple lines, as there seems to be a general impression that prices are likely to generally advance. There is no doubt manufacturers in both the United States and Canada have had difficulty in getting supplies of raw materials. There has been a reduction of 7½ per cent. in the discount on both shot and lead pipe, the discount on shot now being 15 per cent. and on lead pipe, 30 per cent.

BARB WIRE.—The movement has increased during the past week and seems to be getting well under way. Prices are firm. The base price is quoted as follows: $2.55 from Cleveland and 10c. less in carlots. From stock, Toronto, $2.80.

GALVANIZED WIRE.—The past week has witnessed a material increase in business. The quotations are steady. We quote: Nos. 6, 7 and 8, $3.15 to $3.35 per 100 lb.; No. 9, $2.50; No. 10, $3.20 to $3.40; No. 11, $3.25 to $3.45; No. 12, $2.65; No. 13, $2.75; No. 14, $3.75 to $3.95; No. 15, $4.30; No. 16, $4.55. Nos. 6 to 9 base from Cleveland are quoted at $2.27½ in less than carlots.

SMOOTH STEEL WIRE.—Oiled and annealed have started to move out nicely. Base price is $2.50 per 100 lb. Oiling 10c.; coppering, 60c. and tinning, $2 per 100 lb. extra. Shipping points, Toronto, Hamilton, London and Montreal, with freights equalized on those points.

WIRE NAILS.—A good movement is reported here. Prices are firm. We quote: $2.45 per keg and 5c. less for carlots. The shipping points are Toronto, Hamilton, London, Gananoque and Montreal.

CUT NAILS.—There is a better business, particularly in shingle nails. We quote $2.50 per keg.

HORSE NAILS.—There are a few going out, but not a heavy movement by any means. The prices are steady this week. The discounts are quoted as follows: "C" brand, oval head, 40 and 10 and 7½ per cent.; on "Monarch," 60 per cent. and "Countersunk" head, 60 per cent.; on "Peerless," 45 and 7½ per cent.

HORSESHOES.—Trade is rather light. Prices are firm, and quotations are as follows: Iron shoes, No. 2 and larger, light medium and heavy, $3.45; snow shoes,

$3.70; light steel shoes, $3.55; featherweight (all sizes), $4.95; iron shoes, No. 1 and smaller, light, medium and heavy (all sizes), $3.70; snow shoes, $4; light steel shoes, $3.80; featherweight (all sizes), $4.95.

SCREWS.—A fairly good business is doing. Prices are firm after the recent advance. Quotations are as follows: Flat head bright, 87½ per cent. discount; round head bright, 82½ per cent.; flat head brass, 80 per cent.; round head brass, 75 per cent.; round head bronze, 70 per cent.; flat head bronze, 75 per cent.

RIVETS AND BURRS.—An excellent trade is doing. Prices are firm, and we quote as follows: Iron rivets, 60 and 10 per cent. discount; iron burrs, 55 per cent.; copper rivets, with usual proportion of burrs, 45 per cent.; copper burrs alone, 30 and 10 per cent.

BOLTS AND NUTS.—The demand keeps brisk, particularly on city account, and the quotations are unchanged this week. We quote: Carriage bolts, common (81 list), 50 and 10 per cent.; carriage bolts, full square (82.40 list), 55 and 10 per cent.; carriage bolts, Norway iron (83 list), 55 and 10 per cent.; machine bolts, all sizes, 50, 5 and 10 per cent.; coach screws, cone points, 66 2/3 and 10 per cent.; elevator shaft and whiffletree bolts, 50 per cent.

SPADES AND SHOVELS.—Manufacturers are in the position predicted some time ago, of being unable to fill orders as promptly as the trade desire. Retailers and jobbers who have stocks are to be congratulated. Prices are steady. Discount is 45 per cent. and the list price has been reduced $3 per doz. for Olds' goods, $2 for Gray's and $1 for Burns'.

ROPE.—The improvement continues. The quotations are unchanged this week. We quote: Pure manila, 14c.; British manila, 12c.; sisal, 11c.; lathyarn, single, 11c. and double, 11½c.; sisal bed cord, 3-cord, 48 feet, 65c.; 60 feet, 80c.; 72 feet, 95c. per doz.

HARVEST TOOLS.—The heavy movement noted last week has increased materially, rakes and manure forks being particularly wanted, though the trade is disposed to take deliveries of all goods for which they have placed their orders. There are no changes in the discounts, which remain at 60 and 10 per cent.

CARPENTERS' TOOLS.—There is an excellent demand, particularly for rules, planes, chisels, squares, etc. Prices are stiffening, but no change is yet reported.

LAWN MOWERS.—There is not much movement yet. The prices are firm. We quote as follows: Woodyatt, 12 wheels, $5.50; Daisy, 12 inch wheels, $4.90; Philadelphia, 10 inch wheels, $6; Ontario, 10-inch wheels, $12.75. The other prices are in proportion.

BRASS RODS AND TUBING.—The activity continues. There is no change in prices. Quotations are as follows: Tubing, 3-16, 50c.; ¼, 35c.; 5-16, to 2 in., 28c. Pipe, ¼, 35c.; ⅜, 28c.; ½ to 3 in., 25c.

BUILDING PAPER.—A fairly active demand is noted, with prices firm throughout. We now quote: Dry sheathing, grey or straw, 40c. per roll; tar sheathing, grey or straw, 50c. per roll; dry fibre, 55c. per roll; tarred fibre, 65c. per roll.

MILK CAN TRIMMINGS.—Business is keeping up fairly well. Prices are unchanged.

SAP SPOUTS.—A good movement is reported, the season having got well started.

RANGE BOILERS.—A fairly good movement continues. Prices are steady. We quote: 18 and 30 gal., $5.50; 35 gal., $6.50; 40 gal., $7.50; 52 gal., $12.50; 62 gal., $19; 82 gal., $23; 100 gal., $31 and 120 gal., $37.

SCREEN DOORS.—There is not much doing. Our quotations are as follows: Screen doors, common, two or three panel, walnut stained, 4 in. style, $6.80; stained, yellow or green, $7; in natural colors, oil finish, $8.15; 3 inch style, 20c. per dozen less.

CEMENT.—Business continues to increase. We quote: Canadian Portland, $2.40 to $2.50 and hydraulic, $1.35 per barrel.

METALS.

The market is much steadier than last week as far as prices are concerned. The boom in tin has reached its limit and rather lower quotations are received from England. Pig iron and all lines of steel, except machinery steel, show a stiffening market. Machinery steel, however, is easier here in sympathy with the lower prices in the United States. Pig lead and ingot copper are unchanged, though there has been some fluctuation at primary markets. A good business is doing in practically all lines, with the possible exception of copper, buyers of which are holding off somewhere.

PIG IRON.—There is a growing feeling on the market that the boom in pig iron is about reaching its limit. The production of recent weeks has been so enormous that it is undoubtedly catching up with the demand, and accumulations of stock are reported at southern furnaces. On the other hand, prices in England have stiffened during the past week, as the demand from the Atlantic seaboard has taken much of the surplus production there. Canadian furnaces are still being offered more business than they can handle. There is little No. 1 offering, but No. 2 can be had at $22.50 to $22.75. No. 2 Summerlee continues steady at $25 on track Toronto.

STEEL BOILER PLATES.—An advance of 6c. per 100 lb. has been noted in Pittsburg markets. This would make the quotations $1.96, f.o.b., Toronto.

TOOL STEEL.—There is a good trade doing. Prices are steady. We quote: "B C" and "Black Diamond," 10 to 11c.; Jessop's, Morton's and Firth's, 14c.; Jonas & Colver's, 10 to 20c.; ditto "Air Hardening," 70c. per lb.; Chas. Leonard's, 8 to 9c.; Park's "Silver," 12 to 14c.; Park's "Special," 15 to 20c.

MACHINERY STEEL.—Reduction of 20c. per 100 has been noted. This puts the price here at $2 to $2.05 f.o.b. Toronto.

BAR IRON.—There is a good business doing and prices are firm throughout. Our quotations are as follows: $2.05 for extras, cut to length while rolling: 2 ft. and over, 10c. per 100 lb.; 1 ft. and under 2 ft., 15c.; under 1 ft., 20c.; over 20 ft., by special agreement, according to length and size.

BLACK SHEETS.—A good demand continues. The market is steady. We quote: Common $3.15 for 28 gauge and dead flat, $3.50 for 26 gauge.

CANADA PLATES.—Business is rather quiet, but prices are reported firm. We quote: All dull, $2.90 to $3; half-polish-

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters.

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, LIMITED

MANUFACTURERS OF

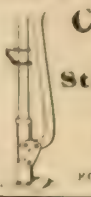
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:

JOHN FORMAN, 644 Craig Street

MONTREAL



COVERT MFG. CO.

West Troy, N.Y.

Steel Carriage and Wagon Jacks.

Harness Snaps, Chain, Rope and Web Goods, etc.

FOR SALE BY JOBBERS AT MFRS. PRICES.

PRIEST'S CLIPPERS

BALL BEARINGS

Largest Variety. Latest Hand Electric Power.

ARE THE BEST.

WE MAKE THEM.

SEND FOR CATALOGUE TO American Shearer Mfg. Co., Nashua, N.H., U.S.A.

Don't Forget the Name. . .

NEWMAN'S INVINCIBLE FLOOR SPRINGS

Strong, Quick, Reliable, Effective.

Will close a door against any pressure of wind. Far ahead of ordinary door springs, pneumatic or otherwise. Ask your wholesaler.

W. NEWMAN & SONS, Birmingham.

Oneida Community Goods

HALTERS, COW TIES, SNAPS, etc., etc.,

in all sizes and styles. May be had of all Jobbers throughout Canada.

Factory—NIAGARA FALLS, ONT.

..A..

STANDARD.

The cost of Axes per million feet of lumber taken out should be the best Standard. Under this Standard the CROWN JEWEL is the cheapest Axe in the market.

Dundas Axe Works, Dundas, Ont.

W. L. Haldimand, Jr., Eastern Agent, Montreal.

[illegible] $2.85 [illegible] and all night, $3.75 to [illegible].

GALVANIZED SHEETS.—Business is [illegible]. Prices are firm, and [illegible] are as follows: Queen's [illegible], $[illegible] for 28 gauge; American, $[illegible] for 24 gauge; Bell brand, $4.30 for [illegible] gauge; Gordon Crown, $4.50 for 28 gauge.

TIN.—A reaction has been reported on the British market from the high price of last week. A moderate reduction is reported early this week, but prices are [illegible] down now. There is no change [illegible]. A good business continues. We quote [illegible] to $31.

TINPLATES.—A fairly good business is doing and a firmer feeling continues to manifest itself. We quote as follows: Charcoals, $4.75 to $5, and cokes, $4.25 to $4.50 per box.

COPPER.—Business has not been as brisk as last week. The buyers are holding off from the higher price, in hope of lower quotations. We quote: Ingot copper, $13 and sheet copper, $22 to $23 per 100 lb.

BRASS.—Unchanged. The discount is 17 per cent.

LEAD.—There is a good demand. Prices are steady here, but an easier feeling is manifested in England. A stronger feeling is noted as a result of an advance of 15c per 100 lb. in lead ore at Leadville, Colorado. We quote as follows: $3.50 per 100 lb. for pig lead and $3.75 for bar lead.

IRON PIPE.—Prices are stiffening throughout. A good trade is doing. Quotations are now as follows per 100 ft.: Black pipe; ⅛ in., $3.25; ¼ in., $2.40; ⅜ in., $2.65; ½ in., $2.85; ¾-in., $3.65; 1-in., $5.20; 1¼-in., $7.35; 1½-in., $8.95; 2-in., $12.55; 2½-in., $21; 3-in., $25; 3½ in., $32; 4-in., $38.

ZINC SPELTER.—Business is so brisk that stocks have been well cleaned up. An advance of ¼c. is noted. We quote 6¼ to 6½c. per lb.

ZINC SHEETS.—A good demand is recorded. The advance is well maintained. We quote the base price as follows: Cask lots, $6.75 to $7 and part casks, $7 to $7.25.

SOLDER.—A fair amount of business is being done. Prices are stiff, owing to the higher value in tin. Guaranteed half-and-half is quoted at 18 to 19c. and wiping at 17 to 18c.

OLD MATERIAL.

A brisk demand is noted. Prices are firm throughout, last week's advance being well maintained. We quote as follows: Heavy copper and wire, 10½c. per lb.; light copper 9c. per lb.; heavy red brass, 9½c. per lb.; heavy yellow brass, 7½ to 8½c. per lb.; light brass, 6c.; lead, 2½c.; scrap zinc, 3c.; iron, No. 1 wrought, $13 per net ton; No. 2 wrought, $4.50; machinery cast scrap, $15.50 to $16; stove plate, $10; malleable and steel, $6.00 to $6.50; old rubbers, 6½c per lb. and country mixed rags, 50c. per 100 lb.

PETROLEUM.

There is no change. We quote: Lily White, Canadian, 18c. in bbls.; Silver Light, American, 19½c. in bbls.; Crystal Spray, water white, American, 21c. in bbls.; Pennoline, best American imported, 22c. in bbls. In bulk, 2c. less.

"GLOBE" BRAND Files and Rasps

Manufactured from high-grade Crucible Cast Steel, by experienced mechanics.

Every file carefully tested, and warranted.

ALL CUTS. — ALL SHAPES. — ALL SIZES.

FOR ALL PURPOSES.

Sold by all prominent Hardware Merchants, from the Atlantic to the Pacific.

Manufactured by

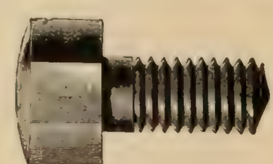
WALTER GROSE,
SELLING AGENT,
MONTREAL

NICHOLSON FILE CO.,
DOMINION WORKS, **Port Hope, Canada.**

STANDARD LIGHT-PRODUCERS.

"Banner" Cold Blast Tubular Lanterns. "Radiant Shelby" Electric Lamps.

WALTER GROSE, Selling Agent, Montreal. THE ONTARIO LANTERN CO., HAMILTON.



THE JOHN MORROW MACHINE SCREW COMPANY, Limited

Manufacturers of

Set and Cap Screws, Special Milled Work, Engine Studs, Etc. Cold Punched Nuts of every variety of finish.

INGERSOLL, ONT.

WILL IT PAY?

SINGLE FIRST FLOOR OUTFIT.

Every business transaction is weighed by one standard.

Will It Pay?

If you handle ***oil of any kind*** and are considering the purchase of a

BOWSER
Self-Measuring
OIL TANK

Let us ask you a few questions:

Is it worth 10 cents a Day to handle your oil without waste?

Is it worth 10 cents a Day to sell your oil without loss of time and labor?

Is it worth 10 cents a Day to have no leaky, dirty measures and funnels to handle?

Is it worth 10 cents a Day to keep your oil room neat and clean?

We might propound a hundred questions equally as pertinent. If any one of these is worth 10 cents a day, is not the combination of the many worth more than the cost of a **Bowser Self-Measuring Oil Tank,** which will give you all these advantages.

Let us give you full particulars. **Ask for Catalogue "A."**

S. F. BOWSER & CO., Factory— FORT WAYNE, IND.
65 FRONT STREET EAST, TORONTO.

HIDES, SKINS AND WOOL.

The calfskin market is strong and the demand is good. Hides and wool do not make such a good showing. The tallow market is also weak. There is a slight fall in the price of cured hides. Unwashed wool has gone up a little in price, but pulled wool has dropped. We quote

HIDES.—No. 1 green, 7½c.; No. 2 green, 6½c. per lb.; No. 1 green, steers, 8c.; No. 2 green, steers, 7c. per lb.; cured, per lb., 8¼ to 8¾c.

CALF SKINS. Veal skins, No. 1, 6 to 11 lb. inclusive, 10c.; No. 2, 8c.; No. 1, 15 to 20 lb. inclusive, 9c.; No. 2, 7c. Deacons (dairies), each, 60 to 70c.; sheepskins, 80 to 90c.

WOOL.—Unwashed wool, per lb., 8½ to 9c.; fleece wool, 16c.; pulled wools, super., per lb., 15 to 17c.; ditto, extra, 19 to 20c.

TALLOW.—Tallow is very scarce. We quote 5¾ to 6c. per lb.

SEEDS.

Prospects are beginning to look much better now. The warm weather has stimulated the market considerably. The demand for red clover is very good, but there is not so good a run on timothy. Mixed seed has a very fair demand. We quote: Red clover, ex warehouse here, $6.30 to $8; alsike, ex warehouse here, $5.25 to $8.50; Timothy, ex warehouse here, $2 to $2.75.

NOTES

An advance of 25c. is noted in zinc spelter.

Discounts on shot and lead pipe have been reduced 15 per cent.

FOREST CITY GOSSIP.

Office of HARDWARE AND METAL,
365 Richmond St., London, Ont.

BUSINESS in this city coutinues very healthy in every branch of hardware, and the movement of goods made in the factories here is apparently satisfactory. Some complaints are made by the regular wholesale hardware merchants because of slowness of deliveries in goods ordered months ago. One merchant instances a large shipment of fence wire from Cleveland, of which he has invoices for over two weeks, and advice bills of shipment; but as yet no word of the goods at London. The railroads, which seem to be congested with freight from every quarter, are being denounced in strong language, not only by hardware men, but dry goods importers and grocers as well. It is stated that it takes three or four times longer to get freight from New York to London, Ont., than to get the same goods from any part of Britain landed at New York harbor.

Non-receipt of goods, when wanted, is a most serious drawback to all classes of wholesale trade, and especially so to hardwaremen at this season of the year. A spring order for a retail hardware merchant consists of very many different lines, some of which are heavy goods. When these are out of stock, the whole order is delayed so that only one shipment need be made, and thus much irritation and inconvence is caused. Little wonder wholesale men are growling at the weary waiting for railroad delivery of goods.

As your correspondent went through the works of the Waggoner Ladder Company to-day, the words of the Hibernian, "be jabbers! if I had the tools an' knew how, I cud make a watch," occurred to him. It takes the necessary "know how" also to make a ladder. This company was established in 1899 by Mr. Waggoner, who patented the famous extension ladders made by this firm. The works are situated on the southeast corner of York and Colborne streets. Ladders of every conceivable description are manufactured here, and some of them show much inventive genius in their labor-saving construction. Amongst the goods made and sent all over the Dominion are firemen's ladders and wagons for ladders — extension stepladders—ladders for tradesmen and farmers, etc. This firm also make a varied and miscellaneous range of useful articles, such as lawn swings, rocking chairs, clothes-horses, painters' tressels, ironing boards, nearly all having some novel handy device which at once appeals to utility and common sense. This concern is now preparing for their busy season, and the prospects are very good.

The Western Fair, the big fall event of the "Forest City," will be held this year from September 11 to 19. This was decided on at a meeting of directors held Saturday afternoon. Col. Gartshore, the president, was in the chair, and there was a good attendance of members.

Victoria Hospital, where the victims of the great railway accident at Wanstead were brought from the wreck, and so carefully looked after, is receiving some attention from the city; and the hospital trust, with such finances as are available, are endeavoring to bring the institution to a high standing.

The deputation of boards of trade and municipal councils, which was to have waited on General-Manager Hays of the G.T.R. regarding the question of reducing freights and giving an improved passenger service between Toronto and London, has been asked to postpone the conference until April. Manager Hayes writes that he is very busy at present, is perfectly willing to meet the deputation, and does not want to be considered as trying to hedge.

A big effort is being made by Mayor Beck and the city aldermen to keep the rate of taxation kept down to 23 mills the rate of last year, but the high prices for all sorts of material required for public works, together with the [illegible] demanded, and the imperative [illegible] of a large and growing city, [illegible] both aldermen and mayor that their [illegible] are not by any means [illegible].

W. H. L.

THE ROOF

Gets the worst of it.

There's no shelter for it. It shelters the rest from the elements. That's why every one needs the very best shingles.

EASTLAKE SHINGLES

are absolutely fire, lightning, rust and leak proof, and easy to apply.

They've long since been proved the most reliable, perfect and longest-lasting kind to be found.

With them in stock you're certain of satisfied customers and increased business.

The Metallic Roofing Co., Limited

TORONTO MONTREAL WINNIPEG

MANITOBA MARKETS.

Winnipeg, March 17, 1903.

SISAL [illegible] and is now quoted [illegible] "Anchor" brand paper [illegible], now being quoted at [illegible] Horseshoes are up 5c., scrap, No. 1, $18 to $20. There is heavy placing of orders for binder twine.

We quote as follows :

Barbed wire, 100 lb.	$3 25
Plain twist	3 25
Staples	3 65
Oiled annealed wire 10	3 42
" 11	3 48
" 12	3 56
" 13	3 66
" 14	3 76
" 15	3 91

Annealed wires (unoiled) 10c. less.

Cut Nails—		Wire Nails—	
2d 1 in	$4 10	1 in.	$4 20
3d Fin 1¼ in.	4 10	1⅛ in.	4 20
3d 1¼ in	3 75	1¼ "	3 85
4d 1½ in	3 50	1½ "	3 60
5d 1¾ in	3 50	1¾ "	3 60
6d 2 in.	3 40	2 "	3 50
8d 2½ in	3 25	2½ "	3 35
10d 3 in	3 20	3 "	3 30
20d 4 in.	3 15	3½ "	3 25
30d 4½ in.	3 10	4 "	3 20
40d 5 in	3 10	4½ "	3 20
50d 5½ in.	3 10	5 "	3 20
60d 6 in.	3 10	5½ "	3 20
		6 "	3 20

Horsenails, 40 per cent. discount.

Horseshoes, iron, No. 0 to No 1	4 35
No. 2 and larger	4 20
Snow shoes, No. 0 to No. 1	4 60
No. 2 and larger	4 45
Steel, No. 0 to No. 1	4 45
No. 2 and larger	4 20

Bar iron, $2.70 basis.
Swedish iron, $4.75 basis.

Sleigh shoe steel	2 85
Spring steel	3 25
Machinery steel	3 50
Tool steel, Black Diamond, 100 lb	8 50
Jessop	13 00
Sheet iron, black, 10 to 20 gauge, 100 lb.	3 50
18 to 22 gauge	3 75
24 guage	3 90
26 guage	4 00
28 gauge	4 10
Galvanized Iron, American, 16 gauge	4 00
18 and 20 gauge	4 00
22 and 24 gauge,	4 50
26 gauge	4 50
28 gauge	4 75
30 gauge	5 00
Extra sheets, 36 in. wide an advance of 25 p.c. per 100 lb.	
Apollo 10¾ oz	5 00
28 gauge	4 75
26 "	4 50
24 "	4 50
22 guage	4 50
20 and 81 guage	4 25
16 guage	4 00
Queen's Heap, 24 gauge	4 75
26 guage	5 00
28	5 25
Genuine Russian, per lb	11
Imitation " "	07
Tinned, 24 gauge, 100 lb.	8 00
26 gauge	8 25
Tinplate, IC charcoal, 20 x 28, box	10 00
" IX "	12 00
" IXX "	14 00
Ingot tin	33
Canada plate, 18 x 21 and 18 x 24	3 25
Sheet zinc, cask lots, 100 lb	7 00
Broken lots	7 50
Pig lead, 100 lb	5 00
Wrought pipe, black up to 2 inch	50 an 10 p.c.
" Over 2 incb	50 p.c.
Rope, sisal, 7-16 and larger, basis	$11 25
Manila, 7-16 and larger, basis	14 75
Solder	20
Axes, chopping	$7 50 to 12 00
" double bitts	12 00 to 18 00
[illegible]-tone	5 75
Screws, flat head, iron, bright	87½

Round " "	82½
Flat " brass	80
Round " "	75
Coach	65 p.c.
Bolts, carriage	50 p.c.
Machine	50 and 5 p.c.
Tire	60 and 5 p.c.
Sleigh shoe	65 p.c.
Plough	40 p.c.
Flat head stove	60 and 5 p.c.
Round head	60 and 5 p.c.
Elevator	60 p.c.
Rivets, iron	50 p.c.
Copper, No. 8	32
" No. 12	36
Coil chain, 3-16 inch	10½
" ¼ inch	8¼
" 5-16 inch	5½
" ⅜ inch	5¼
" 7-16 inch	5
" ½ to ¾ inch	4¾
Spades and shovels	40 and 5 p.c.
Harvest tools	60 and 10 p.c.
Axe handles, turned, s. g. hickory, doz.	$2 50
No. 1	1 50
No. 2	1 25
Octagon extra	1 75
No. 1	1 25
Files common	70, and 10 p.c.
Diamond	60
Ammunition, cartridges, Dominion R.F.	50 p.c.
Dominion, C.F., pistol	30 p.c.
" military	15 p.c.
American R.F.	30 p.c.
C.F. pistol	5 p.c.
C.F. military	10 p.c. advance.
Loaded shells :	
Eley's soft, 12 gauge black	16 50
chilled, 12 gauge	18 00
soft, 10 gauge	21 00
chilled, 10 gauge	23 00
Shot, Ordinary, per 100 lb	6 00
Chilled	6 50
Powder, F.F., keg	4 75
F.F.G.	5 00
Tinware, pressed, retinned.	70 and 10 p.c.
" " plain	75 and 2½ p.c.
" pieced	
Japanned ware	37½ p.c.
Enamelled ware, white	45 p.c.
" Famous	50 and 10 p.c.
" Imperial	50 and 10 p.c.

PETROLEUM.

Water white American	26½c.
Prime white American	24½c.
Water white Canadian	24c.
Prime white Canadian	22½c.

SCRAP.

No. 1 cast iron	$18 to $20 per ton.
No. 2 "	5 to 6 "
Wrought iron scrap	5 "
Copper (heavy)	7c. per lb.
Yellow brass (heavy)	7½c.
Light brass	5c. to 6c. "
Lead pipe, or tea lead	2c. to 2½c. "
Zinc scrap	1c. "

PAINTS, OILS AND GLASS.

Turpentine, pure, in barrels	$ 95
Less than barrel lots	1 00
Linseed oil, raw	66
Boiled	69
Lubricating oils, Eldorado castor	28½
Eldorado engine	27½
Atlantic red	33½
Renown engine	42
Black oil	19½ to 21½
Cylinder oil (according to grade)	55 to 74
Harness oil	56
Neatsfoot oil	1 00
Steam refined oil	85
Sperm oil	2 00
Pure castor oil, first pressure	11
Lubricating	10
Glass, single glass, first break, 16 to 25 united inches	2 25
26 to 40 per 50 ft.	2 50
41 to 50 " 100 ft.	5 50
51 to 60 " " "	6 00
61 to 70 per 100-ft. boxes	6 50
Putty, in bladders, barrel lots per lb.	2½
kegs "	2¾
White lead, pure per cwt.	6 00
No. 1 "	5 75
Prepared paints, pure liquid colors, according to shade and color, per gal.	$1.30 to $1.90

NOVA SCOTIA MARKETS

Halifax, March 17, 1903.

IT is seldom that St. Patrick's Day finds the weather in Halifax so fair and mild as it did this year, and this has tended to bring on the spring rush in the hardware trade somewhat earlier than usual. There is a heavy movement of goods, especially to the western section of the Province, where spring opens about two to three weeks earlier than in the eastern section ; and there is also considerable trade from all quarters.

* * *

During the last week the business done, outside the regular spring trade, was in the line of outfitting vessels and their crews. Now that the shore ports are about all open to navigation, the fishermen are fitting out for their season's work, which makes considerable activity in other lines as well as in hardware. New nets, lines, cordage and canvas have, in many cases, to be renewed, and trade in these will be very active for the next two or three weeks. The lobster fishermen are also outfitting. The latter trade is, however, dirtributed over a longer period, as different sections of the Province have different seasons for operating. Prices in lines, cordage and canvass, are firm and higher than usual.

* * *

Builders' hardware constitutes by far the larger portion of the goods being shipped for spring trade. There is also a heavy demand in this line in the city. Besides a number of heavy contracts which were already in operation, a large amount of work will result from the recent fire. Buildings partially destroyed are being repaired, and, as in the case of Moir, Son & Co., new buildings will be erected. This will be a very busy season in the building line in Halifax.

* * *

The turpentine situation is unchanged, the dollar mark still being the retail price, with 5c. less in quantities. Linseed oil is steady at former quotations, and there is considerable demand. There is also a good trade in paints and varnishes, both in large and small quantities, the latter for the householder, who is commencing to do his spring work of brightening up.

* * *

The most important price changes during the last week were an advance of 10 per cent. on screws and a like amount on wire screens The following are the quotations for the lines now most in demand : Wire and cut nails, $2.45 base ; linseed oil, raw, in barrels, 65c.; boiled, 68c.; turpentine, 95c.; white lead, $5.50 for pure and $5.25 for No. 1 ; sheet lead, for 3 lb. or heavier rolls, $4.25 ; pig lead, $3.75 to $4 ; 3-ply roofing, $1.20 ; 2-ply, 95c.; tarred felt, $1.80; tarred sheathing, 45c. and dry, 40c.; manilla cordage, 14c.; British manilla, 12c., and sisal, 11c.; cement, English, $2.75 ; Belgian, $2.40.

R. C. H,

AFTER THE SHUTTERS ARE UP.

ON a side street the other day at noon a large sleighload of hay, in turning a corner, upset. A small boy, on the top, slid off, and after carefully unhitching the horses and tieing them to a tree, began to pull away the hay.

After working industriously for some time, he was asked by a man from a nearby house to come in and have something to eat. The boy refused, but the man feeling pity for the little fellow without his dinner, came out again and asked him to come in, but again the boy shook his head.

"Why won't you come?" said the man. "The hay won't hurt there until you have had something to eat."

"Paw wouldn't like me to," answered the boy.

"Oh! he won't say anything. I'll see he doesn't abuse you for it," assured the man, thinking the boy was troubled with shyness.

After some coaxing, the boy, somewhat reluctantly yielded and went in. After eating a hearty dinner and sitting a few moments beside the heater, he got up with a sigh of resignation and began to slowly put on his mitts.

"Now," said the man, having, as he thought, dispelled the boy's shyness, "why did you think your father would object to your coming in to dinner?"

"Well, you see," answered the boy, as he opened the front door, "he's out there under the load."

THE HARDWARE CONVENTION.

The preparations for the hardware convention at Hamilton on Tuesday next, March 24, are practically completed. General Secretary Trowern states that the indications are that the meeting will be one of great practical advantage to hardware dealers, as the topics to be discussed are live issues, and a free discussion is likely to result in finding out what steps should be taken to get at a remedy for any wrongs which the retailers think should be righted.

THE PRESIDENT'S DINNER.

A dinner given last Monday evening at the St. James Club, Montreal, by Arthur J. Hodgson, president of the Board of Trade of that city, proved a most enjoyable function. Among those present included the members of the present council, the past officers of the Board, with whom the host had served; the president of the Chamber de Commerce, and James Crathern, the Board's representative on the Harbor Commission. Others present were: George E. Drummond, 1st vice-president; W. I. Gear, 2nd vice-president; Ald. Ames, R. M. Ballantyne, George B. Fraser, E. F. Hebden, Charles Meredith, James Thom, Hugh Watson, W. W. Watson, John T. Wilson, Charles F. Smith, Henry Miles, Alex. McFee, D. Mason, Fred. W. Evans, R. W. Macdougall, John Macfarlane, Robert Munro, A. Browning, J. B. Bell, George Hadrill, secretary of the Board of Trade, and J. Stanley Cook, assistant secretary.

CATALOGUES, CALENDARS, ETC.

Catalogues and circulars of plumbers' and builders' supplies are wanted by A. Belanger, Montmagny, Que. Will manufacturers and wholesalers kindly bear this in mind?

We are in receipt of this year's calendar from Blackhall & Co., advertising signs and novelties, Front street west, Toronto. It is a very neat little calandar. It is printed in three colors, black, white and silver. The silver is used in the firm's name, which shows up well against the black background; also the contrast between the two extreme colors gives a striking effect to the general appearance.

BRIGHT OUTLOOK FOR BATTLEFORD.

Battleford, N.W.T., expects to experience quite a marked change during the present year. In that neighborhood quite a number of settlers from Nebraska and Dakota are taking up farms, and Mr. Barr's Bristol colony of 3,000 people are due to arrive there in about a month. Besides this, the Canadian Northern is surveyed to pass within two miles of the town on the opposite side of the Saskatchewan river, while the C.P.R. extension from Elkhorn or Moosomin to Edmonton will also strike the town. There are at present three large stores in the town, and a fourth is just starting. Their constituency covers a radius of about 90 miles. When the railway connection with the outside world is assured, Battleford promises to assume a much more important position as a commercial centre than it now does.

A GOOD APPOINTMENT.

W. F. Millman & Sons, 37 Yonge street, Toronto, have been appointed eastern buyers for the Trites Wood Co., Limited, Fernie, B. C., the firm which recently bought out all of the Crows Nest Pass Coal Co.'s stores including Michel Coal Creek and Morrissy. Their head office is at Fernie, where they have another large store lately owned by A. B. Trites.

Mr C. F. Fawcett, hardware merchant Tiverton, Ont., was in Toronto this week, and paid HARDWARE AND METAL a visit.

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 2c. a word each insertion; cash in advance. Letters, figures, and abbreviations each count as one word in estimating cost.

SITUATIONS WANTED.

COMMERCIAL Traveller open for engagement 1st of april hardware stoves or linware have covered the ground east of Toronto to Ottawa and the Ottawa Valley for thirteen years for present employer, first class connection. Address, Box 21 HARDWARE AND METAL (13)

WANTED -position of trust by a young man now connected with one of the largest concerns in Canada capable of acting as purchasing or selling agent in steamfitters goods and general hardware, three and half years with present employers best references, both languages Box 18, HARDWARE AND METAL, City (12)

SITUATIONS VACANT.

WANTED — experienced hardware traveller, ground west of Toronto substantial salary and early advancement for right man Apply Box No. 19, HARDWARE AND METAL Toronto (12)

WANTED Hardware salesman, stating age, experience and salary expected. Box 20, HARDWARE AND METAL (13)

WANTED — an experienced hardware man State salary Apply G H White, Orillia (12)

TINSMITH Wanted—experienced hand—steady work; state wages wanted. J. Ritter Millbank. f

WANTED immediately tinsmith — first-class at furnaces and tooling and competent to estimate on same. $55.00 the year round, two months' trial same wages D. J. Fumerton, Reston, Man. f

TINSMITH Wanted—strictly union shop, state wages and experience Stephen N Rudd Guelph, Ont. f

FOR SALE.

FOR Sale—a wagon and paint shop, with two acres of land, a frame house, 24 x 32, stone cellar and a frame stable, good business, no opposition. Appy, T. C. Elliott, Teviotdale. f

ACETYLENE Burners—economical non-carbonizing; samples thirty cents. Economic Burner Co., Toronto. f

FOR SALE.

Wire Window Guards, Wire Cloth, Moulders Riddles, Children's Cots Bank and Office Railings Ornamental Iron Fencing Window Fixtures, Wire Work Architectural Wrought Iron Work etc.

The Geo. B. Meadows Toronto Wire, Iron and Brass Works Co., Limited. Established 1851.

117 King Street West, Toronto

FOR SALE.

New Steel Rails, in Lots, to Suit Purchaser.

Sections 12 lbs to the Yard
14 "
16 "
18 "
20 "
24 "
30 "
35
50

Write us early for [illegible]

SESSENWEIN BROS., Montreal

PAINT, OIL AND BRUSH TRADES

VARNISH QUALITIES AND EFFECTS.

All persons are familiar with the effects when a coat of varnish has been put on a colored surface previously dulled. It brings out the richness and purity of the colors over which it is put. It creates fancies in them which one is inclined to think did not before exist.

But varnish adds nothing to colors. It merely removes the obscurities which hide their beauties, in just the same way that the process of polishing a precious stone or a piece of wood by friction shows out the beauties of its veins and colors. Dullness is identical with roughness, and transparency is merely a high degree of smoothness. The effect of varnish is simply to provide a color with an almost absolutely smooth surface.

There is nothing so favorable to beauty as this quality of glossy transparency. The reason why dull surfaces are never rich in color seems to be that the minute roughnesses and depressions which form such surfaces break the rays of light into points of light and shade which obscure the true colors beneath. When the surface is smooth to the extent of transparency the light passes unimpeded direct to the colors, which are then reflected back in their proper values.

In decoration, however, roughness has qualities peculiar to itself. When viewed from a distance it has a suggestion of softness which makes it particularly suitable for some forms of work where brilliancy is not aimed at, as, for instance, on large inside surfares, where a retiring effect is desired. Gilding is also sometimes finished dull or "mat," the object in this case being variety or to show to better advantage a burnished surface.

Besides adding beauty to an object, a glossy or polished surface has the additional advantage of rendering it better able to resist the effects of atmospheric influences. Frost, rain, the heat of the sun and climatic changes of all descriptions play havoc with surfaces in exposed positions. Wood, unprotected, soon starts to decay on its outer surface; metals rust or corrode, but the smooth, compact surface of varnish for a long period offers a splendid resistance.

It will, therefore, easily be understood that the true test of the value of varnish is that it should retain its original surface intact for as long a period as possible. In short, durability, particularly in carriage varnish, where delicate and expensive colors are to be protected, is the most important feature. As soon as the varnish starts to go wrong the colors beneath it lose their best qualities.

Some varnishes are used in such unexposed positions that the quality of hard drying is the all important consideration, and the tough, elastic wearing qualities of outside varnish are not required. Spirit, furniture and such like varnishes are especially prepared for inside conditions. Their hard surfaces render them safe to handle, but they would very soon perish if exposed.

A quick drying varnish can never be classed as durable. The process of drying is identical in all respects with that of perishing. The same influences which, acting upon a varnish cause it to dry, continue to act upon it and cause it to decay. The process of drying, in fact, never ceases until all but the original solid matter in it has disappeared. A slow drying, elastic varnish is, therefore, the most durable attainable.

PAINT AND OIL NOTES.

J. Marshall has been elected president of the Toronto Painters' Union.

Brantford, Ont., union painters have talked of going on strike for a raise this spring, but have been advised not to do so by the international executive.

A DEMAND FOR HIGHER WAGES.

The Montreal Brotherhood of Painters, Decorators and Paperhangers have demanded after April 1, 25c. per hour; eight hours per day; overtime, 37½c.; Sundays and after midnight, 50c.; travelling expenses, board, etc., for work outside Montreal; recognition of union; arbitration in case of dispute. The Master Painters' Association have written the secretary of the union that the matter will be fully considered. No serious trouble is anticipated.

NEW LINSEED OIL MILL.

The contracts were awarded on Saturday for the Ontario Linseed oil Mill. David Chalmers will construct the foundations and walls, Alex. Green will do the carpenter work and H. R. Manders & Co. have the contract for the sheet iron work. It is a very extensive contract, but must be completed before September 1 of this year. The laying of the foundations will be costly, and it will be necessary to sheet pile the excavations and at the same time keep a steam pump almost constantly in operation for about six weeks. The nature of the ground, which was at one time a marsh, makes this work necessary. Mr. Chalmers is commencing on his part of the contract this week.—Owen Sound, Ont., Sun, March 12.

PAINT AND TIN CAN RUST

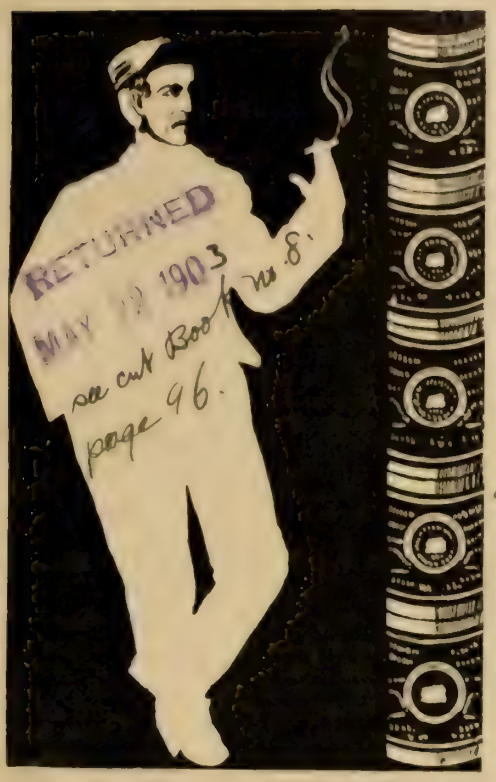
It has long since been determined by scientific researches that linseed or any other oil is not impervious to water; on the contrary, that they soak up water almost like a sponge, hence some other preparations are required to protect metal from rust in the presence of water, says The Painters' Magazine. We should recommend that the cans be first thoroughly cleansed, to remove all grease, etc., with soda water, then rinsed and thoroughly dried. Now, a thin coat of equal parts of white lead and zinc, thinned with turpentine and a little coach japan, to which good varnish—say, a tablespoonful to each half-pint of paint—is added, should be given, and when this is dry a coat of enamel, made from zinc in damar varnish, colored to suit fancy, thinned with a little turpentine and mixed with sufficient hard drying coach varnish to work freely, applied as a finish. If each coat could be conveniently baked from four to six hours at a temperature of about 150 deg. F., it would resist water far better than the air-dried paint.

PAINT AND OIL MARKETS.

MONTREAL.

THE white lead market shows indications of an advance and has given the demand for this staple a strong lift up. Dry white lead has advanced nearly £3 since November last, and this cannot fail but to have a marked effect on the ground article. All quotations are sent out subject to quick reply and, with the present good feeling in the general trade, the advance, which is bound to take place shortly, will be paid cheerfully. It looks as if the stock for spring supplies will be thinned out by the opening of navigation. All lead products are feeling stronger and no concessions are being made in round lots. Varnish manufacturers are somewhat hampered by the scarcity of turpentine, and an advance in prices is talked of. The trade generally, is reported to be good. We quote:

GROUND WHITE LEAD.—Best brands, Government standard, $5.00 to $5.25; No. 1, $4.27½ to $4.87½; No. 2, $4.40 to $4.50; No. 3, $4.02½ to $4.12½; No. 4,



Labor, Not Paint,

is the Expensive Item in Painting

It costs as much to apply a poor paint as a good one.

Your customer knows this—that's why he wants the best paint—why he wants "Ark Brand," the most durable and satisfactory paint ever sold.

Dealers find "Ark Brand" a splendid line to carry, because it makes satisfied customers, which means continued patronage.

Here's a straw showing the satisfaction "Ark Brand" paints are giving.

Tweed, January 9, 1901.

The Francis-Frost Co., Limited.

GENTLEMEN,—I have used your "Ark Brand" Paint for some years and find it satisfactory in every way. I have used it for both inside and outside work. I painted several houses outside and find it to stand the weather well. I believe better than white lead, as it keeps its gloss and does not crack nor peel off. While other paints are being condemned our "Ark Brand" is steadily growing in favor with the people, going on from victory to victory. WILBER GORDON

CAN WE NOT PLACE YOU IN THE VICTORIOUS LINE?

The **Francis-Frost Co.** Limited

Canadian Agents for Grippin's Crack Filler, and "Muresco" Wall Finish.

Toronto.

Canada Linseed Oil Mills

LIMITED

MONTREAL.

Manufacturers of

"GUARANTEED PURE"

Raw and Boiled

LINSEED OIL

N. B.—We are on the market to buy good, sound, oak Linseed Oil, Turpentine, Varnish and Machine Oil Barrels.

BENJAMIN MOORE & CO.

Sole Manufacturers.

248 Water Street, Brooklyn, N.Y.

111 North Green Street, Chicago, Ill.

FRANCIS-FROST COMPANY, - TORONTO, ONT.

DISTRIBUTING AGENTS FOR CANADA

$3.65 to $3.75 all f.o.b. Montreal. Terms, four months or 3 per cent. off for cash in 30 days.

DRY WHITE LEAD.—$5 in casks, and in kegs, $5.25.

DRY WHITE ZINC.—Pure dry, in casks, [illegible], in 100-lb. kegs, 6¾c.; No. 1, [illegible] casks, 5¼c., in 100-lb. kegs, 5¾c.

WHITE ZINC (ground in oil)—Pure, 25-lb. irons, [illegible]; No. 1, 7c.; No. 2, 6c.

PUTTY.—We quote: Bulk, in barrels, [illegible], in 100-lb. packages, $1.85; [illegible] in barrels, $1.90; bladders, in [illegible] 100-lb. kegs, $2.05; 25-lb. tins or [illegible], $2; 12½-lb. tins, $2.30, f.o.b. Montreal, Ottawa, Toronto, Hamilton, London and Guelph. Maritime Provinces, [illegible] higher, f.o.b. St. John and Halifax. Three per cent. discount for cash in 30 days.

ORANGE MINERAL.—Casks, 7c.; 100-lb. kegs, 7¼c.; smaller quantities, 8¼c.

RED LEAD.—Genuine red lead, in casks, $4.50; in 100-lb. kegs, $4.75; in less quantities, $5.75 per 100 lb. No. 1 red lead, casks, $4.25; kegs, $4.50 and smaller quantities, $5.50.

LITHARGE.—Ground, casks, 5c.; less quantities, 5½c.; flake litharge, casks, $5.25; smalls, $5.75 per 100 lb.

LINSEED OIL.—Raw, 1 to 4 barrels, 59c.; boiled, 62c.; raw, 5 to 9 barrels, 58c.; boiled, 61c. Terms, net cash in 30 days. Delivered in Ontario, between Montreal and Oshawa, at 2c. per gallon advance.

TURPENTINE.—Single barrels, 95c.; 2 to 4 barrels, 94c. Terms, net cash in 30 days.

BENZINE.—25 to 26c.

SHELLAC VARNISH.—Pure white, $2.35 to $2.45; orange, $2.25 to $2.35.

MIXED PAINTS.—$1.20 to $1.40 per gallon.

CASTOR OIL.—8¾ to 9¼c. in wholesale lots, and ½c. additional for small lots.

SEAL OIL.—48 to 50c.

COD OIL.—35 to 37½c.

PURE CANADIAN PARIS GREEN.—Petroleum barrels, 13¼c. per lb.; arsenic kegs, 13½c.; 50 and 100-lb. drums, 14c.; 25-lb. drums, 14½c.; 1-lb. packages, 15c.; ½ lb. packages, 17c.; 1-lb. tins, 16c.; ½-lb. tins, 18c.

PURE ENGLISH PARIS GREEN.—Petroleum barrels, 14¼c.; arsenic kegs, 14½c.; 50 and 100-lb. drums, 15c.; 25-lb. drums, 15½c.; 1 lb. paper boxes, 16c.; 1-lb. tins, 17c.

—

TORONTO.

The mild weather has greatly accelerated the movement, retailers calling for immediate delivery of all lines. The number of orders coming in are also large, covering practically every line in the range of paints, oils and sundries. Paris green is the least active, though the high price of turpentine and linseed oil is retarding sales somewhat. The stiffening of the lead market has caused a feeling that white lead may go higher, but as competition in this line is extremely keen, this advance may be delayed. Linseed oil is easy in England, but there is no weakness shown here. Turpentine is firm, as are nearly all lines. We quote:

WHITE LEAD.—Ex-Toronto, pure white lead, $5.00 to $5.25; No. 1, $4.62½ to $4.87½; No. 2, $4.25 to $4.50; No. 3, $3.87½ to $4.12½; No. 4, $3.50 to $3.75 in packages of 25 lb. and upwards; ½c. per lb. extra will be charged for 12½-lb. packages; genuine dry white lead, in casks, $5.02½.

RED LEAD.—Genuine, in casks of 560 lb., $4.50; ditto, in kegs of 100 lb., $5; No. 1, in casks of 560 lb., $3.75; ditto, in kegs of 100 lb., $4.25.

LITHARGE.—Genuine, 6 to 6½c.

WHITE ZINC.—Genuine, French V.M., in casks, $6.25; Lehigh, in casks, $6 to $6.25.

SHINGLE STAIN.—In 5-gallon lots, 50 to 75c. per gallon.

PARIS WHITE.—90c. to $1 per 100 lb.

WHITING.—65c. per 100 lb.; Gilders' whiting, 80c.

GUM SHELLAC.—In cases, 35 to 37c.; in less than cases, 40 to 42c. per lb.

LIQUID SHELLAC.—Pure orange, in bbls., $2.25 to $2.35; white, $2.35 to $2.45 per gal.; in less quantities, 10c. extra.

GLUES.—Broken sheet, in 200-lb. bbls., 8½c. per lb.; cabinet glue, in bbls., 12c.; emery glue, in bbls., 17½c.; bookbinders', ground, 10½c.; finest American, white, 19c.; No. 1 American white, 15c. per lb.

PUTTY.—Bladders, in barrels, $2.10; bladders, in 100-lb. kegs, $2.25; bulk in barrels, $1.80; bulk, less than barrels, and up to 100 lb., $2.05; bladders, bulk or tins, less than 100 lb., $2.75.

PARIS GREEN.—Petroleum bbls., 14c. per lb.; arsenic kegs, 14½c.: 50 and 100-lb. drums, 15c.; 25-lb. drums, 15½c.; 1-lb. packages, 16c.; ½-lb. packages, 18c.; 1-lb. tins, 16c.; ½-lb. 18c.

PLASTER PARIS.—New Brunswick, $2 per barrel.

PUMICE STONE.—Powdered, $2.50 per cwt. in bbls. and 4 to 5c. per lb. in less quantity; lump, 10c. in small lots and 8c. in bbls.

LIQUID PAINTS.—Pure, $1.20 to $1.40 per gallon; No. 1, $1.10 per gallon.

BARN PAINTS.—65 to 70c. per gallon.

CASTOR OIL.—English, in cases, 9 to 9½c. per lb., and 10 to 10½c. for single tins.

LINSEED OIL.—Raw, 1 to 2 bbls., 61c.; boiled, 64c.; 3 to 5 barrels, raw, 60c.; boiled, 63c.; 6 to 9 barrels, raw, 58c.; boiled, 61c. delivered. To Toronto, Hamilton and London, 2c. less. All quantities of 10 barrels and over of linseed oil sold only f.o.b., Toronto, Hamilton, London and Guelph.

TURPENTINE.—Single bbls., 95c.; 2 to 3 bbls., 94c. delivered. Toronto, Hamilton and London, 1c. less. For less quantities than barrels, 5c. per gallon extra will be added, and for 5-gallon packages, 50c. and 10-gallon packages, 80c. will be charged.

GASOLINE AND BENZINE.—We quote as follows: Benzine, 19¼c. and gasoline, ordinary, 21¼c. and engine, 22¼c. f.o.b. Toronto.

—

WINDOW GLASSS.

MONTREAL.

The local market is quite active and several orders have been booked during the week. Inquiries from outside have commenced to arrive and a few orders have been received for April shipment. We quote: First break, 50 feet, $2; second, $2.10 for 50 ft.; first break, 100 feet, $3.80; second break, $4; third break, $4.50; fourth break, $4.75.

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TORONTO.

Business is picking up nicely and is expected to improve in the next few weeks. The prices are firm. We quote as follows: Star, Under 26 in., $3.80; 26 to 40 in., $4; 41 to 50 in., $4.50; 51 to 60 in., $4.75; 61 to 70 in., $5; 71 to 80 in., $5.50. Toronto, Hamilton and London. Terms, four months, or 3 per cent., 30 days.

ANCHOR
LIQUID PAINT

stands first among all others on the market. It is made from the best materials. Will increase your trade. Will please your customers. The white lead used is

BRANDRAM'S B. B. GENUINE—the best in the world.

HENDERSON & POTTS

Established 1874

HALIFAX and MONTREAL

UN-FAY-DING TUSCAN RED

IN 1897 HOLLYWOOD OCHRE was introduced to the buyers of Paint. Five tons were sold the first year. Last year the sales amounted to three hundred tons. Why the increase? The answer is easy—the painters and consumers wanted just such an Ochre.

There is just such a demand for a Tuscan Red, and the market to-day is flooded with just such a miscellaneous lot of rubbish, dubbed Tuscan Red, as the Ochre market was with rubbish Ochre.

You know without our telling you that there is nothing more beautiful as a trimmer and body color than a rich Tuscan, but we all know that the richness becomes a part of the atmosphere in a few weeks. It does not follow, however, that a Tuscan cannot be made that is rich in color and **WILL NOT FADE.**

We don't have to make an affidavit. We mean just what we say and the trade who are acquainted with us know that we only say what we mean.

Our unfading Tuscan Red is all that you could desire. A Red that does not fade and is just as permanent as Indian Red, Venetian Red, Ochre or any of the earth paints. Order, say $10 or $20 worth as a starter. We will make the assortment for you. If you don't sell any, we will take the goods back.

We will send with your first order, free, enough one-pound samples to distribute to your painters.

Don't neglect this. It is money to you and you take no chances. Order now.

P.S.—If you don't carry Hollywood Ochre you are losing trade you might just as well have. We will furnish you free samples of either the Tuscan or the Ochre.

SOLE MANUFACTURERS:

The Hollywood Paint Co.
Limited
HAMILTON, CANADA.

GAS ENGINE MANUFACTURE.

H. H. Campbell, Steelton, Pa., after a study of European and American industrial methods, makes the following reference to gas engines in the two continents in Iron Age:

"In the matter of gas engines driven by blast furnace gas the continent has completely distanced us. Engines have been operating successfully in France and Germany for four years, while long before this Riley, at Glasgow, in Scotland, put in operation an engine built by Thwaite, which has been running since 1895. Immense machine shops all over the Continent are busy turning out engines whose aggregate horse-power runs into many thousands, whereas in America nothing of any consequence has been done in this direction. Much of this forwardness in so using blast furnace gas arose from the fact that gas engines driven by illuminating and producer gas have been used much more extensively abroad. The visitor to any English city is struck with the puffing of these engines in the lumber yards and the cellars of numberless workshops, while in America this economical motor is little known."

AN ADVERTISING MORAL.

Once upon a time a donkey fell into a deep hole, and, after nearly starving, caught sight of a passing fox, and implored the stranger to help him out.

"I am too small to aid you," said the fox, "but I will give you some advice. Only a few rods away is a big, strong elephant. Call to him and he will get you out in a jiffy."

After the fox had gone the donkey thus reasoned: "I am very weak from want of nourishment. Every move I make is just so much additional loss of strength. If I raise my voice to call the elephant I shall be weaker yet. No, I will not waste my substance that way. It is the duty of the elephant to come without calling."

So the donkey settled himself back and eventually starved to death.

Long afterward the fox, on passing the hole, saw within a whitened skeleton, and remarked:

"If it be that the souls of animals are transmitted into men, that donkey will become one of those who can never afford to advertise."

D. N. McDonald, general merchant, of Ripley, Ont., has assigned to Allen Maclean, and a meeting of his creditors will be held on March 26.

LADIES!
LADIES!!
LADIES!!!

They say to sell paint you must interest the ladies. Our HARDWARE AND METAL friends will please point out to them that:

SHAKESPEARE SAYS
"He who fights and runs away
"Will live to fight another day!"

HOUSE-OWNERS SAYS
"She who paints and paints away
"May hold receptions every day!"

The home will always be sweet and bright, but the paint used must be the world renowned brands of

THE CANADA PAINT COMPANY

They are the favorite Mixed Paints of Canada. House-owners, House-holders, House-keepers, Farmers, Painters, Ranchers, Settlers, Homesteaders, Cultivators, Yeomen. **Everyone** should insist upon the **CANADA PAINT COMPANY'S** paint for painting purposes. Directions upon each tin. More Canada Paint Company's Mixed Paints sold than any in the Dominion of Canada.

The CANADA PAINT CO'Y Limited
MIXED PAINT EXPERTS

WINDSOR RETAIL ASSOCIATION.

THE regular monthly meeting of the Windsor, Ont., branch of the Retail Merchants' Association of Canada, was held in their rooms, 16 Opera House block, on Tuesday, February 10.

Although the night was very wet, there was a quorum present and a large amount of business was transacted.

The secretary reported that, according to instructions, he had circulated a petition among the merchants for presentation to the city council asking them to fix by resolution the date of the civic holiday for Monday, August 3. The petition had been duly presented and the prayer thereof granted.

A striking committee to draft the various committees was appointed by the president, which at once got to work, and everything bids fair for the success of the Association's first annual outing, which will take place on May 3, on the magnificent steamer Tashmoo, to Tashmoo Park, St. Clair Flats.

The secretary having been instructed to draft resolutions of condolence upon the death of the late Archibald Napier, submitted the following, which, upon motion, was adopted:

Whereas, it has p'eased Almighty God, in the dispensation of his divine providence, to remove from our midst by death, Archibald Napier, a member of this Association, who for a period of over 40 years, has conducted a retail business in this city; and, whereas, it was God's will that he should live to a ripe old age, and during his long life he was a bright and shining example of the principles sought to be taught and practiced by this Association, namely, that of being in peace, goodwill and harmony with all engaged in the same business as himself; and, whereas, of him it it could be briefly said he was one of nature's noblemen, rugged, sterling honesty, fair dealing and sobriety in everything being the leading characteristics of his almost blameless life; those of us who knew him longest respected him most.

Therefore, be it resolved, that this Association tender to the surviving members of his family their heartfelt sympathy and condolence in this their hour of sorrow and bereavement, and, be it further resolved, that these resolutions be spread upon the journal of this Association, and that a copy thereof be forwarded to his surviving son and successor in business, Alexander Napier, our fellow-member.

Signed on behalf of the Windsor Branch of the Retail Merchants' Association of Canada,

A. E. EDGAR, President,
B. G. DAVIS, Secretary.

TRADE CHAT.

John Carnwith, lately engaged in Smith's Falls, has started a tinshop at Easton's Corners, Ont.

John Isbister, formerly of Milita, Man., left last week for Saskatoon, where he will engage in the hardware business.

Smith & Pethick, hardware dealers, Wingham, Ont., have sold out to W. T. Fishleigh, recently of Hagersville, Ont.

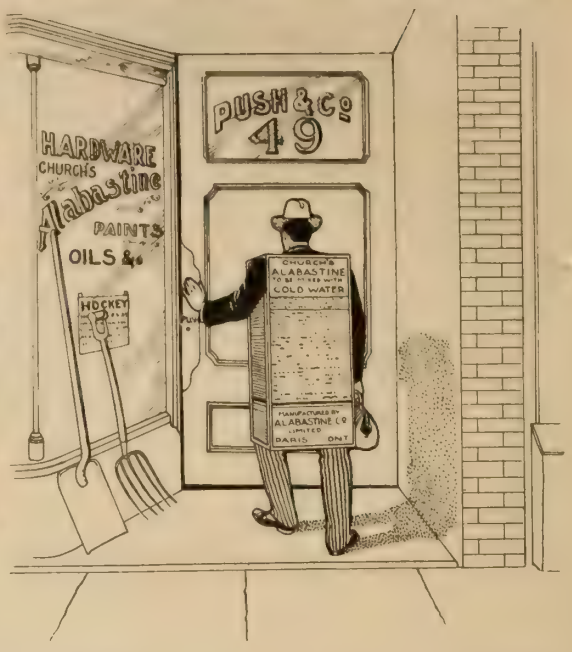
George Nunn has opened up in Hamilton, Ont., an attractive store for the sale of Standard and Domestic sewing machines, the sale of which he controls throughout most of the Dominion.

THE REASONS WHY

Messrs. Push & Co. and all dealers buy and sell **Church's Cold Water**

ALABASTINE

are, because it is **time tried** and **time tested**, and they can speak with confidence when recommending it to their customers. "What's the use" they say, "of trying to sell something else, when it has to be recommended 'the same thing' or 'just as good as **Alabastine?**"



"The Alabastine Company are the pioneers in the manufacture of wall coatings: the experimental stage is past with them. What they have forgotten, the manufacturers of kalsomines and the like are just beginning to experience."

Good goods, well advertised, fair margins, satisfied customers! These are a few of the reasons for handling **Alabastine.**

Alabastine is ready for use by adding **cold water.** This and other features are protected by Canadian Letters Patent.

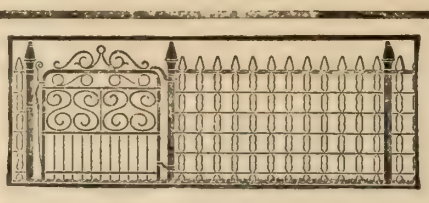
Alabastine is made in Canada, and is for sale by Wholesale Hardware and Paint Dealers. Also by

The **ALABASTINE COMPANY**
Limited
PARIS, ONT.

GLOBE PAINTS

We have been in business for eight years, and have yet to hear of a single can of our paint being returned because of poor quality. This ought to be a recommendation for your customers.

The Globe Paint Co.,
Limited
422-424 Adelaide St. W., Toronto.



A FENCE
to Protect and Adorn.

Made of steel rods in different sizes and heights to adapt it to the various requirements, the

Hartman Steel Picket Fence is the most popular on the market. Adapted alike to **Lawns and Private Property, Parks, Cemeteries, Schools, Church Lots, etc.** It preserves its alignment, is handsome in appearance and permanently serviceable. Catalog free on application. Write for it.

CUYAHOGA WIRE & FENCE COMPANY., Dept W, CUYAHOGA FALLS, OHIO.

GLASS
For buildings and all other purposes

Our Specialty Art Leaded Glass.

See Our New Catalogue.

Hobbs Manufacturing Co., Limited
LONDON, ONT.

The Auer Gas Lamp.

"TURNS NIGHT-TIME INTO DAY-TIME."

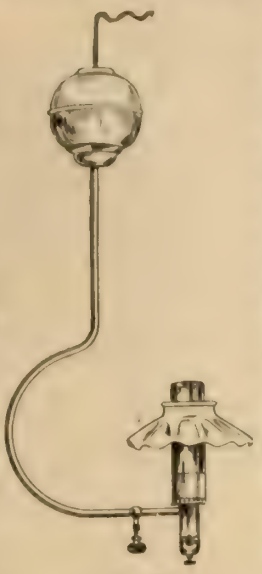
New Styles. Lower Prices.

Are you interested in a lamp which gives 100 candle power?

Are you interested in lighting your store brilliantly? You know it draws trade?

Are you interested in saving half of your bill for coal oil?

Are you interested in having the agency for a lamp which does this?



No. 28
100 Candle Power.

Then write for our Catalogue and Discounts.

EVERY LAMP GUARANTEED.

AUER LIGHT CO., 1682 NOTRE DAME ST., MONTREAL.

Wise Buyers

Want...

Best Values.

Be Wise and Buy

PERFECTION WIRE CHAINS

"Every Link Guaranteed"

MADE IN
COW TIES,
HALTER CHAINS,
DOG CHAINS,
TRACE CHAINS,
HOBBLE CHAINS

Smoothest Strongest
BEING THE
BEST MADE

SPREADER CHAINS and for STALL FIXTURES.

WE STAND BEHIND OUR GUARANTEE

McKINNON DASH & METAL WORKS CO.,
ST. CATHARINES, ONT. Limited

FOR SALE BY LEADING JOBBERS.

THE "SUN" BRAND PORTLAND CEMENT.

We make only one quality and that the best. Ask us for quotations

The Sun Portland Cement Co., Limited
OWEN SOUND
JAS. A. CLINE, Managing Director

The FAIRGRIEVE GAS TOASTER

Retails at 25c. The only Toaster guaranteed to toast on gas, gasoline or blue flame oil stoves without taste or smell. Write for prices

THE FAIRGRIEVE MAN'FG. CO.,
295 COLLEGE ST., TORONTO.
U. S. Branch: 289 Jefferson Ave., DETROIT.

"NOVO" Air-Hardening Steel

For High-Speed Lathes, Planers, Etc. Annealed for Milling Cutters, Reamers, Etc., without equal for universal use

WILLIAM ABBOTT, Agent,
334 ST. JAMES ST., MONTREAL

"Pullman" Lawn Sprinkler

IS YOUR ORDER IN?

Send for Folder No. 14.

PULLMAN MNFG. CO.
Rochester, N.Y., U.S.A.

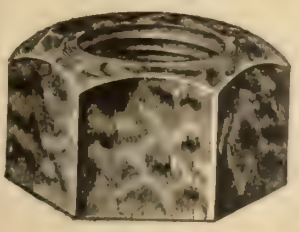
GLUE

The sticking kind. The best only is manufactured by us

Write for quotatons.

W. Harris & Co., Danforth Ave., TORONTO

GET OUR PRICES ON
WIRE NAILS
LINSEED OIL
PLATFORM SCALES
KERRIGAN HARDWARE CO., London, Ont.



Cold Pressed ..NUTS..

Finished, semi-finished, case-hardened Nuts. Send for Price List 1001. Special Discounts to the trade.

CANADA FOUNDRY COMPANY, Limited, 14-16 King St. E., Toronto

STEVENS ALL STEEL TOOLS

- ARE -

STANDARD FOR QUALITY.

Your stock is not complete without a full line of our Rifles, Shotguns, Pistols, Tools and Victor Bicycles.

Handled by the Leading Jobbers.

J. Stevens Arms & Tool Co., P.O Box 217 Chicopee Falls, Mass., U.S.A.

HEATING AND PLUMBING

JOINTING GREENHOUSE PIPES.

THE question is sometimes asked in trade journals how to joint greenhouse hot water pipes with Portland cement. The reply invariably is a recommendation not to use Portland cement at all. There is no flexibility whatever in a joint made with this material, which is not strong enough to withstand the strains of expansion and contraction, says Ironmonger. It may serve well for a pipe that never gets hot; as, for instance, a drain-pipe, but for a pipe conveying water having temperatures ranging over 100 deg. the joint must either be flexible, or, if rigid, it must be very strong. There can be no doubt that the joints of these pipes are made watertight and sound by the yarn which is first caulked in, but this requires to be backed up with something to keep it sound. In one instance, in a large grower's establishment, Portland cement was used, but every third joint was a rubber ring which accommodated the strains referred to. There were, therefore, two cement-joints, then one rubber-joint, in all the runs of pipe, and, it may be remarked, there were also plenty of men about who could re-make a joint if one leaked here and there. For what may be termed temporary work, or piping which may have to be altered in some way, as occurs in growers' establishments, the rubber-ring serves well. It is a ring of round rubber, which is stretched on to the spigot end of a length of pipe, and this is then forced into the socket end of another length. This makes the joint, and nothing could be more simple, but it does not do for permanent work. The rubber-ring may, however, be introduced in the latter, as an expansion joint here and there, if the other joints are of a rigid kind. The commonest rigid joint, as being reliable and costing little, is made with iron borings. These are procurable from firms who supply the pipes, and the method of making the joint is as follows:—The proportions of ingredients are, by weight, 100 parts of borings, which must be pounded if very coarse, two parts powdered sulphur, and one part powdered sal-ammoniac. These are thoroughly mixed, and then moistened with water, this being done about one to two hours before use, according to the dryness of the weather. Only as much should be made as can be used the same day. In making the joint the socket is caulked either two-thirds or three-fourths full of yarn, and the remaining space with the borings mixture. The latter rusts into a solid, extremely hard mass, and as it swells slightly in setting it requires skill and practice to save getting cracked sockets. We by no means condemn the various patented expansion joints now on the market. Wherever the cost will admit one or the other of these might well be used, and their extra cost after all is not so great as is often assumed, as the saving in time (labor) is great, and the appearance is good.

TORONTO PLUMBERS' BANQUET.

Great interest is being manifested in Toronto plumbing circles in the banquet to be held at McConkey's on Friday evening. In addition to a large number of members, it is expected that the supply houses and architectural firms of the city will be well represented. A report of the speeches will be given in our next issue.

A PLUMBER APPOINTED.

A practical plumber has been engaged by Montreal to form a part of board of examiners, whose duty it is to grant licenses to all plumbers in the city. The local union was communicated with and they recommended Ed. Cavanagh, and the Board of Health accepted the nomination. The master plumbers are already represented.

LEAD PIPE AND SHOT ADVANCED.

Owing to the steady rise in raw lead Canadian manufacturers of lead pipe and shot have advanced their prices, or rather reduced the discounts. The discount on lead pipe, which was 37½ per cent., is now 30 per cent., while that on shot has been reduced from 22½ per cent. to 15 per cent.

TORONTO MAY BUY GAS PLANT.

Mayor Urquhart, of Toronto, has recommended the purchase of the Consumers' Gas Co., of that city. He says that gas, which is now sold at 80c. per 1,000 ft., could be sold, after paying all debt, charges and other expenses, at 60c., and leave a handsome net revenue. There is no doubt that at 60c. per 1,000 ft. the sale of gas, for both light and fuel, would be greatly increased, even though the proposed movement to establish a municipal electric power plant at Niagara Falls were carried through. Public opinion throughout Toronto supports the proposal to purchase the works.

VACUUM SYSTEMS OF STEAM-HEATING.

AFTER some experience with the single pipe vacuum steam heating principle, I am disposed to think it will ultimately be a thoroughly practical success, both as to installation and economy of fuel, besides furnishing a more agreeable heat than the ordinary system, writes "Manitoban" to The Metal Worker. For a large building, with a number of separate tenants, trouble arises in practice from the fact that one or more of the tenants will "monkey" with the air valves, even going so far as to take them out altogether at times; and this, of course, breaks the vacuum. The air valves are also taken out and replaced several times by irresponsible parties, leaving the valves so that they are not tight and the air leaks into the system. This is my experience with a large block having some 90 separate tenants supplied from 250 radiators.

If a single pipe vacuum system could be made to work without air valves on the radiators at all, the problem would be comparatively easy, and to get the vacuum system to work right is worth a considerable outlay for a single pipe system. The condensed water and the air have to flow out of the coil into the lower part of the heating apparatus; the water to be returned to the boiler, and the air to take its exit by way of the automatic air valves fixed where the tenants cannot get at them. The base of the radiator should slope downward and be connected to the steam riser, so that the steam will be passed into the radiator at the top. By putting the steam in at the top the air in the radiator will not get so hot; it will be heavier and will have greater motive force to get away. The steam supply pipe would thus be connected with the radiator at two points, the top connection supplying the steam, and the lower and smaller one for the return of the water, and to be connected at right angles to the riser. I understand that in an ordinary steam riser, placed perpendicularly, with a right angle connection, with supply of steam to radiators at one side, the steam by preference takes the straight upward course. It, therefore, appears to me that the return water and air, with the arrangement I suggest, would thus have a greater pressure behind for hurrying them to their return than they would have from the incoming steam against their exit from the radiator.

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PLEASURE
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SENSIBLE ADVERTISING
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RAMSAYS

WILL YOU TRY IT?

A RAMSAY & SON MONTREAL — **EST'D 1842** — **PAINT MAKERS**

MURALO

A perfect wall tint is a splendid incentive in the paint business.

There have been many wall tints offered before, but none were perfect until **MURALO** was made on the most approved methods.

MURALO throws aside all the old useless ideas; produces the very latest and best up-to-date *cold water* wall tint; other wall tint makers think they have the same, but they havn't, they can't even imitate.

MURALO stands alone.
MURALO sell the world over.
MURALO makes money—makes friends.
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THE J. H. ASHDOWN HARDWARE CO., Limited, - WINNIPEG
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Makers

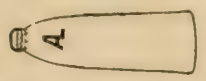
THE MURALO COMPANY, New Brighton, Borough of Richmond, New York.

OUR TRADE A MARK — AUER LIGHT MANTLES LONGEST LIFE & BRIGHTEST — OUR TRADE A MARK

The Value of Annealing.

Annealing is the most costly step of mantle making—consequently a cheap mantle cannot be properly annealed—That is the reason a cheap mantle caves in like this if you lay it on its side, after burning off the coating—Try one—They injure your trade.

Mantles branded A are thoroughly annealed over pressure gas—They fit the burner—They don't shrink—They stand up this way—They are reliable—They help your trade.



—We are the sole manufacturers of A mantles.
—Write us if you are interested.

Lowest prices on Mantles, Shades, Chimneys, Globes and Sundries.

AUER LIGHT CO., MONTREAL.

The

Canada Screw Company

HAMILTON. TORONTO. MONTREAL.

Ask for our
Wood Screws,
Machine Screws,
Tire Bolts,
Stove Bolts,
Rivets,
Wire,
Wire Nails,
Screw Eyes,
Screw Hooks,
Gate Hooks and Eyes.

We make Endless Specials.
Submit Samples for Prices.

BUILDING NOTES.

The Smith's Falls Canoe Club will erect an attractive club-house, 40 x 50 ft., this spring. W. E. Mills is secretary-treasurer of the club.

Contractor Thos. Allen, Hamilton, is preparing plans for a row of brick houses on the corner of Cannon and Macnab streets.

The Berlin Rubber Co. are erecting a factory at Berlin, Ont. It will be 100 x 50 ft., four stories high, and will be built of cement.

Vancouver builders may go on strike. They are asking for an eight hour day at 50 per hour, and the builders may not grant the request.

Tenders are being called for April 1 for the erection of an annex to Charlottetown, P.E.I., Hospital. Bishop McDonald has the plans.

Campbell Bros. & Wilson have started the erection of a warehouse on Princess street, Winnipeg. G. F. Stephens & Co. are preparing material for a $20,000 building.

Architect Aylesworth, Toronto, is preparing plans for a town hall in Fort William, Ont., to cost about $40,000. A telephone exchange will be put up in a separate building.

The Cleveland-Sarnia Saw Mills Co. will erect handsome new offices this summer in Sarnia, Ont. The new building will be one storey in height, 24 x 40 ft., and fitted with every convenience.

Sydney, N.S., contractors predict another boom in building operations at that city this year. Among those who will erect buildings are Angus McLeod, Isaac Greenwell, Prowse Bros. & Cromwell, and the Canadian Bank of Commerce.

The C.P.R. have announced that they will spend over $200,000 in extending their yards and buildings at Brandon, Man. A round house, an electric light plant, a steel overhead bridge and a passenger station are included in the estimates.

Gault Bros. will erect a 4-storey building on Arthur street, Winnipeg, at once.

A Winnipeg despatch of Tuesday says that the negotiations between Winnipeg and the C.P.R., whereby the latter were to erect a station, an hotel, and make other important extensions there, has been declared off.

HAD LITTLE MORE TO LEARN.

Aberdeen, Scotland, possesses a plumber who seems to be a sort of "Jack of all trades," and a man of substance into the bargain, says Ironmonger. Speaking at a social gathering of the local Operative Plumbers' Association recently, Mr. William Pyper, the gentleman in question, said that some of those present might wonder why he was in the chair, and therefore he would explain how he had reached that proud position: "He had been a grocer, a brewer, a distiller, a flour-miller, a papermaker, a combmaker, and the proprietor of a cemetery. He was still a baker, a horse-hirer, a funeral undertaker, a pawnbroker, an insurance broker, a shipowner, a trawl-owner, and, lastly, a plumber. His connection with the last-named branch of business extended over 16 years, and, although he had had a partner for most of the time, never a wrong word had passed between them." It must be painful to him, in his capacity as an undertaker, to assist at the last earthly journey of those who have formerly been his customers for other human needs.

QUEBEC ORGANIZED.

Wm. M. Merrick, general president of the Amalgamated Association of Plumbers and Steamfitters, has organized an international local union in the city of Quebec.

BUILDING PERMITS ISSUED.

MONTREAL.

Alf. Foisy, Huntley street, 2-storey dwelling, $1,000.

Tilly & Cameron, Colborne street, 2 storey stable, $5,000.

Napoleon Landry, Beaudry street, 3-storey dwelling, $2,525.

A. S. Tavelle, Sherbrooke street, 3-storey dwelling, $4,200.

UNION VS. UNION.

Toronto Master Plumbers have suffered a great deal at the hands of the unions during the past year. Unexpected advances in wages have been forced; agreements have been ruthlessly broken by the men. Now, one of the leading firms, The Bennett & Wright Co., Limited, are delayed in their work because of disagreement between two unions. The electrical workers employed by the firm at the King Edward Hotel have struck because the Steamfitters' Union has infringed on a branch of the electrical trade. The steamfitters claimed that they had a right to put in the conduits for the electric wires, a work the electrical workers say they alone should do. The steam fitters recently applied to their international union for permission to do this work, but the latter body would not sanction their request, and the matter was then brought before the Executive of the American Federation. President Gompers notified the plumbers and steamfitters that they would have to cease putting in conduit pipes on March 16. The steamfitters were busy as usual at the forbidden work yesterday, and consequently the electrical workers, who are employed by the same firm, were called out.

PLUMBING AND HEATING NOTES.

Weber, Sehl & Wolfard have bought out Philip Gies, dealer in hardware, plumbers' supplies, etc., Berlin, Ont.

Lyons & Marks, dealers in plumbers' supplies and lamp goods trimmings, have removed from 52 Adelaide street west to 124 Bay street, Toronto.

W. J. Barrie has decided to erect a 20 x 60 ft. building in Sarnia, Ont. In these premises he will conduct his plumbing and galvanized iron business.

Dame Apolline Audet, wife separated as to property from Louis Harry Gaudry, intends doing business in Quebec as commission merchant, importer and jobber for the sale of heating, plumbing and electric apparatus, under the name of L. H. Gaudry & Cie.

A despatch from Saskatchewan, Man., says that an electric light and power company have been negotiating to instal works here at an early date. There is as yet no corporate body to take up such matters, so that private enterprise alone must be depended upon, and no doubt a charter will be applied for at the coming session of the Assembly.

GURNEY'S BRITISH COLUMBIA AGENCY.

The E. & C. Gurney Co., Limited, of Toronto, which has had an agency in Vancouver under the charge of Charles L. Lightfoot for several years, is registering in British Columbia as an extra Provincial company. Mr. Lightfoot will remain agent and the head office in British Columbia will be at the present premises on Hastings street. The Gurney Co. will continue, as heretofore, and will not build founderies or manufacture stoves out of raw British-Columbian iron, as The Ledger had it this morning.—Vancouver Province, March 12.

AN ENORMOUS GAS-PIPE LINE.

The greatest gas-pipe line in the world is to be built into Pittsburg by The Manufacturers' Light and Heat Co., says The Metal Worker, from the West Virginia natural gas fields, at an expenditure of about $2,000,000. The main line will be of 20-in pipe and 60 miles long, with two branches 20 miles in length, and of the same diameter as the feeders of the West Virginia end of the line. It is understood that the line is to be built and ready for operation by next fall, which will make available for the Pittsburg district an additional natural gas supply of about 60,000,000 cubic ft. per day. This enterprise will bring The Manufacturers' Light and Heat Co. into sharp rivalry with The Philadelphia Co. and The People's Natural Gas Co., who now share the domestic natural gas trade of Pittsburg.

Hardware! Hardware!

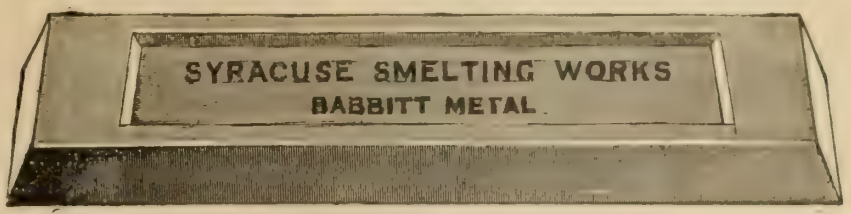
To Lumbermen, Contractors, and Merchants **Of the Ottawa Valley**—Has it ever occured to you that you could **Save a Profit** and get exactly what the **Trade Requires** by purchasing your supplies from

THOS. BIRKETT & SON CO., Limited, Wholesale Hardware Merchants, **Ottawa, Ont.**

EVERYTHING IN HARDWARE. P. S.—SEND FOR PRICES.

Use Syracuse Babbitt Metal

IT IS THE BEST MADE.



For Paper and Pulp Mills, Saw and Wood Working Machinery, Cotton and Silk Mills, Dynamos, Marine Engines, and all kinds of Machinery Bearings.

Wire, Triangular and Bar Solder, Pig Tin, Lead, Ingot Copper, Ingot Brass, Antimony, Aluminum, Bismuth, Zinc Spelter, Phosphor Tin, Phosphor Bronze, Nickle, etc., always in stock.

Canadian Works, Montreal, P.Q.
American Works, Syracuse, N.Y.
Head Office American Works, 94 Gold Street, New York.

Syracuse Smelting Works

ATKINS

HIGH-GRADE, SILVER STEEL SAWS

Are the FINEST that Money,
Experience and Skill can Produce.

No dealer's Stock is complete without them. They are easy to sell. Every saw warranted.

Write for Catalogue and Prices.

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Incorporated.
Factories and Home Office: INDIANAPOLIS, IND.

American Steel & Wire Co.

New York: Empire Building.
Montreal: New York Life Building.
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BARB WIRE. GALVANIZED PLAIN WIRE.
PLAIN TWIST CABLE FENCING.

Telegraph and Telephone Wire, Mattress, Broom, Weaving Wires of every description, Rail Bonds, Bale Ties, Special Wires for all purposes. Springs, Horse Shoes, Wire Rope, Cold Drawn Steel Shafting.

INTERIOR AND EXTERIOR DISPLAYS.

CONSTRUCTING A SHOW WINDOW.

THE construction of the window upon which you depend to a great extent for the success of your business should be carefully considered, as a badly built window spoils or lessens the attractiveness of any display.

THE HEIGHT OF THE STORE.

Perhaps a word is first necessary on the construction of the store, because the window has to be built to correspond with the store, and if the latter is not properly placed the window will be affected.

The store should never be built high up from the street, as a flight of steps, even of only three or four, takes away the business look that should always be so prominent.

Then, again, running up and down stairs is inconvenient, and will often prevent a woman from entering.

Modern stores are always built very slightly raised above the sidewalk—from 4 to 8 in. This makes only one step, and it occurs immediately at the edge of the sidewalk. This step or ledge runs in most cases along the entire front of the store to give a symetrical appearance, as the line of the top of the doorway also continues along the entire front.

THE HEIGHT OF THE WINDOW.

The window should then be only about 20 to 24 in. from the ground.

A higher window affords practically only a front-view treatment, whereas the best view of a window is very often one from above. At any rate, a combination of a view from above with a straight front view is best in all displays, as the effect of size and distance is very much assisted.

THE BASEMENT LIGHTING.

The intervening space between the bottom of the window and the ledge which shows the height of the floor of the store is taken up with windows supplying light into the basement, unless, as in the larger stores, the basement is used for a saleroom. In that case, prism glass is usually embedded in the pavement.

This is really the only satisfactory method of lighting a basement, as the light can be thrown in any direction, affording almost as good light at the back as in the front.

If the basement is thus lighted, fill in the space between the bottom of the window and the ledge with oak panelling.

The ornamental work at the bottom of the window and above the ledge will fill up about 6 in. of the space, leaving only about 8 to 12 inches as the height of the panelling.

THE GLASS.

The glass should, of course, be heavy plate and, if possible, of one sheet, as a break makes the window appear smaller and interrupts the display.

If a break must occur, make the necessary woodwork as small as possible.

The small brass divisions between sheets of glass are the best, and should be used also at the corners where the entrance turns in.

Where the break occurs it is well to have a removable partition run back through the window, affording space for two exhibits, and giving the effect of two large windows.

This partition should be about 5 ft. high, or above the eyes of a spectator, so that both exhibits cannot be seen at once.

THE FLOOR.

The floor of the window should be of the best hardwood and oiled, as many striking displays can be made on a good floor without any covering.

It should be on a level exactly with the lower edge of the glass, and should come close to the glass, so that no dust or dirt can get between them.

The floor should be built in a horizontal position rather than at a slant.

It is true that for the display of small articles a slightly inclined floor is the better, but this is required more in a high window than in one of the height I have advised.

The idea of the slant is so that small articles can be looked down on, as that is the only position in which they can be seen.

If this slant is required or desired a temporary platform can be built to place on the floor, in order to give the required incline.

This temporary structure should be constructed in two or three sections to facilitate removal.

On an inclined floor some displays look decidedly awkward, while on a horizontal floor any display (provided the window is not too high) is not out of place.

THE BACKGROUND.

Any window can be spoiled by its background. Too little attention is paid to this important part of the show window. Tastes differ here too, as many merchants favor an open back. But it is safe to say that in the majority of cases they speak in favor of the closed back. This style is better, in my opinion, in every way. The store is then distinct from the windows, as it should be; people looking in the window are not distracted by who may be, or what is going on, in the store. The windows can be kept clear of frost in winter time.

The making of special backgrounds for certain displays is much more easily accomplished. The best back to a show window is made up of sliding doors to the height of about 5 ft., or high enough to prevent anyone on the sidewalk seeing into the store. These doors can be made of neat framework filled with some opaque glass which will let in light without permitting one to see through it. If the light is not necessary solid doors are better. Above these clear glass is used to the top of the window.

To have the entire back removable is often necessary for the introduction of large articles into the window.

DEPTH OF THE WINDOW.

The best depth is a matter that is hard to set arbitrarily. It depends upon the size of the store and the width of the window more than on the goods to be displayed.

The best windows are not quite so deep now as they have been during the past few years. About 5 ft. is now generally considered the best depth for a window not too small.

USE OF MIRRORS.

Stationary mirrors at the sides (where possible) and sometimes a mirror to cover the back are now used in all the best windows. The primary expense is, perhaps, a consideration, but the improvement they make in any window more than pays for them.

They increase the apparent size of the window and quantity of articles displayed, and make a clean edge and better light.

When used, they should be about 5 ft. high, or the same height as the solid portion of the background, and should fit closely at the front and back of the window.

No lettering of any kind should break the clean face of the glass. All the lettering that is needed to denote name and business should be only in its proper place—the signboard.

The Selling Qualities

Of our splendid range

The Imperial Oxford

make them the most desirable stock you can handle.

THEIR DIFFUSIVE FLUE CONSTRUCTION
FRONT DRAW-OUT GRATE
OVEN THERMOMETER
DRAW-OUT OVEN RACK

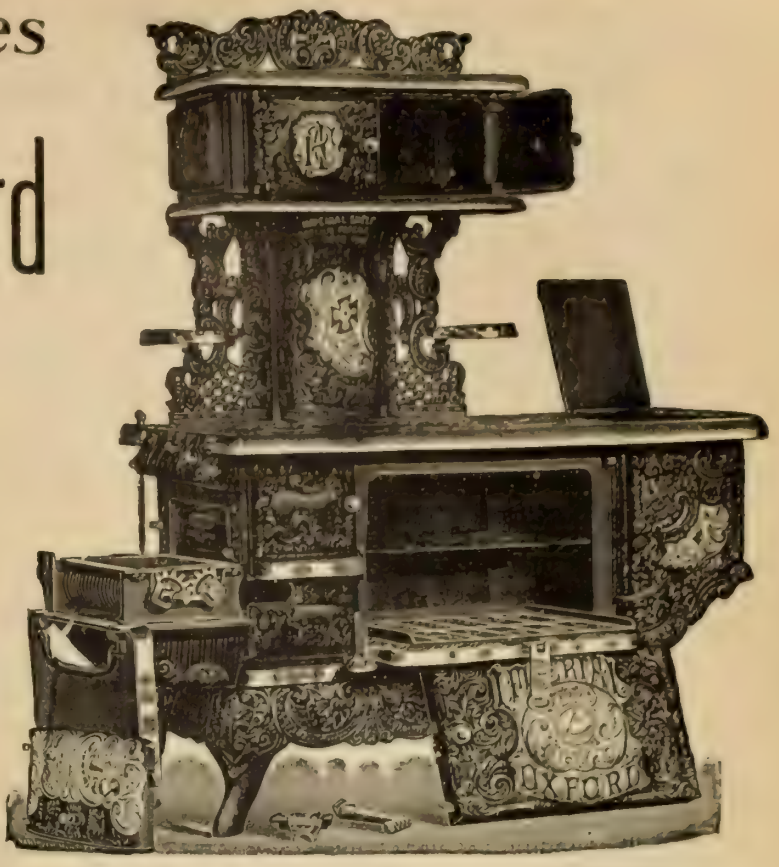
and other improved features, give them a quickly appreciated precedence over other ranges.

Housewives everywhere praise them enthusiastically.

Customers realize their superiority on sight—sales are easy.

They're the popular range of Canada.

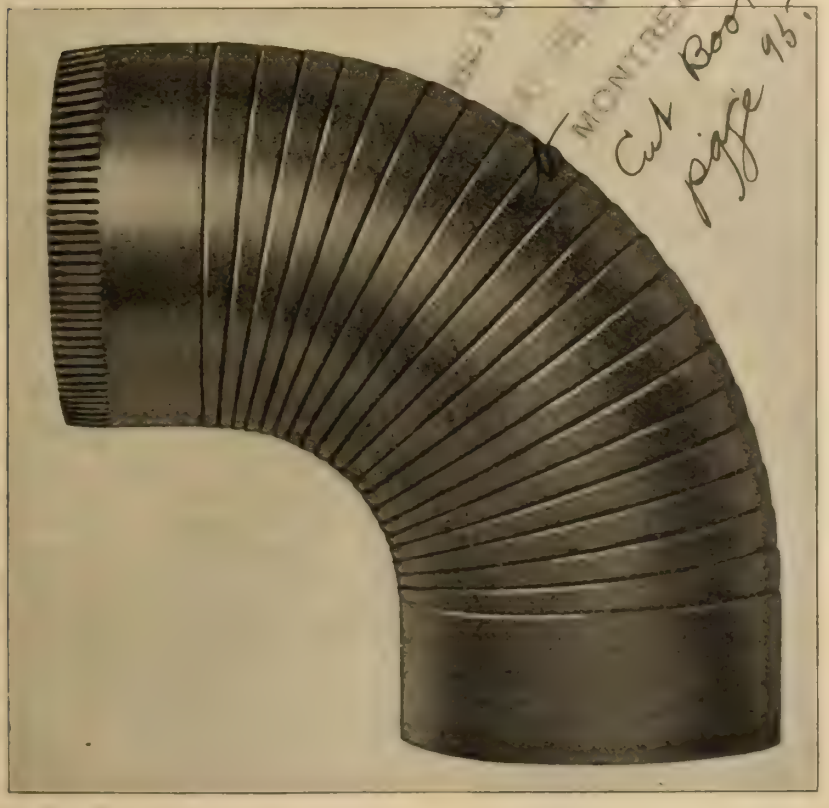
Send us your address at once.



THE GURNEY FOUNDRY CO., Limited

TORONTO. WINNIPEG. VANCOUVER.

THE GURNEY-MASSEY CO., LIMITED, MONTREAL.



MONTREAL
Cut Book 8
pipe 95

Davidson's Standard

Pleated Stove Pipe Elbow.

THIS IS IT.

SEE how the pleats go around the back as well as throat. All the good points of the old-style Elbows combined, without any of their disadvantages. No place left for dust and soot to lodge, nothing to impede the draft

Suitable for burning either hard or soft coal or wood.

The Thos. Davidson Mfg. Co., Limited, Montreal.

INDUSTRIAL GOSSIP

THE directors of The Brompton, Que., coal that they intend to erect a Pulp and Paper Co. have announ paper mill at Brompton.

Alterations will be made in the Hamil ton Hospital. The changes will increase the wards.

Higgins Bros'. sawmill at Metcalf, Ont., was destroyed by fire on Monday morning. Loss, $3,000.

A Rochester, N.Y., shoe firm may locate in Kingston. The industry would employ 50 hands at the outset.

The Hardware Manufacturing Co., of Parry Sound, Ont., have been organized. Sheriff Armstrong is largely interested in the concern.

Laborers employed in building the new dry dock for The Collingwood Shipbuilding Co., have struck for an increase of 50c. per day.

John Dittrick, foundryman, Perth, Ont., is interested in a company which proposes to manufacture bolts, nuts and and drop forgings in Perth, Ont.

Preston, Ont., has voted $20,000 as a loan, to be paid back in 20 years, to The Canadian Office and School Furniture Co., who will erect a new factory at once.

John Patterson, of Hamilton, Ont., says that a proposal is being considered there for the starting of a steel mill and furnaces that would give employment to 25,000 hands.

The Owen Sound Iron Works Company, Limited, who were recently authorized to increase their capital from $20,000 to $100,000, expect to start foundries at Owen Sound, Ont., in April.

The Chatham, N.B., Board of Trade is negotiating with a company which asks a loan of $25,000, repayable in yearly installments of $1,000, and agrees to employ 150 hands. The Board of Trade at a recent meeting approved of a loan, but asks for further details.

A new coal field has been discovered in British Columbia. Last week, 220 coal prospectors' licenses, costing $11,000, were issued by the British Columbia Government. The claims are staked about 16 miles from the Crow's Nest Pass Railway, and 30 miles from Morrissey, B.C.

Business men or Orillia, Ont., are considering a proposal from Mr. Fader, of Toronto, to form a company to manufacture a patent doorlock. He wants to start with about $10,000 capital, of which he would invest $1,000, and would take further stock in payment for use of his patent rights.

Two moulders, recently employed in Delehay's foundry, Pembroke, Ont., were discharged. Several of their fellowworkmen thereupon struck, but one of them, an apprentice, soon returned to work. The discharged moulders then visited him, using intimidating language toward him. They were subsequently arrested and fined, one of them $10 and costs and the other, $5 and costs.

APPLICATIONS TO PARLIAMENT.

The Grand Trunk Pacific Railway, for power to construct and operate a road from Gravenhurst, Ont., to North Bay.

The Canadian Northern Railway, for power to amalgamate with The Western Extension Railroad Co., or to purchase its undertakings, lines, etc.

The Quebec Bridge Co., for authority to build lines of railway to connect with the Grand Trunk Railway and the Intercolonial Railway, and to make such use of their property as is advantageous.

NEW COMPANIES INCORPORATED.

Canadian Factories, Limited, Toronto; capital, $50,000

The Meaford Canning Co., Limited, of Meaford, Ont.; capital, $50,000.

The Automatic Short Gear Co., Limited, Toronto; capital, $50,000.

The Coronation Gold Mining Co., Limited, Ottawa; capital, $1,000,000.

The Dominion Chair and Cabinet Co., Limited, Toronto; capital, $100,000.

The Robert Bell Engine and Thresher Co., Limited, Seaforth, Ont.; capital, $200,000.

The Montreal and Western Oil Company; capital, $20,000; headquarters at Petrolea, Ont.; A. T. Gurd, Petrolea.

Mansions, Limited; to erect buildings, contract for steam-heating, etc.; capital, $200,000; directors, James Hawes, F. W. Maclean and Henry Maclean, Toronto.

Canadian Securities, Limited; capital, $500,000; directors, Lloyd Harris, Brantford; H. M. Pellatt, James Mason, S. G. Beatty and R. J. McLaughlin, Toronto.

The Copeland Chatterson Co., Limited, Toronto; capital, $500,000; directors, R. J. Copeland, A. E. Chatterson, R. M. Copeland, W. J. Wharin and Alexander Mills.

The Montteal Steel Works, incorporated with the right to acquire assets and the goodwill of any business of a like nature, and may acquire shares of any company doing a similar business, and may pay for the same in whole or part in cash or in paid-up stock of the company, as the directors may deem advisable. The capital of the company is placed at $1,500,000.

COMMERCIAL LOYALTY OF CANADA

Under date of February 2, Franklin D. Hale, United States Consul at Coaticook, Que., reports as follows to his Government at Washington:

Coaticook, Que., being situated in the midst of an agriculturally rich section of country, possessed by a sturdy and thriving population, naturally attracts a large retail trade. Most of the goods found on the shelves are of Canadian production and manufacture, or imported from other countries than the United States. Comparatively few of our goods are offered for sale. No commercial travellers carrying American articles come here, although they are free to drum trade, and there is no duty on their samples. As far as possible, merchants are loyal to the Canadian producer. Home production is daily meeting the demand. In some lines, in which there is competition between the American and the Canadian or English articles, we are holding our own and more, but it is because of the unquestioned superiority in style, quality, workmanship or durability. The actual consumer is probably quite largely influenced by the price, which is affected by the duty paid; yet, with both consumer and middleman, there is a strong element of what I have called commercial loyalty to the home, or the Mother, Country. The expansion of industries in Canada is very great, and United States capital is establishing factories in all parts of the Dominion for almost all lines of work. When the time comes that Canada can supply her own demands, she will surely buy less of us, and if she should find herself burdened with a surplus we may meet her competition elsewhere.

WHO WILL IMPORT IT?

The Department of Trade and Commerce at Ottawa is in receipt of a letter written to W. L. Griffith, formerly Canadian agent in Cardiff, Wales, by Wm. Turner, agent for Fred. Dinghorn & Co., of Cardiff. The writer desired to be put in communication with any Canadian importers of Swansea anthracite, or Welsh coal. Mr. Turner anticipated opening up a trade that might grow to large proportions. The resolutions regarding the importation of Welsh coal in preference to the American article, which were made by the Montreal branch of the Manufacturers' Association a few weeks ago, will likely be well received by exporters in the Old Country.

FRANK MILLER'S

HARNESS PREPARATIONS.

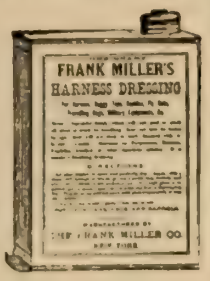
FRANK MILLER'S

HARNESS DRESSING

Recognized as

"THE STANDARD."

Produces a brilliant je black gloss which will not peel or smut and to which dirt will not stick.



Frank Miller's

Harness Soap

Unrivaled for cleaning and softening Harness. Put up in cakes, pans, boxes and tubs.

FRANK MILLER'S

Harness Oil.

Preserves and softens the leather, hus adding life.

The highest quality of oil on the market.

WHIPS WHIPS

WHALEBONE
RAWHIDES
STOCK JAVAS
RATTANS.

Excellent finish. Prices right.

HENRY F. FALKINER

60 George Street - TORONTO

Brooklyn Oil Cook Stove.
Refrigerators.
Bird Cages.
Fly Traps.
Sap Buckets.
Sap Spiles.
Corrugated Conductor Pipe.
Eavetrough, 10-foot Lenghts.
Cooper's Patent Elbows.
Scheipes' Patent Stove Pipe.
Cold Blast Lantern.
Search Light Lamps.

E. T. WRIGHT & CO.,

HAMILTON AND MONTREAL.

"THE EMLYN" SAW BENCH

Made in 6 sizes. Best value obtainable. Specially designed for export With or without "Emlyn" Patent Guard. Sole maker--

CHARLES D. PHILLIPS,

Cables—Machinery," Newport. Emlyn Engineering Works, NEWPORT, MON., ENGLAND.

ONTARIO SILVER CO.,

Limited,

NIAGARA FALLS, CANADA.

Manufacturers of FLATWARE, CUTLERY and ELECTRO PLATE. . . .

Ask for our Catalogue and Quotations.

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Hardware and Metal Merchant.

Steward & Romaine Mfg. Co.

EXPANSION and TOGGLE BOLTS

For fastening all kinds of material to Brick Stone or Cement

124 North Sixth St., Philadelphia, Pa.

GALVANIZING

Our plant is modern, and capacity large. Prices O.K. Other branches

WINDMILLS, PUMPS, TANKS, FOUNDRY WORK ETC., ETC.

Ontario Wind Engine & Pump Co., Limited, 805 Atlantic Ave., Toronto.

STOVE BRICK

Fire Clay and Asbestos, Furnace Cement.

All kinds of Fire Clay products made to order from patterns. Write for Price List.

JONES BROS., BRACONDALE, P.O., ONT (NEAR TORONTO)

H. & R. SINGLE GUN AUTOMATIC AND NON-EJECTING.

12, 16 and 20 Guage. Steel and Twist Barrels

Superior in Design, Workmanship and Finish, and the most popular Gun on the Market.

Simplest "Take Down" Gun Made

HARRINGTON & RICHARDSON ARMS CO.

Also makers of H. & R. Revolvers.

Catalog on request. Worcester, Mass., U.S.A.

CHAS. F. CLARK, President. JARED CHITTENDEN, Treasurer.

...ESTABLISHED 1849...

BRADSTREET'S

Capital and Surplus, $1,500,000. Offices Throughout the Civilized World.

Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information, no effort is spared, and no reasonable expense considered too great, that the results may justify its claim as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

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—OFFICES IN CANADA—

HALIFAX, N.S. OTTAWA, ONT. VANCOUVER, B.C.
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MONTREAL, QUE. TORONTO, ONT.

THOS. C. IRVING, Gen. Man. Western Canada, Toronto.

Established 1832. Cable Address. "BLISS."

MANUFACTURERS

Wood Turnings, Hand, Bench and other Screws Mallets, Handles, Vises Clamps, Tool Chests Croquet, Lithographs Wood Toys, Novelties

and also the celebrated

Wood's Patent Car Gate

For Street and Steam Railroad Cars.

The R. BLISS MFG. CO.

Pawtucket, R.I., U.S.A

Canadian Representative: ALEXANDER GIBB, 13 St. John St., MONTREAL.

75 YEARS ESTABLISHED 1825. 75 YEARS

ANALYSIS OF THE STORE-ADVERTISING SCHEME

By a Commodity Producer.

EVERY manufacturer and producer of advertised articles should very carefully consider the attempt of an organization to form a monopoly of space in retail stores. In an interview with a representative of this concern, the writer inquired if we did not subscribe if we would be permitted to put up a box package of our goods with a lid on, with a sign to show when opened, to which he replied that they would certainly interfere with any attempt on the part of the merchant to display our goods in the original case. Such an arrangement is nothing more than a trust, and every manufacturer and producer that contributes to it is destroying his opportunities to get the same effects of advertising that he has heretofore secured free. By a concentration of efforts of Canadian manufacturers this monopoly can be discouraged. Their scale of prices is as follows:

Signs in	5,000	stores, size	22 x 16,	$1.80	per sign	....	$9,000 per annum.
"	4,000	"	"	1.90	"	.....	7,600 "
"	3,000	"	"	2.00	"	.....	6,000 "
"	2,000	"	"	2.15	"	.....	4,300 "
"	1,000	"	"	2.25	"	.....	2,250 "
"	500	"	"	2.50	"	.....	1,250 "

This compared with street car and other methods of advertising will not stand a close analysis for value received.

In the better class of stores the heads of the house do not do the trading. Their servants are generally sent, or the orders are delivered over the telephone. With the other class of trade, the children usually go to the grocery store for the requirements of the family. Any retail grocer will tell you that of his sales 50 per cent. is made to the servants, to the children, or over the telephone. Therefore, the average retail grocer probably does not have 20 customers daily that would read a sign placed in his store, especially if it was mingled with a large number of other signs. Of this number, there is probably not one in the 20, that 30 minutes after leaving the store, could name two of the signs and state what they advertised. The same signs would always reach the same people, limiting the effect. Furthermore, if anyone about to contract for this class of advertising, will visit a grocery store and lean against the counter, he will observe that the angle at which the signs will be placed makes it almost impossible to see them, unless a row of bells was placed at the top of the ceiling to make the customers look up. Probably not one customer in five would know that the signs were there. It will be impossible to place them lower so that they could be more prominent without interfering with the shelving of the merchant, which, of course, he is not going to permit. The regular method of chandelier hangers and signs a little more indiscriminately placed, with an attractive exhibit of the goods, are much more effectual, and all manufacturers should do what they can to suppress this attempt to draw a royalty from the producer.

As against the very few people who would see these signs in a grocery store, street car, newspaper and outdoor advertising would afford probably one hundred times the advertising power. People who are riding in street cars have leisure to read every sign before them. The location of the signs is at a convenient angle for the eye. They usually remain in the car from 10 to 15 minutes, and during that period can read all of the literature. The average street car probably carries in a day twenty-five times more people of the consuming class that the manufacturer wants to reach as visit a grocery store.

The patrons of a grocery store, even if the majority of them were heads of homes, would not be influenced to make purchases by the store-sign process; they are usually busy with the clerks or the proprietor, and their attention is detracted from any advertising that might appear. Besides the best advertising in a grocery store is a display of the goods, and manufacturers could better afford to pay the same sum to the grocer to make a good counter and window exhibit of their products, than to put up a sign that is charged for at an exorbitant figure.

A sign well placed on the outside of the retail grocery store, where people going into the store can see it, as well as those that pass along the sidewalk and from the street cars would be of much more value. This is demonstrated by the success of the window displays and other sign matter that always attract our attention on the street. Probably five hundred more people would see an attractive sign on the outside of a building where one party of the class who would be influenced to make purchases would see it in the retail grocer's store.

There is probably no manufacturer of a commodity that will claim that he built his business by hanging up signs with the retailer—it is the magazine, the outdoor sign, street cars and the newspapers and counter matter that have recommended advertising.

It is the retail grocer who has made such terrible howls about departmental and cut-rate stores monopolozing the business, and yet some of them are becoming a party to even a stronger pool, because it is intended not to leave any space whatever that is not contracted to the organization that is attempting to dispose of it at a figure that is an artificial value, and at the same time dictate to every producer whether he snall be entitled to a display of his products in the store or not.

This is a matter that the Canadian Manufacturers' Association might interest themselves in and probably prevent producers the unnecessary expenditure of thousands of dollars, not because they could get their money's worth, because it would be necessary to do so, so that the retail grocer could get 50 per cent. of his space, which the organizations pay him. They claim they will control every grocery store in Canada in time.

APOLLO BEST BLOOM
GALVANIZED IRON

Whatever advantage belongs to galvanized iron and liberal dealing goes with Apollo.

Costs not a cent, and relieves you of much anxiety.

American Sheet Steel Company, New York

Representatives for Canada
B. & S. H. Thompson & Company
St. Sulpice Street
Montreal

H. Boker & Co.'s Scissors and Shears

Well known for their reliable quality.
The most satisfactory line for retailers, to sell at a good profit.

ALSO

H. BOKER & CO.'S "Tree" Brand Razors and Pocket Cutlery.

For sale by all leading Wholesale Hardware Houses.

CURRENT MARKET QUOTATIONS.

March 20, 1903.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

TIN.

Lamb and Flag and Straits
56 and 28-lb. ingots, 100 lb. $33 25 $34 25

TINPLATES.

Charcoal Plates Bright.

M.L.S., equal to Bradley	Per box.
I C, usual sizes	$6 75
I X "	8 25
I X X "	9 75
Famous, equal to Bradley	
I C	6 75
I X	8 25
I X X	9 75
Raven and Vulture Grades	
I C, usual sizes	5 00
I X "	6 00
I X X "	7 00
I X X X "	8 00
D C, 12½x17	4 50
D X	5 25
D X X	6 00

Coke Plates Bright.

Bessemer Steel	
I C., usual size, 14x20	4 00
I.C., special sizes, base	4 50
20x28	9 00

Charcoal Plates Terne

Dean or J. G. Grade	
I.C., 20x28, 112 sheets	8 50
IX., Terne Tin	10 50

Charcoal Tin Boiler Plates.

Cookley Grade	
X X, 14x56, 50 sheet bxs. / " 14x60, " / " 14x65, "	7 00

Tinned Sheets

72x30 up to 24 gauge	8
" " 26 "	8 50

IRON AND STEEL.

Common bar, per 100 lb.	....	2 05
Refined " "	....	2 45
Horseshoe Iron "	...	2 40
Hoop steel, 1½ to 3-in. base	....	2 90
Sleigh shoe steel, "	....	2 10
Tire steel	2 30	2 50
Reeled machinery	....	3 00
Toe calk steel	2 85	3 00
T. Firth&Co.'s tool steel, per lb	0 12½	0 13
Jessop's tool steel	...	0 14
Morton's tool steel	0 12½	0 13
Black Diamond and "B.C." tool steel	0 10	0 11
Chas. Leonard's tool steel	0 08	0 09
Park's "Silver" tool steel	0 12	0 14
" "Special"	0 15	0 20
Jonas & Colver's tool steel	0 10	0 20
" "Air Hardening"	..	0 70
Drill steel, per lb	0 08	0 10

BOILER TUBES.

	Per foot
1¼, 1¾ and 4 inch	0 09
2½ in	0 16
3 in	0 13
3½ in	0 16
4 in	0 31

STEEL BOILER PLATE.

¼ in	2 50	2 60
3-16 in	2 60	2 70
⅜ in. and thicker	2 50	2 60

BLACK SHEETS.

	Com.	D.Fl.
10 and 12 gauge	2 55	2 75
18 gauge	2 85	3 00
20 "	2 85	3 00
22 to 24 gauge	2 95	3 25
26 "	3 05	3 50
28	3 15	...

COPPER WIRE.

Discount, 50 per cent.

CANADA PLATES.

All dull, 52 sheets	2 90	3 00
Half-polished	3 00	3 10
All bright	3 75	3 85

IRON PIPE.

Black pipe		Per 100 feet.
⅛ inch	3 00	3 25
¼ "	2 30	2 40
⅜ "	....	2 65
½ "	....	2 85
¾ "	....	3 65
1 "	....	5 20
1¼ "	....	7 35
1½ "	....	8 95
2 "	....	12 55
2½ "	....	21 00
3 "	....	25 00
3½ "	....	32 00
4 "	....	38 50
4½ "	....	45 00
5 "	....	48 00
6 "	....	63 00
Galvanized pipe		
¼ inch	....	3 20
⅜ "	....	3 45
½ "	...	3 85
¾ "	....	5 00
1 "	...	7 20
1¼ "	...	10 05
1½ "	....	12 20
2 "	....	16 85

Malleable Fittings Discount 30 p.c.
Cast Iron Fittings
On all cast iron fittings, including plugs, bushings, unions and nipples, 50 & 10 p.c. dis.
All others discount 60 p.c.

GALVANIZED SHEETS.

	G.C.	Comet	Bell.	Queen's Head
16 gauge	..	...	...	..
18 to 24 gauge	4 05	3 75	3 75	4 05
26 "	4 25	4 00	3 90	4 25
28 "	4 50	4 25	4 05	4 50

American brands, $4 40 for 28 gauge
Less than case lots 10 to 15c. extra.

CHAIN.

Proof coil, 3-16 in., per 100 lb.	...	...
" ¼ "	7 85	8 10
" 5-16 "	5 25	5 50
" ⅜ "	4 50	4 75
" 7-16 "	4 25	4 50
" ½ "	4 20	4 50
" 9-16 "	4 05	4 50
" ⅝ "	4 00	4 50
" ¾ "	4 00	4 50

Halter, kennel and post chains, 40 to 40 and 5 per cent.

Cow ties	40 p.c.
Tie out chains	65 p.c.
Stall fixtures	35 p.c.
Trace chain	45 p.c.

Jack chain, iron, single and double, discount 35 p.c.
Jack chain, brass, single and double, discount 40 p.c.

COPPER

Ingot		Per 100 lb.
Casting		14 50
Lake Superior		
Bars		
Cut lengths, round, ½ to ¾ in.	23 00	25 00
" round and square, 1 to 2 inches	23 00	25 00
Sheet		
Plain, 14 oz., and light, 16 oz., 14x48 and 14x60	22 00	22 50
Plain, 14 oz., and light, 16 oz., irregular sizes	22 50	23 00
Tinned copper sheet		24 00
Planished		32 00
Braziers (in sheets)		
4x6 ft., 25 to 30 lb. each, per lb		0 23
" 35 to 45 " "		0 22
" 50-lb. and above "		0 21

BOILER AND T.K. PITTS.

Plain tinned, per lb	0 28
Spun, per lb	0 32

BRASS

Rod and Sheet, 14 to 30 gauge, 15 per cent

Sheets, hard-rolled, 2x4	0 23
Tubing, base, per lb.	0 23½

ZINC SPELTER.

Foreign, per 100 lb	5 50	6 00
Domestic " "		

ZINC SHEET

5-cwt. casks	6 00	6 25
Part casks	6 25	6 50

LEAD

Imported Pig, per 100 lb.	3 50
Bar, per lb	0 05
Sheets, 2½ lb. sq. ft., by roll	0 06¼
Sheets, 3 to 6 lb. "	0 06

NOTE. Cut sheets ½c. per lb., extra. Pipe, by the roll, usual weights per yard, lists at 7c. per lb. and 37½ p.c. dis. f.o.b. Toronto.

NOTE. Cut lengths, net price, waste pipe 8-ft. lengths, lists at 8c.

SHOT.

Common, $6.50 per 100 lb.; chilled, $7.00 per 100 lb.; buck, seal and ball, $7.50. Discount, 22½ p.c. Prices are f.o.b. Toronto, Hamilton, Montreal, St. John and Halifax. Terms, 3 p.c. cash, freights equalized.

SOIL PIPE AND FITTINGS

Light soil pipe, discount, 45 and 10 per cent
" " fittings, discount 50 and 10 p.c.
Med. and Extra heavy pipe and fittings, dis. 55 and 10 per cent
7 and 8 in. pipe, discount 45 and 10 per cent

SOLDER.

		Per lb.
Bar, half-and-half, guaranteed		0 20
Bar, half-and-half, commercial	0 19	0 19½
Refined		0 19
Wiping	0 17	0 18½

ANTIMONY.

Cookson's per lb. 0 09

WHITE LEAD

		Per 100 lb.
Pure	5 00	5 25
No. 1	4 62½	4 87½
No. 2	4 25	4 50
No. 3	3 87½	4 12½
No. 4	3 50	3 75
Munro's Select Flake White		5 75
Elephant and Decorators Pure		5 25
Brandram's Genuine		6 50
" Decorative		6 00
" " No. 1		5 50
"Monarch" brand		6 12½
Decorator's Pure		5 25
Essex Genuine		5 50

RED LEAD

Genuine, 560 lb. casks, per cwt	$4 75
Genuine, 100 lb. kegs, "	5 00
No. 1, 560 lb. casks, per cwt	4 00
No. 1, 100 lb. kegs, per cwt	4 25

WHITE ZINC

Extra Red Seal	0 06	0 08
No. 1	0 05½	0 07
No. 2	0 05	0 06

DRY WHITE LEAD

Pure, casks	5 25
Pure, kegs	5 75
No. 1, casks	5 00
No. 1, kegs	5 25

PREPARED PAINTS

In ¼, ½ and 1 gallon tins

Pure, per gallon		1 20
Second qualities, per gallon		1 00
Barn (in bbls.)	0 60	0 90
The Sherwin Williams paints		1 40
Canada Paint Co.'s pure		1 25
Toronto Lead & Color Co.'s pure		1 25
Sanderson Pearcy's pure		1 20
Stewart & Wood's Champion pure		1 20
Standard Paint Co.'s "New Era"		1 30
The Francis Frost Co.'s "Ark" Brand		1 25
The Francis Frost Co.'s British Navy deck		1 50
Hollywood paste paint		1 40
" liquid paint		1 25
" floor paint		1 25
Henderson & Potts's "Anchor" Brand		1 35

COLORS IN OIL.

25 lb. tins, Standard Quality

Venetian red, per lb	0 03½	0 05
Chrome yellow	0 12	0 14
Golden ochre	0 07	0 10
French "		0 06
Marine black		0 04
Chrome green		0 10
French Imperial green		0 14
Signwriters' black		0 16
Umber	0 04	0 06
Sienna	0 04	0 07

COLORS, DRY

Common ochre, bbls	1 15	1 50
Yellow ochre (J.F.L.S.), bbls		2 00
Brussels ochre		2 00
Venetian red, bbl	1 50	[illegible]
English oxides, per cwt	3 00	[illegible]
American oxides, bbls	1 25	[illegible]
Canadian oxides, bbls	1 25	[illegible]
Super magnetic oxides, 93 p.c.	2 00	[illegible]
Burnt sienna, pure, per lb		[illegible]
" umber, " "	[illegible]	[illegible]
Raw umber	[illegible]	[illegible]
Drop black, pure		[illegible]
Chrome yellow, pure		[illegible]
Chrome greens, pure per lb	[illegible]	[illegible]
Golden ochre	[illegible]	[illegible]
Ultramarine blue, [illegible] boxes, per lb.	[illegible]	[illegible]
Fire proof mineral [illegible]		[illegible]
Genuine Eng. [illegible]		[illegible]
Mortar color [illegible]	[illegible]	[illegible]
Pure Indian red [illegible]	[illegible]	[illegible]
Whiting [illegible]	[illegible]	[illegible]
English vermilion [illegible]		[illegible]

[illegible]

Casks, [illegible]	5 50
100 lb. [illegible]	0 08

WADE & BUTCHER'S "SPECIAL" Razors

Are unequalled for quality and finish.

JAMES HUTTON & CO., - MONTREAL

—Sole Agents for Canada.—

PUTTY

Bulk in bbls	1 70
Bulk in less quantity	1 95
Bladders in bbls	2 00
Bladders in kegs, boxes or loose	2 25
25-lb. tins	2 25
12-lb. tins	2 50
Bladders in bulk or tins less than 100 lb	2 50

VARNISHES

In 5 gal lots	Per gal	Net.
Carriage, No 1	1 50	1 60
Pale durable body	4 10	4 25
" rubbing	2 85	3 20
Gold size, japan	1 50	1 60
No 1 brown japan	0 85	0 90
Elastic oak		1 50
Furniture, extra	1 10	1 25
" No 1	0 90	1 00
Hard oil finish	1 35	1 50
Light oil finish	1 60	1 70
Damar	1 75	2 00
Shellac, white	2 40	2 50
" orange	2 30	2 40
Turpentine, brown japan	1 10	1 20
" black japan	1 10	1 20
" " No 1	0 85	0 90
Elastilite varnish, 1 gal can, each		2 00
Granitine floor finish, per gal		2 75

Maple Leaf coach enamels: size 1, $1 20; size 2, 70c., size 3, 40c. each

Sherwin Williams kopal varnish, assorted case, from ½ pts. to 1 gal., $2 50

CASTOR OIL

British, 1st qual, in cases, per lb	0 08½	0 09½
" " small lots	0 10	0 10½

COD OIL, ETC.

Cod oil, per gal	0 50	0 55
Pure olive		1 40
" neatsfoot		0 90

GLUE

Common	0 08	0 09
French medal	0 10	0 14
White, extra	0 18	0 22
Gelatine	0 25	0 30
Strip	0 18	0 20
Coopers	0 19	0 20
Huttner	0 15	0 16
Ground	0 12	0 16
Cologne, genuine		0 15

HARDWARE.

AMMUNITION

Cartridges

B. B. Caps Dominion 50 and 5 per cent
Rim Fire Pistol, discount 40 p.c., American
Rim Fire Cartridges, Dominion, 50 and 5 p.c
Central Fire Pistol and Rifle, 10 p.c., Amer
Central Fire Cartridges, pistol sizes, Dominion, 30 per cent
Central Fire Cartridges, Sporting and Military, Dominion, 15 per cent
Central Fire, Military and Sporting, American, add 5 per cent to list. B.B. Caps, discount 40 per cent., American
Loaded and empty Shells "Trap" and "Dominion" grades 25 per cent. Rival and Nitro, 10 per cent advance on list
Brass Shot Shells, 55 per cent
Primers, Dom., 30 per cent. American, $1 60

Wads

	per lb.
Best thick white felt wadding, in ½-lb bags	$1 00
Best thick brown or grey felt wads, in ½-lb bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 99
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 each, 8 gauge	0 55
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10 gauge	0 25
Thin card wads, in boxes of 1,000 each, 8 gauge	

Chemically prepared black edge grey cloth wads, in boxes of 250 each	Per M.
11 and smaller gauge	0 60
9 and 10 gauges	0 70
7 and 8 "	0 90
5 and 6 "	1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 "	1 65
5 and 6 "	1 90

ADZES

Discount 20 per cent

ANVILS.

Wright's, 80-lb. and over	0 10¾
Hay Budden, 80-lb. and over	0 09¼
Brook's, 80-lb. and over	0 11¼

AUGERS.

Gilmour's, discount 65 and 5 per cent. off list.

AXES.

Chopping Axes		
Single bit, per doz.	6 00	10 00
Double bit, "	10 00	18 00
Bench Axes, 40 per cent.		
Broad Axes, 25 per cent.		
Hunters' Axes	5 50	6 00
Boys Axes	5 75	6 75
Splitting Axes	6 50	12 00
Handled Axes	7 50	10 00

AXLE GREASE.

Ordinary, per gross	5 75	6 00
Best quality	13 00	15 00

BATH TUBS

Zinc	6 00

Copper, discount 15 per cent. off revised list.

BATHS.

Standard Enameled.

5½-inch rolled rim, 1st quality	24 00
5½ " " " 2nd "	20 00

BABBIT METAL.

"Tandem," A	per lb.	0 27
" B	"	0 21
" C	"	0 11½
Frictionless Metal	"	0 23

Syracuse Smelting Works:

Aluminum, genuine	0 45
Government, "	0 44
Tough, "	0 40
Hard, "	0 40
Dynamo	0 30
Special	0 25
Harmony	0 22
Car Box	0 20
Extra	0 15

The Canada Metal Co.:

Imperial, genuine,	0 40
Metallic	0 30
Hercules	0 20
Star	0 15
No. 1	0 12
No. 2	0 10
No. 3	0 06
No. 4	0 05

BELLS.

Hand.

Brass, 60 per cent
Nickel, 55 per cent

Cow

American make, discount 63⅓ per cent.
Canadian, discount 45 and 50 per cent.

Door.

Gongs, Sargant's	5 50	8 00

" Peterboro', discount 45 per cent.

Farm.

American, each	1 25	3 00

House

American, per lb	0 35	0 40

BELLOWS.

Hand, per doz	3 35	4 75
Moulders', per doz	7 50	10 00

Blacksmiths', discount 70 per cent

BELTING.

Extra, 60 per cent.
Standard, 60 and 10 per cent.
No. 1, not wider than 6 in., 60, 10 and 10 per cent.
Agricultural, not wider than 4 in., 75 per cent.

BITS.

Auger.

Gilmour's, discount 60 and 5 per cent.
Rockford, discount 50 and 10 per cent.
Jennings' Gen., net list.

Car.

Gilmour's, 47½ to 50 per cent.

Expansive.

Clark's, 40 per cent.

Gimlet.

Clark's, per doz	0 65	0 90
Diamond, Shell, per doz.	1 00	1 50
Nail and Spike, per gross	2 25	5 20

BLIND AND BED STAPLES.

All sizes, per lb.	0 07¾	0 12

BOLTS AND NUTS.

	Per cent.
Carriage Bolts, common ($1 list)	50 and 10
" " full sq. ($2.40 list)	55 and 10
" " Norway Iron ($3 list)	55 and 10
Machine Bolts, all sizes	50, 5 and 10
Plough Bolts	50, 5 and 10
Blank Bolts	50, 5 and 10
Bolt Ends	50, 5 and 10
Sleigh Shoe Bolts	65, 5 and 10
Coach Screws, cone point	66⅔ and 10

Nuts, square, all sizes, 3¼c. per lb. off.
Nuts, hexagon, all sizes, 4c. per lb. off.
Stove Rods, per lb., 5½ to 6c.

BOOT CALKS.

Small and medium, ball	per M.	4 25
Small heel	"	4 50

BRIGHT WIRE GOODS.

Discount 62½ per cent.

BROILERS.

Light, discount 65 to 67½ per cent.
Reversible, discount 65 to 67½ per cent.
Vegetable, per doz., discount 37½ per cent.

Henis, No. 8	per doz.	6 00
Henis, No. 9	"	7 00
Queen City	"	7 50

BUTCHERS' CLEAVERS.

German	per doz.	6 00	11 00
American	"	12 00	20 00

BUTCHER KNIVES.

Bailey's	per doz.	0 60	6 30

BUILDING PAPER, ETC.

Tarred Felt, per 100 lb.	1 75
Ready roofing, 2-ply, not under 45 lb., per roll	0 90
Ready roofing, 3-ply, not under 65 lb., per roll	1 15
Carpet Felt ... per ton	45 00
Dry Sheathing ... per roll, 400 sq. ft.	0 35
Tar " " 400 "	0 45
Dry Fibre " 400 "	0 50
Tarred Fibre " 400 "	0 60
O. K. & I. X. L. " 400 "	0 65
Resin-sized " 400 "	0 40
Oiled Sheathing " 600 "	1 00
Oiled " " 400 "	0 70
Roof Coating, in barrels ... per gal.	0 17
Roof " small packages "	0 25
Refined Tar ... per barrel	4 50
Coal Tar "	4 00
Coal Tar, less than barrels ... per gal.	0 15
Roofing Pitch ... per 100 lb.	1 00

BULL RINGS

Copper, $2.00 for 2½-inch, and $1.90 for 2-inch.

BUTTS.

Wrought Brass, net revised list.

Cast Iron.

Loose Pin, discount 60 per cent

Wrought Steel.

Fast Joint, discount 65, 10 and 2½ per cent.
Loose Pin, discount 65, 10 and 2½ per cent
Berlin Bronzed, discount 70, 70 and 5 per cent.

Gen. Bronzed	per pair	0 40	0 65

CARPET STRETCHERS.

American	per doz.	1 00	1 50
Bullard's	"	....	6 50

CASTORS.

Bed, new list, discount 55 to 57½ per cent.
Plate, discount 52½ to 57½ per cent.

CATTLE LEADERS.

Nos. 31 and 32	per gross	8 50	9 50

CHALK.

Carpenters' Colored, per gross		0 45	0 75
White lump	per cwt.	0 60	0 65
Red		0 05	0 06
Crayon	per gross	0 14	0 18

CHISELS.

Socket, Framing and Firmer.

Broad's, discount 60 and 10 per cent.
Warnock's, discount 50 and 10 per cent.
P. S. & W. Extra, discount 60 and 10 per cent.

CHURNS.

Revolving Churns, metal frames—No. 0, $8 No. 1, $8.50; No. 2, $9.00; No. 3, $10.00; No. 4, $12.00; No. 5, $16.00 each. Ditto, wood frames, 20c. each less than the above. Discounts: Delivered from factories, 53 per cent.; from stock in Montreal, 51 per cent. Terms 4 months or 3 per cent. cash in 30 days.

Churn frames, including bearings, levers, etc. Nos. 0, 1, 2 and 3, wood, $2.40; and 4 and 5, $2.65. Metal frames, 25c. extra. Discount 15 per cent., net 30 days.

CLIPS.

Axle, discount 65 per cent.

CLOSETS.

	Net.
Plain York or Ontario Syphon Jet	$9 60
Emb. " " "	10 20
Fittings	1 00
Plain Elgin or Teu. Syphon Washout	6 00
Emb. " " "	6 60
Fittings	1 25
Low Down Elgin or Teutonic, plain	9 60
Low " " " emb.	10 20
Plain Richelieu	3 75
Emb. "	4 00
Connections	1 25
Low Down Ontario Syphon Jet, plain	11 70
Low " " " emb'd.	12 30
Closet connection	1 25
Basins, P.O., 14-in.	0 70
Basins, oval, 17 x 14-in.	1 50
Basins, " 19 x 15-in.	2 25

COMPASSES, DIVIDERS, ETC.

American, discount 62½ to 65 per cent.

CONDUCTOR PIPE.

Plain or Corrugated.

2-inch	per 100 feet	3 00
3 "	" "	4 00
4 "	" "	5 25
5 "	" "	6 75
6 "	" "	9 00

CRADLES, GRAIN.

Canadian, discount 20 to 25 per cent.

CROSSCUT SAW HANDLES

S. & D., No. 3	per pair	0 17½
S. & D., " 5	"	0 22½
S. & D., " 6	"	0 15
Boynton pattern	"	0 20

DOOR SPRINGS.

Torrey's Rod (15 p.c.), per doz.	....	2 00
Coil "	0 88	1 60
English "	2 00	4 00

DRAW KNIVES.

Coach and Wagon, discount 50 and 10 per cent.
Carpenters', discount 60 and 10 per cent.

Your Customers Want

something better than shingles with which to cover their roofs. Our Patent Wire-Edged Ready Roofing is more durable than shingles, costs less, is fire-proof and any person can put it on.

Don't you think it would pay you to handle this Roofing ?

The Paterson Mfg. Co., Limited

Toronto and Montreal.

DRILLS.

Hand and Breast

Millar's Falls, per doz., net list

DRILL BITS.

Morse, discount 37½ to 40 per cent
Standard, discount 50 and 5 to 55 per cent

FAUCETS

Common, cork-lined, discount 35 per cent

EAVETROUGHS

10 inch . . . per 100 ft 3 10

ELBOWS (stovepipe.)

and 6-inch, common . . . per doz 1 20
7 inch . . . " 1 35
Polished, 15c. per dozen extra

ESCUTCHEONS

Discount 40 per cent

ESCUTCHEON PINS

Iron, discount 40 per cent

FACTORY MILK CANS

Discount off revised list, 40 per cent.

FILES AND RASPS

Great Western	.70 and	10	per cent
Arcade	.70 "	10	"
Kearney & Foot	.70 "	10	"
Disston's	70 "	10	"
American	.70 "	10	"
J Barton Smith	70 "	10	"
McClellan	70 "	10	"
Eagle	.70 "	10	"
Nicholson, 60 and 10 to 60,	10 and	5	"
Royal	.80		"
Globe	.70 to	75	"

Black Diamond, 60 and 10 to 60, 10 and 5 per cent.
Jowitt's, English list, 25 to 27½ per cent.
Nicholson File Co.'s "Simplicity" file handle, per gross 85c. to $1.50

GLASS.

Window Box Price.

Size United Inches	Star Per 50 ft.	Star Per 100 ft	D. Diamond Per 50 ft.	D. Diamond Per 100 ft.
Under 26	2 0	3 80	. . .	6 75
26 to 40	2 10	4 ·	. .	7 25
41 to 50	. .	4 50	. . .	8 75
51 to 60	. . . .	4 75	. . . .	10 00
61 to 70		5 0·	. . .	11 5J
71 to 80	. .	5 50	. . . .	12 50
81 to 85	. .	. . . .	. .	14 0
86 to 90		. . . .	. . .	16 50
91 to 95	.	. .	. .	18 00
96 to 100	. . . .	. . . .	. . .	20 00

A discount of 25 per cent is offered on "Double Diamond."

GAUGES.

Marking, Mortise, Etc.

Stanley's, discount 50 to 55 per cent.

Wire Gauges

Winn's, Nos. 26 to 33 . . . each 1 65 2 40

HALTERS

Rope, ⅜ inch	per gross		. . .
Rope, ½ "	"		9 00
Rope, ¾ to ⅞ inch	"		14 00
Leather, 1-inch	per doz	3 87½	4 00
Leather, 1¼ "	"	5 15	5 20
Web	"	1 87	2 45

HAMMERS

Nail.

Maydole's, discount 5 to 10 per cent. Canadian discount 25 to 27½ per cent

Tack.

Magnetic . . . per doz 1 10 1 20

Sledge

Canadian . . . per lb 0 07½ 0 08½

Ball Pean

English and Canadian, per lb 0 22 0 25

HANDLES.

Axe . . . per doz net 1 50 3 00
Store door . . . per doz 1 00 1 50

Fork.

C & B., discount 40 per cent., revised list.

Hoe

C & B., discount 40 per cent., revised list

Saw.

American . . . per doz 1 00 1 25

Plane

American . . . per gross 3 15 3 75

Hammer and Hatchet

Canadian, discount 40 per cent

Cross-Cut Saws

Canadian . . . per pair 0 13¾

HANGERS	doz	pairs.
Steel barn door	5 85	6 00
Stearns, 4-inch	. . .	5 00
" 5-inch	. . .	6 50
Lane's covered		
No. 11, 5-foot run	. . .	8 40
No 11½, 10-foot run	. . . .	10 80
No 12, 10-foot run	. .	12 60
No. 14, 15-foot run	. . .	21 00
Lane's O.N.T. track, per foot	. . .	0 04½

HARVEST TOOLS

Discount 60 and 10 per cent.

HATCHETS.

Canadian, discount 40 to 42½ per cent

HAT ENAMEL.

Henderson & Potts "Anchor Brand"

HINGES.

Blind, Parker's, discount 16⅔ per cent.

Heavy T and strap, 4-in., per lb.	0 06½
" " 5-in., "	0 06¼
" " 6-in., "	0 06
" " 8-in., "	0 05¾
" " 10-in., "	0 05½

Light T and strap, discount 65 and 5 per cent
Screw hook and hinge
6 to 10 in. . . . per 100 lb . . 4 50
12 in. up . . . " . . . 3 25
Spring . . . per gro. pairs . 10 50

HOES.

Garden, Mortar, etc., discount 60 to 60 and 10 per cent.
Planter . . . per doz. 4 00 4 50

HOLLOW WARE

Discount 45 and 5 per cent.

HOOKS.

Cast Iron.

Bird cage	per doz.	0 50	1 10
Clothes line	"	0 27	0 63
Harness	"	0 72	0 88
Hat and coat	per gro	1 00	3 00
Chandelier	per doz	0 50	1 00

Wrought Iron.

Wrought hooks and staples, Canadian discount 47½ per cent.

Wire.

Hat and coat, discount 45 per cent
Belt . . . per 1,000 . . . 0 60
Screw, bright, discount 55 per cent

HORSE NAILS.

"C" brand, 40, 10 and 7½ per cent. off list } Oval
"M" brand, 50, 10 and 5 per cent } head
Countersunk, 65 per cent
"Monarch," 65 per cent
"Peerless" 50 and 7½ per cent dis

HORSESHOES.

F.O B Montreal

Iron Shoes	No 2 and larger.	No 1 and smaller
Light, medium and heavy	3 35	3 60
Snow shoes	3 60	3 85
Steel Shoes		
Light	3 45	3 70
Featherweight (all sizes)	4 85	4 85

F.O B Toronto, Hamilton, London and Guelph, 10c. per keg additional.
Toe weight steel shoes . . . 6 70

JAPANNED WARE

Discount 45 and 5 per cent off list, June 1899

ICE PICKS

Star . . . per doz 3 00 3 25

KETTLES

Brass spun, 7½ per cent discount off new list
Copper . . . per lb 0 30 0 50
American, 60 and 10 to 65 and 5 per cent

KEYS

Lock, Canadian dis 40 to 40 and 10 per cent
Cabinet, trunk and padlock, American . . . per gross 0 60

KNOBS

Door, japanned and N P., per doz		1 50	2 50
Bronze, Berlin	per doz	2 75	3 25
Bronze, Genuine	"	6 00	9 00
Shutter, porcelain, F & L screw	per gross	1 30	4 00
White door knobs	per doz	0 95	1 00

HAY KNIVES

Net prices

LAMP WICKS

Discount, 60 per cent

LANTERNS

Cold Blast	per doz	7 00
No. 3, "Wright's"	"	8 50
Ordinary, with O burner	"	4 00
Dashboard, cold blast	"	9 00
No 0	"	5 75

Japanning, 50c. per doz. extra

LEMON SQUEEZERS

Porcelain lined	per doz	2 20	5 60
Galvanized	"	1 87	3 85
King, wood	"	2 75	2 90
King, glass	"	4 00	4 50
All glass	"	0 50	0 90

LINES

Fish . . . per gross 1 05 2 50
Chalk . . . " 1 90 7 40

LAWN MOWERS

Woodyatt, 12-in. wheel	7 50
Star "	5 50
Daisy "	4 90
Philadelphia, 10-in. wheel	6 00
Ontario, "	12 75

Discount, 50 per cent

Maxwell & Sons

10½-in. high wheel	7 50	10 00
9 in	5 50	6 25
8-in	49 0	5 50

LOCKS

Canadian, 40 to 40 and 10 per cent
Russell & Erwin . . . per doz 3 00 3 25

Cabinet

Eagle, discount 30 per cent

Padlocks

English and Am . . . per doz 0 50 6 00
Scandinavian . . . " 1 00 2 40
Eagle, discount 20 to 25 per cent

MACHINE SCREWS

Iron and Brass.

Flat head, discount 25 per cent
Round head, discount 20 per cent

MALLETS

Tinsmiths	per doz	1 25	1 50
Carpenters', hickory,	"	1 25	3 75
Lignum Vitae	"	3 85	5 00
Caulking, each		0 60	2 00

MATTOCKS

Canadian . . . per doz 5 50 6 50

MEAT CUTTERS

American, discount 33⅓ per cent
German, 15 per cent
Gem . . . each 1 15

MILK CAN TRIMMINGS

Discount 25 per cent

NAILS.	Cut.	Wire
2d and 3d	3 45	3 45
3d	3 10	3 12
4 and 5d	2 85	2 95
6 and 7d	2 75	2 80
8 and 9d	2 60	2 60
10 and 12d	2 55	2 55
16 and 20d	2 50	2 50
30, 40, 50 and 60d (base)	2 45	2 45

Cut nails in carlots 5c. less
Wire nails in carlots are $2 40
Steel cut nails 10c. extra
Miscellaneous wire nails, discount 75 per cent
Coopers' nails, discount 30 per

NAIL PULLERS

German and American . . . 1 85 3 50

NAIL SETS

Square, round and octagon, per gross . . . 3 38 4 00
Diamond . . . 12 00 15 00

POULTRY NETTING

2-in. Mesh, 19 w g., dis 60 per cent
2-in. Mesh, 16 w g. and heavier, 50 per

OAKUM

Navy . . . per 100 lb . . . 6 00
U S Navy . . . " . . . 7 25

OILERS

McClary's Model galvanized oil can, with pump, 5 gallon, per dozen . . . 10 00
Zinc and tin, discount 50, 50 and 10 per cent
Copper . . . per doz 1 25 3 50
Brass . . . " 1 50 3 50
Malleable, discount 25 per cent

GALVANIZED PAILS

Dufferin pattern pails, discount 45 per cent
Flaring pattern, discount 45 per cent
Galvanized washtubs, discount 45 per cent

PIECED WARE

Discount 40 per cent off list, June, 1899
10-qt. flaring sap buckets, discount 40 per cent
6, 10 and 14-qt. flaring pails, dis 40 per cent
Creamer cans, discount 40 per cent

PICKS

Per dozen . . . 6 00 9 00

PICTURE NAILS

Porcelain head . . . per gross 1 35 1 50
Brass head . . . " 0 40 1 00

PICTURE WIRE

Tin and gilt, discount 75 per cent

PINE TAR

½ pint in tins . . . per gross . . . 7 80
1 " " . . . " . . . 9 60

PLANES

Wood bench, Canadian discount 40 per cent, American discount 50 per cent
Wood, fancy Canadian or American, 37½ to 40 per cent

PLANE IRONS

English . . . per doz 2 00 5 00

PLIERS AND NIPPERS

Button's genuine, per doz pairs, discount 37½ to 40 per cent
Button's imitation . . . per doz 5 00 9 00
German . . . " 0 60 2 60

PLUMBERS BRASS GOODS

Standard Compression work, dis 60 per cent
"J M T" Cushion work, discount 50 per cent
Fuller work, discount 65 per cent
6 dozen lots and over of the above, extra discount 10 per cent
Lever handle Stops and Waste, discount 60 per cent With, in lots of 2 dozen and over an extra discount of 10 per cent
"J M T" Globe, Angle and Check Valves discount 55 per cent
Standard Globe, Angle and Check Valves discount 65 per cent
"J M T" Radiator Valves, discount [illegible] per cent
Standard Radiator Valves, discount [illegible] per cent
Patent Quick-Opening Valves, discount 50 per cent
No 1 compression bath cocks . . . [illegible]
No 4 " " . . . [illegible]
No 7 Fuller's . . . [illegible]
No 4½ " . . . [illegible]
Patent Compression Cushion [illegible] cock, hot and cold . . . 15 00
Patent Compression Cushion Bath cock, No 2208 . . . 2 25
Square head [illegible] discount 60 per cent
[illegible] 60 "
Competition Globe, Angle and Check Valves discount [illegible] per cent
Thompson [illegible] Machine, $25 00

WINDOW GLASS —TO IMPORT.

Prompt Deliveries

EVERY KIND OF PLATE AND WINDOW GLASS IN STOCK.

BENT GLASS of all kinds, our own manufacture. **Closest Prices.**

TORONTO PLATE GLASS IMPORTING CO.,

Hill & Rutherford

Warerooms and Offices—135 to 143 Victoria St.
Bending Works—209 to 213 Victoria St.

TORONTO

PRESSED SPIKES

Discount 20 per cent.

PULLEYS

Hothouse, per doz.	0 55	1 00
Axle, "	0 22	0 33
Screw, "	0 27	1 00
Awning, "	0 35	2 50

PUMPS.

Canadian cistern	1 80	3 60
Canadian pitcher spout	1 40	2 10

PUNCHES.

Saddler's, per doz	1 00	1 85
Conductor's, "	9 00	15 00
Tinners', solid, per set		0 72
" hollow, per inch		1 00

RANGE BOILERS

Dominion, 30 gallon, net		6 00
" 35 " "		7 00
" 40 " "		8 00
Ronald's Galvanized, 30 gallon, "		7 40
" " 35 " "		8 40
" " 40 " "		9 60
Copper, 30 gallon, "		22 00
" 35 " "		24 00
" 40 " "		28 00

Discount off copper boilers 15 per cent.

RAKES

Wood, per doz. net 1 20 up.

RAZORS.

	per doz.
Elliot's	4 00 18 00
Geo. Butler's & Co.'s	4 00 18 00
Boker's	7 50 11 00
" King Cutter	12 50 15 00
Wade & Butcher's	3 60 10 00
Thiele & Quack's	7 00 12 00
Bailey's	6 00 12 00
Bailey's Brantford	10 00 11 00
Carbo Magnetic	15 00
Griffon Barber's Favorite	10 75
Griffon No. 65	13 00
Griffon Safety Razors	13 50
Griffon Stropping Machines	13 50

REGISTERS

Discount 40 per cent

RIVETS AND BURRS.

Iron Rivets, black and tinned, discount 60 and 10 per cent.
Iron Burrs, discount 55 per cent.
Extras on Iron Rivets in 1-lb. cartons, ½c. per lb.
Extras on Iron Rivets in ½-lb cartons, 1c. per lb.
Copper Rivets, with usual proportion burrs, 45 per cent. discount. Cartons, 1c. per lb. extra, net.
Copper Burrs only, discount 30 and 10 per cent.
Extras on Tinned or Coppered Rivets, ½-lb. cartons, 1c. per lb.

RIVET SETS

Canadian, discount 35 to 37½ per cent.

ROPE, ETC.

Sisal	0 12
Pure Manilla	0 14
"British" Manilla	0 12
Cotton, 3-16 inch and larger	0 16
" 5-32 inch	0 21
" ¼ inch	0 22
Russia Deep Sea	0 15
Jute	0 08
Lath Yarn, single	0 11
" double	0 11½
Sisal bed cord, 48 feet, per doz	0 65
" " 60 feet, "	0 80
" " 72 feet, "	0 95

RULES

Boxwood, discount 55 and 10 per cent
Ivory, discount 37½ to 40 per cent

SAD IRONS

Mrs. Potts, No. 55, polished, per set 6 70
" No. 50, nickle plated, " 9 80

SAND AND EMERY PAPER

B. & A. sand, discount, 40 and 5 per cent
Emery, discount 40 per cent
Garnet (Ruttonis), 5 to 10 per cent. advance on list

SAP SPOUTS.

Bronzed iron with hooks, per 1,000 9 50

SAWS.

Hand, Disston's, discount 12½ per cent.
S. & D., discount 40 per cent.
Crescent, Disston's, per foot 0 35 0 55
S. & D., discount 35 per cent. on Nos. 2 and 3.
Hack, complete, each 0 75 2 75
" frame only 0 75

SASH WEIGHTS.

Sectional, per 100 lb	2 50	2 75
Solid "	1 75	2 00

SASH CORD.

Per lb 0 23 0 30

SAW SETS. per doz.

Lincoln and Whiting	4 75
Hand Sets, No. 1 Woodyatt (Morrill)	4 25
X-Cut Sets, No. 3 Woodyatt (Morrill)	9 50

SCALES.

Gurney Standard, 40 per cent.
Champion, 55 per cent.
Burrow, Stewart & Milne
Imperial Standard, discount 40 per cent.
Weigh Beams, discount 35 per cent.
Champion Scales, discount 55 per cent.
Fairbanks standard, discount 35 per cent.
" Dominion, discount 55 per cent.
" Richelieu, discount 55 per cent.
Warren's new Standard, discount 40 per cent.
" " Champion, discount 55 per cent.
" Weighbeams, discount 35 per cent.

SCREW DRIVERS.

Sargent's, per doz. 0 65 1 00

SCREEN DOORS.

Common doors, 2 or 3 panel, walnut stained, 4-in. style, per doz. 6 80
Common doors, 2 or 3 panel, yellow and green stained, 4-in. style, per doz. 7 00
Common doors, 2 or 3 panel, in natural colors, oil finish, per doz. 8 15
3-in. style 20c. per dozen less.

SCREWS.

Wood, F. H., bright and steel, discount 87½ and 10 per cent.
Wood, R. H., bright, dis 82½ and 10 per cent.
" F. H., brass, dis. 80 and 10 per cent.
" R. H., " dis. 75 and 10 per cent.
" F. H., bronze, dis. 75 per cent.
" R. H., " dis. 70 per cent.
Drive Screws, dis. 87½ and 10 per cent.
Bench, wood, per doz. 3 25 4 00
" iron, " 4 25 5 00
Set, case hardened, dis. 60 per cent.
Square Cap, dis. 50 and 5 per cent.
Hexagon Cap, dis. 45 per cent.

SCYTHES.

Per doz. net 5 50 8 00

SCYTHE SNATHS.

Canadian, discount 40 per cent.

SHEARS.

Bailey Cutlery Co., full nickeled, discount 2½ per cent.
Bailey Cutlery, Japan Handles, discount 67½ per cent.
Seymour's, discount 50 and 10 per cent.

SHOVELS AND SPADES.

Canadian, discount 45 per cent.

SINKS.

Cast iron, 16 x 24		0 85
" 18 x 30		1 00
" 18 x 36		1 40

SNAPS.

Harness, German, discount 25 per cent.
Lock, Andrews, 4 50 11 50

SOLDERING IRONS.

1, 1½ lb., per lb.		0 37
2 lb. or over, "		0 34

SQUARES.

Iron, No. 493, per doz	2 40	2 55
" No. 494 "	3 25	3 40

Steel, discount 60 to 60 and 5 per cent.
Try and Bevel, discount 50 to 52½ per cent.

STAMPED WARE

Plain, discount 75 and 12½ per cent. off revised list.
Retinned, discount 75 per cent off revised list.

STAPLES.

Galvanized	3 25	3 50
Plain	2 90	3 15

Coopers', discount 45 per cent.
Poultry netting staples, discount 40 per cent.

STOCKS AND DIES.

American discount 25 per cent.

STONE.

Washita, per lb.	0 28	0 60
Hindostan, "	0 06	0 07
" slip, "	0 09	0 09
Labrador, "		0 13
" Axe, "		0 15
Turkey, "		0 50
Arkansas, "		1 50
Water-of-Ayr, "		0 10
Scythe, per gross	3 50	5 00
Grind, 2-in., 40 to 200 lb., per ton		25 00
" " under 40 lb., "		28 00
" under 2 in. thick, "		29 00

STOVEPIPES.

5 and 6 inch, per 100 lengths		7 00
7 inch, " "		7 50

ENAMELINE STOVE POLISH.

No. 4, 3 doz. in case, net cash		4 80
No. 6, 3 doz. in case, "		8 40

TACKS, BRADS, ETC.

Carpet tacks, blued	80 and 15
" " tinned	80 and 20
" " (in kegs)	40
Cut tacks, blued, in dozens only	80
" ¼ weights	60
Swedes cut tacks, blued and tinned	
In bulk	80 and 10
In dozens	75
Swedes, upholsterers', bulk ...85, 12½ and 12½	
" brush, blued and tinned bulk	70
Swedes, gimp, blued, tinned and japanned	75 and 12½
Zinc tacks	35
Leather carpet tacks	55
Copper tacks	50
Copper nails	52½
Trunk nails, black	65 and 5
Trunk nails, tinned	65 and 10
Clout nails, blued	65 and 5
Chair nails	35
Patent brads	40
Fine finishing	40
Lining tacks, in papers	10
" " in bulk	15
" " solid heads, in bulk	75
Saddle nails, in papers	10
" " in bulk	15
Tufting buttons, 22 line, in dozens only	60
Zinc glaziers' points	5
Double pointed tacks, papers	90 and 10
" " " bulk	40
Clinch and duck rivets	45

TAPE LINES.

English, ass skin, per doz.	2 75	5 00
English, Patent Leather	5 50	9 75
Chesterman's, each	0 90	2 85
" steel, each	0 80	8 00

TINNERS' SNIPS.

Bailey's, discount 25 per cent.

THERMOMETERS.

Tin case and dairy, discount 75 to 75 and 10 per cent.

TRAPS (steel.)

Game, Newhouse, discount 25 per cent.
Game, H. & N., P. S. & W., 65 per cent.
Game, steel, 72½, 75 per cent.

TROWELS.

Disston's, discount 10 per cent.
German, per doz. 4 75 6 00
S. & D., discount 35 per cent.

TWINES.

Bag, Russian, per lb.		0 27
Wrapping, cotton, 3-ply		0 19
" " 4-ply		0 23
Mattress, per lb.	0 33	0 45
Staging, "	0 27	0 35

VISES.

Wright's		0 13½
Brook's		0 12½
Pipe Vise, Hinge, No. 1		3 50
" " " No. 2		5 50
Saw Vise	4 50	9 00

ENAMELLED WARE.

White, Princess, Turquoise, Blue and White discount 50 per cent.
Diamond, Famous, Premier, discount 50 and 10 per cent.
Granite or Pearl, Imperial, Crescent, discount 50, 10 and 10 per cent.

WIRE.

Smooth Steel Wire.

No. 0-9 gauge		$2 50
10 "		6c. extra.
11 "		12c. "
12 "		20c. "
13 "		30c. "
14 "		40c. "
15 "		55c. "
16 "		70c. "

Add 60c. for coppering and $2 for tinning.
Extra net per 100 lb.—Oiled wire 10c., spring wire $1.25, special hay baling wire 30c., best steel wire 75c., bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb. hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.
Fine Steel Wire, discount 25 per cent. List of extras: In 100-lb. lots: No. 17, $5—No. 18, $5.50—No. 19, $6—No. 20, $6.65—No. 21, $7—No. 22, $7.30—No. 23, $7,65—No. 24, $8—No. 25, $9—No. 26, $9.50—No. 27, $10—No. 28, $11—No. 29, $12—No. 30, $13—No. 31, $14—No. 32, $15—No. 33, $16—No. 34, $17. Extras net—tinned wire, Nos. 17-25, $2—Nos. 26-31, $4—Nos. 32-34, $6. Coppered, 5c.—oiling, 10c.—in 25-lb. bundles, 15c.—in 5 and 10-lb. bundles, 25c.—in 1-lb. hanks, 25c.—in ½-lb. hanks, 38c.—in ¼-lb. hanks, 50c.—packed in casks or cases, 15c.—bagging or papering, 10c.
Brass wire, discount 62½ per cent. off the list.
Copper wire, discount 62½ per cent. net cash 30 days, f.o.b factory.
Galvanized wire, per 100 lb.—Nos. 4 and 5, $3.70 to $3.90—Nos. 6, 7, 8, $3.15 to $3.35—No. 9, $2.50—No. 10, $3.20 to $3.40—No. 11, $3.25 to $3.45—No. 12, $2.6[illegible]—No. 13, $2.75 No. 14, $3.75 to $3.95 No 15, $4.30—No. 16, $4.30. Base sizes, Nos. 6 to 9, $2.27½ f.o.b. Cleveland. In carlots 12½c. less.
Clothes Line Wire, regular 7 strand, No. 17, $4.65; No. 18, $2.90; No. 19, $2.60. Hollow 6 strand, No. 17, $4.30; No. 18, $2.70; No. 19, $2.35; No. 20, $2.30, f.o.b. Hamilton, Toronto, Montreal.

WIRE FENCING.

Galvanized barb	2 80
Galvanized, plain twist	2 90

Galvanized barb, f.o.b. Cleveland, $2 67½ in less than carlots, and $2 55 in carlots.

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High Carbon, No. 9	$2 75
" No. 11	3 40
" No. 12	2 95

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Painted Screen, per 100 sq. ft., net 1 40
Terms, 3 per cent. off 30 days.

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Colored, per lb.	0 06
White, "	0 08

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Agricultural, discount 60 per cent.
Coe's Genuine, discount 20 to 25 per cent.

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" S, per doz.	5 80	6 00
G. & K.'s Pipe, "		3 40
Burrell's Pipe, each		3 00
Pocket, per doz.	0 25	2 90

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Royal Canadian, "		24 00
Royal American, "		24 00
Sampson, "		24

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VOL. XV. MONTREAL AND TORONTO, MARCH 28, 1903. NO. 13

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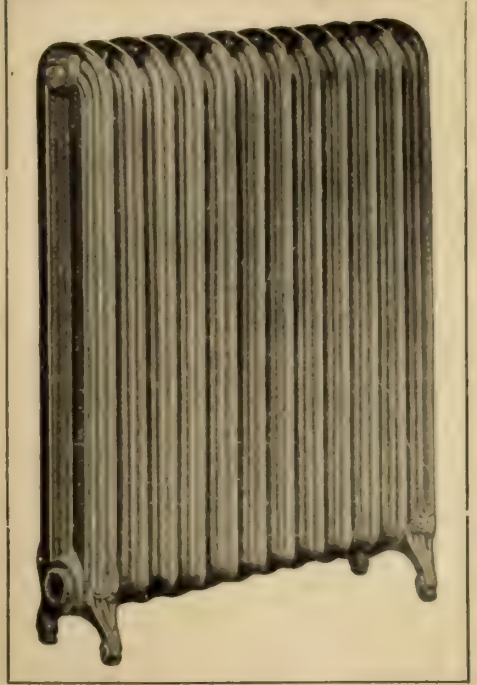

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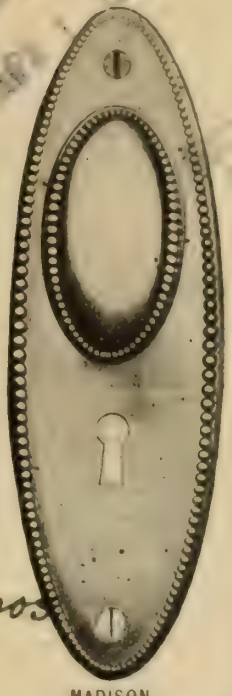

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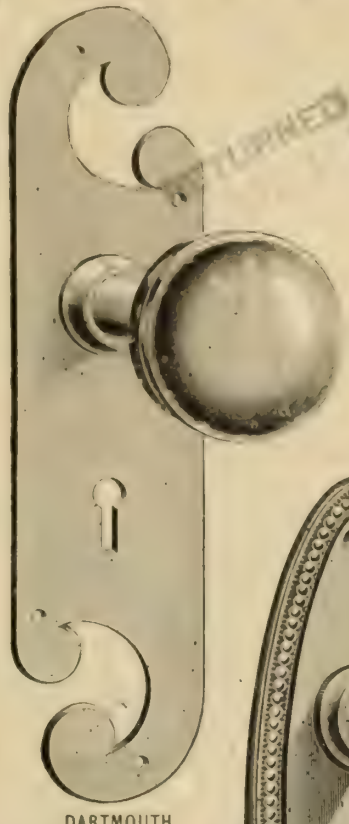
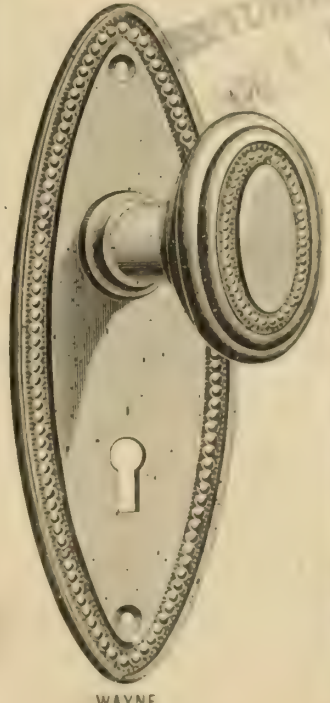


DARTMOUTH



WAYNE

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DESIGN	NO	SET	TRIMS	FINISH
ORNAMENTAL	042 043	INSIDE FRONT	Bronze-plated cast iron	Antique copper
MADISON	936-6 2021 & 3150 3102	INSIDE FRONT SLIDING	Wrought bronze (Single door) wrought bronze (Double	Brass
DARTMOUTH	1266, 1d756,	INSIDE FRONT	Bronze-plated wrought steel	copper
WAYNE	7055 6935	INSIDE FRONT	Wrought bronze	Polished
DAISY	2019 2029 2031	INSIDE FRONT	steel (SET KNOB) (STEEL KNOB)	Embossed

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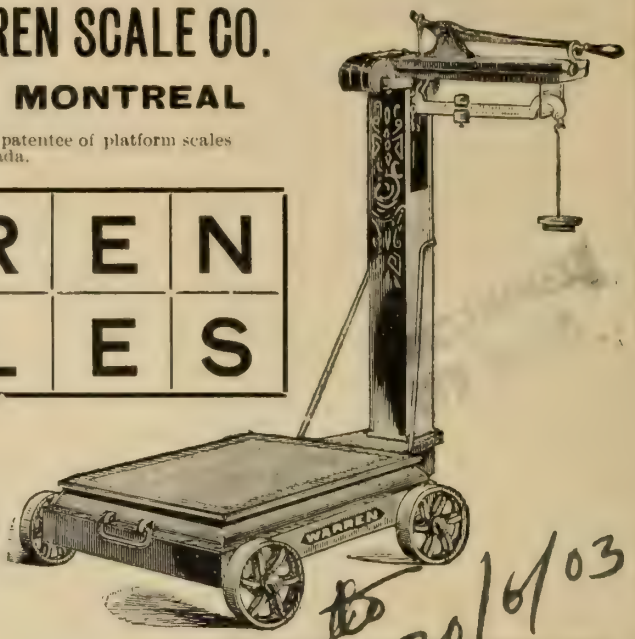

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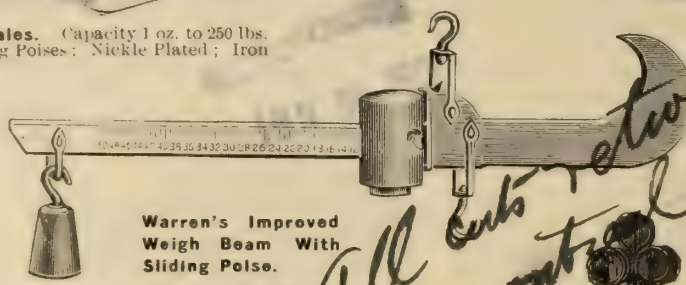

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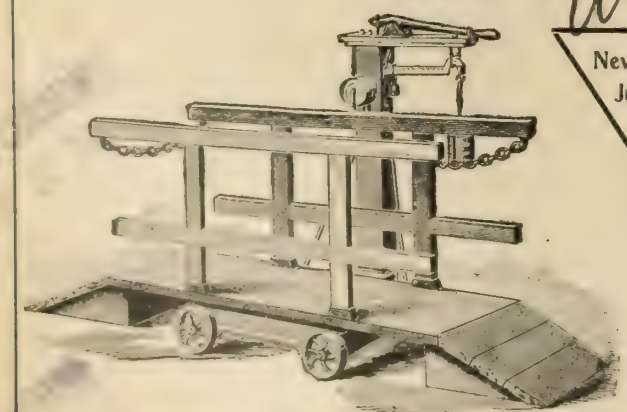

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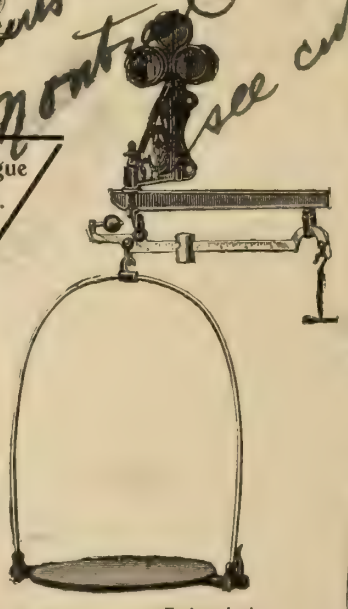

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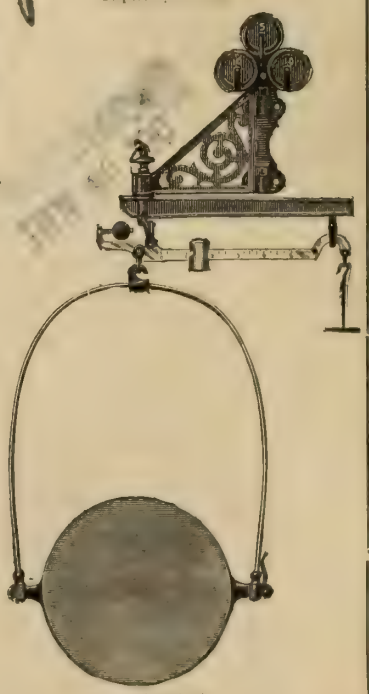

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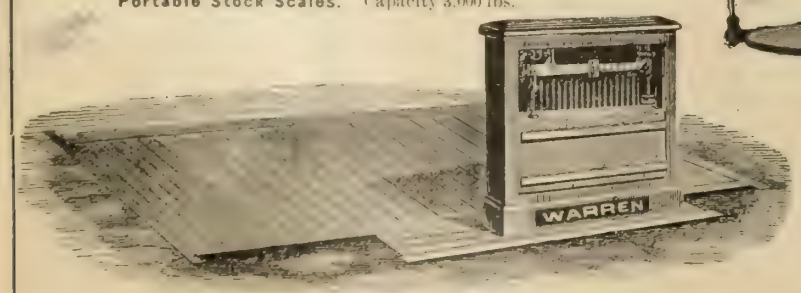

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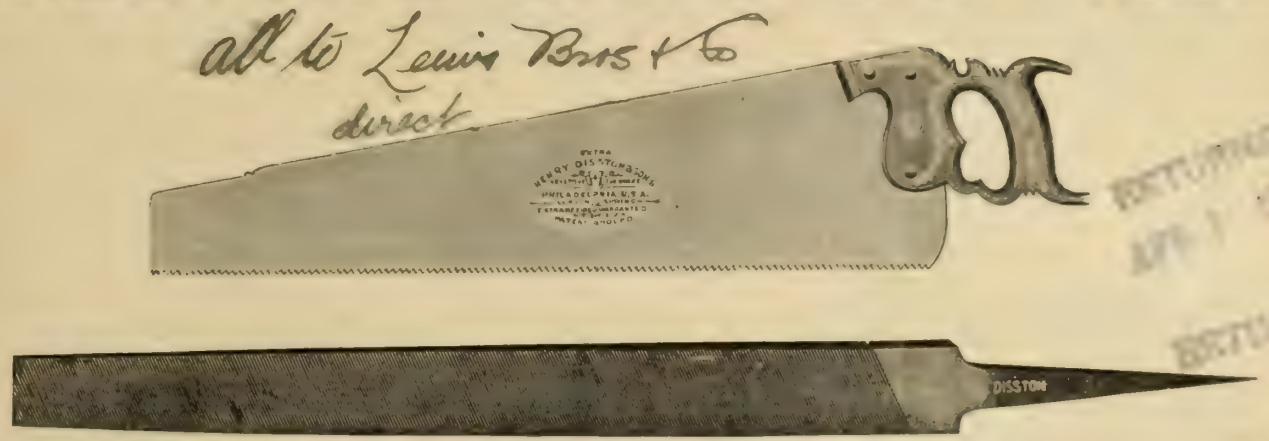

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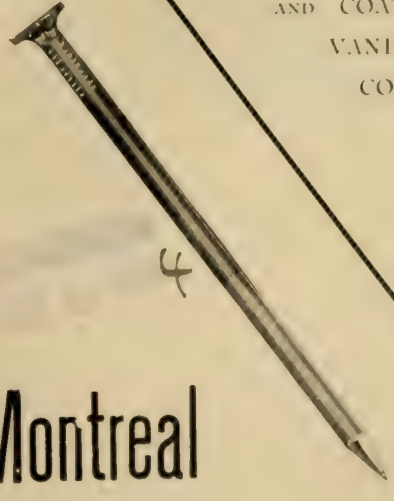

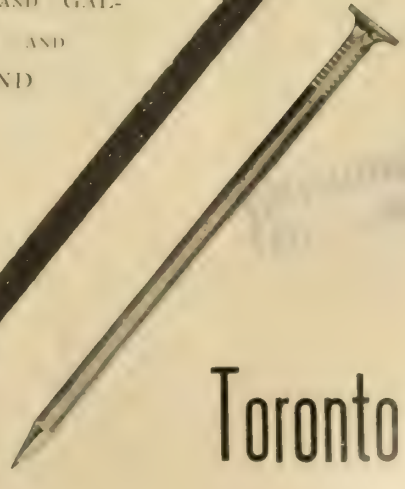

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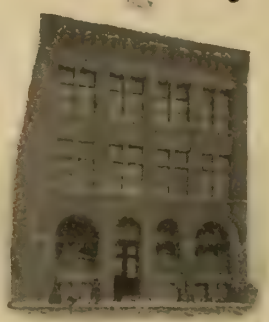

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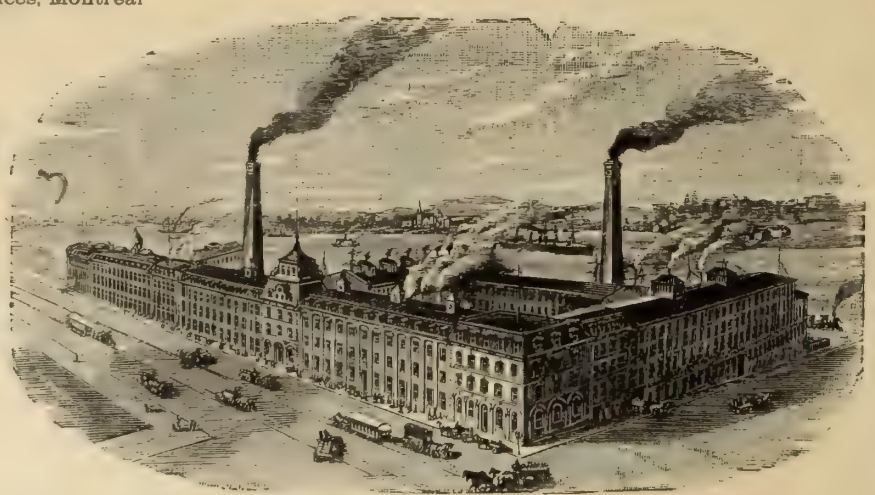

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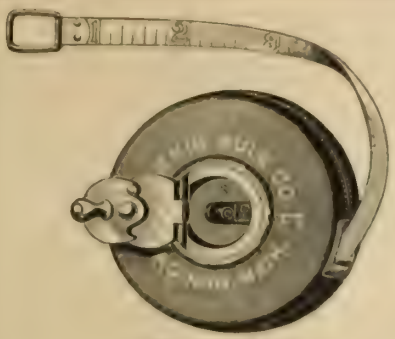

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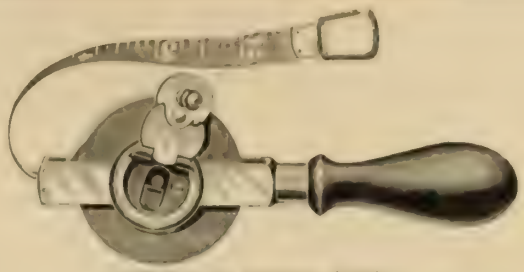

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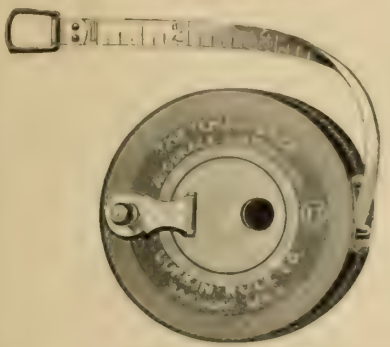

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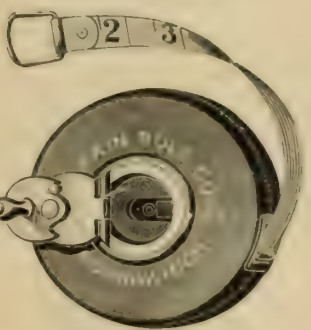

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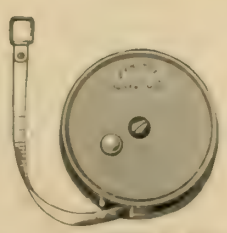
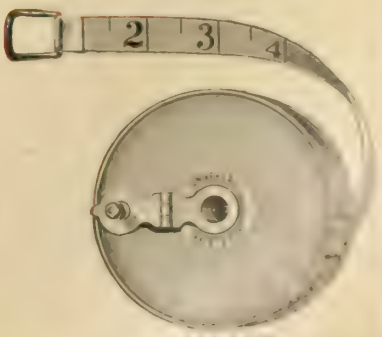


POCKET STEEL

POCKET LINEN



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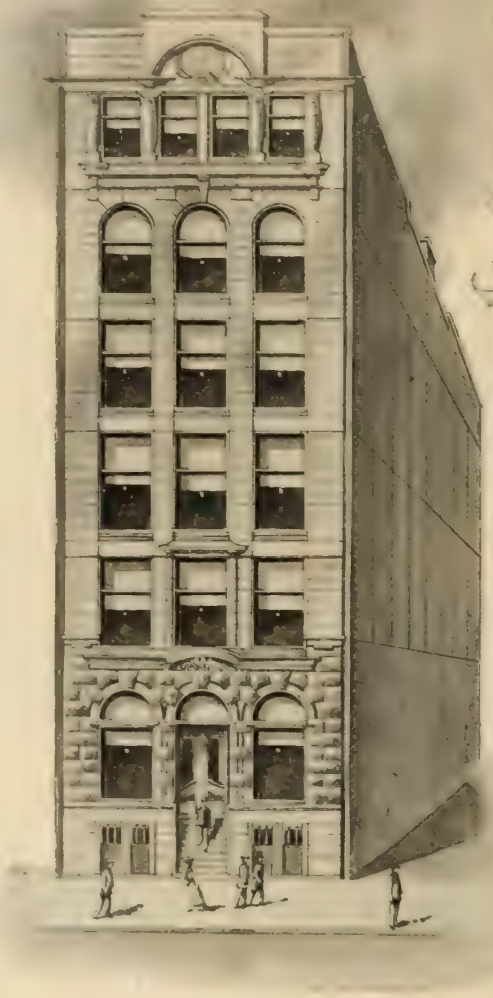
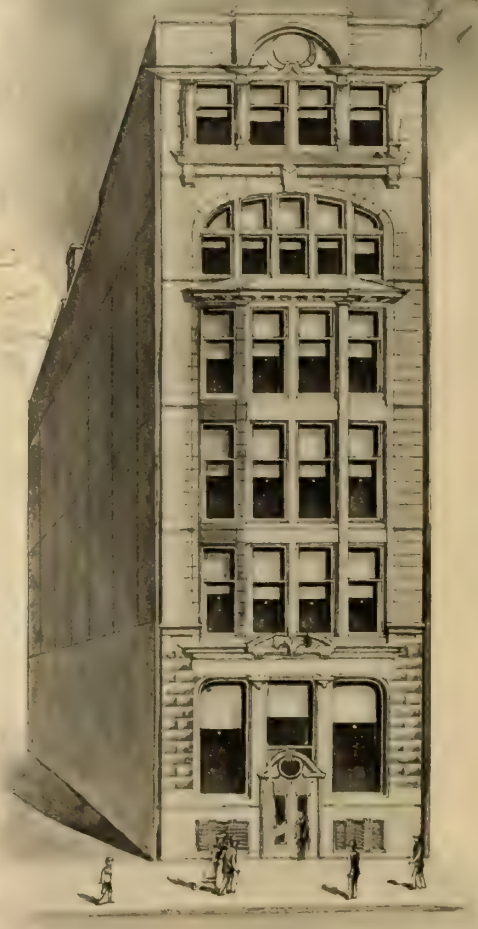


77 D'Youville Sqe.

WRITE FOR QUOTATIONS



478 St. Paul Street.

We Carry Complete Stock.

Shelf and Heavy Hardware,
Galvanized Iron, Tinned Iron,
Canada Plates, Tin Plate.

Tinsmiths' Tools a Specialty.

COME AND INSPECT OUR NEW STORE.

THE SEYBOLD AND SONS CO'Y

We Ship Quick

MONTREAL

Agents Kearney & Foot Files.

The Welsh Tinplate & Metal Stampings Co. Ltd

CONTRACTORS TO HIS MAJESTY'S WAR DEPARTMENT. THE LORDS OF THE ADMIRALTY. and the INDIA OFFICE

Manufacturers of EVERY DESCRIPTION of PRESSED, STAMPED AND MACHINE MADE ENAMELLED, TINNED, GALVANIZED AND JAPANNED HOLLOW WARE.

SPECIAL LARGE & DEEP STAMPINGS

GENERAL IRON & TINPLATE WORKERS &c

Cambrian Works, LLANELLY

Enamelled ware is guaranteed free from poisonous substances and of superior durability and finish.

Tinned and retinned ware coated only with refined tin.

Stamped and pieced ware is all made standard size and quality.

Japanned ware is finished with best varnishes, and resists climatic changes.

The average weekly capacity is over **700,000 PIECES** of Tinned, Galvanized, and Enamelled Ware.

Black Goods for Enamelling and Tinning. Seamless Steel.
Yellow Metal and Aluminium Stampings for Engineers.

Our New List of Tinned, Galvanized, and Japanned Goods, in four languages, ready

IMPERIAL

STANDARD SCALES.

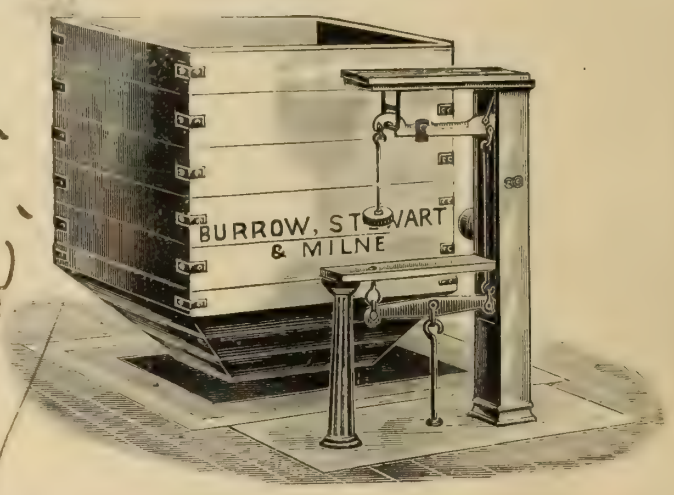
Platform Scales

Of all Capacities

300 lb. to 3,000 lb.

HOPPER SCALES

Of all Capacities.



TRACK SCALES with or without Recording Beam

Up to 100 Tons.

CHAMPION JEWEL SCALES

4 lb., 10 lb., 240 lb., 600 lb., 1,200 lb. and 2,000 lb.

THE BURROW, STEWART & MILNE CO. Limited

Hamilton, Canada.

M. R. M. Co.

MANUFACTURERS

OF

BAR IRON AND STEEL

HORSE SHOES	CUT NAILS
HORSE NAILS	WIRE NAILS
SPIKES	WIRE
SHOT	STAPLES
PUTTY	TACKS
LEAD PIPE	SHOE NAILS
WHITE LEAD	ZINC SPELTER
WROUGHT PIPE	PIG LEAD
Black and Galvanized	WIRE BALE TIES

Montreal Rolling Mills Co.

MONTREAL, CANADA

SELLING AGENCIES:

JAS. CRAWFORD,
Victoria and Vancouver, B C.

W. D. TAYLOR,
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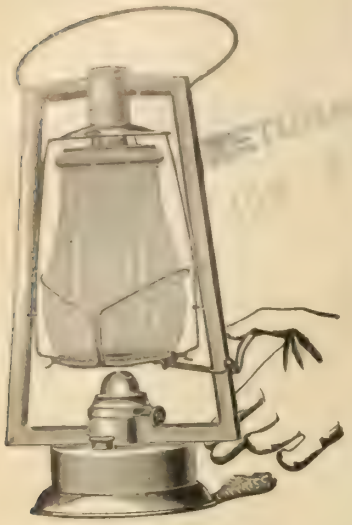
A GOOD SELLER.



C. LIFT.
Plain and Japanned.

E.T. Wright & Co.

Hamilton, Ont., and Montreal, Que.

Manufacturers of

Tinware, Bird Cages, Lanterns, Eavetrough, Conductor Pipe, ETC.

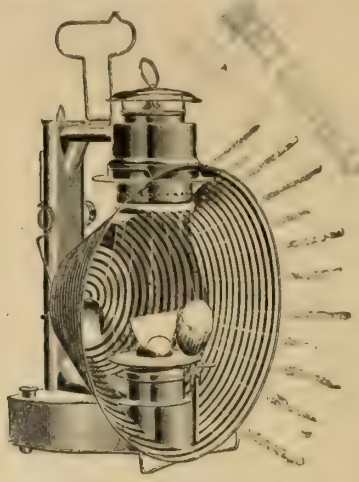
FLY TRAPS,
MOUSE TRAPS,
VICTOR FLOUR SIFTERS.

COOPER'S ONE-PIECE ELBOWS.
SCHIEPE'S PATENT STOVE PIPE.

This Lantern is made Plain, Japanned, Brass Foot, Brass Well, and All Brass.

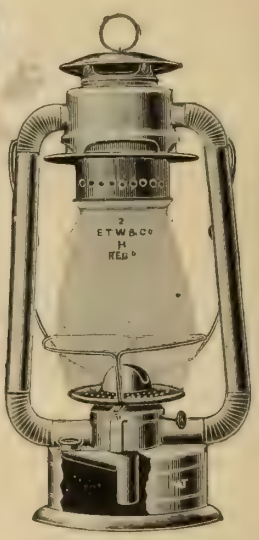
No. 4. COLD BLAST.
With Improved Side Lift.

OUR No. 20 SEARCH LIGHT is unequalled for use in Lumber Camps, Boats and Stables.



No. 20. SEARCH LIGHT.
A Powerful Reflector.

No. 2 COLD BLAST.
Japanned, Brass Foot and Brass Well.



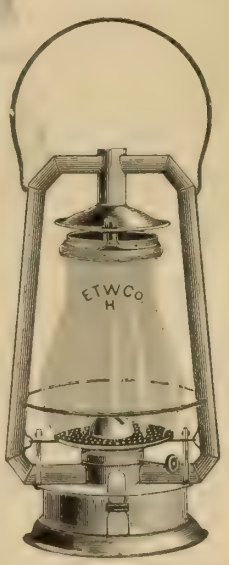
No. 3. COLD BLAST.
Non-Spilling Fount.

For Lard, Oil or Coal Oil.

No 39. RAILROAD LANTERN.

Solid 18-Gauge Steel Frame.

No. 11. RAILROAD LANTERN.



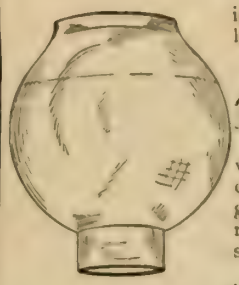
B. HINGE LANTERN.

OUR TRADE MARK A

AUER LIGHT MANTLES
LONGEST LIFE & BRIGHTEST

OUR TRADE MARK A

Our Chief Business



A is making mantles that last the longest and give the most light. is indelibly branded on the best mantles made.

Our factory is equipped with up to-date appliances; our output is the largest; our goods the most reliable—We use nickel steel wire supports.

We handle other goods, in such quantities that we can quote you lower prices than you can import them for. No charge for cases or packing.

Write for our quotations on:

HIGH GALLERIES) Best
LOW ") Quality
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LOW ") Quality
STRAIGHT CHIMNEYS
BARREL "
MICA "
MICA CANOPIES
OPAL SHADES PEAR GLOBES
APPLE GLOBES SUNDRIES

AUER LIGHT CO., - MONTREAL.

COWAN & BRITTON

GANANOQUE, ONT.

Established 1861

Manufacturers . . .

Wrought Steel Butts, of every description.
Strap and Tee Hinges
Screw Hook Hinges
Washers
Hasps and Staples
Staples
Hooks and Staples
Nail Pullers
Nails, of every description.
Brass Yard Measures
Little Giant Tack Pullers
Ever-Ready Electric Lights

Goods Unsurpassed and Prices the Lowest.

ORDERS SOLICITED

The Modern Wringer—Rolls vulcanized to the shafts. Guaranteed three years.

We make 38 different Wringers. Everyone sold under a guarantee for one to five years.

AGENTS:

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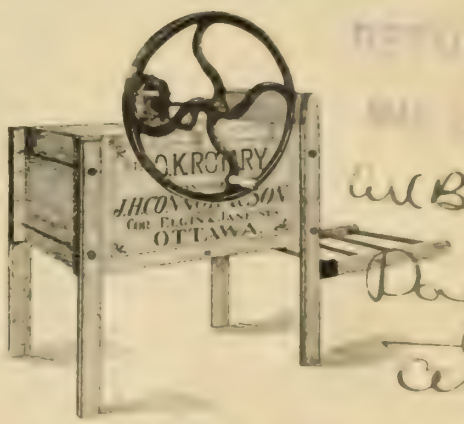
Montreal.

A. P. Macdonald,
237 Main Street,
Winnipeg, Manitoba.



Connor's O. K. Rotary Washer—Round or Square, excells all others. Heaviest fly wheel, easiest worked, smoothest running, most powerful Rotary Washer made.

J. H. Connor & Son, LIMITED

MANUFACTURERS

Cor. Elgin and Pretoria Ave., OTTAWA.

THE B. GREENING WIRE CO.,

LIMITED.

Office and Works:
HAMILTON, ONT.

Eastern Depot:
442 St. Paul Street,
MONTREAL.

ESTABLISHED 1859

A Few . . . Seasonable Lines:

WIRE Steel, Plain and Galvanized. For hay-baling, fencing, coppered spring, coppered soft, tinned mattress and broom, galvanized hard coiled fence wire.

GALVANIZED NETTING
for all purposes. All meshes, widths and strengths in stock.

PAINTED SCREEN WIRE CLOTH
All widths, 18 to 48-in. kept in stock.

WIRE CLOTH
Copper, Brass, Steel and Galvanized. All meshes and strengths, for all purposes.

TRACE CHAINS
Improved quality.

Brown's Patent Steel Wire Chains
Cow, tie-out, halter and dog chains, etc. Special chains made to order.

Greening's Patent Cattle Chains
and Stall Fixtures. Samples now ready for Fall trade.

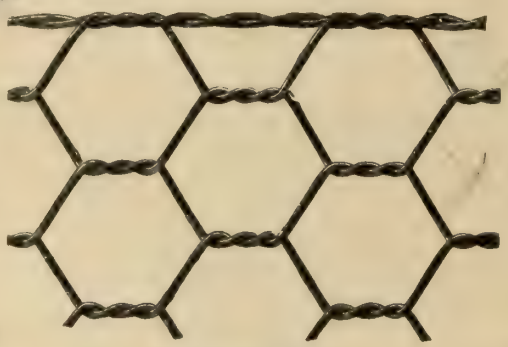
WIRE ROPE
Standard and Lang's Lay. For derrick use, passenger and freight elevators, mining, tramways and other purposes.

Coppered Steel Furniture Springs
All standard sizes kept in stock.

STEEL WIRE DOOR MATS
Most sanitary and durable mat on the market. Made either plain or lettered.

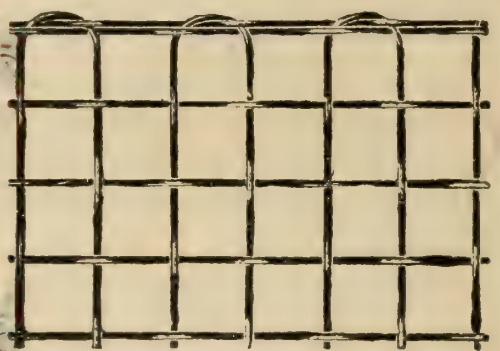
PERFORATED SHEET METALS
Zinc, Copper, Brass, Steel, Galvanized Iron. For all purposes.

FOUNDRY SUPPLIES
Riddles, Steel Brushes, Bellows, Shovels, etc.



Galvanized Netting

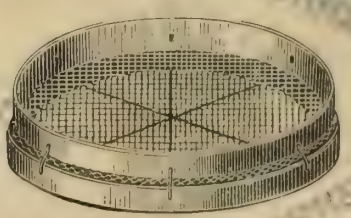
Chains Brown's Patent



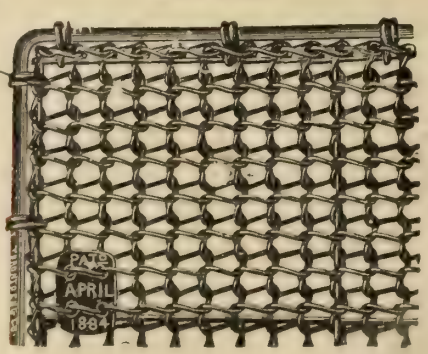
Wire Cloth

Cattle Chains

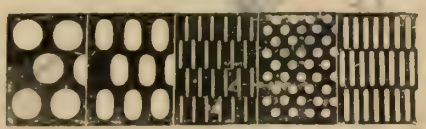
Wire Rope



Foundry Supplies



Wire Door Mats



Perforated Metals

Our last Catalogue is dated January 1900. For Quality of Material and Workmanship our goods are STANDARD IN THE MARKET

Ontario Silver Company

NIAGARA FALLS, ONT.,

L. McGLASHAN, President and Manager

MANUFACTURERS OF

TABLE CUTLERY
NICKEL SILVER
and
ELECTRO PLATE
FLATWARE

Our Representatives . . .

MARATIME PROVINCES—W. B. Murdock, Amherst, N. S.
QUEBEC—J. McKay Rose, 452 St Paul Street, Montreal.
ONTARIO—T. Mortimer, 27 Front Street West, Toronto.
MANITOBA AND NORTHWEST—W. G. McMahon, Winnipeg.
BRITISH COLUMBIA—J. Burns, Jr. Vancouver, B.C.

AMERICAN FACTORY,
E. G. CLARKE, Manager. MUNCIE, INDIANA, U.S.A.

Specified for Canadian Government Buildings.
Adopted as standard by United States Government.

Our Factory is in Toronto.
We make and sell

EXPANDED METAL LATH

FOR
Fireproof Partitions and Ceilings.
Fireproofing Steel Beams and Columns.
Cementine Walls—cheaper than brick.

Expanded Metal gets you Lower Insurance.

WRITE FOR PARTICULARS.

Expanded Metal and Fireproofing Co., Limited
100 King St. West, Toronto.

DUNLOP BRAND

Lawn Hose

Send at once for our price list of Lawn Hose. By watching the small savings you accumulate big profits.

Dunlop Hose sells quickly because everybody knows there is good quality behind the "two hands" trade mark.

Hardware Merchants will find profit in handling our Rubber Matting, Horse Shoe Pads, etc.

THE DUNLOP TIRE CO., Limited,
TORONTO.

GEO. LANGWELL & SON

MONTREAL, QUE., CANADA.

...Manufacturers of...

Gauge Glasses, Babbit Metals,
Pig Lead, Slab Zinc,
Solders, Stereotype,
Linotype, Monoline,
Electrotype and
Other Metals.

GET QUOTATIONS.

PRICES and QUALITY RIGHT.

ALL KINDS OF METALS,

Drosses, Ores, Bought, Refined, or Exchanged for New Goods.

MAXIMUM OF SATISFACTION FOR MINIMUM OF COST.

GIVE US A TRIAL

Plymouth Twine

is celebrated on account of its perfection in——

Registered Trade Mark.

Quality,
Length,
Evenness and
Strength.

Keep your orders for our travellers or write us direct for samples, etc.

Plymouth Binder Twine Agency,

Distributors for Eastern Canada,

Aberdeen Chambers, - TORONTO.

The Gurney Standard Scale

Absolutely Accurate And Reliable

The Best of Material And Workmanship

The general use of the Gurney Scale on the farm, in the mill and factory, on railways and in stockyards has made it

"THE STANDARD."

We Own and Control Our Plant and Our Product is the Standard

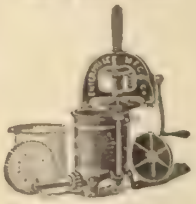
"FOR QUALITY."

Send for Catalogues and Prices.

THE GURNEY SCALE CO.

Hamilton, Ontario, Canada.

Sausage Stuffer, Lard and Fruit Press



8 Sizes and Styles

Rapid Grinding and Pulverizing Mills

40 Sizes and Styles for Hand and Power

No. 3, $5.50.

Bone, Shell and Corn Mill

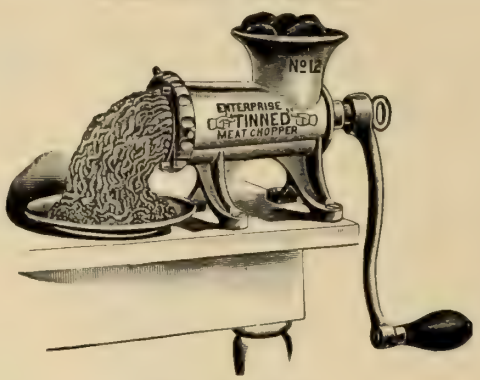
No. 750, $7.50

TRADE **"ENTERPRISE"** MARK

Meat and Food Choppers

TINNED

40 Sizes and Styles for Hand and Power from $1.00 to $300.00



No. 12, $2.75.

Sold by all the leading Jobbers of the Dominion

ILLUSTRATED CATALOGUE MAILED FREE

The Enterprise Mfg. Co. of Pa.

Philadelphia, Pa., U. S. A

Meat Juice Extractor

No. 21, $2.50

Raisin Seeder

No. 36, $1.00

Cold Handle Polishing IRON

No. 82, $7.50 per doz.

THE

EDINBURGH ROPERIE & SAILCLOTH Co Ld

ESTABLISHED 1750

LEITH SCOTLAND

(TELEGRAPHIC ADDRESS ROPERIE)

MANUFACTURERS OF EVERY DESCRIPTION OF

CORDAGE & CANVAS

MANILA ROPE
SISAL ROPE
NEW ZEALAND ROPE
RUSSIAN ROPE
JUTE ROPE
FISHING LINES
NETTING TWINES
PARCEL TWINES
SPUNYARNS & PACKINGS
BAILING ROPES & CORDS

TRADE R E C MARK 1750

SAILCLOTH
STEAMER CLOTHS
AWNINGS
TENT CLOTHS
DUCKS
PRESSING CLOTHS
TARPAULINGS
CHEMICAL WATERPROOF
SEAMING TWINES
ROPING TWINES

BUYERS OWN SAMPLES MATCHED AT LOWEST TRADE TERMS

ADDRESS ALL COMMUNICATIONS TO OUR CANADIAN OFFICE AND STORES,

THE EDINBURGH ROPERIE & SAILCLOTH CO'Y, Limited, - - 9 St. Peter Street, MONTREAL.

The Best Ice Cream Freezers

HAVE

AUTOMATIC TWIN . . . SCRAPERS

which insure positive and continuous scraping of frozen cream from side of can.

White Cedar Pails

WITH

ELECTRIC WELDED WIRE HOOPS

Guaranteed not to fall off or break.

Heavy Tin Cans

WITH

DRAWN STEEL BOTTOMS

Guaranteed not to fall out or leak.

New (1903) Catalogue Mailed on Application.

These features are found only in

"LIGHTNING"
"GEM"
"BLIZZARD"

FREEZERS

Sold by Leading Jobbers, and made exclusively by . . .

North Bros. Mfg. Co.

PHILADELPHIA, PA., U.S.A.

The Canada Hardware Co., Limited

MONTREAL

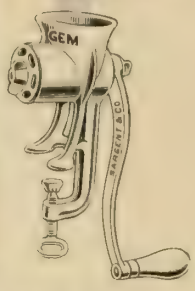
See list book 9 page 75
J. McN.

In Stock:

- CHAIN
- GAL'D SHEET IRON
- BLACK SHEET IRON
- CANADA PLATES
- TIN PLATES
- GAL'D CAN. PLATES
- BARB WIRE
- HAY BAILING WIRE
- BAR IRON and STEEL
- PORTLAND CEMENT
- WIRE and CUT NAILS
- HARVEST TOOLS
- SHOVELS and SPADES
- GLASS
- PAINTS and OIL

HOLLOW WARE.

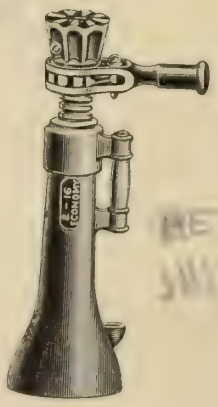
FILTER.



FOOD CHOPPER.

TRY OUR MAIL ORDER DEPARTMENT.

Machinists' Tools.



Contractors' HARDWARE.

Agents for

Wadsworth, Howland Co.

"Jewel" Paints.

THE ARCADE FILE WORKS.

THE PETERS CARTRIDGE CO.
Cincinnati, Ohio.

COLONIAL CORDAGE CO.
Cod Lines.

Lefever Arms Co.
Syracuse, N.Y.

A COMPLETE LINE OF
TINWARE and GRANITEWARE
CUTLERY and SILVERWARE,

Contractors' Supplies.

OUR SPECIALTY

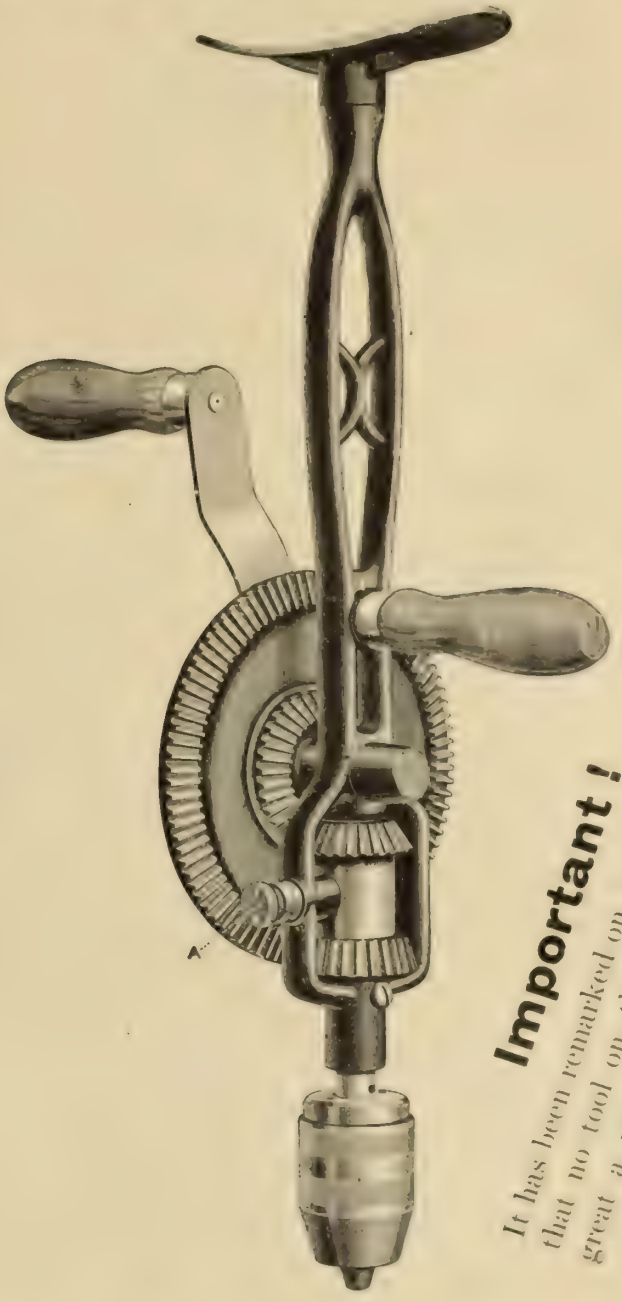
Estimates on large contracts.

Warehouse:
45 Common St.

Showrooms and General Offices:
10 DeBresoles St.

GOODELL-PRATT COMPANY

Breast Drill No. 6



Important!

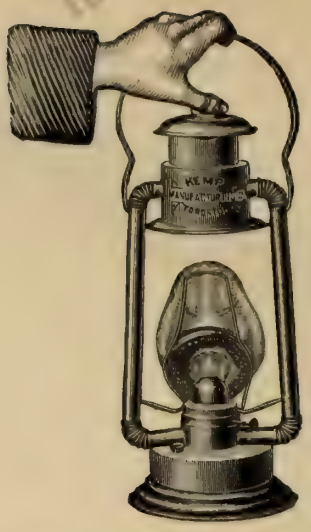
It has been remarked on numerous occasions that no tool on the market represented so great a value in proportion to its cost. Better get our Catalogue.

MADE ONLY BY

GOODELL-PRATT COMPANY, Greenfield, Mass., U.S.A.

DECATUR, BULL & CO., - MONTREAL.

Resident Agents



KEMP'S COLD BLAST LANTERNS.

The result of Careful Study and Experiment. A perfect light guaranteed in any wind.

KEMP'S FACTORY MILK CANS AND CAN TRIMMINGS

With Broad Hoops and Roll Rim.

The roll rim has no sharp turns; therefore, the grain of the metal is not broken, and, having a broad wearing surface on the bottom, it cannot damage floors.

It is the neatest and strongest in appearance, being reinforced with inside hoop, and is supplied with either convex or concave bottoms.

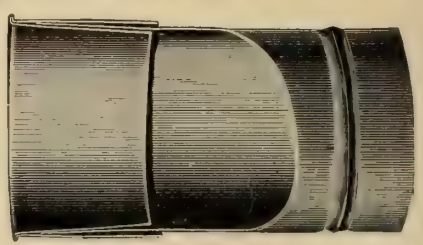
HEADQUARTERS FOR

Enameled Sheet Metal Ware
Stamped and Pieced Tin Ware
Copper Ware
Sheet Steel Ware
Galvanized Ware
Coal Hods
Stove Pipes.
Stove Pipe Elbows
Stove Boards.

Metals from Stock or Import.

ORDERS SHIPPED PROMPTLY.

Thimble.



Thimble with Pipe Inserted.

Kemp's Patent Chimney Collar and Stove Pipe Holder.

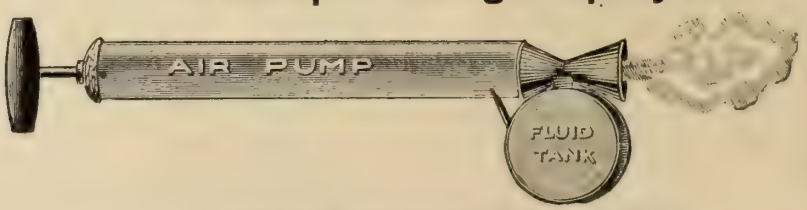
No Wiring. No pushing stove pipe too far in flue.
No danger of fire from soot around stove pipe.
No annoyance from creosote and water running down the wall.

A perfect draft through stove is acquired by this air-tight thimble.

PATENT STEAM CEREAL COOKER

A simple, inexpensive kitchen convenience. Made in Diamond and Granite Steel enameled ware and re-tinned ware. Useful in a hundred ways.

Kemp's Deluge Sprayers.



MADE WITH RESERVOIRS IN TIN OR COPPER.

Unexcelled for Spraying Trees, Bushes, Plants, Potatoes, Vines, Interior of Henneries; also Horses, Cattle, Swine, etc.

Kemp Manufacturing Co.,

TORONTO,——————CANADA.

HARDWARE AND METAL

VOL. XV. MONTREAL AND TORONTO, MAROH 28, 1903 NO. 13

COMMENT ON CURRENT TOPICS.

WHETHER Hon. Israel Tarte was economically right or wrong in the doctrines he held regarding the tariff, he was wrong in giving expression to them while holding a portfolio in a Government at least professedly adhering to doctrines of a contrary character. His duty was first to have resigned. Then he would have been free to say and do as he pleased. Had he done this, the number of his admirers would have been undiminished, and his opponents would have had less reason to suspect him of dramatic effect at the expense of breaking with Cabinet custom.

* * *

We are again told that King Edward wears a tired and worn look. But is it not a dictum that "Uneasy lies the head that wears a crown?"

* * *

The Morning Post of London, England, says that political morality is almost non-existent in Canada. What has for some time been gradually dawning on many right-thinking men in this country, is evidently beginning to attract the attention of newspapers in Great Britain. It may, perhaps, touch our pride to have these unpleasant things proclaimed by the British press, but it is better to confess that we are far from being what we ought to be politically, than to shelter ourselves behind the Pharisaical plea that we are not as bad in this respect as other men—and especially as those American politicians, at whom we sometimes look askance. But public opinion is waking up. When it is wide awake we may expect the day of reckoning to be near at hand.

* * *

At a meeting of the British Women's Emigration Association in London the other day Lady Frances Balfour declared that the aim in sending women to Canada was to get them husbands. As four will not divide 1903, this cannot be leap year. But it is to be hoped, however, the young men in the wild and woolly Canadian West will not look upon the proposal as unladylike, but will surrender their heart, and of course, then will.

* * *

If American people and American capital keep flocking into Canada in the years to come at the same rate as at present, how long will it be before the northern, and not the southern, half of the continent is the predominating power?

* * *

There are people in this country as well as in Great Britain who have not approved of all that the Right Honorable Joseph Chamberlain has done during the last three years in regard to South Africa. But even his strongest opponents can scarcely fail to approve of his decision to visit that part of the British domain and investigate for himself the condition of affairs as they are to-day. The "wounds of the war" are deep, and are still a long way from being healed, and the Colonial Office will be in a better position to intellectually prescribe for the patient, now that its head has personally diagnosed the case. If there is one quality that Mr. Chamberlain possesses in a greater degree than any other it is the quality of business. It was this that led him to South Africa: and it is to be hoped it will not forsake him and his colleagues in the delicate task of reconstruction to which they have with much zeal set themselves.

* * *

Lord Avebury said in London a few days ago that he was proud of the colonies. Canada, as one of the colonies, thanks him, but was he not rather damning with faint praise when in almost the next breath he declared that "at present the colonies are a burden to the Mother land?" Some of the colonies no doubt are, but the charge does not apply to all and certainly not to Canada and Australia, which are the premier "dominions beyond the seas."

* * *

Hon. Geo E. Foster is trying to figure out why he was defeated in the North Ontario election. But, like most defeated candidates, he does not appear to be basing his calculations on true mathematical principles.

* * *

Canada is to-day a part of the British Empire, not because of any great efforts that the British statesmen and British governments in years gone by have put forth either to help her in her adversity or to retain her affections in times of prosperity. When our territory was invaded by armed forces it was the militia that repulsed the invaders. When the boundaries of the country have been in dispute and when treaties have been under consideration the representatives of the British Government have not by any means always been zealous for the interests of Canada. The late Sir John Macdonald has left on record in no ambiguous language his experience with the British Commissioners at Washington. Even such Imperialists as Lord Beaconsfield considered Canada a millstone about the neck of the Empire. And Gladstone, we know, was once prepared to barter Canada away to the United States.

* * *

But "a better day is coming," in fact, its dawn is already here. The coldness and indifference of the past is vanishing. The Mother Country is recognizing that in reducing the tariff on her products, and in sending [illegible] to South Africa, we are [illegible] substantial aid. It is only [illegible] that some of her statesmen charge us with being [illegible]

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We have pleasure in offering highest grade Bessemer Steel Rails made by

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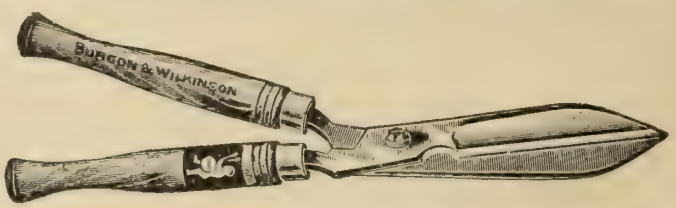

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COST OF DOING BUSINESS

The Views of Some Retailers

THERE is probably no question that interests the retail hardwaremen more than that in regard to the cost of doing business, for it touches upon a vital point; it is the aim of every merchant to keep his cost at as low a point as it is possible, with the efficient carrying on of his business. Below, are the printed opinions of a number of retail hardwaremen throughout the country in regard to the per cent. of cost hardware men allow for doing business. These letters are in reply to a letter sent to them from this office at the request of a retail merchant in an eastern town, of about 2,000 inhabitants, who is desirous of getting an expression of opinion from his fellow business men on this particular point.

The opinions we express should not by any means exhaust the question. It would, therefore, be a good thing if retailers would go a little more fully into the points as to what they consider legitimate items to charge to the cost of doing business. It is to be hoped there will be a ready response upon this point.

Views of an Oshawa Firm.

I would say that it would be a hard matter to decide as to what per cent. would be proper to allow doing a retail business, as to each merchant the cost would be different, as it would certainly have to depend on what amount of business is done and also the expenses in connection therewith.

You say your subscriber allows 7½ per cent., or it costs him that, whereas it costs me 10½ per cent., so you can see there is a difference of 3 per cent., and I cannot see how anyone can place a per centage of costs on any business until he has the business for over one year, so as to get the actual costs or expenses and amount of business done.

Views of a Lindsay Firm.

In our business it costs us 10 per cent. on goods purchased to cover running expenses. Freight is not included as an expense.

Views of Another Lindsay Firm.

We find that for the past two years our expenses averaged 13 per cent. per annum of the total sales. This includes freight, cartage, rents, salaries, and everything constituting expenses. We do not know whether your correspondent includes freight in his estimate of 7½ per cent. or not. We have no convenient way of ascertaining our freight charges alone, as our expense account has this amount entered indiscriminately as paid out, but would suppose they would be about 4 or 5 per cent. of total sales.

Views of a Bowmanville Firm

In regard to the cost of running a retail hardware business, I would say at least 10 per cent. Trusting the above information will be found satisfactory

---

Views of Another Leamington Firm.

Replying to your favor of March 10 re per centage of cost for doing business, we think your correspondent's allowance is rather scant. We consider 10 per cent. close enough.

Views of a Rat Portage Firm

The cost of doing business depends entirely upon the amount of business done in proportion to the necessary expense. Some four years ago, when business was good here, our expense was about 10 per cent., while now that I have a larger store and less business, our expense is about 15 per cent., and in any case I think it is low for this Western country. I find 10 per cent. as low as it can be done out West here.

Views of a Brockville Firm.

In reference to cost of doing retail business would say that it will cost at least 10 per cent. in a town of this size. This is my experience.

Views of an Uxbridge Firm,

We are in a quandary. We would like very much to know how your subscriber manages to run his business on 7½ per cent. We have come to the conclusion that it must either be a very small business, or a very large one. If it is so small that he can do most of the labor himself and no outlay for assistants, he might possibly do it; but take a fairly good business in a town of that size we cannot see how it can be done, unless his turnover is very large. We have figured ours down as fine as possible, as our statement will show. We have allowed $10 per week for the two partners and one clerk, and the other at $5 per week, and have not taken into consideration the interest on the money invested, which should be counted in as running expenses, and we find that we cannot do it less than 15 per cent. We would like very much to see in "Hardware and Metal" the opinions of different ones on this subject. It would be beneficial to all.

Our statement of turnover and expenses:

Rent	$ [illegible]
Taxes	[illegible]
Insurance	[illegible]
Salaries	[illegible]
Heating	7 [illegible]
Telephone	[illegible]
Interest (6%)	[illegible]
Stationery and postage	[illegible]
Advertising	[illegible]
Freight	[illegible]
Total	$ [illegible]

Yearly turnover about $20,000

Views of a Port Arthur Firm.

"Old Up to Date," Port Arthur, referring to "Subscriber's" inquiry as to proper per centage for cost of doing business, and his allowing 7½ per cent., to the writer's mind this is a question in which there is room for a great deal of controversy, which will bring forth very divergent ideas and figures, all of which, notwithstanding the great differences, may be perfectly correct.

The question is one that is entirely governed by the circumstances surrounding and pertaining to each particular case. Presuming, however, that the inquiry is more a desire to draw forth the experiences of different merchants than a controversy, I herewith give you the result of my 17 years' business experience.

Let it first be understood that my expenses have been made up as follows: Interest, salaries including a good one for myself, rent, insurance, taxes, cartage, fuel, light, stationery, postage, and all other sundry expenses incidental to the running of a business. And in this category it may be well to mention that I charge, each year to expenses, an amount equal to 7½ per cent. of all shop fixtures and moveable plant.

In connection with the first-mentioned item, interest. For this I keep a special account, charging thereto interest on capital and all borrowed money, crediting to this same account all cash discounts. If the balance at the end of the year is a debit, it is charged to expense account; if a credit, it is credited.

The percentages given below commence with and include the year 1886, and close with 1902, and are percentages of the sales: 18 per cent., 16½, 17, 17, 18, 16½, 20, 21, 22, 23, 17, 17, 12, 13, 13, 10.

It may be of interest to mention that the two most profitable years were the fifth and sixth, having percentages of 18 and 13 respectively. The smallest year's business was $16,000, and the largest $97,000, the first and last year's respectively.

March 26/03

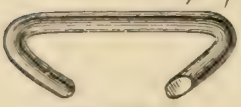
SEASON
1903

H. S. HOWLAND,

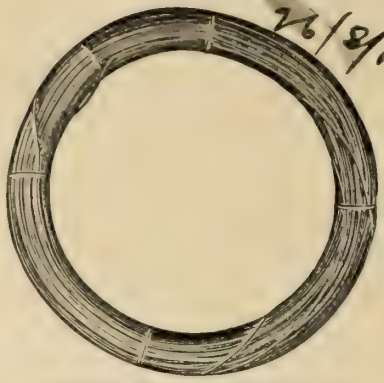
WHOLESALE ONLY

37-39 West Front

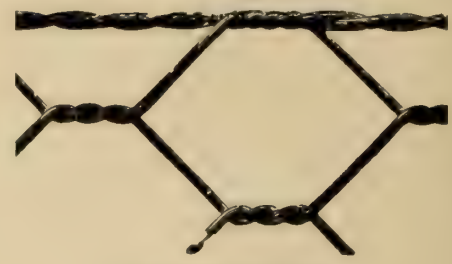
HOG RINGERS.



HOG RINGS.



FENCE WIRES IN BUNDLES.
O & A and Galvanized.
All Gauges.



POULTRY NETTING.
½, 1, 1½ and 2-in. Mesh.

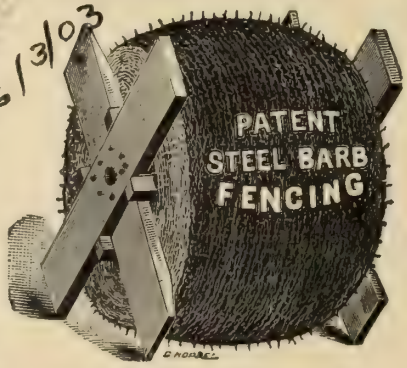
BOKER'S
FENCE PLYERS.

Handles Turn In.
6 to 12 inches.

2 Points.

PLAIN TWIST FENCE WIRE.

GALVANIZED BARB WIRE.



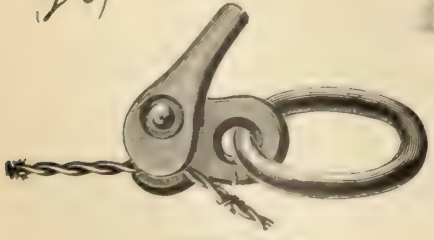
Barb 2 Point, 5-in. Apart.
" 4 " 4 and 6-in. Apart.

4 Points.

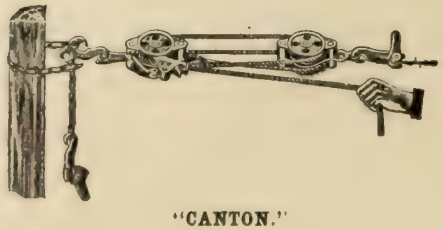
BOKER'S
FENCE PLYERS.

Handles Turn Out.
8 to 12 inches.

BARB WIRE STRETCHERS.



"HERCULES."



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SEASON 1903

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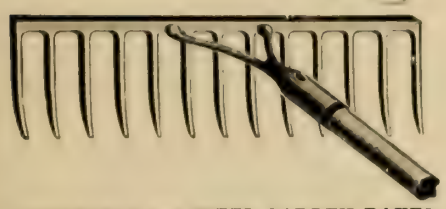

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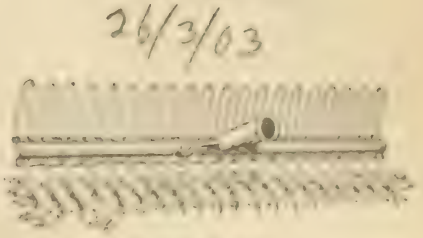
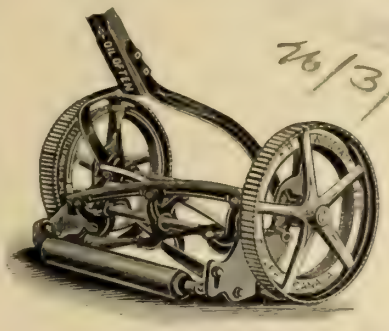
"BROAD CAST" SEED SOWERS.
Will sow any Seed that is Sown Broadcast.

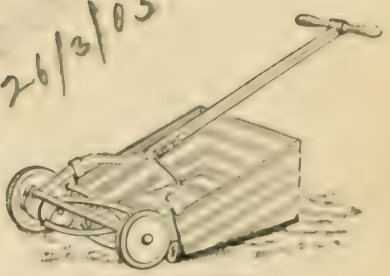


LAWN RAKES.

LAWN SPRINKLERS.

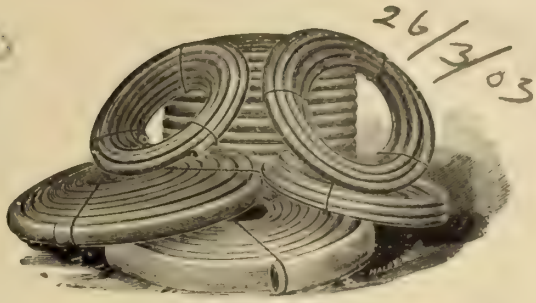


LAWN MOWERS.



GRASS CATCHERS.

HOSE MENDERS.



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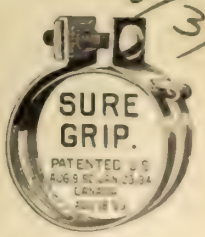

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Draining Tools.
Post-Hole Augers.
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Barb Wire Staples, etc.

Mineral Production, Canada and United States

By GEORGE JOHNSON, Dominion Statistician

THE statistics of mineral production in Canada and the United States for 1891 having been published we have the means of comparing the development of the two countries in the production of mineral wealth. Both countries classify their mineral production into metallic, non-metallic and miscellaneous, though the officials of the Geological Surveys in both countries differ in their assignments, according to the proverbial saying about our good friends the doctors of medicine.

Let us rearrange our Canadian list so as to make it correspond with that of the United States Geological Survey, not because the distribution of the Washington savants is any better than the one devised by our own wise men, but simply because there are fewer changes in the selected readjustment than would try our patience if we adopted the alternative.

In the general division of metallic, non-metallic and miscellaneous, the value of each country in 1901 was :

	Metallic.	Non-metallic.	Miscellaneous.	Total.
United States	$524,873,284	$566,351,096	$1,000,000	$1,092,224,388
Canada	42 309,202	24,103,506	300,000	66 712,700

The first fact that presents itself is the comparative smallness of the Canadian output, just about one-sixteenth of that of the United States. Taken on a per capita basis the United States produces $14.12 per head of its population, and we, $12.42, a difference of $1.70 per head. Put in this way the difference does not appear to be so unpleasantly great. Still we do not produce as much per head as our neighbors, although we have as great an area of country and are equally well endowed with mineral wealth. It is some consolation that we are catching up. In 1900 we were short $1.97 per head. This is reduced in 1901 to $1.70. If we made the same relative increase we would produce the same per head value as the United States by 1908. Canada was $6 per head behind in 1891 and only $1.70 behind in 1901. The United States increased its per head output in 1901 as compared with 1891 by $4.20, and Canada its by $8.50.

The first column in the above table shows the value of the metallic production of the two countries. This includes antimony, copper, gold, pig iron, lead, mercury, nickel, platinum, silver and zinc, and the same in the United States, with the addition of quicksilver and aluminum for the latter country.

In the United States this metallic production forms 48.05 per cent. of their whole mineral production, while in the case of Canada, it forms 63.42 per cent.

In every $100 of mineral wealth produced in the United States, $48.05 comes from metallic sources, and $51.95 from non-metallic and miscellaneous.

In Canada, in every $100 produced, $63.42 comes from metallic, and $36.58 from non-metallic and miscellaneous.

This was not always the case in Canada, for, in 1891, Canada's metallic production was only $29 in every $100.

In 1891 the output of Canada had to be multiplied by 55 to bring it up to the output of the United States, but in 1901, 12½ would be the multiplier, and to that extent Canada has decreased the distance between herself and her big neighbor in respect to metal production. Canada was 55 miles in 1891, and in 1901 she was only 12½ miles in the rear, at which rate it will not take her long to catch up and pass.

Notwithstanding the large increase in production in the United States in 1891-1901, over $224,000,000, Canada has gained upon her neighbor to the extent indicated.

The increase has been, therefore, more emphatic in Canada than in the United States, marked as the development has been in the latter country.

In the United States by far the largest part of the increase is due to the enlarged production of pig iron. In 1891 the production was 8,279,870 tons, and in 1901, 15,878,354 tons, an increase taking values of 88 per cent. against a general increase of 64 per cent. in the other articles belonging to the metallic class.

Canada made no such progress in the same period. In 1891 she made $368,901 worth of pig iron, and in 1901 $1,212,113. Relatively this is a greater development than that of the United States, but $46 in every $100 worth of the metal production of the United States was derived from the furnaces which melted the iron ore, while, in Canada, not more than $2.80 was due to production of iron.

The equipment of iron and steel works and the encouragement given by the Government in the shape of bounties has resulted in a great development of the production of iron, but the development does not show in the year under review, which is the latest for which the statistics of the two countries are supplied.

In Canada in 1901 very much the largest part of the increase is due to the greater production of gold. In 1891 the gold produced was valued at $930,614, and in 1901 at $24,128,503. In the case of Canada this was 57 per cent. (in 1901) of the total metallic production. In the United States in the same year the gold produced was about 15 per cent. of the total production of metallic substances.

As already stated the United States returns include most of our articles and in addition quicksilver and aluminum, while we have nickel, which appears in the United States returns in very small quantities, if it has any right there at all ?

Of Aluminum we could produce immense quantities, for we have the material in abundance. Seemingly we do not need it in sufficient quantity to make it worth while to provide ourselves, and we therefore import about $16,000 worth a year. $8,700 of which is in ingots and the remainder in manufactured forms. The world produces about 6,700 short tons of the value of $3,590,000, and of that the United States has a production valued at $1,920,000, or more than one half.

Of quicksilver, the world's production is about 3,470 tons, about 1,000 tons of which come from the United States. Spain and the United States producing about the same quantity. California is the great quicksilver State.

Of tin, neither country produces a pound. Canada may have it, but it has not been found. There is a good deal of it needed for the world's uses, and whoever succeeds in discovering it in Canada may count upon a fortune following the find. In the meantime we import in various forms about $2,500,000 worth of tin annually.

Reference has been made to gold and iron as two of the most important of our metals.

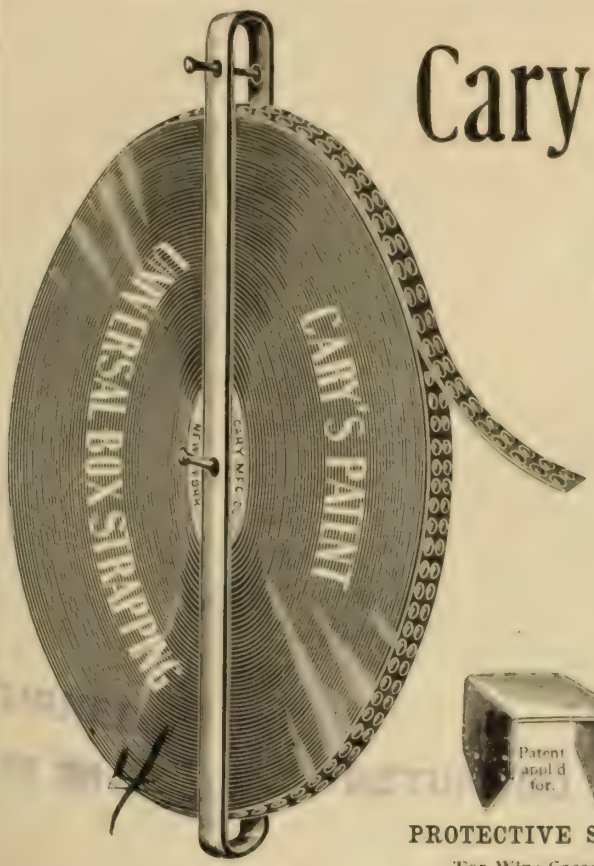
The production of gold has increased every year for a long time, till 1901, when there was a drop in the quantity.

In 1892 the value was $907,600 ; in 1893, $976,600 ; in 1894, $1,128,690 ; in 1895, $2,083,700 ; in 1896, $2,755,000 ; in 1897, $6,027,000 ; in 1898, $13,775,420 ; in 1899, $21,261,584 ; in 1900, $27,908,153, and in 1901, $24,128,503.

The development of the production of gold is, of course, primarily due to the discovery of the metal in the Yukon Territory.

Altogether, from all sources, Canada has added to the world's store of the

WE STRAP THE WORLD



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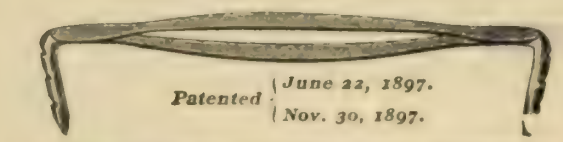
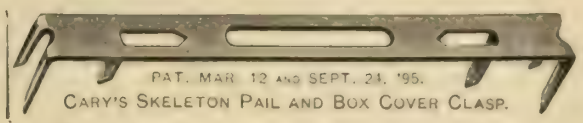
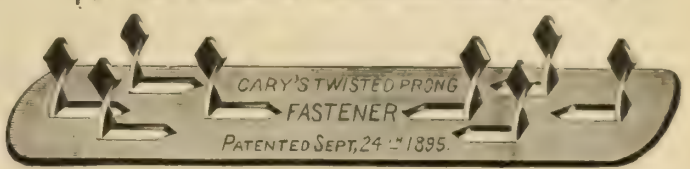
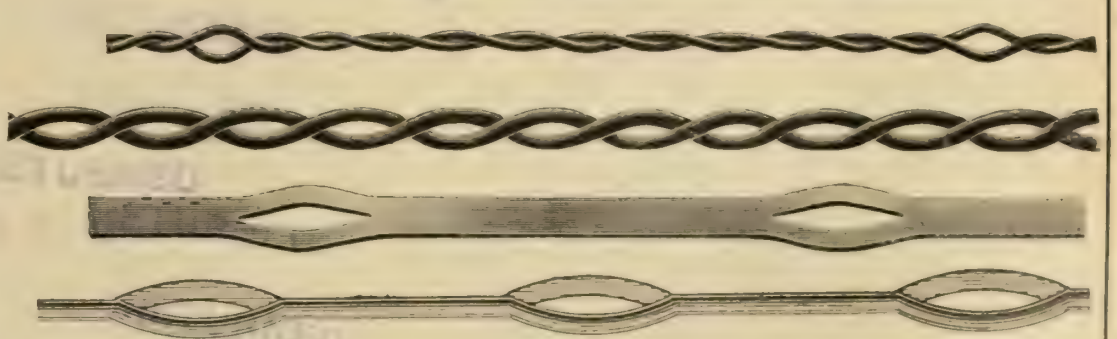








Made in four widths, viz., ½, ⅝, ¾ and 1 inch, of soft steel, through which nails can be easily driven.

Put up in coils of 300 feet and packed 20 coils in a case.

Also all kinds of

Wire Box Strapping

Montreal Headquarters:

E. F. DARTNELL

BELL TELEPHONE MAIN
No. 2382.

180 St. James Street

All in Art Book 16 31
Page 2

yellow metal $101,876,000, of which over $70,000,000, or 813 in every $100, have come from the Yukon Territory, and practically all of it since 1897.

The production of gold has been, however, maintained in other parts of the country. In 1891 the yield of gold in Canada, exclusive of the Yukon, was under $900,000, and in 1901, it was (without the Yukon's contribution) $6,130,000, or a gain of $5,230,000.

In the United States the production of copper stands next in value to pig iron. Its value in 1901 was $6,400,000 more than the value of the gold yield of that year, and amounted to $86,630,000. This was over $11,000,000 less than in 1900. The production of copper in Canada in 1901 was $6,097,000, a gain of over $3,000,000 in 1891, as compared with the previous year, and of $1,947,000, as compared with 1891.

Of course, in the production of nickel, Canada surpasses the United States and all other countries. The chief producers of the world are Canada, Germany, and France, in all in the neighborhood of 87,750,000, of which Canada produces $1,600,000. The nickel produced in the United States was under $4,000 in 1901.

The non-metallic division of both Canada and the United States includes fuels, structural material, abrasive materials, chemical materials, pigments and miscellaneous

Fuels include coal, natural gas and petroleum. Of these, in 1901, the United States produced a value of $442,190,751, an increase of 86.5 per cent. over the production of 1891. In 1901 Canada produced $14,581,540 worth, an increase of 78 per cent. on the value of the production of 1891. The production of the United States in 1891 was 30 times more than that of Canada, and in 1901, it was about the same, Canada holding her own.

In 1868 Great Britain produced 115,500,000 tons of coal and the United States 31,500,000. In 1878 the production was, Great Britain, 148,500,000 tons; United States, 57,800,000 tons; 1888, Great Britain, 190,500,000 tons; United States, 148,500,000; 1898, Great Britain, 226 and one-third million tons; United States, 219 and nine-tenth million tons.

In 1900 the United States for the first time had a greater production; the figures being, Great Britain, 252,000,000 tons: United States, 269 and seven-tenth million tons, still further increased in 1901, when the United States' production reached 293 and one-third million tons, against Great Britain's 245 and one-third million tons.

In 1868 the British Isles' production was 36 times that of the United States; and in 33 years (1898), the United States produced within seven million tons of Great Britain's production.

We have the coal. The demand for it is increasing, and there is no reason why Canada should not be one of the greatest of the world's coal producing countries.

In structural material such as stone, tiles, clay for brick, cement, the United States produced $85,202,715 in 1901, an increase of $15,597,789 over 1900. Canada obtained from her own resources $6,803,756 worth in 1901, as against $6,372,901 worth in 1900. Canada's increase is about seven per cent., the United States' increase is over 22 per cent.

Among these articles is cement of which Canada uses about 700,000 barrels a year. The quantity produced in Canada was

MR. GEORGE JOHNSON, Dominion Statistician.

450,400 barrels, the remainder being imported. There has been great expansion in this industry in Canada, and undoubtedly, in the near future, the demand which is likely to be greatly increased, will be supplied from home resources.

Chemical materials include borax, bromine, fluorspar, gypsum, marls, phosphate rock, pyrites, salt and sulphur, according to the United States list. Of these our Geological Survey takes cognizance for statistical purposes of gypsum, phosphates, pyrites and salt.

The production in Canada of phosphates is very small. From 31,700 tons in 1890 it has gone down to 1,033 tons in 1901.

The production in the United States in 1901 was nearly 1,500,000 tons, which is an increase over 1891 of 895,000 tons, though between those dates the quantity produced was in many years equal to that of last year.

The exports to the United Kingdom by the United States of phosphates to the value of over $500,000 in 1901 shows that there is still a market for American phosphates, but there is none for Canadian phosphates. We have abundance. Why did we not hold what trade we had? The reason must be known. Is there anything to be done that will restore this phosphate industry to its former position or must we resign ourselves to abandonment of the business altogether? Seemingly this point will bear investigation. Possibly the application of electricity in the production of phosphorus would give an impetus to the business.

Of sulphur, we do not appear to produce any quantity. There was a statement that Mr. Clergue intended to make it from the pyrrhotine ore of Sudbury, for use in the manufacture of sulphite pulp for papermaking, but if he has made it, the fact has not made itself known in the statistical returns.

Among miscellaneous material may be mentioned asbestos, of which we produced in 1901, 40,217 tons, valued at $1,259,759. Of this article the United States produced 747 tons, valued at $13,498.

Canada is a maker of arsenic to the value of $41,676, an increase of $18,951 over the previous year. It is produced as a by-product of the gold-milling operations by The Canadian Gold Field's Co.

In a general way, during the five years 1897-1901, we produced $248,160,323 of articles classed under the heading of mineral production, and we exported in the same period $104,078,270, leaving for home use about $144,000,000.

In the five-year period, 1890-1895, we produced $92,334,626 and exported $27,677,270, leaving $64,657,356 for our home use.

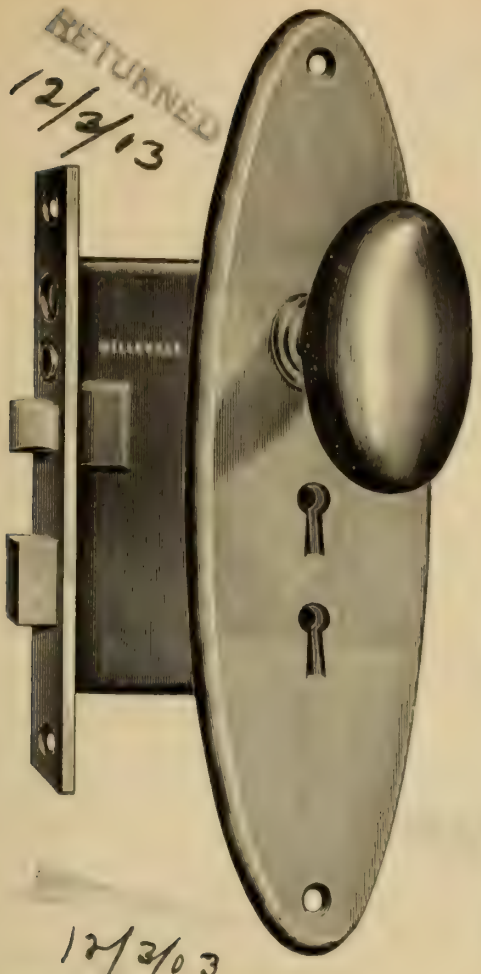
This would show an increase of 122 per cent. in our utilization of our mineral production.

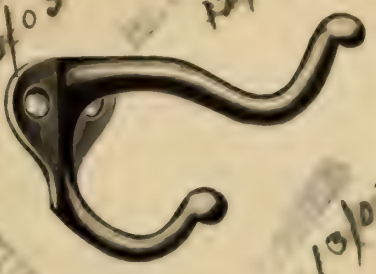
Of course, considerable of the increase in production is due to the very great development of our gold production. In 1897-1901 we produced gold valued at $93,100,676, against a production in 1890-1894 of $5,093,282.

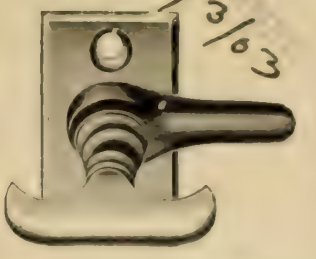
It will be instructive to see how we stand if we eliminate the gold from the exports. The exports of 1897-1901 would then be $55,819,815, leaving minerals to the value of $192,340,608 to represent home use. The exports of 1890-1894 would be $25,583,819, leaving $66,780,807 to represent home use. This shows an increase of 188 per cent. in our utilization of our own mineral production and points to a very great development in the home industries which depend upon the mineral output. It also shows that in various forms and ways we utilize more and more the gold supply of the country within the country, instead of exporting it.

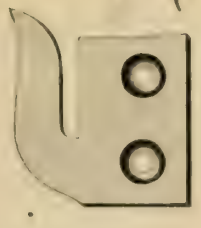
Thus, in 1890-1894, we retained $3,000,000 of our gold product and exported $2,093,000, making a total output of $5,093,000.

In 1897-1901 we retained $44,842,221 and exported $48,258,455, making a total output of $93,100,676.









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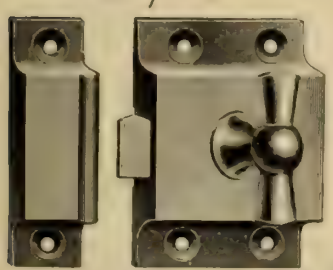

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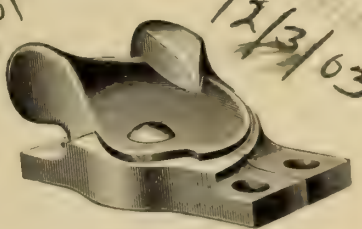

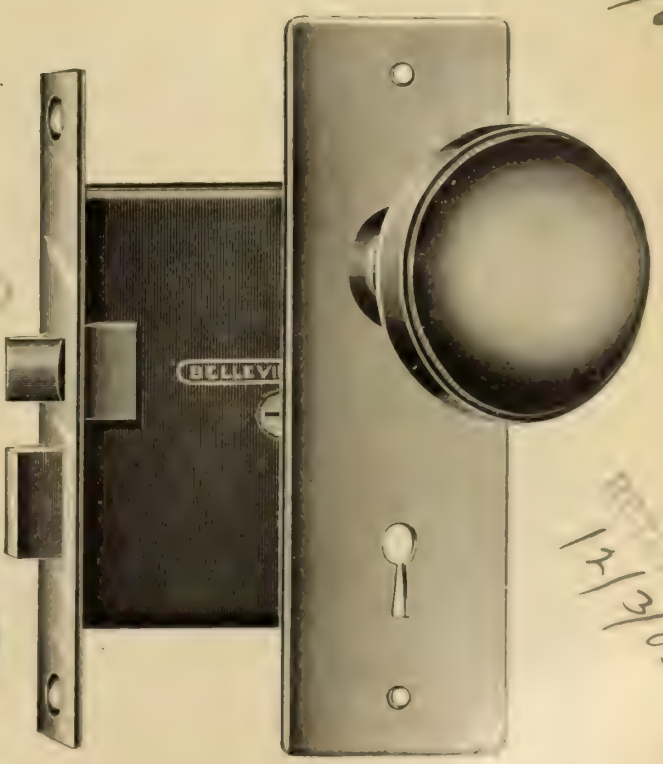

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THE FUR TRADE OF THE NORTH

AN INTERESTING SKETCH OF ITS HISTORY AND METHODS.

A VERY halo of romance gathers about the fur trade of the North. Books have been written and songs sung in its honor. Long lives have been spent in it, and, indeed, all the early history of Canada is indissolubly associated with the fur trade. Next to jewels, fine furs stand highest in the list of costly adornments. Great companies have risen to fame and sunk into oblivion in the prosecution of the trade, and princely fortunes have been won and lost.

The Hudson Bay Company, of course, occupy the first place in the fur trade, and Ballantyne and others have immortalized the Hudson Bay voyageurs.

The plan on which the trade is carried on varies very little now from what it did 200 years ago, the changes being only those that advancing civilization have made imperative.

House of the Factor of The Hudson Bay Company at Fort Chipeyan on Peace River, near where it flows into Lake Athabasca. A celebrated fur trading-post.

In the early days this trade was what called the company into existence, and from very small beginnings, the forts, or posts, were pushed from barren Labrador to the Pacific Coast. The officers of the company traded with the Indians for furs. The result of the winter's trapping was brought to the nearest post, examined, counted, paid for in goods. When the trappers were all heard from, the furs were again sorted and packed, according to their value, in bales. This baling of the furs is quite a business in itself. The press is a very simple affair, and its form has never varied. It is a box-like structure between uprights, the leverage being supplied by a long pole caught on a hook at the back of the press and weighted at the other end by three or four husky trappers, or clerks, or peradventure some heavy stones. The furs can in this way be compressed to an astonishing extent. Neatly wrapped in one of the larger and inferior skins or in canvas and well corded, the package is a compact and convenient one for handling.

When all the packages at a post were ready the voyage was begun. In the very start canoes were employed, but very early in the history of the company boats for the purpose were built at York Factory, from which they took their name. Eight men made up the crew of one of these boats, and 80 packages her complement of cargo. Each man was responsible for 10 packages. These he must see loaded at the start, unloaded and carried over portages and loaded again, day after day, until the long journey was ended. In the old days the furs used to be concentrated at Vancouver, York and Moose Factory, and as the boats in twos and threes met on their way to these various forts, they joined company and journeyed together, and this was the real holiday of these men, and no romance that has yet been written fully portrays the charm of these evenings around the camp fires in the wilderness, when the echoes caught up and repeated the gay songs of old France, the stirring Jacobite songs of Bonnie Scotland and the ballads of Old

One of the Hudson Bay [illegible] engaged in the northern fur trade at anchor ab[illegible] Grand Rapids on the Athabasca.

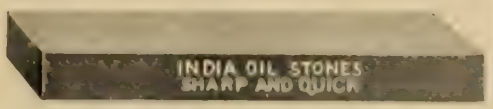
One of the eight-oared boats of The Hudson Bay Company's fur trade.

INDIA OIL STONES

India Oils Stones are superior to other brands of sharpening stones, in point of sharpening qualities, strength of material, durability, evenness of grit.

All shapes and sizes; coarse, medium, and fine grit.

Handled by the leading jobbers.



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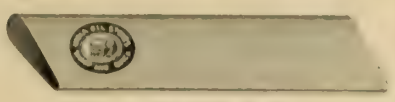
SPECIAL INDIA GOUGE PLUG.



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Awnings, Tents, Flags, Sails, Horse and Wagon Covers, Lap Rugs, Cheese and Binder Covers, Coal and Feed Bags.
Waterproof Clothing of every description.
Woollen and Plush Knee Rugs, Horse Blankets, Sircingles.
Hospital Tents and Lumbermen's Tents a specialty.
Camping outfits to rent.
Cities, Towns and Villages decorated to order.
Over forty years' experience.

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PETERBOROUGH, ONT., CANADA.

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Turners' Patent [illegible]

England [illegible] fraught with danger [illegible] many a brave soul went out in the [illegible] of swift rapids. But it was a life that produced a grand type of [illegible] courageous, resourceful.

The changes brought about by the passing years in this mode of transport have not been many. The boats are larger and the number of packages have been increased to about 120, and, though the crews are still limited to eight men, their pay is larger, and the distances made by these boats are not so great, as steamers have been placed on the larger lakes and rivers. The concentration has also been varied, Edmonton, on the Saskatchewan, being now one of the main points and Winnipeg another.

The bulk of the furs received by The Hudson Bay Company is still sent to the great semi-annual sales in London, England, but, with the passing of the years, the great company has ceased to be the sole purchaser of furs from the Indians and trappers generally. Almost every storekeeper in the country secures a greater or less number of skins during the season, and these are mainly shipped to Edmonton or the jobbing houses at Winnipeg.

Winnipeg is to-day one of the largest fur markets on this continent, and all the great American and Eastern Canadian fur houses have resident buyers here, and not a few Old Country houses are also represented.

The plan on which the furs is sold is always by tender. Any house having furs for sale notifies all the fur buyers. The buyers go and examine the lot, and then put in a written tender. At the time stipulated these tenders are opened, and the highest bidder gets the furs. The competition is very keen, and furs fetch the very highest market price in Winnipeg; in fact, they have been known to bring better prices than at the great London sales.

The kind of furs chiefly sold on the Winnipeg and Edmonton markets are mink, muskrat, beaver, otter, marten or Hudson Bay sable, fisher, silver, black, white cross, red and grey fox, wolverine, lynx, wildcat, badger, ermine, coyote, wolfe, black, brown and polar bear.

With the exception of the coyote and the badger, the good furs come from the wooded districts. Very many of the finest furs sold in Winnipeg come from the heavily-timbered country around Lake-of-the-Woods and Lake Winnipeg and Manitoba.

AN AXE FIRM'S PROFIT-SHARING PLAN.

A PENNSYLVANIA axe manufacturing firm has recently put into operation a plan for sharing profits with its employes. Knowing the interest that is taken in profit-sharing schemes by many business men, HARDWARE AND METAL herewith reproduces in part the circular which the firm in question sent out to its employes acquainting them with its intention.

THE PLAN.

The fair value of money is the rate which money commands in the market on the average, without involving considerable risk or the expenditure of considerable labor. This average is recognized by practice and by law as 6 per cent.

But money invested in the axe business must earn more than 6 per cent. to cover the special risks involved, such as accidents, fires, losses from credit and other manufacturing contingencies, for otherwise no one would invest any money in the business. This risk or loss is usually covered by the accumulation of a surplus or contingent fund of not less than 2 per cent. per annum.

Therefore, before we have earned any actual profit from the axe business, we must earn

1. The fixed or competitive value of labor.
2. The 6 per cent. recognized and legal value of money invested, and
3. Two per cent. contingent or risk fund.

Any such earnings above the fixed or competitive value of labor as above stated, and above the fixed or fair value of money and risk as above stated, may fairly be regarded as actual profit in which both labor and capital have the right to share equitably.

Believing it to be both right and wise, we therefore propose to hereafter divide equally with our employes (exclusive of officers) the actual profit as above explained—that is, all profit in excess of 8 per cent. on our full paid capital stock, this division to take place in January of each year, covering the business of the year preceding. Every employe who has been in the service of the company continuously for four months preceding the end of the year is to participate in the profits in the proportion of his earnings during the year with the aggregate earnings of all participating employes for the entire year.

For illustration, assume that John Doe earned or drew during the year regular pay amounting to $800, and that the aggregate paid for all labor for the year was $48,000, his share of the actual profit would be one-sixtieth. If one-half of the actual profit were $6,000 his share would be $100, or equivalent to 12½ per cent. increase on his fixed or regular labor rates. If one-half of the actual profit were $12,000 his share would be $200, or equilalent to 25 per cent. increase on his pay for the year.

In view of the past profit record of our business, in connection with the great savings and improvements which should grow out of the interested co-operation of our employes, which this liberal and equitable proposition is believed to assure, we know of no reason why our employes should not, by virtue of this arrangement, add from 10 to 30 per cent. to their income according to the general conditions which may prevail. You will note that the stockholder alone assumes risk of loss.

It is also directed that any employe may become a stockholder of the company if he should desire to do so, and provision is made to secure stock in limited amount for any employe, in lots of two shares or more, if subscribed for prior to April 1, 1903, at par, or $100 per share, although its market value is much more, than 10 per cent., or more to be paid when the stock is subscribed for and the balance in payments as may be desired within two years, with interest at 4 per cent. on preferred payments; provided, however, that no employe shall sell or offer to sell stock so acquired within two years after purchase thereof without first offering same for sale to the company at its par value, and that any stock purchased under this proposition shall be immediately offered to the company for redemption at its par value, should the holder thereof cease to be an employe of the company within two years after the purchase thereof.

Having thus provided opportunity for every employe to share equitably or fully in the profits of the business, we of course expect the fullest co-operation of every one concerned—full time when orders are in hand, increased care in workmanship, the practice of economy in all details throughout the factory, opposition to workmen who by carelessness, inability or dishonesty do not do their duty and thus injure those who do.

Fishing Tackle

Clearance Price List

for Fishing Tackle manufactured by

M. WOODFIELD & SONS,

REDDITCH, ENG.

HOOKS.

Kirby and Limerick Hooks, ringed.
Sizes 1, 2, 3, 4, 5, 6, 7, 8, 9, 10, 11, 12, 30c. per thousand.
Sizes 1/0, 40c.; 2/0, 44c.; 3/0, 48c.; 4/0, 52c.; 5/0, 56c.; 6/0, 72c.; 7/0, 91c.; 8/0, $1.20; 9/0, $1.71; 10/0, $2.64; 11/0, $3.04.

Best Quality Carlisle, Aberdeen and Sneck Hooks, ringed.
Sizes 1, 2, 3, 4, 5, 6, 70c. per thousand.
Sizes 1/0, 98c.; 2/0, $1.10; 3/0, $1.18; 4/0, $1.24; 5/0, $1.31.

Best Quality Brazed Treble Hooks, ringed.
Sizes 1, 2, 3, 4, 5, 6, 7, 8, 9, 10. $1.00 per gross.
Sizes 1/0, $1.12; 2/0, $1.23; 3/0, $1.34; 4/0, $1.56; 5/0, $1.79; 6/0, $2.23; 7/0, $2.67; 8/0, $3.50.

Best Trimmed Treble Hooks, extra heavy.
Sizes 4/0, $3.83; 5/0, $4.30; 6/0, $4.96; 7/0, $5.54 per gross.

Kirby Hooks, Best Quality to gut.
Sizes 1, 2, 3, 4, 5, 6, 7, 8, 12. 56c. per gross.
Sizes 1/0, 77c., 2/0, 89c.; 3/0, $1.08 per gross.

Best Limerick Hooks, to gut.
Sizes 1, 95c.; 1/0, $1.15; 2/0, $1.51 per gross.

Best Quality Hollow Point Carlisle, Aberdeen, Sneck & Sproat, to gut.
Sizes 1, 2, 3, 4, 5, 6, $1.42 per gross.
Sizes 1/0, $1.79; 2/0, $2.03.

Fine Quality Carlisle Hooks, to double gut.
Sizes 1, 2, 3, 4. $1.00 per gross.
Sizes 1/0, $1.25; 2/0, $1.50.

Best Quality Hollow Point Carlisle, Aberdeen, Sneck & Sproat, to double gut.
Sizes 1, 2, 3, 4. $2.42 per gross.
Sizes 1/0, $2.63; 2/0, $2.88; 3/0, $3.08; 4/0, $3.44; 5/0 $3.74.

BAITS.

Alure Baits.
2/0, $2.80; 1/0: $2.80

Mascott Baits, Good Quality Nickel-Plated or Copper Spoons, Bright Treble Hooks, well trimmed.
2/0, 1/0, 1, 2, 3, 81c. per dozen.

Cobourg Baits. Same Quality as above—Nickel or Copper.
Nos. 1, 2, 3, 4, 5, 6, 81c. per dozen

BAITS.

Nickel Fluted Baits.
Nos. 5, 7, 81c. per dozen.

American Spinners.
Size 4, $1.40 per dozen.

Oval Baits, Hammered and Plain Nickel-Plated Spoons, Japanned Treble Hooks, well trimmed.
Nos. 0, 1, 2, 55c. per dozen

Trout Spinners.
No. 13, $1.08 per dozen.

Spinning Coachman.
$1.55 per dozen.

Chapman Spinners.
No. 4, $2.40; 5, $2.80; 6, $2.80; 7, $3.27; 8, $3.27 per dozen.

Gilt and Silver Devon Minnows, Ring Mounted.
No. 2, $3.00; 3, $3.00; 4, $3.25; 5, $3.50 per dozen.

Caledonian Minnows.
No. 3, $3.25; 4, $3.25; 5, $3.50 per dozen.

Phantoms,
No. 3, $3.10, 4, $3.10; 5, $3.35; 6, $3.50 per dozen.

Grass Hoppers. 60c per dozen.

Small Frogs. $1.00 per dozen.

LINES.

Best Quality Eureka Lines, slate color, 15 feet.
No. 1, 64c.; 2, 75c.; 3, 86c.; 4, 97c.; 5, $1.07; 6, $1.18; 7, $1.40; 8, $1.59; 9, $1.78 per gross.

Best Quality Braided Lines, in hanks, 15 feet.
No. 1 $2.54; 2, 3, 4, 5, 6, $2.24 per gross.

Best Quality Braided Lines, in hanks, 25 feet.
No. 1, $4.24; 2, 3, 4, 5, 6, $3.74 per gross.

Braided Lines on Boards, 50 feet.
Nos. 2, 3, 4, 5, 6, 75c. per dozen.

Susquehanna Bass Lines, 50 feet.
Nos. 10, 60c. and 100, 79c. per dozen.

Best Quality Linen Lines, 50 feet.
No. 5, $5.44; 6, $6.08 per gross.

Best Quality Braided Lines, 84 feet.
No. 1, 95c., 2, 88c.; 3, 4, 5, 80c per dozen.

Best Quality Braided Line, 120 feet.
No. 1, $1.39; 2, $1.28; 3, 4, 5, $1.15 per dozen.

LINES.

Braided Chalk Lines, 20 feet.
Assorted sizes, $2.80 per gross.

Twisted Chalk Lines, 20 feet.
No. 10, $1.62, 8, $1.26, 6, 98c per gross.

CASTING LINES.

Good Quality Single Gut Casting Lines.
1 yd., 27c., 2 yds., 54c., 3 yds., 81c. per dozen

Highest Grade Single Gut.
1 yd., 50c., 2 yds. $1.00, 3 yds. $1.50

High Grade Single Gut Casting Lines, Looped.
2 yds., 80c., 3 yds., $1.20 per dozen

FLIES.

Best Quality Trout Flies, our price $1.62 per gross (usually sold at $3.50 per gross)

Best Quality Bass Flies, No. 1 hooks, 38c. 1/0, 43c per dozen

Highest Grade Bass Flies, No. 1/0, 50c., 2/0, 65c. per dozen.

Finest Quality Salmon Flies 1 and 1/0 hooks, (usually sold at $3.00 per dozen) 90c. per dozen

SUNDRIES.

Fish Scrapers,.....75c. per dozen

Good Quality Silk Worm Gut, 14 inches, 20c. per hundred strands.

Better Quality ditto.....25c. per hundred strands.

Rod Top Rings, assorted sizes, 36c. per gross

Upright Rod Rings, assorted sizes, 12c. "

Rod Rings, assorted sizes,.....16c. "

Rod Ring Keepers,.....12c. "

Landing Rings, 14 inch .....$1.64 per dozen.

Brass Sockets for Landing Handle, assorted sizes, ...$1.23 per dozen

Landing Nets. .....$1.30 per dozen

Best Quality Brass Box Swivels, Nos. 1, 2, 3, $1.15 per gross. 1/0 $1.80, 2/0 $2.35, 3/0 $3.27

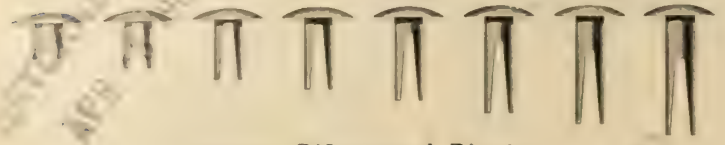
We have other goods not mentioned here, at the same low prices. Write us for anything you require in the Fishing Tackle Line with the exception of Rods and Reels. . . . . .

Phillips & Wrinch, 8 Wellington Street West, Toronto.

(Sole Agents for Canada.)

THE PARMENTER & BULLOCH CO., LIMITED

ESTABLISHED 1864.



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Escutcheon Pins, in Brass and Steel.
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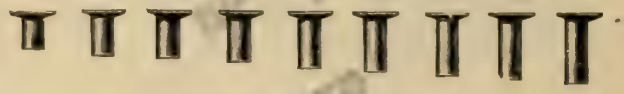
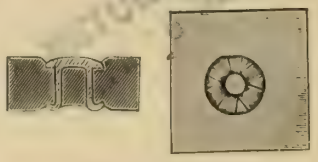
Patent Bifurcated, or Slotted and Tubular Rivets.
Riveting Machines of all kinds.
Felloe Plates, Shoe Buckles, etc., etc.



Patent Tubular Rivets.



View of Clinch.

Carpenters' Braces of all kinds.

FULL POLISHED AND NICKEL-PLATED.

Illustrated Catalogue sent Free on Application.

Head Office and Works: GANANOQUE, ONTARIO, CANADA.

BRANCH WAREHOUSES: 32 and 34 St. Dizier St., Montreal; 29 Melinda Street, Toronto.

The Ontario Tack Co., Limited

Manufacturers of — *HAMILTON, ONT.*

WIRE NAILS
OILED AND ANNEALED WIRE

Small bundles, soft and clean, put up in coils of 20-in. diameter.

FENCE STAPLES.

Bright, Annealed and Tinned Wires.
Tacks, Shoe Nails, Shoe Rivets, etc.

Copper Nails, Barrel Nails, Basket Nails, Starr's Corrugated Steel Fasteners.

Prompt Shipments.

BUSINESS AND ITS MANAGEMENT

Hints and Ideas of Interest.

PRICING HARDWARE STOCKS.

By H. C. Scofield, Sturgeon Bay, Wisconsin.

YOU are all familiar with the old maxim of "Goods well bought are half sold."

Now, I have contended that it is just as necessary, in order to make a proper showing at the end of the year that your merchandise be plainly and systematically priced or listed, as it is to have it well bought. I claim that by so doing you are assisted in buying as well as selling to an advantage. A ready reference to your cost is often the means of getting you a better price in buying, for by comparison of your last costs with a salesman's quotations you know exactly what you are doing and he is almost certain to strive to make a favorable showing. So much for buying.

Now, in selling, it certainly inspires confidence in your customer when you can promptly, and without any hesitation, furnish him with a price and

AN EXACT DESCRIPTION

of any article in your stock. It is just as certain to create a feeling of distrust when you are at a loss to know what your cost and selling prices are and are obliged to look up some old invoice or hunt for some nearly obliterated character on the article or on the nearest wall or shelf. The customer is very apt to question in his own mind whether he got the right price or not. In many establishments some one clerk, who, by his attention to details and faculty for remembering, is generally looked to for information as to prices, stock, etc. You have no doubt heard one salesman call to another, "Say, John, what do those crowbars sell for?" John is no doubt busy with another customer, and if he does not have the price in mind he leaves his customer to help find the price of crowbars. Possibly the price is not found and is guessed at, or some old price at which the goods were sold before the advance is quoted, and a profit is lost where one ought to have been made. This is only an instance of what could happen or possibly is an actual occurrence a number of times a day.

In the matter of pricing up an inventory, a system of pricing is an absolute necessity if you would come anywhere near the value of your stock of merchandise. After you have perfected such a system it is very little labor to keep it up. Nothing that you can do will keep you better posted than comparing and changing the prices in your price books from your invoices. This is

OUR METHOD.

We had made to order a set of five price books; we started out at first with but one book, but, being rather bulky and being handled so much, it did not wear very well, and again time was lost by one clerk waiting for another to get through with it. We had the books made 7x9 in., of the best quality of paper and bound in stiff leather covers, flat opening. We would recommend that the loose leaf style of book be used, so that a leaf torn or worn can be replaced at any time. The books are indexed through with leather index tabs; these tabs project at the edge of the book, so that it is not necessary to touch the pages if the fingers are soiled. The pages are ruled with columns for list, discount, net, job and retail prices. The sizes and descriptions of the articles we write in ink, the list and prices are written with a fine, hard pencil that they may be readily erased for changing. We select illustrations of the articles from our catalogues; you can generally find anything you want in the catalogue house's lists; these are better on account of being smaller and the paper thinner; we make use of the pictures for the reason that when several articles of the same name are listed for instance, wedges—our most inexperienced help could tell from the picture, if he could not from the description, which pattern sold at 5 and which at 10c. per lb. Getting up these lists is very interesting work for quiet days or evenings.

OUR LISTS ARE CLASSIFIED

as a general list, fittings and plumbing, paint, pump and stove department. In the general list we keep all lines that do not properly belong to the other lines; in the pump list we devote one page to each style of pump, and on the same page we list such repairs as we keep in stock for that particular pump, such as handles, caps, etc. The stove list is made up with a stub leaf between each page, to the stub we paste the page taken from the manufacturer's list, showing the illustration and description of the stove; on the ruled page we insert prices, costs, etc. From this page linen tags, printed with spaces for cost, selling price, oven and fire-box sizes, are made out and attached to the stoves. The stove book is really more for the buyer's benefit.

Goods that we keep in shelf boxes are priced on slips of cardboard tacked or pasted to the side of the box or bin; these slips are ruled off in the same space as the pages of the lists, and are corrected or changed when new goods are added or prices changed.

Guns are priced by attaching by strong cords a linen tag printed with spaces for the caliber, weight and length of barrel, cost and selling price.

These books we keep in an accessible place near the telephone, so that there is no delay in quoting a price when taking an order.

A BULLETIN SLATE.

We keep in a central place where the salesmen can all see it a common school slate. This we have divided into two spaces. The upper part we have headed "Advanced" and the lower space "Declined." When a change in the price on staple goods, such as nails, wire, etc. (these prices being generally memorized), is made the name of the article is written under the proper heading. This slate is, in fact, a bulletin board, which gives immediate notice of the change. No prices are placed thereon, simply a notice of change.

In making any change in the price books, especially the more staple lines, we also enter the date of the change. This is convenient in cases of a dispute of price afterward.

WE KEEP A FILE OF ALL QUOTATIONS

that we receive and all catalogues and lists received from the different manufacturers are kept accessible so that we can in a moment look for anything that is called for that we do not happen to have in stock. Our experience here [illegible] and it is often the means of [illegible] orders for articles that [illegible] profit. In pricing [illegible] there is one [illegible] and it must not be lost sight of, and that is

your competitor. His views as to what goods might be sold at are not always in accord with yours, and it sometimes happens that there is cutting of each other's prices, the question of profits being lost sight of altogether.

DEALING WITH COMPETITORS.

As a remedy we would urge that you use a little tact and diplomacy and get better acquainted with him; he is not such a bad fellow as you imagine him to be. Your interests are almost identical with his, you both are entitled to fair profits on your investments. With this end in view I would urge that if your competitor is here attending this meeting (if he is up-to-date and a formidable rival, he is no doubt here), that you get in touch with him; agree at least on the price of a few of the staple goods that you have been selling at little or no profit as a result of your rivalry for trade; stick to these prices; do not take advantage of the situation to get too large a profit, but a fair-to-all return; it will be more liable to endure and will be more satisfactory to all concerned.

TRAVELLERS AS CREDIT MEN.

THIS is the day of commercial travellers. Co-operation and association in prices as well as other changes in trade methods, have obliterated most of the old lines of competition, and it is probably not any exaggeration to claim that more than half the sales of jobbers and manufacturers depend on the personality and selling ability of their accredited agents. A competition in personality, if you like.

There are very obvious reasons for this, the first and most natural being that the traveller is the sole point of personal contact the customer has with his supply house. Postal conveyance, while a very necessary, and in our country a highly satisfactory mode of communication, is, at best, a formal and very impersonal agent; so that, smooth and diplomatic as we may make it, correspondence is bound to be pedantic and stilted more or less, according to the skill and sensitiveness of the writer. We cannot write to a man we do not know, and so we set up an impersonal proxy and address it in the commonplaces of commercial phraseology. This may be varied annually, say, at Fair time, by a formal handshake, but the time and conditions are not favorable to anything like acquaintance. This is a limitation on both sides. The traveller, however, makes up this deficiency very largely. He is on a different plane with his customer, has a different access to him, touches his more intimate person, sees him in his own store in the atmosphere where he is "at home" to all the world, if need be—and in this way they meet and talk in the capacity of friends. Thus the traveller becomes the confident of the customer equally with the house he represents. The retailer, for instance, looks to the traveller to "take care" of him, keep him posted on "inside" market tendencies, and to see that he is furnished wish the "good things" that every traveller has for his customer.

The jobber, too, learns his customer through his traveller. He almost relies on the impression the traveller may form of his character, habits and business ability, and, to a certain extent, very wisely, too, governs not only the customer's credit, but his business policy through this medium.

This brings us to the consideration of the traveller as a credit agent. In spite of what we have said, there are two serious limitations to his usefulness in this direction. First, he is out to sell goods, and, second, in very few instances has he had any training to enable him to understand the value of "figures." Common sense may make up for the latter deficiency somewhat, and does; while a remuneration on a basis of territorial profit might regulate the former.

However, commonsense does not always reveal a state of premeditated insolvency, for instance. Business in the store may be brisk, goods moving freely and system and good order manifest everywhere. These are some of the appearances on which his judgment must be based, and they may be reliable or not. That it would interfere seriously with his selling chances if too pertinent questions were plied, or he betrayed a feeling of less than confidence in his customer's credit ability goes without saying. He follows his instinct here, and this generally leads him to avoid altogether what may prove a disagreeable subject, and at once the impersonal character of the house, perhaps, comes in to good advantage.

His impression, however, based on his knowledge of character, and ability to read it, are available to assist and do largely assist credit inquiry and give credence or not to mercantile information.

As a brake on too sanguine credit, we have suggested remuneration on a basis of territorial profit. This basis is actually adopted by many leading houses and practically, in principle at least, applies pretty generally. It isn't an absolute safeguard, however, because of the disparity in risk—the traveller staking his small per cent. against the merchant's 50 or 60 per cent.

However, the broader principle prevails—that the traveller has to make his sales show profit, as well as bulk, otherwise his reputation is gone.

Looking, then, at the traveller's intimate relation to credit, and the happy business results in this country, we can only conclude that, as a class, they represent a very high grade of business intelligence and insight.

WASTE IN THE BUSINESS.

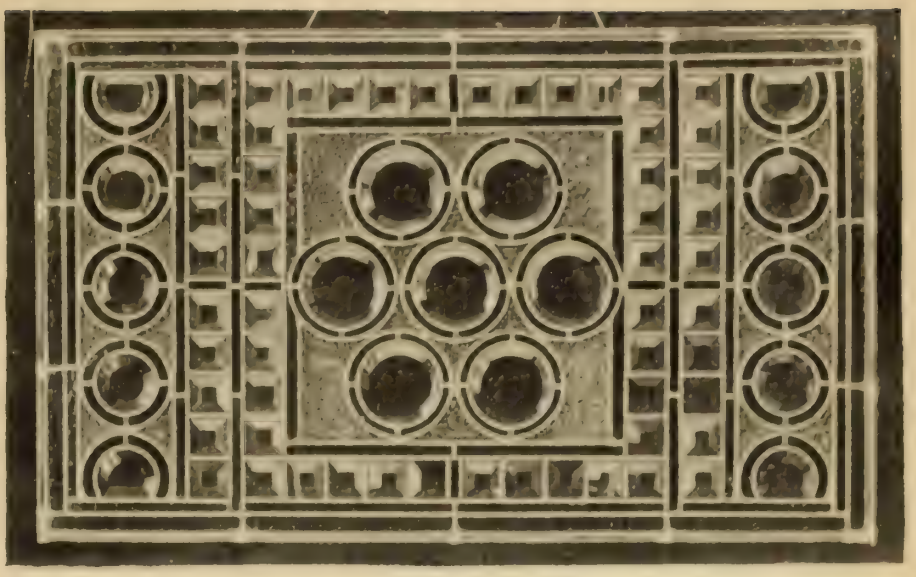
A TACTFUL business man exercises discreet economy in the conduct of his commercial affairs. It matters not how large or extensive his interests, or how liberal or even extravagant his tendencies at home or in social life, remarks Wall Street Summary, he does not permit wilful waste of anything in his store, manufactory or counting room, no matter how insignificant that waste may be.

If he be a thorough disciplinarian, he borders on what may be termed by some as small or unreasonably mean. Such a man is not usually illiberal in providing all requirements for a proper conduct of his affairs, nor is he disposed to underpay his help. What he wants, and rightfully demands, is that those who are paid to advance and protect his interests shall not be too extravagant in the use of what belongs to him and not to them. Because of this economic characteristic and for the reason that for every dollar that he expends he wishes full value, not only in direct returns but in the use thereof, he is generally successful, and is thus enabled to be liberal in his domestic and social life.

Too often we find a clerk or employe who recklessly uses expensive office stationery for memoranda; who never regards cord or twine once used as useful a second time; who feels that, no matter how short the distance, car fare amounts to naught; who unreasonably telegraphs or telephones here and there, though each message must be paid for; who throws pins, paper fasteners and rubber bands into the waste basket with discarded correspondence, and who, in short, does not realize that a "penny saved is twopence earned." These acts of indifference, each in itself, are of no moment, but in the aggregate they figure up a tangible sum, if not a large amount. It is not so much the money involved that should be considered, as the reckless disregard of the employer's welfare.

The man or woman who would criticise an employer for exacting economy on the lines set forth would be as much justified in regarding as proper or prudent the reckless throwing away—not expending of nickels or dimes by our prominent capitalists, contending that the small currency is too insignificant to carry about the person. It behooves the employer, no matter in what line of trade,

No. 705—2nd, $3 00; 3rd, $3.50.



No. 706—2nd, $3.00; 3rd, $3 25.

THE

HOBBS MANUFACTURING CO.,

LIMITED

LONDON, ONT.

MANUFACTURERS OF

Art Stained Glass,
Memorial and Portrait Windows,
Chipped, Obscured, Enamelled, Mitred and
Sand Cut Glass, and all Fancy Glass required
for Building Purposes.

IMPORTERS OF

Window Glass, Picture Glass,
Plate Glass, Cathedral and Fancy Glass, etc., etc.

LIBERAL DISCOUNT TO THE TRADE.

THE ONLY HOUSE IN CANADA CARRYING EVERYTHING IN GLASS.

Write for our Art Glass Catalogue, 340 Cuts, Illustrating Fancy Glass.

No. 722—All Bevelled Plate, $5.00.

No. 716—2nd, $2.00; 3rd, $2.25.

to organize his help to economize in every respect and to the minutest detail. By anything he not only benefits himself but [illegible] satisfactor

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HINTS ON ORDERING BUILDERS' HARDWARE.

By Hermit.

FEW dealers seem to realize the number of hands through which an order for hardware must pass. Neither does he usually note many minor details which are absolutely necessary before any progress whatever can be made upon his order. Our salesmen are also singularly unfortunate in omitting details required. The dealer may at least find some consolation in this fact.

The office force is divided into many departments, each of which handles its own work and nothing else. This readily distributes a large amount of work in such a manner as to make it possible to handle same in a comparatively short time. One of the first principles is that all correspondence must be answered upon the same day that it is received. Occasionally cases will occur where it is simply impossible to secure all the data required in so short a time. In such a case the communication is acknowledged with advice that information will be furnished later. We will mention right at this point some of the details most usually omitted.

If you order locks that are not reversible, always give the hand and thickness of doors, especially of cylinder locks.

Always state the finish wanted. If the finish is anything unusual, send a sample of what is wanted.

If you order knobs, specify whether rim or mortise. If the latter, whether with or without roses.

Try to order quantities as they are billed. For example, sheaves are priced up by the set. Do not order by the dozen, as some will lead to confusion.

Do not try to see how many items you can get upon a line. Rather take a separate line for each item.

If you place an order for an office building, hotel, house, or, in fact, any building, get all the details before order is placed if at all possible.

If master-keyed locks are used, explain the master key system in detail. This is very important. Much valuable time is wasted on such work. For example, you order master-keyed cylinder locks for a building, omitting the hand for one or two doors. It is necessary to hold the entire master key system for the detail of these two doors.

If you have been previously quoted a price upon an article, refer to same upon your order. The order department is entirely separate from estimate department, and possibly may know nothing about a price being quoted unless you refer to same on the order.

Remember the old principal, "Address all correspondence to the company."

Do not think your order is the only one at the factory. You have troubles of your own when you cannot satisfy your customer by prompt delivery of an item. Probably 50 other parties write to the factory the same day as you do for the same item, and all must receive attention.

Do not wait until the last minute to order trim for a house. At least four weeks is usually required for such an order.

Do not confuse different makers' numbers. That is, do not order "Corbin" goods and specify "Sargent" numbers.

If shipment is to be made direct to your customer, write name and address very plainly to avoid the possibility of the goods being sent to wrong destination. Such places as Washington, Springfield, Newark, etc., are located in many States.

By following the above instructions you will make many a clerk's life less miserable and save much unnecessary correspondence.

THE VALUE OF SYSTEM.

By Howard P. Wellington.

THE motto for every successful enterprise to-day should be, and it is, to a great extent, "Be Progressive," or, in other words, "keep up with the times in which you live."

The tendency, however, with concerns who have been in business for a number of years, and who are also doing an immense volume of trade, is to stubbornly adhere to the old methods which have been in vogue for the past 50 years, contending that as a certain amount of success has attended their efforts so far, no change should be made. Especially is this the case in regard to office systems.

By adopting an up to date system and arranging the accounts in a systematic manner, statistics may be obtained in regard to the business which are simply invaluable to every progressive business man; excessive expenses in certain departments, small profits on certain lines of goods, heavy purchasing, slow sales, may be instantly localized by a systematic arrangement of accounts and methods.

There is, of course, in some instances, such a thing as "too much system," but with reasonable care and commonsense this may be avoided.

Every new system which is put upon the market should not be adopted, as, in some cases, it will necessitate increasing rather than decreasing the staff of an office, but there are, without a doubt, systems which will give far more satisfactory results at a greatly reduced cost than the methods now employed by so many of our leading commercial houses.

Conditions have changed wonderfully within the last few years, and office methods and systems must change accordingly to keep up with the new state of affairs, although it is quite natural for the office man who has been running in a rut for so many years to have a prejudice against anything new in this line.

There are retail merchants running monthly accounts with customers right in our large cities to-day who do not, or will not, furnish a bill of goods with each purchase. What satisfaction is there for the customer to have a large itemized bill rendered irregularly, sometimes a month after the goods were bought?

Suppose the wholesale merchant sent a lot of goods without an invoice. What would happen?

The cost of duplicate cash, sale and charge books is so small that every dealer should use them, and it would be much more satisfactory, both to the dealer and customer.

Don't be too severe on "New Systems," as they are called; give them a fair trial and they will usually prove their worth.

A FORMULÆ FOR SUCCESS.

The man who prescribes for humanity a sure method of attaining success, which could be applied by everyone, would soon be able to charge such a fee and would have such a practice as no popular lawyer or physician ever conceived. Yet, a New York firm have given to the world the formulae which has contributed to their prosperity. It is as follows:

30 per cent., Patient, persistent dig, dig dig at it every minute.
30 per cent., Reputation (founded on fact) for honest dealing every time.
10 per cent., Luck and fortunate circumstances caught on the fly.
20 per cent., Snap.
10 per cent., More persistent dig.

---

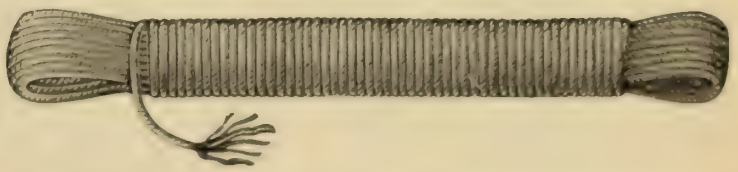
100 per cent.—SUCCESS!

To work out this formulae a man wants a clear head, as little worry as possible not any, if he can help it.

BUY THE BEST.

Star Brand Sash Cord A quality the best in the market.
Hercules Sash Cord.
Star Brand Braided and Twisted Clothes Lines.
Star Brand Cotton Rope.
Star Brand Braided Awning Cord.
Star Brand Cotton Twines.

FOR SALE BY ALL WHOLESALE DEALERS



The Finest

Bathroom Equipment

offered in Canada to day is embraced in our line, which is one of the most up-to-date, complete and varied of that now on the market

We manufacture and handle only the best in Sanitary Goods that are in constant demand, guaranteed to give perfect satisfaction, and to be offered at prices which are the lowest consistent with the high quality maintained throughout.

Our "Catalogue to the Trade," is a dictionary of everything in the line of plumbing equipment and will place our immense stock at your instant disposal.

Our J M T Valves, of which over 1,000,000 are in satisfactory use throughout the Dominion, our standard lines and specials in Steam Goods are famous for their superior quality, durability and efficiency; our department of Gas and Electric Fixtures in a wide assortment of neat and attractive designs, and special fixtures to order, is thoroughly complete, and our stocks of brass, iron and earthenware and kindred lines, offer many attractive trade advantages.

"CATALOGUE TO THE TRADE" tells all about these kindred lines

The James Morrison Brass Mfg. Co., Limited, Toronto.

ADAM HOPE & CO.

Pig Tin
Boustead's Penang Straits.

Copper
Casting and Lake.

Copper Sheets

Pig Lead

Spelter

Antimony

Pig Iron
Scotch and English Brands.

30 John Street N., - HAMILTON.

The Auer Gas Lamp

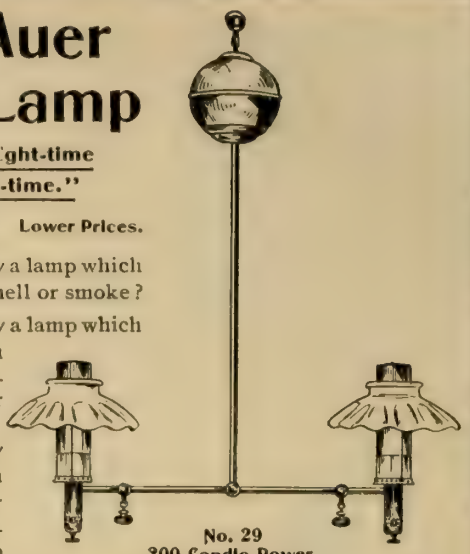
"Turns night-time into day-time."

New Models. Lower Prices.

Would you buy a lamp which doesn't smell or smoke?

Would you buy a lamp which will save you half your expense for coal oil?

Would you buy a lamp which shows your goods in daylight colors?



No. 29
200 Candle Power.

Would you buy a lamp which you can return, for full price, if you don't like it?

That's the kind of a lamp we make.

EVERY LAMP GUARANTEED

Write for our Catalogue and Discounts.

AUER LIGHT CO., 1682 NOTRE DAME ST., MONTREAL.

D. H. Howden L. C. Johnston J. A. Brown J. V. Givins

Returned to London P. & Lithe. Co. London. Ont. March 19/03

Direct Importers and

RICHMOND STREET AND G.T.R.

Wholesale Dealers in

SHELF and GENERAL HARDWARE.

CUTLERY, GUNS and SPORTING GOODS, GLASS, PAINTS, OILS, ETC.

D. H. HOWDEN & CO., LONDON, ONT.

WAREROOMS: COR. RICHMOND ST. AND G. T. R. STATION.

HARDWARE ADVERTISING

By A. B. Caswell.

OF all the store trades, I believe the hardware merchant is the smallest advertiser. His grocer neighbor runs bright ads. each day, giving to the public a tempting list of seasonable things to buy. His dry goods neighbor is a liberal

ARE YOU READY FOR WINTER ?

How about Radiators ? There are many in the market, but none better than the

"Safford" Radiators.

Adjustable to steam and hot water, they will diffuse a grateful, healthful and comfortable heat in any building in any weather.

They are **Ornamental, Serviceable** and **Economical,** and come in all sizes and styles. They have perfect joints and never leak.

Prices Range $.... to $ ...

No. 1—A GOOD AD.

user of space, the local papers being filled with bargain lists. But the hardware merchant does no advertising at all, or, if he does, is content with a little space rarely, if ever changed, and generally setting forth that his store is "the best place in town to buy shelf and heavy hardware cheap." He seems to think that it is not necessary to advertise in his line, that his business will somehow or other run itself.

Let me tell you you are laboring under the biggest kind of a mistake. No business is so large or strong that up-to-date methods of competitors will not hurt it. Advertising is one of the foremost of up-to-date business methods, and he who spares printers' ink will sooner or later, but so surely come to feel that it is false economy.

SEIZING THE OPPORTUNITY.

On the other hand, what a field awaits the enterprising hardware merchant who would seize the opportunity and so push the sale of his business. Right now there are dozens of articles he might advertise with good results. With the advent of spring there is the demand for paints, oils, glass, etc., between which might be sandwiched dozens of little articles for house-cleaning time, such as carpet beaters, tack hammers, door mats, etc. The merchant with his rakes, hose, spades and list of garden and farm implements should be sharpening his lead pencil to grind out good copy. In many cases he carries seeds and bulbs and whatever else the average suburbanite or farmer may desire to make mother earth bloom and blossom with natural products, and he has a variety of subjects to talk upon. The opening of fishing season might witness a few good ads. on fishing tackle, followed by general sporting goods. Hardly is this past when the lawn mower appears on the scene, or the gas or coal oil stove, the hammock, the window screen, the flynet, the scythe, binder twine, etc. Then pretty soon it is time to be preparing the public mind for heating, for, as you know, the days begin to shorten and to cool. That furnace, that radiator, that kitchen range, that parlor heater, etc. And so on, presently Christmas goods come into view, skates, cutlery, silverware, etc., and there are sleigh bells, lap robes, horse blankets, and the one hundred-and-one other things which my humble vocabulary refuses to name, but which the hardware merchant knows so well.

SOME GENERAL RULES.

In advertising hardware the same general rules that apply to the other forms

The Centre of Attraction

IS OUR GRAND ASSORTMENT OF

Stoves,
Ranges,
Furnaces,
Radiators,
Shovels,
Rakes,
Hoes, etc.

P.S.—A new arrival of Scythes, which will be sold cheap during the haying season

No. 2—THE OTHER KIND.

of advertising, of course, prevail. In brief, they are

1. To say something definite about the good qualities or price cheapness of the article advertised.

2. To be timely for each advertisement to be nicely adjusted to weather conditions.

3. For the advertising to be sincere, honest and succinct liberal enough in space without being extravagant, and brief enough without being stingy.

OUR STOVE HOSPITAL

serves the same purpose for stoves as an ordinary hospital serves for human beings. It is in charge of an experienced stove surgeon, who, with a staff of trained assistants, devotes his whole time to stove repairing. It costs less to have repairs done properly by experienced men than the tinkering up by amateurs, because the former will do better work in half the time taken by the latter.

Shall we send one of our stove surgeons to see about your stove? He will give estimates and full information for your asking.

No. 3—A CLEVER ADVERTISEMENT.

All of which, although self-evident, are important enough to be here repeated.

THE RIGHT AND THE WRONG WAY.

From a certain paper I have clipped two advertisements on stoves and heaters. No. 1 shows the right way to advertise—No. 2, the right way not to advertise. The advertiser who pays his good money can take his choice.

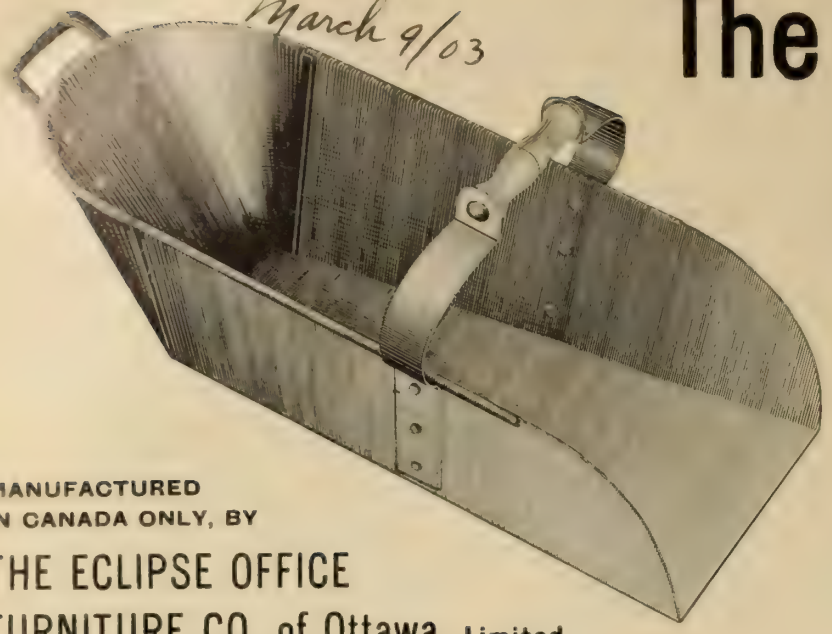
This advertisement tells what the radiators will do and cost. With a cut, it took up a space of 10 agate lines (double column wide.) Variety and additional information could be given in the succeeding advertisements by telling whether or not they would be put up free of charge, how much room should be given them in certain sized rooms, their different styles of finish, and testimonials from hotels, public buildings and prominent private dwellings. (Testimonials are always good, whether for articles of household use or personal requirement.)

No. 2 is the other style ad. [illegible] strange to say, is still the style [illegible] many merchants, not only in [illegible] tions, but in many good-sized towns.

Although October is [illegible] to bright visions of [illegible] colors, although the [illegible] is well past, there is an [illegible] that covers

Returned March 9/03

The "Manitoba" Grain Scoop



MANUFACTURED
IN CANADA ONLY, BY
THE ECLIPSE OFFICE
FURNITURE CO. of Ottawa, Limited.

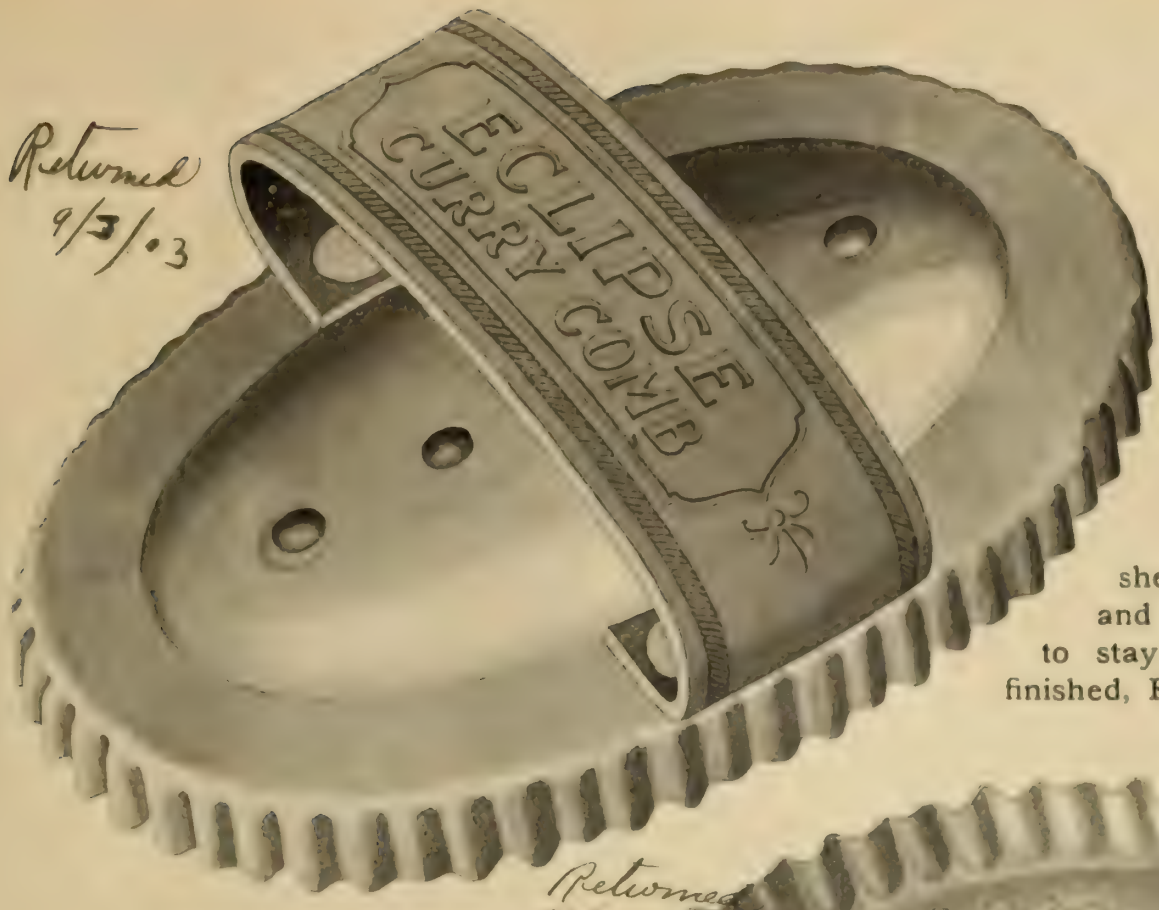
Largely used for the rapid handling of grain. Every farmer, miller and storekeeper wants the "Manitoba" Scoop.

THE ECLIPSE OFFICE FURNITURE CO. of Ottawa, Limited

Manufacturers of STEEL SNOW SHOVELS, GRAIN SHOVELS, Etc.

OTTAWA, ONT.

THE ECLIPSE CURRY COMB



Returned 9/3/03

Manufactured from three solid pieces of sheet tin, lacquered and baked. Rivited to stay, Strong, Well finished, Rust Proof.

Easy to use, easy to clean. The indentations comb thoroughly, yet smoothly.

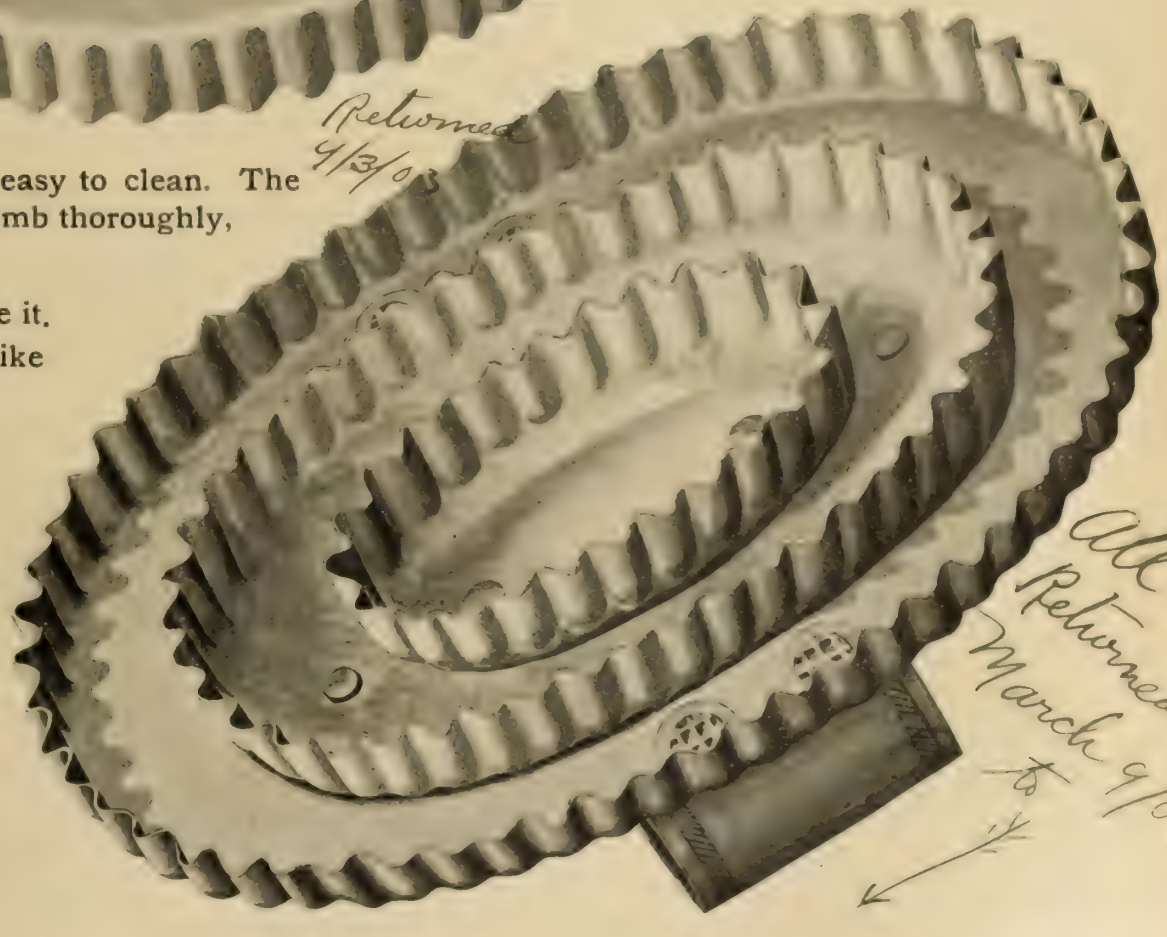
The trade like it.

The dealers like it.

The users like it.

The horses like it.

Ask your wholesale house, or write direct to



Returned 9/3/03

All cuts Returned March 9/03

THE ECLIPSE OFFICE FURNITURE CO., Limited

OTTAWA, ONT.

a great variety of articles and says nothing about anything. The upper portion [illegible] needs, the rake [illegible] of planting and harvesting [illegible] the section of July [illegible] It stands for 12 months in the year and aims to be good every month in the 12. It is not useful even a minute. It takes up the same space as the sample preceding it. Through the lines you can almost see the local editor persuading the local mercantile magnate to advertise,

LIKELY TO BRING BUSINESS.

which the latter does after repeated promises and much wrestling with a lead pencil and a piece of brown paper.

A PAINTED ILLUSTRATION.

While touching upon store advertising, I avail myself of the opportunity of presenting a clever advertisement—No. 3—which serves to give a very pointed illustration as to what may be accomplished by reasonable application.

THE WRITING OF ADVERTISING.

THE best way to learn to write good advertisements is to read good advertisements.

I have heard it said that the art of advertising is merely to present attractively the absolute truth concerning goods that are to be sold

We suppose that successful advertising consists in deciding how much you can say in praise of an article without damage to truth, and in saying what you have to say as attractively and as convincingly as possible

Whatever you do, beware of too much humorous advertising The man who wants to buy a stove wants a stove and not a joke. You can never convince him that your stoves are as good as your jokes, no matter how good your joke may be. Simply say as earnestly and solemnly as you can: "I have good stoves for sale cheap." That is what the stove buyer wants to know. You may lead up to this statement as attractively as you choose, but that statement wants to stand out more distinctly than any other part of your advertisement.

Be earnest in your advertising. Believe what you say Say only what you believe.

Truth and earnestness! Think of them long and hard. Paste these two words in your desk so that every time you sit down to prepare advertising copy they will meet your eyes. They are synonymous with sincerity and thoroughness — two qualities inseparable from success.

If you are earnest and truthful in your advertising you will undoubtedly be earnest and truthful with your employer and business associates. Earnestness in your work will cause you to study how you can save your employer's money or your own.

Study clearness of expression. Let the reader catch your meaning in the shortest possible time.

Although compiling and studying ads. in the same line of business is advisable to start a suggestion or a series of ideas, yet, do not depend too much upon outside aids. Train the mind to take the initiative and with its own strength follow fully a line of thought. The mind can be trained as well as the body. Will, memory and different brain qualities can be so strengthened and developed that what at first appears impossible presently becomes easy.

ADVERTISING A NEW STORE.

TO the man about to open a new store, I would say: Make all your advertising arrangements several weeks in advance of your opening. Do not wait till the last minute, as many do. Get the best rates from your local papers, study their circulations, be unmoved by personal representations from anyone on this, but go about it just as cool and businesslike as though you were buying a lot of goods. Get the best newspaper space at the lowest price and have it understood in the contract that you are entitled to a certain number of lines of reading matter.

OF INTEREST TO THE LADIES.

Have a single-column good line cut of your store made. Have electros for each paper. Lay in your stock of cuts beforehand and have the ads. well prepared in advance. Try and have the newspaper "boys" around your store on the opening night and give them particular courtesy. They will appreciate a typewritten "story" of the affair, and even if they will not use exactly the "story" thus prepared, they will get the points they want from it to dish up in their own language. Save them the bother of taking notes.

A GOOD GENERAL AD. FOR A PLUMBER.

Have a cut made of the concern's name. A good catch phrase, if stuck to, is all right. In your opening ad. dilate more upon your accessibility and modern methods rather than upon your prices. Items and prices will follow in due time after the opening.

If you put in a new show front or add a new wing to your store, you are entitled to raise a disturbance about it in your local advertising columns. You ought to be able to get a picture of your improved establishment and quite a bit of reading matter about your enterprise and success. If your local paper does not enthuse about the cut and the reading notice, and it is surprising how cold and distant some become on such occasions, tell its publisher you will have a nice, single-column cut of your new establishment made by a city cut concern and you will be satisfied if he run the cut with a few sticks of reading matter, and he surely would not object to that. A new cut of one of the town's establishments is nearly always welcomed by the local publisher, as it shows the growth of the town, something in which he naturally takes pride.

You could use that cut in your ads., circulars, stationery, and other advertising matter afterwards. You could get up a sale on the strength of your new

ALEXANDER GIBB

Manufacturers' Agent and Metal Broker,

Office and Sample Room, 13 St. John Street, MONTREAL.

REPRESENTING MAKERS OF

"COMET" Brand
Galvanized Sheets.
Galvanized Canada Plates.
Black Tagger Plates.
Steel Plates for Deep Stamping.
Steel Plates for Enamelling purposes.
Steel Plates, C.A., C.R. and Pickled
Imitation Russia Sheets, Blue finish.
Electrical Sheets.

BRASS—Sheets, and in Rolls, Rods, Tubes, etc.

COPPER—Sheets, Rods, Strip, all sizes for Electrical and Ordinary purposes.

TOBIN BRONZE—Sheets and Rods.

BRASS CASED TUBING—Polished and Lacquered, Brazed and Close Joint.

CHAIN (Standard Chain Co.)—Proof Coil, B.B., B B.B. Crane, Dredge, Boom, Logging, Switch, Trace, Halter, Special Chains for Implement and Wagon Manufacturers, Chain and Ring Dogs, Shackles, Grab and Slip Hooks, Repair Links, Cold Shuts, etc.

CAST STEEL (Sheffield)—Ordinary and Self-hardening Tool, Sawplates, Shovel, Spring, Tyre, File and Die Steel.

TINPLATES—Terne and Canada Plates (Half and Full Polished), Black and Tinned Taggers.

IRON and STEEL—In Bars, Sheets and Plates.

NORWAY IRON and STEEL—Bars, Nail Rods, etc.

HARDWARE—All kinds of English and American Shelf Goods, Padlocks, Tools, etc "LAVA" Enamelware and Water Filters, Tinned Steel Hollowware, etc.

HANDLES—Axe, Fork, Pick, Sledge, Cant Dog and Peevie, etc., also Wood Hay Rakes, Snaths and Cradles.

WHEELBARROWS—Navvy (Wood and Steel Trays), Tubular, Garden, etc., Store Trucks, Washing Machines, etc.

SHOVELS, SCOOPS and SPADES—all kinds.

DRY COLORS—Ochres, Umbers, Siennas, Vandyckes, Oxides and other Earth, Mineral and Chemical Colors.

THE JAMES SMART MFG. CO., Limited

BROCKVILLE, ONTARIO, CANADA.

"Our Special" Blued Bevel Boy's Axe.

Returned 30/3/03

Our Tool Department Catalogue

showing a magnificent range of . . .

HAMMERS, SLEDGES, WEDGES, HATCHETS and CHOPPING AXES

is now ready for distribution, and will be sent to any Hardware Dealer on application.

MAKERS OF HARDWARE; "PERFECTION" STOVES, RANGES AND FURNACES; AND THE KELSEY WARM-AIR GENERATOR.

[illegible] increased room gives [illegible] opportunity to display goods, and consequently may have had in a new [illegible] at

[illegible] are some concerns which, if they were putting on a dumb-waiter, would make a hullabaloo about a "Great Re[illegible] Sale," but I know that none of the readers of this article would be guilty of anything so foolish.

COURAGE IN ADVERTISING.

By J. Troy

THE merchant who commences a campaign of advertising without the courage to carry it through should be dissuaded from beginning at all. Like a military campaign, it is not, as the old soldier said "All beer and skittles." There are reverses, defeats and seeming losses in the career of the most successful advertisers as there has been in that of the most successful generals. The chances of war are occult. The winning side can often show the greatest scars and the smallest roll-call.

But, just as no general of any military training or experience would give up the campaign after one or two reverses, neither should any advertiser feel discomforted or discouraged because his first, second or third trial cost him more than he received from it. Here the chances of advertising are occult. The weather is often the sole cause for a good and costly ad.'s failure. Many a "bargain" sale has been ruined because of heavy rains or extreme cold on the advertised day of sale. Hundreds of dollars perhaps sunk in newspaper space that brought next to no returns. Does the astute dry goods merchant give up business or stop advertising because of such a set back?

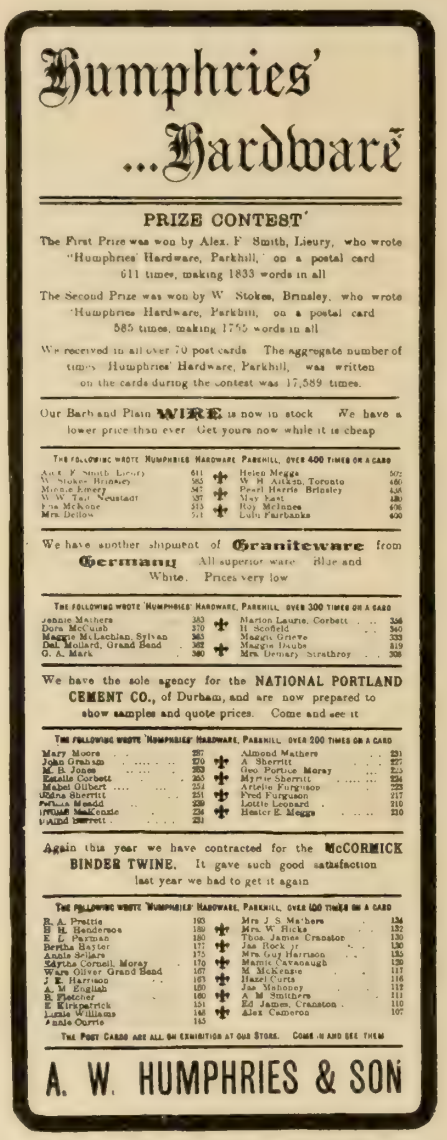
Not much. He knows perfectly well that neither the ad. nor the mediums were to blame. On the weather alone the responsibility rested, and as his action was unforeseen, there is nothing to do but "grin and bear it."

A man is often ill-advised when he takes his own advice, and frequently when he listens to others. I have known a really good advertisement completely spoiled by being placed in the wrong medium.

Every man in busines before starting an advertising campaign should consider carefully the mediums best suited to his business, and select those which stand best with the persons whom he desires to reach—mediums of wide circulation and sterling worth.

Every intelligent business man must recognize the fact that advertising is not a matter to be let out to the lowest bidder. It might be so if all papers were of equal value as advertising mediums. But with this value in different publications ranging from nothing to the highest figure, it is contrary to the first principles of business to take the one that will do the advertising at the cheapest rates. It would be about as sensible to put in office men who might bid the lowest for the place.

Fancy a great railway corporation, a bank, or an insurance company, selecting its president and other officers by competition bids, without regard to their qualifications, or the manager of an ex


Humphries'
...Hardware

PRIZE CONTEST

The First Prize was won by Alex. F Smith, Lieury, who wrote "Humphries' Hardware, Parkhill," on a postal card 611 times, making 1833 words in all

The Second Prize was won by W Stokes, Brinsley, who wrote "Humphries' Hardware, Parkhill," on a postal card 585 times, making 1755 words in all

We received in all over 70 post cards The aggregate number of times "Humphries' Hardware, Parkhill," was written on the cards during the contest was 17,589 times.

Our Barb and Plain WIRE is now in stock We have a lower price than ever Get yours now while it is cheap

THE FOLLOWING WROTE 'HUMPHRIES' HARDWARE, PARKHILL,' OVER 400 TIMES ON A CARD

Alex F Smith, Lieury	611	✠	Helen Meggs	507
W Stokes, Brinsley	585	✠	W H Aitken, Toronto	466
Minnie Emery	547	✠	Pearl Harris Brinsley	438
W W Teal, Newstadt	537	✠	May Kent	430
Ina McKone	515	✠	Roy McInnes	406
Mrs Dellow	501	✠	Lulu Fairbanks	400

We have another shipment of Graniteware from Germany All superior ware Blue and White. Prices very low

THE FOLLOWING WROTE 'HUMPHRIES' HARDWARE, PARKHILL,' OVER 300 TIMES ON A CARD

Jennie Mathers	383	✠	Marion Laurie, Corbett	356
Dora McCuish	370	✠	H Schofield	340
Maggie McLachlan, Sylvan	363	✠	Maggie Grieve	330
Del Mollard, Grand Bend	362	✠	Maggie Daube	319
O. A. Mark	360	✠	Mrs Demary, Strathroy	308

We have the sole agency for the NATIONAL PORTLAND CEMENT CO., of Durham, and are now prepared to show samples and quote prices. Come and see it

THE FOLLOWING WROTE 'HUMPHRIES' HARDWARE, PARKHILL,' OVER 200 TIMES ON A CARD

Mary Moore	297	✠	Almond Mathers	231
John Graham	270	✠	A Sherritt	227
M. B. Jones	263	✠	Geo Portice Morey	225
Natalie Corbett	263	✠	Myrtle Sherritt	224
Mabel Gilbert	254	✠	Artelle Furguson	223
Edna Sherritt	251	✠	Fred Furguson	217
Pethick Mendid	239	✠	Lottie Leonard	216
[illegible] McKenzie	234	✠	Hester E. Meggs	210
[illegible] Sherritt	231	✠		

Again this year we have contracted for the McCORMICK BINDER TWINE. It gave such good satisfaction last year we had to get it again

THE FOLLOWING WROTE 'HUMPHRIES' HARDWARE, PARKHILL,' OVER 100 TIMES ON A CARD

R. A. Pretty	193	✠	Mrs J. S Mathers	134
H. H. Henderson	189	✠	Mrs. W. Hicks	132
E. L. Parman	180	✠	Thos. James Cranston	130
Bertha Baxter	177	✠	Jas Rock jr	130
Annie Sellars	175	✠	Mrs. Guy Harrison	125
Sylvia Cornell, Morey	170	✠	Mamie Cavanaugh	120
Wm Oliver, Grand Bend	167	✠	M. McKenzie	117
J. E. Harrison	161	✠	Hazel Curtis	116
A. M. English	159	✠	Jas Mahoney	115
R. Fletcher	150	✠	A. M Smithers	111
E. Kirkpatrick	151	✠	Ed Jagues, Cranston	110
Lizzie Williams	146	✠	Alex Cameron	107
Annie Currie	145	✠		

THE POST CARDS ARE ALL ON EXHIBITION AT OUR STORE. COME IN AND SEE THEM

A. W. HUMPHRIES & SON

An attractive advertisement of A W Humphries & Son, Parkhill, designed and written by W. Norman Humphries The above is one-half the size of original

tensive mercantile or publishing house, or a lawyer in a suit involving millions of dollars, being selected because he is the lowest bidder. The purpose in all such cases is to secure the best services for the prices paid—the best returns for the money spent.

So it is in the advertising world, papers which charge the highest price for space are often the cheapest, because of their wide circulation.

If the timid advertiser "makes a bad break" at starting, or his efforts are nullified by any of the accidents of advertising he stops short, declares such a drain on his finances would ruin him, and joins the ranks of that surly crowd which annoys the business world with its claptrap about advertising not paying.

Courage—courage to stick to your post—is as essential in advertising as in military warfare. You would despise a soldier who fled or laid down his arms at the first shot from the enemy's guns, and you can't admire the advertiser who has not "sand" enough to persevere after a slight reverse.

Train your advertising guns on the buying public; if you fail to reach them a first time, try a second or third shot of printers' ink. It is only a matter of keeping at them for a short time until they shall see fit to come to your place of business and surrender their dollars to you.

Be wise in the selection of the mediums you use. If you are in the retail business use the daily newspaper, as it is the most direct way of reaching the consumer. If you are a wholesaler, jobber or manufacturer, and desire to reach the trade, use the trade paper.

But be sure and choose papers of standing and sterling worth with extensive circulations.

AN OCCASIONAL WRITE-UP.

By Mac.

The retail merchant who advertises is the mainstay of the town or village weeklies; the publisher of the weekly is consequently always freindly to the retailer and ready to oblige him in any reasonable manner.

This friendliness opens to the merchant privileges which are of value, but are sometimes neglected. One of the most valuable of these privileges is that of inserting, from time to time, reading notices, regarding the store or business.

Items regarding new agencies secured; descriptions of new goods on the market; alterations to premises, etc.; changes in firm or staff; in fact, anything that is "news," is appreciated by a progressive editor, who would be glad to publish the same gratis.

Items regarding increase in business done, special prices offered, large purchases of stock, or anything which is not really "news," but which you would like the public to know about, can generally be inserted at from 2 to 10c. per line.

While display advertising should never be neglected for the casual reading notice, yet, the latter should be made use of as frequently as possible. This is done today by a score or so of the most progressive retailers in Ontario and results have, it seems, justified the habit in every case.

NOVA SCOTIA STEEL & COAL CO.

LIMITED.

Manufacturers of

STEEL Tire, Sleigh Shoe, Toe Caulk, Reeled Machinery, Spring, Angles, and all sizes of Merchant Bar, also special Agricultural and other sections.

POLISHED STEEL SHAFTING From 5/8 to 3½

GUARANTEED STRAIGHT AND TRUE TO 1-500 PART OF AN INCH.

SHEETS and PLATE STEEL

FROM 12 GAUGE TO ¼ INCH THICK AND UP TO 48 INCHES WIDE.

HEAVY STEEL FORGINGS and HAMMERED SHAFTING

NOTHING REQUIRED IN CANADA TOO LARGE FOR US.

STEAM and ELECTRIC CAR AXLES FISH PLATES

SPIKES, BOLTS, AND OTHER RAILROAD MATERIAL.

STEEL TEE RAILS, 12, 18 and 28 lb. per yard.

FERRONA PIG IRON for foundry use.

OWNERS OF THE SYDNEY MINES

(formerly the property of the General Mining Association of London).

Miners and Shippers of

OLD SYDNEY COAL

STEEL WORKS: New Glasgow. BLAST FURNACE Ferrona.

COAL SHIPPING PEIR: North Sydney.

HEAD OFFICE: New Glasgow, Nova Scotia, Canada.

THERE ARE SUITABLE TOOLS FOR EVERY TOIL.

HERE ARE SOME OF THE VERY BEST:

"SURE-GRIP" SWINGING CLAMP,
For Galvanized Iron, Wood or Fibre Tubs.

Made in Two Sizes:
Rolls—10x1¾ inches.
" —11x1¾ inches.

THE NEWEST THING IN

Wringers

Won't allow water to get into bearings.

Removes liability of accident to children.

Increases durability of rods.

No oil or grease can get on them.

Gives greater wringing surface.

Exposed bearings—easy to lubricate.

Requires longer springs, giving greater elasticity.

Simplifies care of machine.

Each Wringer has our guarantee Tag attached.

RE-ACTING WASHER

The quickest acting, readiest selling, and most generally satisfactory Rotary Washing Machine on the market.

The only regret your customers will have after buying one of these excellent machines is that they did not know about it sooner.

They require them—you should stock them—we can supply them. Order early.

LEADER CHURNS

Steel Frames with double reversible Steel Lever.

Bicycle Ball Bearings.

Patented Cream Breakers.

The Best and Most Up-To-Date Churn obtainable.

May be used while seated or standing.

Prices on application,

Most popular Churn on the market.

The New Century Ball-Bearing Washing Machine.

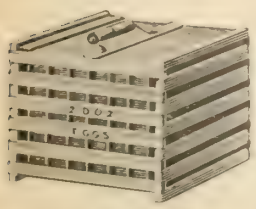
Not the cheapest but decidedly the best Washing Machine made.

Five to seven minutes only required for a tubful.

The operator need not stand when using it, and there is practically no wear on garments.

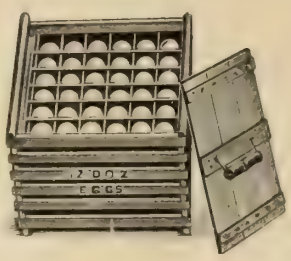
Full information given on application.

Humpty-Dumpty Egg Crates.



Holds 12 Doz. Eggs.
Pat. Aug. 5, '95.

The best and cheapest carrier in Canada. With fillers removed, most convenient for general use. A great economizer. No broken eggs. No time wasted. No disputed count. Order now.



The Dowswell Mfg. Co., Limited

W. L. HALDIMAND & SON, MONTREAL, Eastern Agents.

HAMILTON, ONT.

Expansion in the Hardware Store

By D. O. M.

Increasing Profits by Developing a Demand for Special Lines

CANADIAN hardwaremen are, as a rule, enterprising and progressive, desirous of extending their business in every legitimate manner, so as to increase their profits to the very highest point possible. The methods adopted to secure this increase are diversified, ranging from the old-fashioned habit of price-cutting competition, in the hope of getting a rival's customers, to the modern idea of "developing new business."

The value of advertising, attractive window dressing and interior display is unquestionable, but the vital consideration is what to advertise and display, what lines can be pushed to greatest advantage, which offer the best returns for time and energy devoted to them.

In the average town or city in the older sections of Canada the demand for staples is limited within certain bounds by the requirements of the district, and the competition for this trade is always keen; therefore, to effect an appreciable expansion in the sales of staple lines one must offer better terms to the customer than one's rivals. This inevitably leads to retaliatory action by these rivals, with the result that the margin of profit is cut so close that while a greater volume of business may be done the aggregate net profit may not be increased materially.

What is, then, the most natural way to increase the net income from a retail hardware business? The experience of many successful retailers, particularly in the towns, villages and smaller cities, has been that time, thought and energy devoted to extending the number of lines carried and in developing a demand for the new lines brings most satisfactory results.

HOW ONE FIRM BUILT UP TRADE.

For instance, it has been found by one firm that when they made a special attempt to push goods handled by their competitors the latter were ready to meet every move they made. The members of this firm were ambitious and enterprising, but had not as much capital as either of their nearest rivals. They had about concluded that they had reached the limit of their trade when they decided to stock some goods not then sold by any hardwareman in the town.

In this experiment they had not much faith at first, and so did not push the new lines as vigorously as they might have. But as the demand grew and as their competitors manifested no desire to follow them in stocking the special lines they paid more and more attention to these, yet never neglecting their staples, which will always be the foundation of a successful hardware business. The result was that in three years their income had increased more than 50 per cent., and had won the reputation of being up to date so that when customers failed to get what they wanted in other stores they generally went to the firm which was advertising such a wide range of lines.

The next step was to increase the range. After a careful study of the situation they decided to start a repair shop and to put a competent man in charge. This did not pay at first, but their faith was now strong, and they continued to advertise their repair shop until it now is one of the best and most profitable features of their business.

This firm's system of expansion, though started with hesitation, has given them all the scope their ambitions insisted upon and furnished an outlet for all their surplus energies and capabilities. To-day they are the recognized leaders in their locality and have a veritabe departmental store of hardware, metals and machinery.

AN AGE OF CONSOLIDATION.

What this firm has done scores of hardwaremen all over the country have done. The age is one of expansion, or rather of consolidation. In all walks of life people are busier in a greater hurry than ever and there is, in consequence a general desire to effect economies in time as well as in money. The farmer of to-day prefers to buy his dairy supplies, his barn, stable and kitchen hardware, his cattle and poultry feed, his harness and carriage hardware, his seed, farm and garden tools, and even his machinery and implements in one place. He has learned how aggravating it is to have to go to one store for a ball of twine, to another for a tin pail, a third for a whip, and possibly to some agent (who may or may not be at his office) for a plow point or for some paltry repairs.

There are, moreover, strong economic reasons why the departmental hardware store should exist in every town or city. The expense for clerk hire, rent, heating, bookkeeping, etc., in one large store is not nearly so great as they would be in three or four smaller stores carrying in the aggregate the same goods as the larger one. The same argument applies here and with as great force as that which has concentrated capitalists at the economic advantage of amalgamations and combines.

LINES TO BE HANDLED.

What lines can be profitably added to the hardwareman's? We shall take for granted that he already handles such lines as guns and ammunition, axes, belts, building hardware, cutlery, dairy utensils, electrical supplies, glass, paints and oils, garden and farm tools, stable and barn goods, wire and wire products in short, hardware generally. These lines have long been carried by the regular hardware merchants and are inseparably associated with the trade to-day.

Stoves, tinware, etc., are now recognized in many towns as regular hardware lines, yet in some places this is not yet the case. Where the two have been combined and stoves have been given their due share of prominence at the proper season, the result has been generally satisfactory, as stoves and tinware yield a good profit when properly handled.

Sporting goods, too, have in recent years become a favorite line with hardwaremen. The outdoor lines, such as lacrosse, baseball and football goods, croquet sets, fishing tackle and hunters' supplies are now principally sold by hardwaremen, and there is no reason why the indoor lines, such as ping pong, rocking horses, etc., should not also be sold in the hardware store. Skates, hockey goods and sleighs are practically altogether in hardwaremen's hands, as are also children's wagons and carriages.

Harness and saddlers' hardware is another line which has been steadily getting into the hardware retailers' hands. The local harnessmaker, like the local cobbler, is feeling the competition of machine made goods, and, as he in many cases refuses to handle the latter, they are now reaching the consumer through the hardwareman. There is a good margin in harness and saddlers' hardware, and the line is easily kept up to date.

Such lines as [illegible] hammocks [illegible] usually sold by the [illegible] and [illegible]

...ments in other branches of trade. But the trade in these lines naturally belongs to the hardwareman, who can generally secure the lion's share of the business in [illegible].

There are many other lines, such as cycles, farm implements, machinery of various kinds, builders' hardware, etc., which can be advantageously sold by the hardware retailer, but which are not now receiving in many towns as much attention from the trade as they deserve. The value of these lines will be considered elsewhere at greater length.

The aim of the hardware merchant should be, in fact, to become recognized as the natural, the most efficient and most economical retailer of all hardware, metals and machinery. He should be consulted by the manufacturer who wants new machinery as well as by the boy who seeks a new top. It is easy to sell tops; it is not so easy to secure an order for machinery, yet profit and reputation come to those who do the hard things in life. So it should be the ambition of hardwaremen to sell, in addition to the staple lines, those for which it is more difficult to create a demand.

Interior of H. E. Burtt's Store, Woodstock, N.B.

A WOODSTOCK, N.B., HARDWARE STORE.

Among the number of progressive hardwaremen who have developed their business by adding kindred lines, is H. E. Burtt, Woodstock, N. B. Mr. Burtt has been in business for eight years, five of which he has been sole proprietor. During this time he has conducted his business with such industry and enterprise that one of the local papers, in speaking of his store, said: "To all intents and purposes it is the supply headquarters of the builder, millman, lumberman, machinist, blacksmith, and the mechanic or artisan of every trade, as well as the draughtsman and sportsman, for within this model trade mart can be procured all the necessary supplies therefor as well as light and heavy hardware of every description, bar iron and steel included, this with heavy hardware and oils being located in the basement. Mr. Burtt also handles the 'Island City,' and 'S.-W.' paints, and also deals in stoves and kitchen furnishing goods of the best Canadian make, together with a large line of sporting goods, including guns, revolvers, ammunition and fishing tackle. Lime, cement, and Ryan's brick are essential adjuncts, and he is the exclusive agent of this section for the Bowker fertilizer, as also for the Walter Wood mowing and reaping machines, and withal sells haying tools of various makes and grades. Mr. Burtt also deals in carriages and farm wagons of home manufacture."

To this list of wares might be added iron and lead pipe, valves and fittings, belting leather and rubber, lamps and lanterns, for all these goods are included in Mr. Burtt's wide range of stock.

In addition to the main floor, an excellent view of which is given in the accompanying cut, the basement and the first floor are filled with stock. The heavier lines, such as agricultural implements and carriages, are displayed in four warehouses nearby. Two sheds contain the stocks of soft and hard coal carried.

Since the photograph of the store was taken several improvements have been effected. Sliding-step ladders have been put in and the system of wooden-shelf boxes extended. An elevator connecting the basement and the two floors has been found a great convenience.

LAMPS A PROFITABLE LINE.

"Should the retail hardware merchant handle lamps?" was a query put by a representative of "Hardware and Metal" to a leading wholesale dealer in crockery and glassware. "Why, certainly," was the reply. "In every section of Canada they are recognized as a proper hardware line. There is a good margin on them. They can be easily sold, particularly from September to Christmas. They add to a store's appearance. Moreover, in many towns they are not pushed as they should be, and so would yield good returns to the retailer who will give them the time and thought they deserve."

How to push a line like this is a problem with many retailers. One bright dealer makes it a point to see every householder in his town who either builds or moves, and tries to sell lamps, curtain poles, door mats, etc., for the new house. He has developed much new business in this way. Another merchant displays his finest lamps on a table, and during the fall season advertises them extensively. A city retailer handles lamps, gas and electric fixtures, and advertises himself as a "lighting expert," offering gratis advice as to what kind of lighting and what style of fixture is the most suitable for any purpose. A dealer in a town of about 4,000 population, runs a large advertisement in the local papers in October, suggesting to every housewife that she examine her stock of lamps, get new ones for the parlor and for general use and that new burners be secured, emphasizing the fact that a good burner will make all the difference between a really good light and an aggravatingly poor one.

SILVERWARE A PAYING LINE.

Many progressive hardwaremen have taken up the sale of silverware and are finding it not only an exceedingly attractive but also a profitable line, writes a correspondent of an exchange. The line is one that appeals to every householder and follows closely upon cutlery, and is considered more nearly hardware than many other kinds of goods that are to be found in the regular hardware stock.

The Christmas season is primarily the silverware season, although, of course, much in this line is sold in the spring and summer months—popular for Christmas gifts and popular for wedding presents. But as the largest sales are made a week or two preceding Chrismas, now is the best time to add this line to the hardware stock. In buying the first bill of silverware gauge your prospective business by your sales in other holiday goods. Do not put in too large an amount the

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LETTER ORDERS RECEIVE PROMPT ATTENTION.

[illegible] season, but have sufficient stock to make a good display.

About three years ago an enterprising hardware concern put in a stock of some lines of silver plated ware especially for holiday trade. They found it so profitable and saleable that since a regular department has been made and a very complete stock is carried the entire year.

In speaking of this line in the hardware store the senior member of this firm said: It's a line that sells well through the year, of course, when a wedding occurs we notice an increased sale, and at the Christmas season we are very busy in this department. I would advise every hardware merchant, wherever practicable, taking up the sale of silverware."

Buy your first stock anyway of your local jobber. If he does not carry a complete line find some jobbing concern who does. Your jobber may have a retail store and in that case he can very much assist you and can give you good advice as to kinds of goods and styles.

The following six rules are well to remember when this line is added to the hardware stock:

1. Be sure you include in your stock some brands of goods that are well known.
2. Have a good window display of silverware.
3. Show your stock in an attractive manner near the front of the store.
4. Personally call customers' attention to the new line.
5. Be sure your prices are right, especially on well known goods.
6. Advertise silverware, and make it a point to let people know your stock is new and up to date.

PUSHING LYE SALES.

It sometimes happens that some of the smaller articles in a retailer's stock, if properly pushed, could be made to yield excellent returns. A simple case in point is that of lye, generally known as the universal cleanser. Lye is handled by hardware dealers, grocers and druggists, but if properly looked after, business in it should be done almost exclusively by the hardwaremen. There is no better substance than lye for cleaning sinks and outhouses, for use as a disinfectant, for spraying fruit trees, for softening water, making soap or for cleansing poultry yards, yet few people are aware of its real value for some of these purposes. It is a line that yields a good profit to the retailer; as it is neatly put up, it is easily handled, and as the retail price is 10c. it should be readily sold.

It would be worth while to devote a share of advertising and window display to such lines as this.

BUILDING MATERIAL AND SUPPLIES.

IT is a question if any branch of the retail hardware business is worthy of more attention than the sale of material and supplies for buildings being put up or repaired. As a rule, the hardwareman receives the order for paints and oils, varnishes, window glass, nails, door hinges, locks and knobs, eavetrough and cornices, etc. Stone, brick and lumber are generally bought by the builder through other channels. For this reason, the new departures in building operations, the use of structural iron in large buildings, of architectural sheet metal for practically every purpose in interiors as well as interiors; of expanded metal and concrete for floors, ceilings and walls; of ornamental glass, roof stains, etc., opens a fertile field for enterprise and business to the hardware retailer, the natural local agent for such materials.

The accompanying cut shows what an attractive appearance can be secured by the use of cement upon expanded metal. When expanded metal was introduced, plasterers objected to it, but as with cement, it formed the best-known medium for resisting fire and water action and at the same time was free from cracks and provided the best possible medium for decorative plastering and tinting, architects insisted on its use until now it is coming into general favor. The outer walls of the house shown are of cement-guaged mortar, applied to expanded metal lath. The cement gives to the combination the fireproof virtues of brickwork. Climatic influences have but little effect on it. Moreover, it is cheaper than brick. One plan of using these materials is to nail the expanded metal lath, without furring, directly on the wood sheeting. On the outside the plastering and stucco finish is added; on the inside, between the studs, a coat of mortar is put on the back of the lath. The inside of the studding is then lathed, either with wood or metal lath, when the interior plaster can be proceeded with. The cement and mortar is mixed in the proportion of three of sand to one of Portland cement, except for the first coat, when one half of ordinary haired putty, five of sand and one of cement is used.

The use of ornamental sheet metal for roofing, ceilings, interior and exterior walls, as well as for cornices, skylight and awning frames and many ornamental purposes in residences, hotels, stores and public buildings has, in recent years, grown in such a remarkable manner as to be well worthy of study. These goods are now made in such a variety of exquisite colors and designs and are adapted for such a range of purposes, useful as well as ornamental, that their growth in favor is but natural. As they take the place of materials, which the hardwareman does not handle, and as they can be readily sold from the superb catalogues sent out by the makers of these goods, the trade should be persistent advocates of their use. Every hardwareman in the country should possess and make the most intelligent use of such catalogues as are issued by houses making these lines.

An Attractive Cement Built Dwelling.

Another line, one which is not receiving the attention it deserves in towns and villages, is ornamental window glass, for which an agency should be secured by every hardware retailer. It is true that only a small proportion of persons building houses go to the expense of putting ornamental glass therein, but if a live hardwareman tried his best in every case to effect a sale of this line he would be surprised by the results within a year. It is a creditable characteristic of womankind to want to have her home as attractive as her neighbor's, so in the town where ornamental glass once becomes popular the sale of it will always be

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THOSE MADE BY

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GUARANTEE QUICK SALES.

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HIGHEST QUALITY AND FINISH, UP TO DATE IN EVERY RESPECT.

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A LOW-PRICED RELIABLE MACHINE COMPLETE IN EVERY WAY—WELL FINISHED.

MONARCH DROP HEAD

CAVERHILL, LEARMONT & CO.

St. Peter St., MONTREAL.

CORONA

In some cases a well to do resident of the town might be persuaded to put in a window which would give to his [illegible] library or living room, a finish and tone which an oil painting of similar cost would not give. For vestibule doors there is often a demand for ornamental glass which could be catered to. It would not often be possible to sell glass like the larger cut shown, but windows like the smaller one are not hard to sell and soon become popular.

The arguments in favor of the use of "Luxfer" prisms are sound, as science and experience go to prove their real worth, especially for large buildings, such as factories, mills, stores and public buildings. When large buildings are being put up it would often be easy to effect a sale of prismatic glass, but unless the hardwareman makes the attempt to insure their use the matter may be neglected.

Then, for the interiors: Why should not the hardwareman, when a house is being built, try to secure the order for the furnace, registers, fireplaces, mantels, ironwork for staircases, etc., sinks, plumbing supplies, for wall paper, etc.? He is the natural distributor of these goods and will get the order if he knows the value of each article, its price and utility to the householder. But if he is not thoroughly posted he need not be surprised if the builder or contractor passes him by.

A PRACTICAL RETAILER'S OPINION.

IN an address before the Wisconsin Hardware Dealers' Association, Ralph M. Burtis, of Oshkosh, expressed his opinion on the advisability of carrying "Kindred Lines" as follows: "I believe that the hardwareman of to day must increase his saleable items in order to have the balance on the right side of the ledger at the end of the year. I presume some of us can remember the time when the ironmonger sold nothing but goods made from that metal, and should he be set down in the 'down to-date' hardware store he would feel very much out of place, and would long for his old way of doing business, but, it seems to me, that as conditions change our only salvation is to change with them, or else we find ourselves out of the race, and the business we ought to hold going to other stores.

"Cutlery and sporting goods are now to be found in a great majority of hardware stores, and are very closely allied to hardware; and here there is a great opportunity to widen out, for guns and ammunition bring a demand for hunters' clothing and camp outfits, for skiffs and row boats, until one is at a loss to know where to draw the line.

"Some of our number would not think of keeping store without plows, cultivators, drills, seeders, etc., and some even sell threshing outfits to their farmer friends. Seeds, too, can be added to these lines. We begin to see that the

Hobbs Mfg. Co., Limited, London.

farmer looks to us to furnish him most everything. By making good use of the plows, cultivators, seeds, etc., our farmer friend finds he has made enough to build

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a home for his family, and he comes to the hardware store to buy nails and locks for his new house. As soon as he has decided on them he finds he can buy his sash, doors and blinds at the same store. He now must have a wagon to carry his purchases home and is pleased to find the enterprising hardwareman has a well-assorted stock of these from which he can select. A new harness comes next; here, again, the hardwareman has provided for him. He now buys a whip and some axle grease to make 'the wheels go around,' and after a time, if he finds the extra work his horses have had to do while he has been building has told on them, he comes back to his hardwareman for a tonic for them and so, while there is quite a difference between a cylinder front door lock of latest design, and a box of condition powders, yet the line of 'kindred' can easily be traced.

"Now our enterprising hardware friend turns his attention to the kitchen; here he finds he must be on his good behavior as he has the lady of the house to deal with. Of course he has the best range made, and after she has bought that she finds she must have new kitchen utensils to go with it. If he has looked well to his stock, she will be able to find everything she can think of that will help to make kitchen work a pleasure. Many a hardware dealer to day can not only furnish the cooking utensils but can supply the crockery and glassware as well, and it comes along naturally in his line. Then why not furniture? The same customer needs that too, and it is a kindred line to the other necessities of a well-regulated household. Many dealers are adding sewing machines and find them profit makers. Thus we see that the man who starts to build a home is the legitimate customer of the modern hardwareman and finds his store the natural place to look for all his household needs.

"The hardware dealer in the factory town finds he must carry belting, packing and hose, and a varied stock of mill supplies, if he would receive the best results from the class of trade he can secure. It is from the mills and factories that his tin and galvanized iron shop is made to pay the best; for they must have good work done and are willing to pay to have it well done.

"I will not try to exhaust the subject of 'kindred lines,' for there is no end to it, and only a lack of space, capital or ability, need stand in the way of the hardware dealer's adding lines to his staple hardware stock that will bring him profits and, as I said before, it seems to me that as we find less demand for some of the things that used to be sold at a profit, we must look around us for other lines which can be added to take the place of these, and if we do this I believe there is a broad field for the hardwareman and that he can do business with profit to himself and pleasure to his neighbors and live a prosperous and respected life in any community."

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MERCANTILE LAW

A Study of its Different Branches.

By H. T. CANNIFF, Barrister, Toronto.

THE SUBJECT of mercantile law is a very comprehensive one, and, necessarily, in the columns of a newspaper one can but merely touch on its many different branches.

Before taking up the various heads of the subject it should be stated that mercantile law is derived from the law merchant, which had its origin long ago in the customs and manner of conducting business employed by merchants and bankers, which are now recognized by the courts because they are demanded by the wants and conveniences of the mercantile world. The law merchant was not made; it grew. Customs have sprung from the necessities and conveniences of business, and have prevailed for such a length of time, and to such an extent, that they have acquired the force of law through the sanction of the courts.

The mass of our mercantile law has thus grown, and will continue to grow, by successive additions, as necessity demands.

The changing conditions of modern life bring into existence different kinds of contracts and documents necessary for the proper carrying on of business, and, as soon as it is proved to be the general custom of merchants to use these new kinds of contracts and documents in the course of trade, the courts will recognize them as valid contracts and documents.

For instance, it is only in recent years that bonds of corporations were held by the courts to be negotiable instruments, like bills of exchange and promisory notes, and the courts did not thus rule until it had been shown that merchants and bankers dealt with them as they were accustomed to deal with negotiable instruments.

With these few remarks, we will now enter into the discussion of our subject, and as mercantile contracts are the theme of mercantile law, we should, at the outset, thoroughly understand the meaning of the word "contract."

A "contract" is an agreement enforceable at law, made between two or more persons, by which the right is acquired by one or both to certain acts or forbearances on the part of the other.

To fully appreciate the meaning of the definition, one must bear in mind that the word "forbearance" signifies "the act of refraining or abstaining from."

For example, if a debtor enters into an agreement with his creditors that he will pay them 50c. on the dollar, in consideration that they will accept this composition in full of their claims; here the contract is that the debtor is to pay the composition, and the creditors agree to accept it, and to forbear or refrain from claiming the balance of their claims. This forbearance by the creditors to claim the balance of their claims is the "consideration" on their part to support the contract.

The essential points which are required to make a contract which can be enforced at law are:

1. The contract must comply with the demands of the law with regard to its form.

2. The parties must be legally able to enter into a contract.

3. There must be a mutual assent of the parties to the contract; in other words, there must be a proposal by one party, and acceptance of the proposal by the other party.

4 The objects of the contract must be legal with regard to the first essential of a valid contract, namely, that the contract must comply with the demands of the law as to its form, it should be stated that there are two important kinds of contracts, viz., namely, simple contracts and contracts under seal, which latter class are known as deeds.

At common law simple contracts, with the exception of bills of exchange and promisory notes, did not need to be in writing, and could be made by word of mouth.

Bills of exchange and promisory notes, many centuries ago, were required by the custom of merchants to be in writing, and, in the course of time, this custom of merchants became part of the common law.

Thus it happens that bills of exchange and promisory notes are an exception to the old common law rule that simple contracts could be made by word of mouth.

But now, by virtue of various Acts of Parliament, there are many other exceptions to this old rule. These Acts were passed, as it was found that many frauds were perpetrated through false swearing by unscrupulous parties to contracts which were not made in writing.

One important enactment prescribing the necessity of certain contracts to be in writing is the statute known as the Statute of Frauds, which requires, in certain cases, written evidence of the contract in order to make it enforceable at law.

The fourth section of the Statute of Frauds enacts that no action shall be brought in the following cases, unless the agreement between the parties be in writing, and signed by the party against whom the action is brought, or by his lawfully authorized agent:

1. Any claim against an executor or administrator upon his promise to pay out of his own estate any damage owing by the estate for which he is executor or administrator.

2. Any claim against a person upon any promise to answer for the debt, default or miscarriage of another person.

Perhaps someone present is in a state of doubt as to the meaning of the preceding paragraph, and is especially nonplussed over the word "miscarriage." But he will find, on consulting his dictionary, that the word, as used here, simply means "failure" or "mishap," and signifies much the same as the word "default."

The contract referred to in the preceding paragraph mentioned is the contract of guaranty, so that every guaranty must be in writing.

It behooves, therefore, any unsuspecting merchant, who is about to sell goods to a person on the strength of the verbal promise of another person (known in law as a guarantor) to pay for them, to change his mind and obtain a written promise from the guarantor to pay for the goods.

3. Any claim against any person upon an agreement made in consideration of marriage.

An example of a claim of this kind is where a woman enters into a contract of marriage in consideration of a certain sum of money being settled on her by the intended husband or some other party; here, her claim is for the money to be settled on her.

This latter clause does not refer to a mere marriage contract, which need not

[illegible] no doubt, everybody knows.

A contract for the sale of lands, or any interest in or concerning them.

Any agreement that is not to be performed within the space of one year from the making thereof.

An agreement not to be performed within a year will not include an agreement which may possibly be carried out within the time, but it is uncertain, unless from its general tenor a clear intention may be deduced that its performance should be delayed beyond the year. So, also, if the agreement is to be performed within the year by one party to the contract, but not by the other, the contract is good even if it be not in writing.

The 17th section of the Statute of Frauds enacts that no contract for the sale of any goods for the price of $40 or upwards shall be allowed to be good, unless the buyers shall accept part of the goods so sold and actually receive the same, or give something in earnest to bind the bargain, or in part payment, or that some note or memorandum in writing of the bargain be made and signed by the parties to be charged by such contract, or their agents lawfully authorized.

Some other simple contracts which are required by statutes to be in writing are:

1. An acceptance of a bill of exchange.
2. An assignment of copyright.
3. Contracts of insurance.
4. Transfers of shares in an incorporated company.
5. An acknowledgement of a debt barred by the Statute of Limitations.
6. An acknowledgement of a debt contracted by a person when under age.
7. Conditional sales of goods.
8. Bills of sale and chattel mortgages.

There must always be a consideration for a simple contract to make it enforceable at law. By "consideration" is meant some gain to the party making the promise.

The court will not inquire whether the consideration is adequate to the promise, but will insist that it should be something of some value in the eyes of the law: and the consideration must be either a present or future one, but it must not be past.

An exception to the rule that the consideration must not be past is—the case of a debt barred by the Statute of Limitations, which is a good consideration for a subsequent promise in writing to pay it; another exception is the case of a person agreeing in writing to pay a debt contracted by him when he was under age, which also is a good consideration for a subsequent promise in writing to pay it.

Having thus disposed of simple contracts, we will now turn to contracts under seal, which are also known as deeds.

It is necessary that this class of contracts should be written, sealed and delivered, and in practice they are not always signed, although in olden times they were very seldom signed for the simple reason that writing was the accomplishment of the few, and the custom was that a person signified his assent to a deed by impressing his seal thereon. The writing of the deed may be by hand or in print, and on paper or parchment. In modern times the seal has become a wafer or a mere piece of wax, which has been previously attached to the writing, or, as is the custom in the country to the south of us, is printed on the deed itself, which manner of sealing a document has not yet been adopted in our own country. The party "sealing," touches it with his finger, and so adopts it as his seal. Delivery of the deed may be actual, by handing over the deed, or constructive, that is, by speaking words importing an intention to deliver the deed. As a rule, when the party executing the deed touches the seal, he says, "I deliver this as my deed," and this is sufficient delivery—though he keep it in his own possession. It must be said, however, that in the rush of the present day, when time, more than ever, means money, the above words are seldom used, but the deed is promptly handed over and the words are taken as uttered.

If delivery is made to a person not a party to the deed, subject to a condition, as, for instance, that it is not to operate as a deed until the other party to the deed pays a certain sum of money to the party making the deed, the document is called an "escrow," and then it takes effect only when the condition is fulfilled.

Contracts under seal differ from simple contracts in many respects. Contracts under seal are much more formal in character than simple contracts, and, on account of the solemnity attached to them, the law presumes that there is a consideration for them, and consequently no consideration is required to make them valid contracts; on the other hand, simple contracts, as previously stated, require a consideration to support their validity. There is an exception to the rule that the law presumes that there is a consideration for every deed, and this exception is in the case of a person who enters into a contract with another person whereby he agrees not to carry on his business which he has sold to that other party: here, even though the agreement be made under seal, a consideration is required to support the agreement.

A statement in a simple contract is presumptive evidence of its truth against the maker of it; in a deed, such a statement is absolutely conclusive, unless the contract was brought about through fraud, or the maker of the statement was coerced into making the contract through threats of physical force used on him by the other party to the contract.

Another difference between a simple contract and a deed is that a right of action arising out of a deed is barred by non-exercise for 20 years; a right of action on a simple contract is barred in six years.

It should be stated, however, that in the case of mortgages (which are contracts under seal), made on or after July 1, 1894, the right of action is barred in ten years.

A contract by deed merges in itself an agreement to the same effect contained in a simple contract. This is what is known as merger.

The following are some of the contracts which must be in the form of a deed:

1. A conveyance of land.
2. A transfer of a ship.
3. Certain contracts made by corporations.
4. Gratuitous promises, such as a bond.
5. Leases of property for three years or upwards.

The second essential of a valid contract to be considered is that relating to the competency of a person to bind himself by contract.

A person under the age of 21 years (known in law as an infant), as a rule, cannot enter into a valid contract.

He may, however, render himself liable for necessaries of life purchased by him, in the absence of any person legally liable to support him, and also for such things as are suitable to his station in life, and to his particular circumstances at the time.

The general rule in other cases is that an infant's contract is voidable at his option, either before or after he has attained his majority.

Being so voidable, the infant may ratify his contract when he attains his majority, and assume the rights and liabilities arising from it.

But there are certain classes of contracts which are deemed to be adopted by the infant when he attains his majority, unless he expressly repudiates them, and that within a reasonable time of reaching his majority; what amounts to a reasonable time being in each case to be determined on the particular factor. This latter group of contracts consists of those which are incident to interests in permanent property, and includes contracts of tenancy, partnership, contracts to take shares in a company, and marriage settlements.

In these cases if the infant repudiates the contract on coming of age, he must also return any benefits he derived under the contract. The law will not allow him by his repudiation of the contract to

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E. D. ADAMS, Halifax **E. H. BISSETT, Winnipeg** **JAS. CRAWFORD, Victoria**

...ade a profit out of the other party to the contract.

In determining whether an infant can recover money paid by him under a void contract, the test is to see if the infant derived any real advantage from the contract; if he has, the money cannot be recovered.

There are a few contracts (not a great many) made by infants which are absolutely void, such as a bond or a contract made by an infant with a penalty attached to it, and a contract which is clearly to his prejudice.

A married woman is capable of contracting as if she were an unmarried woman, but only to the extent of her separate property, and so as to bind her separate property only.

It must be noticed that there is no remedy enforceable against the married woman personally; the debt is payable out of her separate property only.

A contract made with a person who is insane and does not know what he is doing, if no advantage has been taken of the lunatic's state, and if the other contracting party was not, at the time the contract was made, aware of the lunacy, will hold good; in other cases, the lunatic's contract is voidable by the lunatic. It may, in any case, be ratified by the lunatic, when he recovers his senses.

A person who enters into a contract when in a state of complete drunkenness, so that he does not know what he is doing, may avoid such contract; but it remains good, unless he does so within a reasonable time. If the contract is for the supply of necessaries at a fair price, in the absence of unfair dealing, it is good.

The third essential of a valid contract to be considered is that there must be a mutual assent of the parties to the contract. This means that there must be a proposal by one party and acceptance of the proposal by the other party.

The rules which govern proposal and acceptance are:

1. The proposal must be intended to affect, and be capable of affecting the legal relations between the parties, that is, it must be made in contemplation of legal consequences; for example, a promise to take another to the theatre or a promise to take dinner with him at his house, is not such a promise as could be enforced at law.

2. The acceptance of the proposal must be absolute, and identical with the terms of the proposal.

If the terms of the proposal are changed in any way by the acceptance, there is no legal acceptance of the proposal, and consequently there is no contract between the parties.

To make a binding contract, in case there be an acceptance of the proposal with some change in its terms, the proposer must consent to the changes in the terms of the proposal made by the other party.

3. A proposal which has not been accepted does not affect the rights of the parties and results in nothing.

A mere mental acceptance, uncommunicated to the proposer, avails nothing.

A proposal, if the mode of acceptance is specified, is not properly accepted, unless it be accepted in the manner required by the proposer; for example, if the proposer write to the other party that he must reply by wire within 24 hours, the proposer cannot be bound by any acceptance which is not in accordance with the prescribed mode of acceptance.

The proposal, if nothing is said respecting the time of acceptance, must be accepted within a reasonable time.

4. A proposal and acceptance need not necessarily be written or spoken, but may be acted, wholly or in part; as, if a customer takes up goods off a tradesman's counter, and takes them away, that is, without any felonous intention, and nothing is said by either party, the law presumes an agreement for a sale of the goods at a reasonable price; or, if a man hails a cab and orders the driver to take him to a certain destination, a valid contract is entered into, and the driver can compel his fare to pay a reasonable price for the drive.

5. A proposal need not be made to any specified person, but there can be no contract until it has been accepted by some specified person; for example, the proposal by way of advertisement of a reward for the rendering of certain services, inserted in a newspaper, becomes a contract to pay the reward, as soon as some person renders the services, but not before.

6. A proposal may be revoked before it is accepted, but not afterwards; and an acceptance cannot be revoked.

The acceptance must either be communicated to the proposer, or some act must have been done which the proposer has expressly or by implication offered to treat as an acceptance; for instance, in contracts made by correspondence, there must be the posting of a letter accepting the proposal; or, the acceptance may be inferred from subsequent conduct of the person to whom the proposal was made.

With respect to the rule that a proposal made be revoked before acceptance, it should be stated that where parties living at different places are compelled to treat by correspondence through the post or telegraph office, there is a modification of the rule to this extent, that the proposer cannot retract his offer after the acceptance by the other party has been duly posted or telegraphed, although the acceptance may not yet have reached the proposer; nor can the party who accepts retract his acceptance after duly posting or telegraphing his acceptance, even though the retraction is sent prior to the proposer's receipt of the acceptance.

Even when, on making an offer, the proposer expressly promises to allow a certain time to the other party for acceptance, the offer may, nevertheless, be retracted during the given time, provided that no consideration has been given to the proposer for the promise of the specified period for making the acceptance. If consideration has been give for the time, the proposal cannot be retracted until the time has expired.

The fourth and last essential of a valid contract to be considered is that the objects of the contract must be legal.

Illegal contracts are those which are entered into in defiance of some statute or some express rules of the common law, or are contrary to public policy.

Where a penalty is inflicted by some statute upon the carrying on of a trade or business in a particular manner, contracts made contrary to such statutary enactments are illegal and consequently void.

Wagering contracts are prohibited by statute.

It is obvious that a wager may be a purely gambling transaction, or it may refer to commercial matters.

Most business ventures and dealings are somewhat speculative, and offer savor of gambling transaction, but, as a rule, they are legal. Often, however, the question as to whether they are legal or illegal, is very difficult to answer; and in recent times there have been many laws placed on the Statute Book to prevent certain forms of business transactions, which are closely allied to gambling or really amount to pure gambling, that is, gambling in stocks and commodities.

The difficulty our lawgivers have to contend with is that laws directed against these gambling transactions often militate against legitimate business dealings, and consequently it is very difficult to suppress the evils of gambling in stocks without obstructing trade, which is more or less a gamble, as many a merchant knows to his cost.

To mercantile men the importance of the laws prohibiting wagering contracts lies in the effect it may have on stock-exchange transactions. The law is, that when shares are purchased, there is a bona-fide intention to take them and to pay the price, then the contract is good; but, if the intention of both parties is that the purchase shall be a mere cover, under which the party speculates in the rise and fall of prices, then the contract is of a wagering nature, and is bad.

It is easy to lay down this law, but the difficulty is to apply it to any particular case, owing to the many ingenious schemes of stock brokers and dealers to

turn a gambling transaction into an innocent-looking trade deal.

One form of a wagering contract which has been legal for a long time is the wagering contract known as the contract of insurance.

This kind of contract is practically a gambling transaction on the part of the parties to it, but owing to the great benefits accruing from insurance, the law has, for a great length of time, recognized insurance contracts as legal.

The advantages of fire, life and marine insurance are well known, and in recent years employers of workmen have been extensively insured against losses incurred by the employers through injuries to their workmen.

Another kind of insurance brought to our notice at the present time is the insurance placed by English merchants to cover any loss to their business they might have incurred through the death of the King before his Coronation.

There are some kinds of insurance which are not legal, as the perusal of the following case will show.

The facts of the case are as follows: A minister of advanced age entered into an agreement with an insurance agent, a much younger man, but very alive to business, that the agent should insure his, the agent's life, in a certain company, and assign the policy to the minister, and that the minister should pay the premiums. I might say that the minister, at the instigation of the agent, adopted the novel method of providing for the payment of the premiums by purchasing from the same company, an annuity equal to the amount of the yearly premium. This method of payment of the premiums does not, however, affect the question of the validity of the policy. It was understood between the agent and the minister that the agent should receive the benefit of the commissions on both the annuity and the insurance, but was not to be otherwise interested in the policy. The agreement between the parties was carried out, and the premiums were paid by the minister's annuity for a few years, when the agent died. It was held by the courts that the insurance was void, as being in violation of the statute and that the company, which was entirely innocent of the agreement between the agent and the minister, was not liable on the policy.

This statute governing insurance provides that no insurance shall be made by any companies on the life of any person or any other event wherein the person insured shall have no interest.

With regard to contracts made in defiance of express rules by the common law, it is hardly necessary to state that an agreement to commit a crime is illegal and would not be enforced by the courts. An agreement to commit a civil wrong is also illegal; and so are agreements of an immoral nature.

Contracts which are contrary to public policy, that is, which the courts deem it impolitic to recognize, such as agreements tending to injure the public service, are illegal. The public is deeply interested in the proper performance by public officials of their duties, and the law looks upon contracts as illegal which have for their object the sale of public offices or the assignment of the salaries of such officers.

Agreements which have a tendency to obstruct the course of justice are illegal. These agreements most frequently appear in the form of agreements to stifle prosecutions for a criminal offence.

Contracts which tend to encourage litigation are also illegal; and so are agreements which affect the freedom or security of marriage.

Agreements in restraint of trade are illegal as it is against the policy of the law that trade should be fettered in any way.

This seems to be commonsense as well as law, but by allowing trade to have too much freedom, perhaps the time will come when trade, if given too much freedom, will itself fetter the law.

In these days of huge business trusts and combines it has become a much debated question whether some limit should not be placed on the power of the multi-millionaire to grind down his employe or to engineer trusts and combines so as to obtain the monopoly of business, thereby forcing to the wall the smaller merchant and having the power to fix prices at his own sweet will.

On the other hand, labor unions get beyond the control of the law, and become a law unto itself. Although labor unions have accomplished much good for the workmen, yet, like the capitalists, they also often adopt illegal measures to obtain their ends.

An example of a valid contract in partial restraint of trade is where a man, on selling his business, binds himself not to carry on his business, but, in order that this agreement may be legal, it must comply with the following rules:

1. The restraint against the carrying on of the business may be restricted as to time and space.

2. It must be such that, in view of all the facts of the particular case, it is reasonable and necessary for the protection of the party intended to be protected.

3. It must not be harmful to the general public.

4. It must not extend to every business or trade

HIGHEST GRADE
BEST CONSTRUCTION

HIGHEST FINISH
NEW DESIGNS

We Lead—Others Follow

Our capacity for the manufacture of "Treasure" Stoves and Ranges will be largely increased during the ensuing year, which will enable us to supply the increasing demand of our trade.

THE D. MOORE COMPANY, Limited

Hamilton, Ont.

Manitoba Agency
MERRICK ANDERSON & CO.,
WINNIPEG.

British Columbia Agency:
JOHN BURNS, JR.,
VANCOUVER.

STOVE AND TINWARE TOPICS

MISTAKES OF RETAIL STOVE DEALERS.*

By H. A. Cole, Chicago.

THE GREAT mistake of the average retailer the world over, and which comprehends all others, is in failing to get under the vital details of his business.

There are three kinds of stove merchants: The aggressive, successful dealer, his short-sighted imitator, and No. 3, whom we will call the blind man in the stove business. The majority of retail stove dealers belong to the second and third classes. They do not know what their goods cost in their customers' houses; do not know what proportion of this cost should be represented by advertising; by general cost of doing business, or by the special expense attached to the stove business as such. They do not look ahead and plan their stove campaign for years in advance of the present time in selecting the lines they will push or in the manner of marketing their goods; in fact, the general conduct of the business of dealers Nos. 2 and 3 is a sort of "grab-bag" affair that depends on circumstances and chance as to the volume of their business, and as to whether they will make their selling campaign on the basis of quality, trade mark, or price. In contrary distinction to these, our aggressive, long-headed dealer figures out every item in the cost of his goods, including his collecting expense, his general cost of doing business on top of his special stove expenses, and knows whether he is making a profit or not when he sells a stove. He makes his fight on quality, and quality only; and in settling this matter is not content to take a medium grade article, and have its quality represented by the amount of brag he can put on it; but he selects the best goods he can buy of the class.

His stock is always in the line of specialties, he familiarizes himself thoroughly with every detail of the article he sells, from the manufacturer's standpoint and the housekeeper's standpoint as well. He has made a study as to the best and most effective way of advertising his business for the least possible outlay. He figures his fixed expense account strictly on the basis of the volume of business he is doing from year to year, and when business is poor this expense account is down to a minimum. In selecting the stove specialties he will push, he figures on each year's results as to its bearing on his business for several years to come.

He is not the mouthpiece of any manufacturing concern except in so far as that concern's goods are backed up by merit of the most sterling quality, and his whole stove and range business will be represented by large sales of a few first class specialty goods, together with very light sales of a general assortment which he keeps and uses to help his specialties. In placing orders, for, say, 350 stoves and ranges, he will limit himself to about 14 patterns of stock sizes. Point me to a dealer who has carried out the above programme and I will show you a lot of other dealers, in that and adjoining towns, who would break their necks, figuratively speaking, to get the exclusive agency for the goods our successful dealer is pushing.

Dealer No. 2, our short-sighted imitator, in every business move he makes, has constantly looming before his gaze the one nightmare of his life namely, the amount of business our successful dealer is doing, the kind of stoves he is selling, and the prices he is selling them for. He buys a full stock of at least 60 different patterns in ordering about 350 stoves.

Dealer No. 3 samples the bargains of every travelling man that comes along. If he buys 100 stoves he has nearly as many varieties and few duplicates of any kind in stock. He never knows whether he is competing with dealer No. 1 or No. 2, or whether his customer is figuring on a catalogue house bargain in a Cheap John article, hence he has no established code of prices, or stock of goods, and goes on the basis of getting all he can.

Another important characteristic of the successful stovemen is that he must be quick to read the "handwriting on the wall," and get his stove business in line for the sweeping changes that periodically come over it every 15 or 20 years. That handwriting for stove dealers to-day is, that your trade will, in the next few years, make a sweeping change from wood to coal, and if you are wise you will lay the foundation to-day for the coal trade you will have for the next 15 years to come. Now, let me offer a

A FEW DON'TS ON THE STOVE BUSINESS.

Don't order your goods to come forward from any manufacturer on September 1, as you ought to have your samples on your floor the latter part of July and have every clerk in your store working up future stove sales from this time on; and, besides, if you do, you run the chances of not getting your stoves until October 1, as every manufacturer has orders enough on hand for September 1 shipment to keep his force running until September 15 every year.

Don't wait until customers remind you that winter is coming before you begin to get your stove samples on your floor. If you do your competitor gets the stove business of your community while you are sleeping on your rights.

Don't neglect the appearance of your sample floor and sample stoves, and in setting the height of your stove platforms, 10 to 11 in. is better than 4 or 5.

Don't leave a thorough canvass of your accounts till the monthly statements are made out, but keep in close touch with your ledger account and the way your customers are paying their bills by very frequent reference to your ledger.

Don't leave the correctness of your bookkeeping department as a matter to be called to your attention by your customers, but know from day to day, by personal inspection, that this department of your business is above reproach.

Don't neglect your newspaper advertising or turn it over to the newspaperman, and don't put off the writing of your ads until he is waiting for the copy. Sit down in July and figure out definitely your advertising campaign in all of its details, get the electrotypes you will need, settle definitely what you will pay out for the coming stove season, and how you will distribute it, and then write your advertisements for the whole fall [illegible]. In no other way can you [illegible] advertising expense down [illegible] have advertisement[illegible] this [illegible] will send you interested [illegible]

Don't forget that when a customer enters your front door you have accom-

* Extracts from an address delivered before the Indiana Retail Hardware Association.

[illegible] everything that any amount of advertising, no matter how expensively produced, can do for you with this man. [illegible] where your salesmanship can [illegible] its work, and I maintain that every [illegible] minute of your own and your cus[illegible]s that is devoted strictly to call[illegible] his attention to his possible future wants in the line of your business is ten times more effective in making future business and a good customer for your store than if spent in general gossip.

Don't ever pigeon-stool the line your competitor is carrying. Your customers will brand it as a mean, underhand trick, and with the majority of them you are merely advertising your competitor's business. Never run down a competitor's line of goods, for the same reason. The buying public like to see fair play and will patronize the man that gives it.

Don't neglect to discount your stove bills, and if you have been unable to get these discounts from your current receipts you cannot make a profit easier than to borrow the money at the bank to get them. The incentive that this feature will furnish you to look sharp after your collections will save you half your dead-beat accounts.

Don't neglect to cultivate a friendly relation between yourself and your competitors. It is great big dollars in both your pocket and that of your competitor if you are harmoniously doing business in the same community rather than trying to cut each other's throats in a business way.

AN ALUMINUM SOLDER.

Notwithstanding the assertion by several manufacturers of aluminum that a satisfactory solder for that metal had not been discovered, George Callahan & Co., 218 Front street, New York, write that they sell an aluminum solder which makes a perfect joint. They claim that their solder has been severely tested for many months, and that it has unfailingly stood the test. It requires no flux or liquid of any kind, and is applied with a common soldering iron. It is only necessary that the solder be rubbed in a fused state with the soldering iron on the surfaces to be joined, the surfaces being then placed together and the soldering iron passed over them, making a complete joint. It is not possible to "sweat in" solder for aluminum between the surfaces, so that this method of "tinning" with the solder is absolutely necessary in all cases.

This solder can be used for repairing all kinds of aluminum cooking and household utensils as well as ornamental and fancy articles.

EXTENDING GRANITEWARE AND TINWARE TRADE.

THERE is a great difference in the interest taken in graniteware and tinware by hardware retailers and consequently a material difference in the volume of business secured by them. With some these lines are of comparative insignificance; with others, they contribute materially to the aggregate profit of the year's business. Yet, there is no reason why all hardwaremen should not find these lines among the most satisfactory in the store.

BUYING GRANITEWARE.

Inasmuch as prices are strictly uniform there is little advantage in trying to get "on the inside" in the matter of price. In buying the main consideration is to keep stocks well assorted. In some quarters there is a tendency to buy from hand-to-mouth, but the most successful retailers have found that it pays to save freight, time spent in ordering and unpacking, and to prevent possible loss by running out of lines by ordering in large quantities and thus keeping stocks well assorted. Graniteware and tinware never become old stock, as fashions do not change and the same goods are sold the year around, though, of course, there are some lines that are only sold in certain seasons. These are well worth pushing in season, and should be bought and placed in stock well before the trade in them is opened up.

METHODS OF DISPLAY.

The means taken to sell graniteware, tinware and stamped ware make all the differences between an ordinary and a successful trade in the line. A traveller who has sold these lines in many parts of the Dominion and who has taken note of the habits of his customers, told the writer the other day that two of the most successful dealers in these lines had adopted practically the same methods in pushing this line. They give them their due share of advertising, but in his opinion their success has come as a result of their excellent system of displaying these goods. In a prominent place in each store is quite a long table of fairly good width. A shelf is built about 30 in. up from the centre of the table. On the shelf, small pans, pots, cans, etc., are shown; on the boards from the table to the shelf are hung dippers, tins, small pails, cans, etc. On the table are shown kettles, pails, pans and other larger sizes of graniteware and tinware. The arrangement is changed frequently and is generally so attractive that ladies, while waiting to be served, while a parcel is being tied up or change is being made, often examine the goods minutely. The goods are all labelled with selling price, which is strictly adhered to, and so is never questioned. The result has been that the two firms in question have built up an extremely satisfactory trade in graniteware.

MAKING UP TINWARE.

"Can you make up in your tinshop goods to compete with those made in the large factories?" asked the writer of a Toronto retailer this week. "In some lines, yes; in some, no," was the reply. "For instance, the stamped sap tins, milk pans, etc., are so beautifully and cheaply made, that we cannot match them, either for style or quality. On the other hand, look at those pails. See what strong tin they are made of; examine the workmanship carefully. No machine-made goods I have yet seen will compare with those for durability and appearance. Consequently we can get so much more for these goods than is asked for the machine-made that we can afford to make them up. See those dippers. In fact, in everything except the strictly stamped goods, we can afford to make up a limited quantity, for which we get fair prices and a reasonable profit. We have a particularly good sale of boilers, which we make up ourselves. We put in them the best tin and copper we can get; make them as thorough as we can. So we will probably continue to sell these goods despite any advance in manufacturing science, great as it is."

"What class of people want the hand-made goods?"

"People in all classes. Generally, though, the type of people who want everything of the best possible make, regardless of price. This class is naturally limited, but we find in a city like Toronto it pays to cater to this class."

The above conversation was interesting, and suggested to me that by making up a limited quantity of hand-made goods during the slack season, many dealers might put to good advantage some of the time of men in their tinshop. It would be worth figuring out.

KEEPS HIS EYES OPEN.

"Do you know how I get half my eavetrough repair work?" asked a hardware dealer in a small town who has an up-to-date tinshop in connection. "When I am about town I keep on the alert for repairs. There is not one man in a hundred who notices when his eavetrough is out of repair. But when the average man gets a circular from me that it would be well to examine his eavetrough at this season of the year, he generally does so, and when I get at him within a week I can usually persuade him that he needs our services. I do him good, you see. But we share in the good results, you can depend."

"QUALITY FIRST AND ALWAYS"

"Huron" Stoves AND Ranges

Lead in the Race for Supremacy.

They are the best that can be made, best in material, finish and result.

The **CROWN HURON** and **ROYAL HURON** are the latest of the **HURON** series and contain all the ***Improvements*** that have gone before, with many . . .

NEW AND VALUABLE FEATURES ADDED.
EXTERNALLY THEY ARE VERY STRIKING.

In operation they are perfection themselves, needing only the hand of the cook to produce the best results. Leading dealers handling them everywhere.

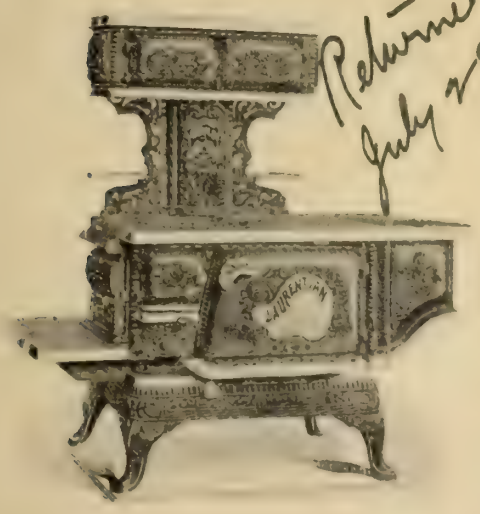
The Profitable Line to Sell.

The Western Foundry Co.,

WINGHAM, ONT.

LIMITED

LAURENTIAN Stoves and Ranges



Are Well Made,
Nicely Finished,
Neat and Attractive
in
Appearance,
Good sellers and
Guaranteed
to Give Satisfaction.

Our Prices are Right.

MADE BY

The Gould Manufacturing Co., Limited

Smith's Falls, Ont.

THE GURNEY FOUNDRY COMPANY'S NEW PLANT AT TORONTO JUNCTION.

NEW "OXFORD" RADIATOR WORKS.

SOME months ago, after looking over the situation thoroughly and recognizing the rapid development of the heating industry of Canada, The Gurney Foundry Co., Limited, Toronto, decided that in order to meet the present and prospective expansion of their business, their premises on King street west, Toronto, would have to be enlarged or new ones constructed.

Owing to the fact that the Toronto works are not situated immediately adjacent to either railways, it was determined to erect works on a much enlarged scale and in a more convenient location. Once the decision to erect new works was reached, it was in keeping with the enterprise of this firm to make them of such proportions that they will be able to meet adequately any demand that may be made upon them by the requirements of the trade and country, notwithstanding the unprecedented development of business throughout the Dominion.

The accompanying engraving, taken from the engineer's plans, gives an excellent idea of the extent of the new works, which have a total length of over 1,000 ft. with a width varying from 75 to 100 ft. They are situated close to both the C.P.R. and G.T.R. tracks at Toronto Junction, and a quarter of a mile of sidings are built on the firm's own land.

The arrangement of the plant is of such a nature that the goods progress always in one direction, from the raw material to the completed article, which is then lifted five feet to the floor level of the warehouse. From this warehouse entrance to the level of the cars is a gradual decline of 1 ft. in 300 ft., sufficient to cause the force of gravity to draw a truck loaded with radiators and a man on it, instead of the man walking behind and pushing the truck. In every department of the works the plans have provided for the greatest economy of production and facility of handling.

The buildings throughout are of solid construction, brick being the principal material, though an abundance of light is insured in each shop. The moulding shop, which has a very high cupola, is almost a glass building, the brickwork being merely piers of solid construction between the windows. The ventilation, an important feature of the moulding shop, is amply provided for, the roof being particularly lofty. The machine shop is very roomy, being between 300 and 400 ft. long, and is bountifully lighted. The warehouse is of such proportions that a capacity is provided for loading five cars simultaneously. The boiler house is separated from the rest of the plant, and contains two multitubular boilers, each 150 h.-p.

The machinery is of the latest type throughout. The moulding shop is pro-

"GOOD CHEER"

STOVES AND RANGES

The "ROYAL" Good Cheer

THREE IN ONE

A COAL RANGE
A WOOD RANGE
A GAS RANGE

Heavy Sheet Steel Ovens

RANGE OVEN 20 in x 20 in.
GAS OVEN 12 in. x 19 in.

DUPLEX GRATE—Removable through front door.

HEAVY CAST IRON LININGS—NO BRICK.

THERMOMETER in oven door.

NICKEL ORNAMENTATION—NEAT, NOT GAUDY.

SOLID BASE—NO CHANCE FOR DIRT OR DUST TO ACCUMULATE.

SUPPLIED WITH OR WITHOUT GAS OVEN OR RESERVOIR AS DESIRED.

"ROYAL" GOOD CHEER. WITH GAS OVEN ATTACHMENTS.

Jas. Stewart Mfg Co
see cut-both
page 62

The Jas. Stewart Mfg. Co.

Woodstock, Ont.

The J. H. ASHDOWN HARDWARE CO., Winnipeg, NORTHWEST REPRESENTATIVE.

With Reservoir and High Closet.

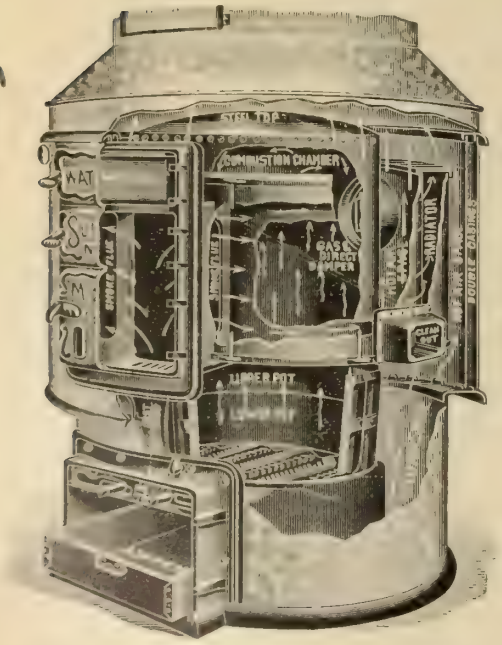
"Cornwall" Steel Range

The reputation acquired by the "Cornwall" Steel Range during the past two years is a sufficient guaranty of its superiority over all others, and renders it unnecessary to enumerate all of its many special features.

Dealers who are building up a business on the "quality of goods and value for the money" basis should investigate the merits of this range and place a sample in stock.

A salesman can always give his unqualified guarantee (backed up by the makers), that, as a cooking apparatus, the "Cornwall" is the most **Economical, Durable, Efficient, Convenient, Cleanly and Easily Managed** range on the market.

Will be advertized extensively again this year.



SUNSHINE

"Sunshine" Furnace

One of the strong points in this furnace is its adaptability to burn wood equally as well as coal, and the value of this feature has been strikingly demonstrated by the scarcity of coal this winter.

This will prove a strong argument in its sales for some time to come, and doubtless dealers who handle the "Sunshine" will make the most of it.

Its many other meritorious and exclusive features are well known to the trade.

The "Sunshine" will be extensively advertised in the newspapers and magazines again this year.

Advertising matter supplied free to all customers.

THE McCLARY MANUF

Head Office and Works: London, Ont. Foundries: London and
Branch Warehouses: Toronto, Montreal,

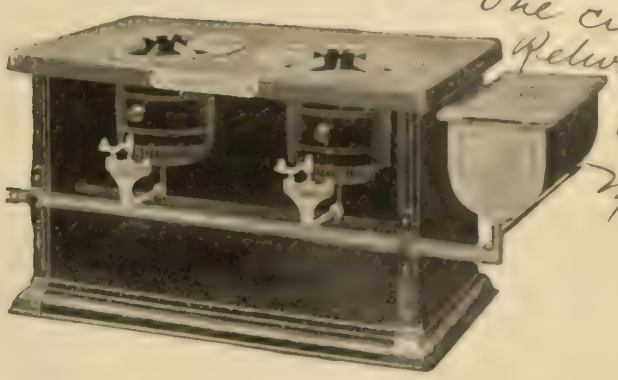
"Model" Refrigerator

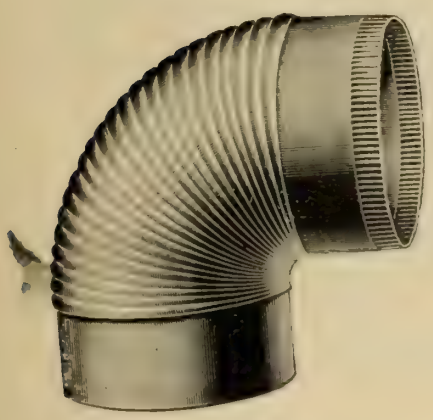
The "Model" is sold at a moderate price, and is excellent value for the money.

To customers, with whom a dollar or two clinches a sale, always show the **"Model."**

Made in four sizes

	OUTSIDE DIMENSIONS—INS.		
	WIDTH	DEPTH	HEIGHT
No. 15,	25	17	40 ¼
" 16,	27	19 ¼	43 ¼
" 17,	30	20 ¼	48
" 18,	33	22	50





McClary Elbow.

The strongest and neatest elbow on the market.

The seam is so grooved that there cannot be the slightest variation in the size of the ends.

Carefully packed bundles of one dozen each—they never get dinted in transit.

"Dangler" Wickless Oil Cooking Stove

Full Cabinet.

The new 431 series for 1903 of these stoves is absolutely the best oil stove made.

They are the cheapest, safest, easiest to keep clean and most simple to operate of any oil stove on the market.

Also "TRIUMPH," "GOLDEN STAR" and "SUMMER QUEEN" Oil Stoves, and a complete assortment of Ovens to use with them.

ACTURING COMPANY

Hamilton, Ont. Tinware Factories: London, and Montreal, P.Q.

Winnipeg, Vancouver, St. John, N. B.

Practical Precedence.

The magnificent working qualities of the

Imperial Oxford Range

Have won for it the esteem of householders all over Canada.

Is's prestige is fairly earned and fully acknowledged.

Dealers appreciate the ease with which sales are made—for, in the Imperial Oxford the practical improvements and splendid conveniences arouse enthusiasm at once.

THEIR DIFFUSIVE FLUE
OVEN THERMOMETER

FRONT DRAW-OUT GRATE
DRAW-OUT OVEN RACK

and other superior points are the key-note to their supreme success.

It pays best to handle lines of recognized worth. Doesn't it ?

Then see that you are ready for the biggest Spring trade you have ever known, by arranging at once to handle the Imperial Oxford.

There's nothing speculative about it—it's a sure thing.

The Gurney Foundry Co.

LIMITED

TORONTO——WINNIPEG——VANCOUVER

The Gurney-Massey Co., Limited, Montreal.

vided with travelling pneumatic cranes of the most modern design for handling large castings, etc. The cleaning room has a large battery of exhaust mills. Within the cupola room is a small engine room, in which is placed a 40 h.-p. high speed engine and a Connersville positive blower. The cupola furnace has a guaranteed capacity of 14 tons of moulten iron per hour. Ovens of the most approved type, with fires outside, are installed in the core shop. These, in addition to greater economy, give a capacity four times that of the ovens in the old plant. They are, moreover, so constructed that it is impossible to burn any core. A complete system of arc and incandescent electric light is furnished by a 60 h.-p. dynamo, driven by an "Ideal" high speed engine.

The main power for the plant is supplied from a large "Corliss" pneumatic engine. Compressed air, supplied by a "Rand" compressor, is used for operating the pneumatic chippers and drills in use throughout the works; also the cranes and lifts in the machine shops.

Ample provision is made for the storage of coke, coal, sand and iron, sheds being provided for all but the iron. A small industrial railway plant connects the various buildings, so that raw materials, castings, parts, etc., are most economically handled, and the heating throughout is entirely by means of the exhaust steam from the engine.

The new works which it is hoped will be in operation by April 1, will be devoted entirely to the manufacture of "Oxford" radiators, hot-water and steam boilers, etc. The large works of the company on King street west, Toronto, will be continued for the production of "Oxford" stoves, furnaces, and parts therefor.

McCLARY'S NEW STOVE.

A Canadian firm of rangemakers having designed a new cooker, opened a public competition for the best name to give the article, and, according to an exchange received no fewer than 20,150 suggestions from 7,834 ladies. The winning title was "Pandora," and as three ladies suggested that name each has received a complete range as a prize. "Pandora" does not, however, strike one as a particularly happy designation, and something more appropriate than the name of a mythological female of shady reputation might surely have been hit on by one or more of the competitors. Perhaps it was the association of ideas of the mysterious box of Pandora and the mysteries of such dainties as, say, "resurrection pie," that prompted the decision.—"Vulcan" in Ironmonger.

("Pandora," according to Webster's, was fabled to have been made by Vulcan (the god of fire), and upon whom all the gods and goddesses bestowed gifts to make her more complete. "Pandora's" box was fabled to contain innumerable evils, and had been presented to "Pandora" by Jupiter. From it, when opened, countless ills and diseases issued forth to afflict mankind, hope alone remaining for the consolation of the race).—Editor "Hardware and Metal."

COPP, SON & CO.'S NEW FOUNDRY.

The accompanying cut is an illustration of the new foundry of W. J. Copp, Son & Co., Fort William, Ont., whose "Empire" brand of stoves and ranges

promises to be soon as well-known in Canada as were those manufactured by the old firm when located in Hamilton, Ont.

HOW ENAMEL LETTERS ARE MADE.

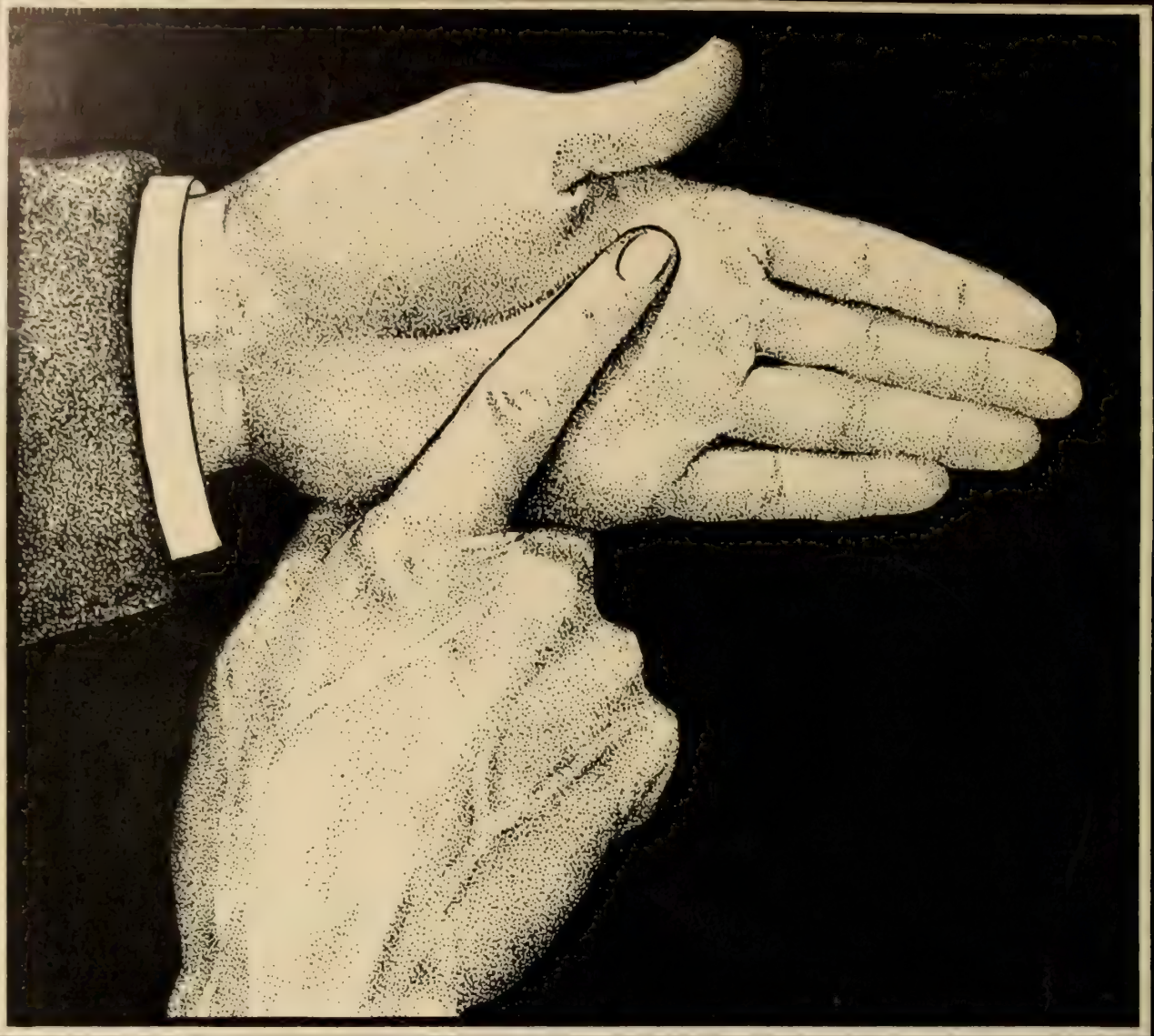
THE method of making an enamelled letter has four stages—stamping, enamelling, firing and filing, says The Decorators' Gazette. The stamping is accomplished by means of presses, and is a very rapid and complete operation, the workman taking a piece of thin sheet copper, placing it on the press; when the lever descends there is a sharp cutting sound, and the letter is made perfect in every way. The letters are now taken and laid on a tray of wire, the hollow side being placed uppermost, and painted over with a thin mordant. While in this position, and before the mordant dries, they are taken on the tray to a large box, which is full of the powdered enamel, and, holding the tray in one hand, the workman takes a fine sieve full of the powder and dusts it over the letters, all the surplus powder falling through the open wire work and into the bin again, so that there is no waste. The letters are then taken and laid carefully on thin iron disks or plates on the bench, where they remain till they are fired. The disk containing the enamelled letters is taken at the end of a long iron handle and carefully placed in a dome-shaped muffle. These muffles are all heated from the outside—that is, the fire is all around the chamber, but not in it, the fumes of sulphur being destructive to the enamel if they are allowed to come in contact with it. So intense is the heat, however, that a muffle lasts only about nine days and at the end of that time has to be renewed. After the enamel is fused on the copper the disk is taken out and placed on a side slab, where it is left to cool. This process is repeated on the front side of the letter, when all that remains to complete it is the filing. This is done with very fine files, and the letters are turned out smooth and well finished in every respect.

DOUBLING UP SALES.

The up-to-date hardware dealer who handles stoves and ranges is ever on the alert for the erection of new buildings going up in his district. In fact this means the sale of many uses, including a stove or furnace. Of late the tendency has been to add to the number of lines that the hardwareman can profitably sell to the builder or householder. In recognition of this tendency The Batty Stove and Hardware Co., 76 York street, Toronto, have taken agencies for some of the foremost manufacturers of mantels, grates, tiles, gas logs, etc., and are making a vigorous push for trade this season. These lines can be handled to excellent advantage by retail hardwaremen. Many live retailers now stock this class of goods, while others, who have not yet built up sufficient trade in these goods to warrant them in keeping a stock, act as agents, and armed with the most up-to-date catalogues, interview any persons who may be building in their town, and endeavor to sell them a handsome mantel and grate. There is a good profit in this for the hardwareman who is willing to take it up. One firm which supplies the Batty Company make a specialty of this class of goods, and when they have not got something in stock to fill the requirements of a prospective customer, will make any style of mantel to order. The Batty Stove and Hardware Co. will be pleased to communicate with any hardware dealer who might be interested in their lines.

GIVING AWAY GAS STOVES.

Several municipalities in Great Britain are taking progressive measures to extend the sale of gas, in order to increase the profits of the municipal gas plant. With this object the Yeovil Town Council is making a new departure, according to a British Exchange. They have gone to the expense of advertising that they will fix up free of cost a limited number of houses in the town with gas cooking stoves. To cover interest on the capital outlay a slight weekly charge will be made for gas.



Our Strong Reason why every person should sell the

WHITE MOUNTAIN FREEZER

IS THAT THE PEOPLE WANT IT.

They have seen it advertised, have talked about it, and have used it for years. Time has told them that it endures, and experience that it satisfies. Its popularity makes it go.

The dealer who sells the **WHITE MOUNTAIN** doesn't have to argue to convince his customer that it is the freezer to buy.

Write us for prices and catalogue. We are Sole Agents for the Dominion of Canada.

THE McCLARY MANUFACTURING CO.,

LONDON TORONTO MONTREAL WINNIPEG VANCOUVER ST. JOHN, N.B.

Don't Buy Refrigerators

UNTIL YOU HAVE SEEN THE NEW STYLES OF THE

Leonard Cleanable

FOR 1903

Sold on the Exclusive Agency Plan, Insuring a Fair Profit.

WE have many new things to show you, such as our **Sliding Shelf,** which can be adjusted to any height without the aid of tools ; the close adjustment allows us to put in an extra shelf. Another novelty is our **real Porcelain linings. Not White Enamel Paint,** but the vitrified Porcelain on sheet steel, same as blue and white kitchen ware. It is no wonder that the public prefers the **LEONARD CLEANABLE** to all others when you consider their many advantages, such as mineral wool filling, air-tight locks, all metal ice racks, self-cleansing traps, removable flues, superior workmanship, liberal magazine advertising, etc., etc.

Style No. 4. Real Porcelain Lining. Solid Oak Case with Quarter-Sawed Panels. Highly Polished.

Send for Complete Catalogue.

The McClary Mfg. Co.,

Sole Wholesale Distributors for Canada,

LONDON, ——————— ONTARIO.

SUGGESTIONS FOR THE INCREASE OF STOVE TRADE

By Ed. J. Brewer, Toronto

A few weeks ago it was the good fortune of the writer to be present at a social affair tendered by one of our leading stove manufacturers, and among other good things, an address by the chairman of the evening, developed a thought which seems to give a special inspiration and force to this article. In the course of his remarks this gentleman expressed the opinion that the business of stove manufacture stood in an unique position in the mercantile community, inasmuch as it required, to a larger extent than any other business, the use of the "whole man" to carry it to a successful issue.

Ed. J. Brewer.

When we realize how largely the prosperity of the iron trade affects the well-being of the whole nation, we can appreciate to some extent the pith of this remark. The very nature of the business indicates "energy," its pulsations are indicative of the life of trade in all its varied channels. If, then, we are engaged in so important a branch of this great fundamental industry, it devolves upon us that we should put forth our best efforts in this direction.

The successful stove salesman might be said to be a man of almost extraordinary ability; he must be energetic, must have a fair mechanical ability coupled with a clear idea of natural laws relative to atmospheric conditions with which his wares are in constant combat; but above all he must understand thoroughly the goods which he is selling, as well as the people he is selling to. How often has a sale been lost by this lack of knowledge, or through the use of an injudicious remark, when a quick answer to a simple question, or a diplomatic retort would have turned the tide. The successful merchant never gets above the people he is selling to; this does not necessarily mean the sacrifice of dignity, but rather a liberal disposition which meets the customer on his own plane, makes him feel comfortable, and brings his trade.

It is well to remember that in selling a stove you are marketing an article which is going to either make or lose trade for you for years to come, and it is therefore desirable that in the selection of a line the merchant should select such a one as will stand by him, and recommend not only itself but the merchant from whom it was purchased. Always push to the front an article which inspires confidence. The better class stove you market, the higher and more profitable will be the character of your entire trade. There is, of course, always a demand for cheap goods and it is, of course, necessary that this trade should be supplied, but it is most unwise to cultivate it.

A good deal of the apathy which is particularly noticed amongst many of our stove dealers seems to have its origin in the depleted margins of profit consequent upon increased competition, but I think this is largely due to the failure on the part of the merchants to get together for their mutual good. A good deal of the energy exhibited in the venom of our natures, if applied to the question of placing the business on a better basis, would bring much more satisfactory results. Many of our merchants to-day get so engrossed in the fact that Mrs. Jones can buy a stove $3 cheaper from Mr. Brown, that they forget they have a stove to sell, and that their object is to get that sale at a $3 increase on Mr. Brown's price. The application of a man's personality to an argument, the use of his whole energy, gives a magnetic touch which makes this $3 dwindle into insignificance when the stove is properly exhibited. Keep a stiff upper lip when you talk price, but loosen up when you talk quality. It's the dollars that you make above the other fellow that gives you standing with the manufacturer and your trade.

This does not, then, mean loss of business; it means the building up of a successful future; it means that if your goods are right the public have confidence in you. This confidence must be fostered throughout, you must take a personal interest in the goods you sell, never allow a complaint to pass unheeded; if there is a wrong make it right, and convert the growler into a supporter. Every detail of the work should be done in the best manner, whether it be the setting up of pipes or the making of water connections; neatness and thoroughness bring sure rewards.

The care of the stocks on the showroom floor should be always a matter of first importance. It requires but little effort to keep the goods bright and effective. Avoid the unfortunate habit of using stoves as dumping grounds for tinware, agricultural implements, stove polish and all such goods, let them stand out distinct. Replenish your stock on the floor with fresh goods at every opportunity; keep your stove line intact at all times. Press for business in the summer months, use up your spare time in following up prospects The manufacturers of stoves have always been up against a hard proposition in their inability to get the dealers to anticipate and yet these same dealers are selling binder twine and agricultural implements in the winter season for use months later. The sooner the dealer gets the idea in his head that the purchase of stoves in the fall is not altogether an accident of nature, the better will his sales book appear at the close of the year. Get out amongst your people in the dull months of the year, learn their peculiarities, discover their wants, make all the sales possible and at the same time place yourself in such a position that when the fall season is on you can handle the tardy ones with greater ease.

It would be almost criminal to close such an article as this without a word on advertising. Energy, personality, perseverance, thorough canvassing, are undoubted mediums towards the end desired, but to climax your success, you must be a successful and attractive advertiser. Keep your goods and name in continual evidence in your best-read papers or you will find some fellow tell you "he didn't know you handled those goods," and one or two slaps of that nature robs you of a great deal of vim.

A few words of caution might not be misplaced at this point, dealing with the general field, and which I have found invaluable

Never belittle an opponent or his goods. It dwarfs you and advertises him.

Never gloss over a defect with a lie; when the scale is removed the blemish will stand forth in all its hideousness.

Never lead a man to expect anything more than his bargain; each deal must stand alone.

Press for cash business and disparage the credit. Where credit is given do not leave the impression that you are so wealthy that you are in no hurry for the money. Your business needs it and your customer should know it.

The year just past was an extremely gratifying one in many ways, introducing to us an era of prosperity in Canada we have so fondly hoped for, and I sincerely trust that the expansion may continue until the resources of this vast North land have been exploited to the full. The possibilities are tremendous, and require united effort. Let the stove dealers of this country stand with the manufacturers and with the shoulder full on the wheel give the trade such an impetus in 1903 that the year may go down in history as one of unqualified success and prosperity to all.

W. J. COPP SON & CO.

MANUFACTURERS OF

EMPIRE STOVES & RANGES

SUCCESSORS TO
THE COPP BROS. CO.

FORT WILLIAM, ONTARIO.

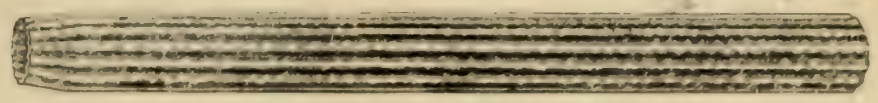
We are very pleased indeed to take advantage of this Spring Edition of HARDWARE to introduce our reorganization to our many old friends in the trade and soon hope to be making new ones. Our goods will be known under the trade name of

EMPIRE STOVES AND RANGES

Catalogue and price list of which will be issued in due course.

WHEELER & BAIN

Manufacturers of

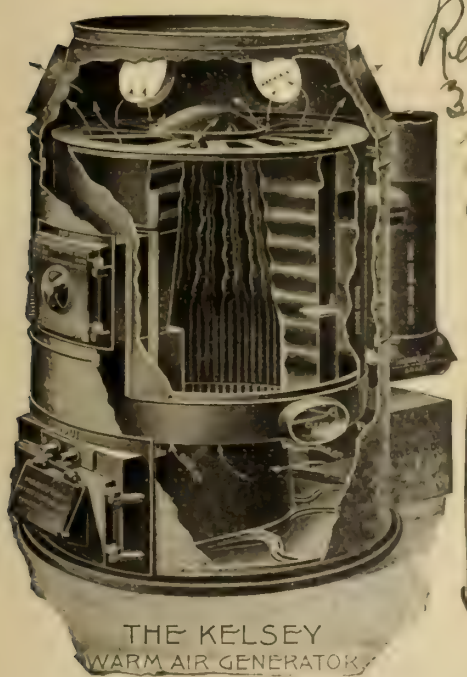


Galvanized Iron Eavetroughs, Corrugated Conductor Pipe,
Corrugated Roofing and Siding, Cornices and Skylights, etc.

Write for Our Prices on GALVANIZED IRON SHEETS.

179 King St. East.
108 George St.,
TORONTO.

THE "KELSEY" Warm-Air Generator



Possesses advantages in form of construction which enables the fulfilment of requirements leading up to a system of supplying artificial warmth and perfect ventilation. These Requirements are:

Immense Weight - -	*Insuring Durability*
Large Radiating Surface and Perfect Combustion	*Insuring Economy*
Thorough Ventilation - -	*Insuring Health*

"THE KELSEY" Warm-Air Generator

is manufactured in Six Sizes, with heating capacities ranging from 5,000 to 90,000 cubic feet, and we fully Guarantee to heat the smallest Private Residence or the largest Public Building.

Dealers should become interested in **THE "KELSEY"** and regain their lost reputation through installing common Hot-Air Furnaces which failed to work.

Write us for "KELSEY" Booklet, it fully illustrates

THE "KELSEY" Warm-Air Generator.

The James Smart Manufacturing Co., Limited

WINNIPEG, MANITOBA. SOLE MAKERS IN CANADA, BROCKVILLE, ONTARIO.

TO ADVANCE FURNACE HEATING.

By Mac

A DISCUSSION has been started in the United States regarding the advisability of furnace manufacturers and dealers taking concerted action to advance furnace heating in that country. So far the expression of opinion has united in the verdict that the steps taken by the trade to put the business on a proper, intelligent basis have been altogether inadequate.

The conditions are practically the same in Canada as they are in the United States. The furnace manufacturers and the heating contractors are quite ready to answer any questions asked them. Some of the manufacturers have issued excellent booklets advocating the advantages and giving directions for the use of their particular furnace, yet there are, to-day, altogether too many furnace contractors doing business who do not understand the scientific principles of heating, and are thus never quite sure that the householder is going to get the best returns for the least cost from the furnace he is installing.

"It must be clear to anyone who studies this branch of work," writes A. J. R. in The Metal Worker, "that the architect, the builder, the carpenter and the owner need some more influential teacher than they are willing to accept in the smaller furnacemen, before they are willing to learn that a house should be constructed so as to be heated, and not constructed and then be heated as well as possible in face of the hindrances which their construction provides. No factor in the furnace heating field is so well qualified to bring this matter forcibly to the attention of the architect, the contractors under him, and his clients, as the furnace manufacturer; and it is due to the trade which patronizes the furnace manufacturer that he expend some of the profits which he derives from their trade in bringing about a change in the attitude of the architect, the builder and the owner on the question of furnace heating."

This writer takes the position that a considerable proportion of the architects, builders, carpenters and owners need some advice as to the essentials of furnace heating; that houses are often constructed in such a manner that a furnace cannot do itself justice inside it. This argument applies with equal force to Canada, where, too, heating is one of the most important considerations of the householder for at least five months of the year. Yet, no matter how poorly a house may have been designed, and how ignorantly constructed, the average owner or tenant never thinks of laying the blame on the house, but straightway gives the furnace a hard name. On the other hand, a properly constructed house gives good results with even an ordinary furnace, which, however, is probably given the credit for being an exceptionally good article.

It would seem a wise move on the part of furnace manufacturers to pay some attention to the construction of the buildings their furnaces are to heat, and to educate any builder who may be neglecting the requirements of furnace heating. The average dealer, however deficient he may be in technical knowledge or power, will be found ready to study any literature sent out, and to help in spreading any information given. But, where possible, the manufacturer's representatives may help materially by having a talk with the builder, or sending him any suggestions deemed necessary or advisable.

While, however, it is in the manufacturer's interest to study this question up and help the trade, the matter is one that the local dealer can frequently grapple with to best advantage.

FOUNDRIES COVERING TEN ACRES.

THE remarkable commercial development of Canada during the last two or three years has been frequently spoken of in these columns, and no more concrete example of the actual extent of this development can be given than that furnished by the McClary Manufacturing Co., of London. From the time of its formation by John and Oliver McClary over half a century ago, it has gone steadily forward, and its immense foundries, which cover more than half of two large blocks in the very heart of the city have long been the pride and boast of Londoners.

Notwithstanding the proportions of these buildings and the facilities therein contained for turning out at the shortest possible notice the immense quantities of their various lines of manufacture, the rapidly increasing business of the firm has demanded the erection of a series of mammoth structures in an entirely new location in the south-eastern section of the city. The property on which these new foundries are being erected, covers a total of something over 10 acres, and the buildings include a large power-house, a foundry 200 by 230 ft., and a mounting-shop, 85 by 200 ft., the last named being two storeys high. The floors of these buildings are made entirely of cement, and the walls of the mounting shop are, as well, constructed of that material. The building not only presents a very substantial appearance, but it is the first manufacturing structure in London to be made of cement.

The machinery which is being installed in these buildings is of the most modern and labor-saving type. All the machinery is to be operated by an electric current produced in the power-house by up-to-date types of compound engines and Westinghouse generators. Owing to the immense weight of pig iron and other metals used in a stove foundry, great regard has been had for handling these metals in as simple and easy a manner as possible. All materials are brought to the foundry and the finished products shipped on private switches connecting with the Canadian Pacific, the Grand Trunk, the Michigan Central, the Wabash, the Pierre Marquette and the London and Port Stanley railways, and the iron is unloaded from the railway cars to similar cars running on tracks level with the top of the cupolas. This absolutely does away with the necessity of hoisting, and means the saving of a great deal of labor. The castings, when made, are moved from the foundry to the mounting-shop in cars running on tracks.

These new buildings will be ready for operation by the middle of May, after which time the McClary company confidently expect to be able to keep pace for some time to come with the constantly increasing demand for their furnaces, ranges and stoves.

The older buildings, a portion of which were recently destroyed by fire, and which have since been replaced with more modern fire-proof structures, will in the future be devoted entirely to the manufacture of tinware, enamelware, and the other products, of which the McClary company are extensive manufacturers.

STOVE IMPORTS GROWING.

The season of 1901-1902 was one of the busiest, if not literally the busiest, that the stove and furnace manufacturers of Canada ever experienced. The result has not been only to build up in a rapid manner the business of Canadian foundries, but has resulted in a material increase in imports after three years of practically no change in import figures. The imports for the past six years have been as follows:

IMPORTS OF STOVES.

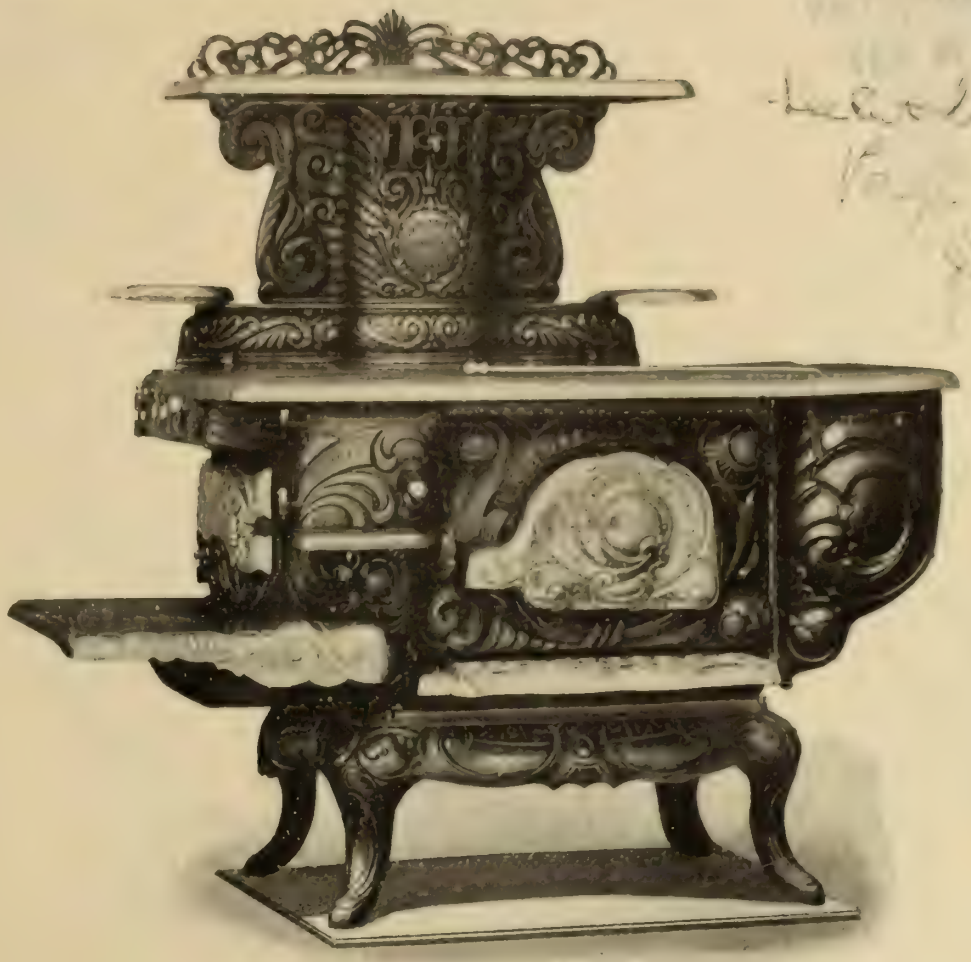
1897	$ 67,482
1898	88,770
1899	126,944
1900	129,864
1901	128,776
1902	172,791

The bulk of importations has been from the United States to Manitoba and Western points. It will be seen from the table below that the shipments from other countries have been small indeed.

COUNTRIES WHENCE IMPORTED.

	1901	1902
Great Britain	$ 365	$ 334
France	60	33
Germany	929	2,746
Norway and Sweden	394	....
United States	127,037	169,670
Total	$128,776	$172,791

Peninsular Stoves and Ranges



THE HOME PENINSULAR.

SOMETHING TO REMEMBER

Many articles are asked for by consumers because they enjoy a good ***Reputation.*** It is not profitable to try to sell a substitute. The best way to proceed is to secure the agency for a line of

RECOGNIZED MERIT

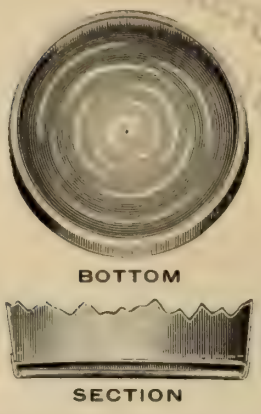
and keep a well assorted and well displayed stock on hand.

It is by doing this with ***Peninsular Stoves and Ranges*** that our dealers are meeting with such great success. It would pay you to secure our agency.

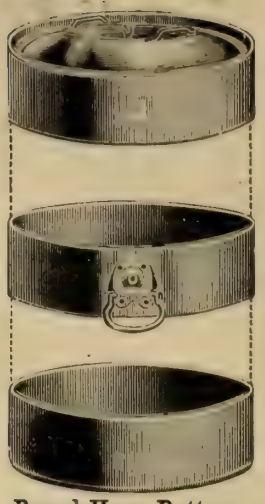
Clare Bros. & Co., Limited, Preston and Winnipeg.

"HERCULES"

"HERCULES" Dairy Pails are made of XX Charcoal Tin, with heavy Bails, malleable Lugs, and XXXX Retinned Bottoms.



"HERCULES" bottoms are made with roll rim for Dairy Pails same as Milk Can Trimmings.



Broad Hoop Pattern MILK CAN TRIMMINGS.

ENAMELLED WARE—Our Brands

"Crescent," "Colonial," "White," "Star" (Decorated)

Davidson's Standard Pleated Elbow

See how the pleats go around the back as well as throat.

No place left for dust and soot to lodge.

Nothing to impede the draft.

Suitable for burning hard or soft coal, or wood.

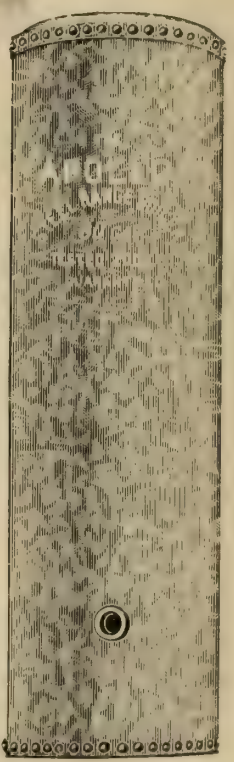
All the good points of the old elbows combined without any of their disadvantages.

"Apollo" Kitchen Range Boilers

GALVANIZED

Made of "Apollo" Open Hearth Steel.

Severely tested at 200 lbs. before galvanizing (making tightness doubly sure) and are perfectly galvanized inside and out.



ESTABLISHED 1860

INCORPORATED 1895

The Thomas Davidson Manufacturing Co., LIMITED,

MONTREAL.

Window and Interior Displays

Timely Hints and Suggestions.

DRESSING A HARDWARE STORE.

By S. W. Gano, Piqua, Ohio.

It is absolutely necessary in taking up the subject of dressing a hardware store to quote emphatically that time-tried old maxim, "Cleanliness is next to godliness." This should be applied not only to the store room, but to the storekeeper and his clerks as well. It costs nothing to be neat and clean, and is always appreciated by the customer.

No matter how systematic you may be, nor how tastefully you dress your windows, you discount the effect when you fail to enforce cleanliness.

Do not allow the boxes on your shelves to become so covered with dust that you must make a blow gun of your mouth ere you show the goods to a customer.

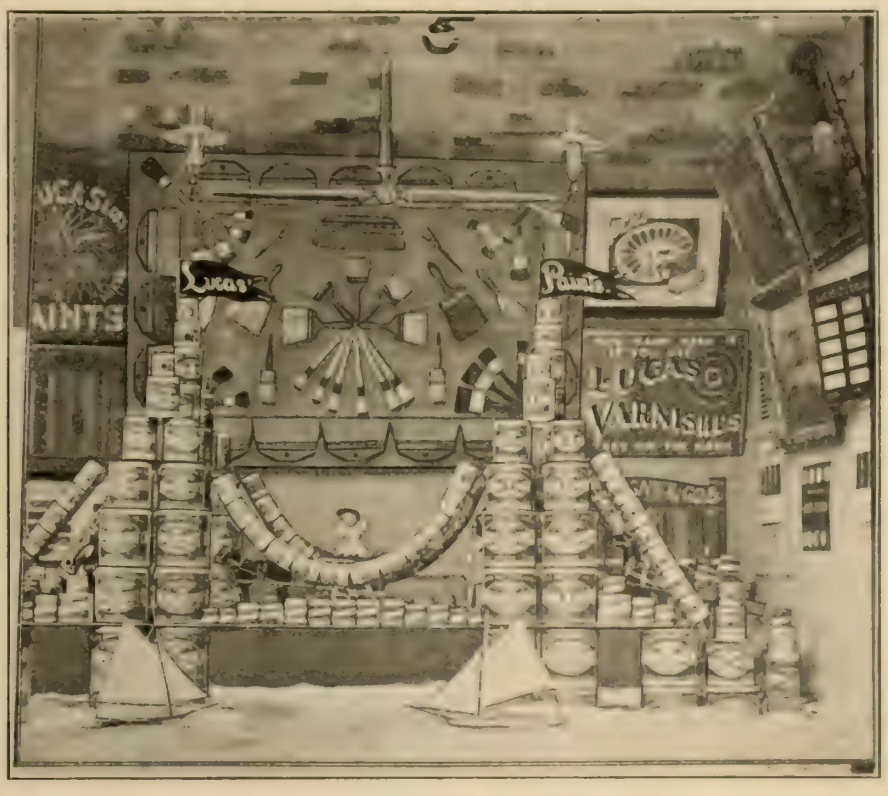
Adopt a systematic plan of cleaning. In a store in my home town of Piqua, each clerk has so many spaces or tiers which he is expected to keep clean and is held accountable for, and not less than once each week he is expected to thoroughly dust his allotted space and front his shelves; and if a certain section is in disorder or dirty the proprietor knows precisely who is to blame. All do not dust at the same time, but while one is cleaning his division another is ready to wait on any customer who may come in, and handles the trade, unless they come too quick, when, of course, the brush is dropped until the rush is over, when the cleaning and fronting is continued, and by following this plan there is no confusion.

SYSTEM.

There is a marked difference in the appearance of the various stores you enter. One has absolutely no system; the goods look as if they had been shot out of a cannon; butcher knives are in the front of the store, centre and rear; in another the same class of goods are kept in one tier, but not classified or placed according to size or grade; in a third, system is apparent, and the goods are classified in every sense of the word.

DOES IT PAY TO SAMPLE GOODS?

Yes, providing the sampling is intelligently handled. Some dealers advocate sampling on swinging doors, and there are arguments for and against this method. The system which seems to be gaining favor is sampling on the front of the box or drawer containing the goods sampled, and this brings us to the best method of facing the shelves to overcome the ragged appearance of the irregular-sized boxes in which the numerous articles are packed, and boxes of uniform size and color seem to have the pull. However, I went into a hardware store in Springfield, where an unusually tasty clerk was busy sampling their stock of padlocks. He had hinged the proper sized board to the bottom of each shelf, with a small French window catch at the top to hold same in position when closed. This board front, of course, being flush with the front of the shelves, a number of cup hooks properly spaced furnished the necessary support for the padlocks to hang on, the hooks being crooked sufficiently to prevent the samples dropping off when the front was lowered, and still open enough to allow the salesmen to lift off the sample and sell it, thereby avoiding a shop worn sample, which oftentimes occurs when they are fastened tight by wire or otherwise. At each end of this front were short pieces of safety chain, which held it as an extension of the shelf, and prevented its dropping down. The impression created was decidedly favorable.



A Prize-Winning Window.

Since writing this paper the following suggestion has been handed me: One point you could bring to the attention of dealers in regard to sampling their goods is to have all the points of all tools, knives, etc., point one way. Very few dealers think of this little point in arranging their samples. In most stores you will see the points aiming both front and back. When I was on the road I suggested to several customers that they start the points back from one side of the front door, carrying the points around to the back, and have the points pointing forward on the other side. It is just as easy to sample in that way, and it gives a more systematic effect.

There are several firms in existence today whose sole business is to furnish out fitting for a store of shelving, cabinets, boxes, drawers and counters, each system having merit peculiar to itself, and all are preferable to the back number [illegible] which frequently causes a [illegible] of hardware to look like an old curiosity shop.

SHOW WINDOWS.

The talisman by which the up-to-date, live merchant draws his transient trade.

Some stores we see, if they have a show window, use it as a catch-all for any old thing as long as it is hardware. They do not seem to think it of any moment that related articles be placed in the show window, but will drop a pair of skates alongside a scythe, a corn knife next to a pair of ice creepers, and not unfrequently a show window is allowed to remain not only weeks, but actually months, without making any change whatever. The consequence is that passers-by come to consider the window as an ancient landmark, and cease to be aware of its existence.

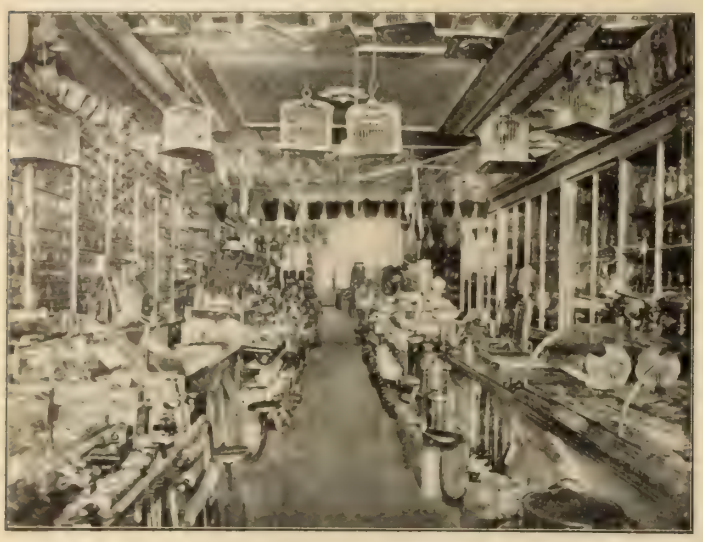


Fig. 1.—Interior View.

It happens to be my good fortune to call upon one of those live, wideawake merchants, who knows what a show window is for. On one Friday the clerks were dressing the corner window, it happened to be trap week, pyramids of traps. Two, three, four and five hole "Choker Mouse," "Out-O-Sights," "E. Z. Ketch," "Rex," "Catch 'Em Alive," and in fact, every kind of a trap this dealer carried was stacked in the window. The question, "Don't you put anything but traps in the window?" brought the reply: "No, indeed; we want them to think of traps. We have tried it before, and one after another will come in with some remark, such as 'That window of yours just reminded me about a trap, and my wife has been scolding me for a week about forgetting it,' and I always fill my window with a single line or kindred lines. If tools, I use planes, draw knives, spoke shaves, or hatchets and hammers, and put in the window such a quantity as will impress the passers-by with that particular article."

"But," I asked, "how do the boys know what to place in the window each week, especially when you are absent?" "Oh, that is easy," replied he. "We have a window book, and, as we never allow a window to stay over a week, under the date of each Friday for weeks ahead are specified, according to the season, the articles with which to fill the window for the following week." Another dealer who opened the first hardware store in a suburb across the river from a large city filled his window with tacks of all descriptions and sizes, and dropping several worn out and dilapidated shoes among the tacks, placed in the back of the window a placard bearing this inscription: "These shoes were worn out tramping over the bridge for tacks. Come in and save shoe leather."

A PRIZE PAINT WINDOW.

The paint manufacturing firm of John Lucas & Co., Philadelphia, recently offered prizes for the best window displays of paints and brushes. The cut shown on previous page is from a photograph of one of the prize-winning windows.

In the bottom of the window was placed a quantity of paper muslin of a green tint, thrown in loosely in such a way as to make a clever representation of water. On this a couple of toy boats were placed. The suspension bridge was made up—piers, abutments, approaches and all—of all the various sized packages partially hung in a wire frame to show suspension. A small wagon and mule are going up the approach and a cart is in the centre of the bridge.

On the back is hung a board of paint brushes arranged in a pleasing design and the side walls are sample cards of the various colors.

A COUPLE OF INTERIORS.

The two interiors illustrated possess many excellences, together with a few faults. One store which would copy the merits of both would be an almost ideal interior. In Fig. 1, the greatest fault lies in the distribution of the goods—on the floor, on the counters, fastened to the ceiling and placed in almost every possible spot. But, aside from this, great taste has been shown in the number of glass showcases, the seats for customers, the metallic ceiling and the glass-covered shelves at one side.

Fig. 2 is a neater, tidier appearing store, with its lines of clear counters, its neat drawers for the goods, its showcases and racks on which to hang articles. The effect could be vastly improved by removing the stove, which is never necessary in a city store (as this is). The metallic ceiling is greatly superior to even the best of wood.

Both interiors are improved by the use of prism glass.

ABOUT HARDWARE WINDOW DISPLAYS.

By A. Catlin

TO neglect making the best possible use of the windows is to ignore one of the best advertising mediums. A neglected window is sure to lose trade.

The most common of all mistakes in arranging windows is putting in too much, making a kind of "three-ring circus" of it, as I call it. Fancy displays are all right provided the ideas are not too far-fetched. The goods employed should not lose their identity in order to bring out a picture that does not relate to your business.

Give your windows all the light that you can, and your store, too; it looks and is honest.

Like any other picture the background is for effect. Dark behind light, light behind dark, is the general rule. Much depends on the background.

It is easier to get too great a variety than too little into your windows, and so confuse people. Have it so plain that a person can take in the display at a glance.

Fig. 2.—Interior View.

It is desirable to have striking and ingenious displays to attract attention. Beauty and business blend. I often dress my window to attract children. Children take time to study every detail, and they take time to tell it at home, too.

I find I get the best returns from goods relating to housefurnishings. Often the smaller articles used in everyday life

ALWAYS READY FOR USE
NO HONING
NO GRINDING

The
CARBO MAGNETIC
Razor.

No Hard Blades
No Soft Blades
No Temper Streaks
No Returned Blades to the dealer — Will Shave for Years Without Requiring Honing

Retail Price $2.00

BOOKLET COMING—
if you'll ask for a copy with trade discount

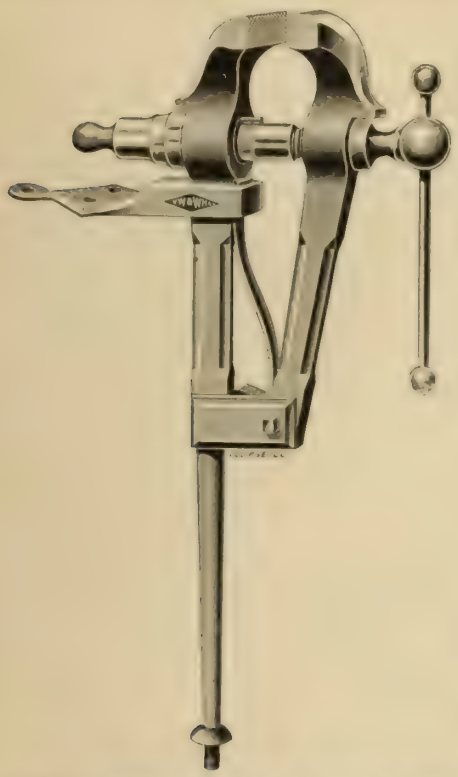
Firm of A. L. SILBERSTEIN
Mfrs. of "Griffon" Cutlery
153-161 Broadway, New York City.

"GLOBE" METAL POLISH

INSIST ON HAVING IT

Write for a supply of show cards and advertising novelties.

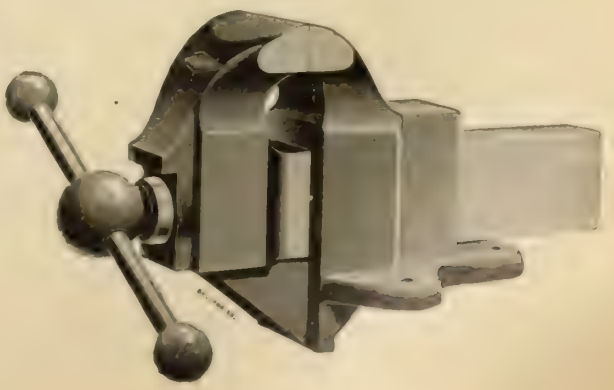
RAIMES & CO., 164 Duane St., NEW YORK.



The
"ORIGINAL TRENTON"
made only by us.

The price is always right and very low at the present time.

Canadian Sales Agents
Lamplough & McNaughton
19 De Bresoles St.,
MONTREAL, - CANADA.



THE COLUMBIAN HARDWARE COMPANY
MANUFACTURERS,
CLEVELAND, - OHIO.

R. B. BYASS & CO., PORT TALBOT, SOUTH WALES, GREAT BRITAIN.

Largest MAKERS OF

BEST SIEMENS STAMPING ENAMELLING BLACK PLATES,

CIRCLES, RECTANGLES, Etc.

MAKERS of all descriptions of STEEL SHEETS.

Brands "**SKER,**" and "**SKER BEST.**"

Sole Canadian Export Agents,

ROBERT CROOKS & CO., Botolph House, 10, Eastcheap, LONDON, E.C.

Cable address : "CROLLO," LONDON.

CAREY'S ROOFING

is known all over the Continent as

ECONOMICAL, DURABLE AND RELIABLE.

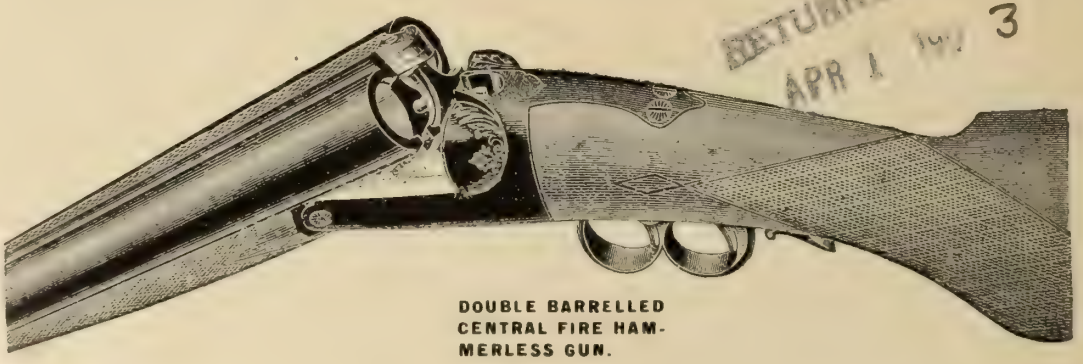
We have everything in the Roofing line . . BOILER COVERINGS, ETC.

We have a liberal proposition to live hardwaremen to act as Agents.

The Philip Carey Mnfg. Co.

General Office and Factories, - LOCKLAND, O. Canadian Offices, 100 Front Street E., - TORONTO.

THE "IDEAL"



DOUBLE BARRELLED CENTRAL FIRE HAMMERLESS GUN.

THE GREATEST SUCCESS OF MODERN GUNNERY.

PATENTED IN ALL COUNTRIES.

INVENTED AND MANUFACTURED BY THE . . . . .

French Fire Arms Mfg. Co., at St. Etienne, France.

The "**IDEAL**" guns are made for black powders, also **especially strengthened for Nitro-Powders.**

These guns being opened by a lever behind the triggers, it is not necessary to remove your hand from the stock when reloading.

Trigger Guard is divided in two parts, making it much safer than ordinary kind.

This lever is constructed with so long a reach that it is very easy to pull, unlocking the gun and setting the strikers at the same time. Safety catch which locks the triggers directly

The barrel can be taken off without taking off fore-end piece, preventing losing fore-end piece, which happens often with other guns.

DELORME BROS., General Agents, 15 DeBresoles St., MONTREAL.

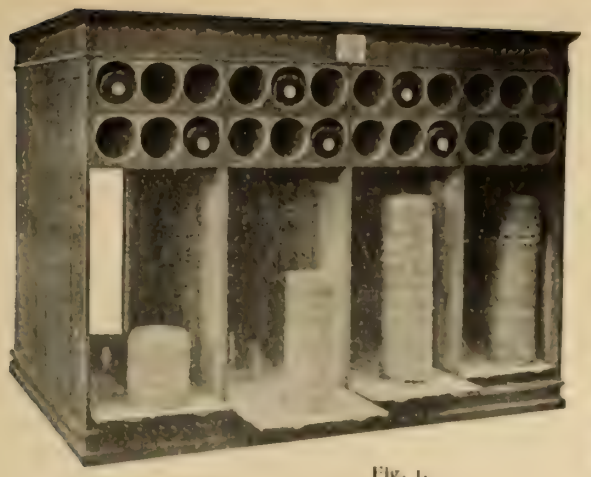


Fig. 1.

sell best, and they pay the largest profit on the smallest investment.

In displaying seasonable goods try and be the first to make a show. Don't wait until the "season is on," nor delay removing when the "season is off."

It is hard to display goods of any kind without injury more or less from light, etc. Sell them as samples for just what they are. Do not have any better goods in your window than can be found back of your counter.

I am sure that it pays to advertise prices on all occasions, but let the price and goods in the window correspond with the price and goods in the store.

If you have an employe who displays a talent in window-trimming have him do that work. Give him credit for it if any one speaks of your window display. Don't do business under false pretenses.

Put the same dress on your window and your newspaper advertisement each week. Change one when you do the other.

When trimming a window remember you are making a picture: 1, the background; 2, the perspective; 3, the foundation on which you build; 4, harmony of arrangement. "Order is Heaven's first law." Don't throw goods into a window.—The Metal Worker.

A LINDSAY WINDOW.

The window of J. G. Edwards & Co., of Lindsay, Ont., as shown in the accompanying cut, possesses some fairly good features. But combined with this is that common fault of too many articles and too great a variety. Skates, saws, crumbtrays and scissors are scarcely a proper combination to put in one window.

The arrangement of hockey sticks at the side is very good, and worthy of a more prominent position. The scissors also are well shown. The hanging rows of skates and the front display are good plans for a separate window display. Large saws displayed in this way are a trifle awkward in appearance, but a floor arrangement could have been effectively made of cross-cuts, with bucks and fancy saws hanging above with some symmetry.

TWO HANDY DEVICES.

The ingenuity of fixture manufacturers is being constantly taxed to its utmost powers by modern demands. Everything now has its own case and position, and the result is neater and more convenient stores.

A Chicago firm has recently designed two new fixtures that will, no doubt, interest hardwaremen in Canada as well. Fig. 1 is a wire screen and netting case, and is the result of an indefinite want expressed by a hardware firm. The floors are moveable enabling the rolls at the back to be easily taken out, and for smaller rolls the pigeon holes above are very convenient. The fixture is certainly required in a hardware store as rolls of netting left exposed are untidy in appearance, and subject to injury.

In Fig. 2 is shown a glass counter. Underneath the counter are divisions built in all sizes to fit the different sizes of glass. The result is greater neatness, convenience and safety.

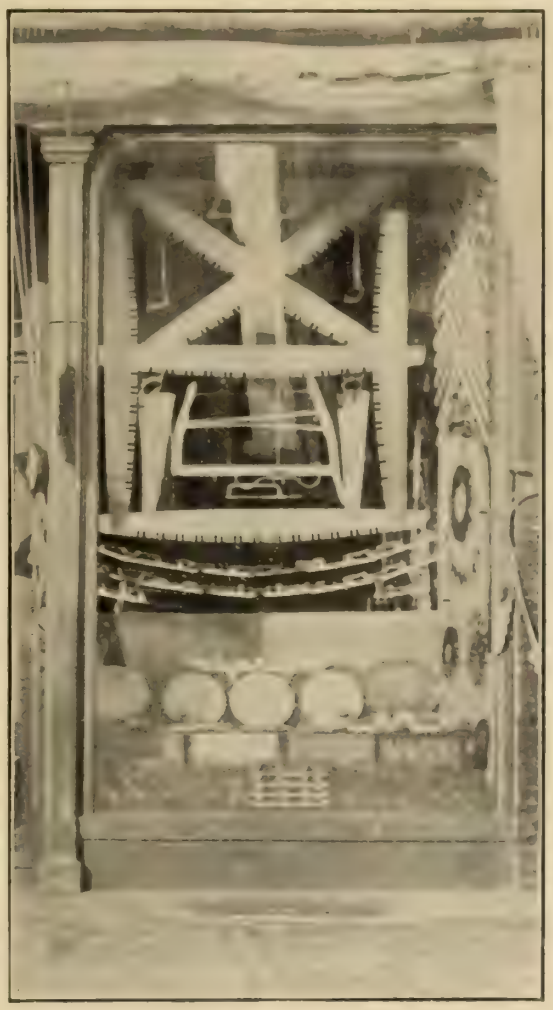
CLEAN WINDOWS.

It makes very little difference how much time, attention and money you may spend on the decoration of your window, if the glass is not clean the whole display is spoiled. The most important part of the exhibit is the cleanliness of the glass the spectator must look through.

To keep the window clean will require more attention in the summer than in the winter, and in the warm weather when the snow is off the ground a daily wiping of the window is necessary. It may not be necessary to wash it every day, although many merchants do it that often. However, the dust that naturally gathers should at least be wiped off, and wiped off so that it will not look "streaky."

Another prominent factor in the appearance of the show window is the freshness of the paint on the store front. Even clean windows and good displays lose most of their effectiveness if the woodwork looks dingy. Many merchants paint their store front only once in five or six, or even ten years, but such methods are gradually falling out of style. I believe if you paint your store-front every year you will find it a profitable investment, and increase your self-respect. A man who has an untidy appearing store-front seldom amounts to much in or out of business.

The first impression is the most lasting, and if you can impress your town's-people through your store-front that you are doing a clean, up-to-date business you will find that they will want to know more about you. If you would take the pains to present a good front you would



A Lindsay Hardware Window.

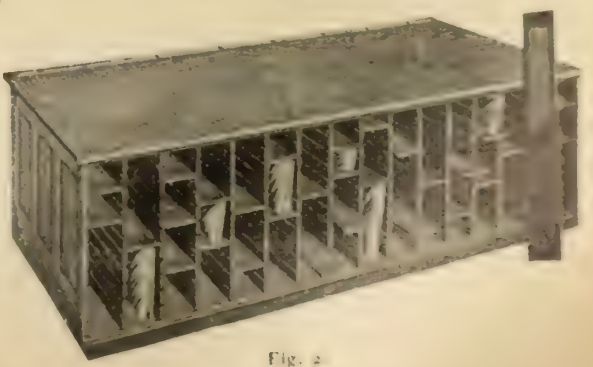


Fig. 2

actually not fail when it came to the arrangement of the store interior. But if you do not think it worth while to spend money on the front of your store, passers-by will know that you certainly will not take much trouble inside.

A HARDWARE TURNOUT.

The "hardware turnout" herewith sketched is taken from a window display made by a hardwareman in Iowa.

The horse is constructed by making a framework of wood and wire, covered with screen wire and then cloth. The body is covered with washers of diferent sizes; and the head with nails. The ears are hinges, the mane and tail ravelled rope, and the legs and ears trough outlets. A nut serves for an eye.

The driver is made up of tinware, three pans and a pail forming the body, a pint cup the neck, a smaller pail the head, a pan the hat, outlets the legs and wooden faucets the arms. The ears are padlocks, eyes are nuts, the nose is a coffee spout and the mouth a measure lip.

Grindstones form the wheels of the wagon, with a framework constructed to hold the contents. The seat is made of two bread-pans set on end, with another one across the top, or a large bread-box will serve the purpose. The sides of the wagon are paint cans; inside these can be piled a heap of tinware if desired. The shafts are fork handles and the singletree is a hammer handle.

The lines and harness are made up of rope, the tugs are chains. The feet of the horse are cake-cutters, while nutmeg-graters form the feet of the driver.

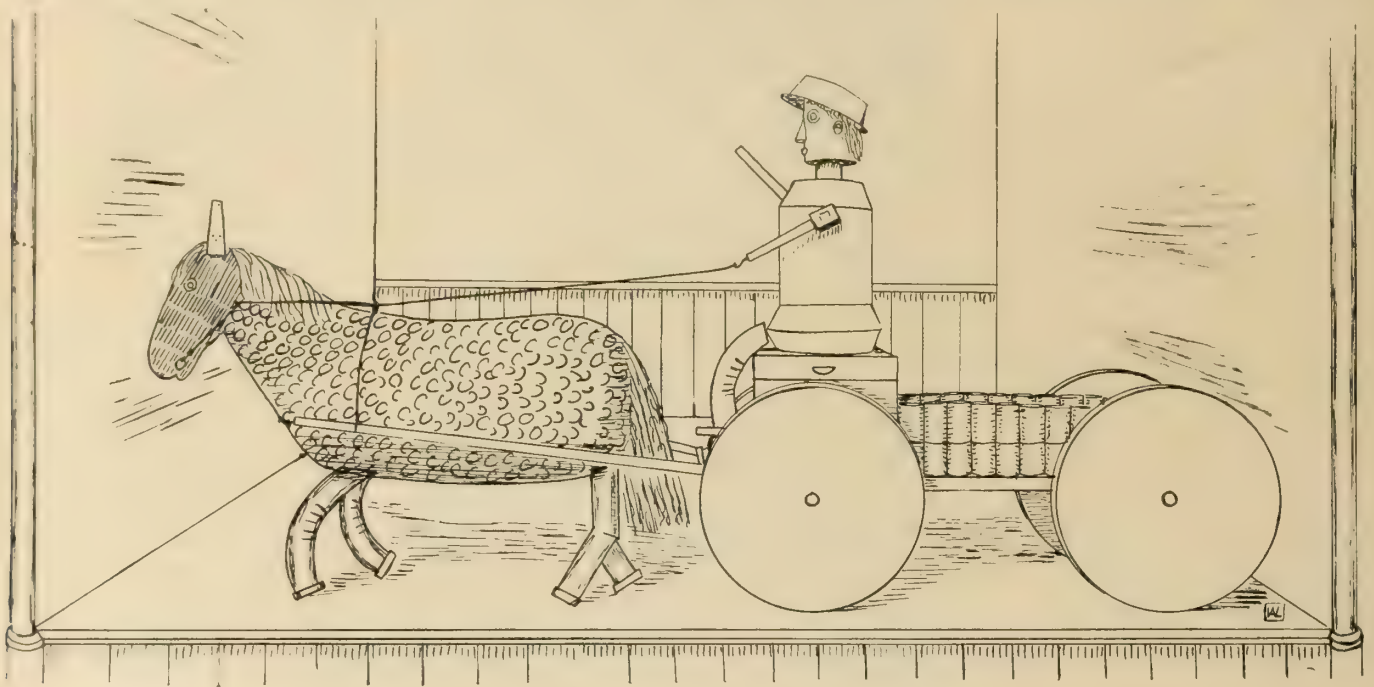
The whole display is fastened together with string and wire, and is not as difficult to construct as one might imagine. The effect is a decided attraction, and would well repay any merchant who would undertake to construct it.

A LONDON HARDWARE WINDOW.

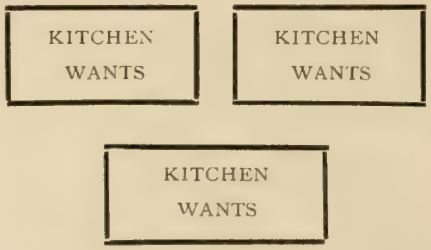
By W. H. L.

A DISPLAY of hardware in a well-known store in London, this week, was so effective in carrying out the idea intended, and so catchy in the display, that quite a crowd stopped to look and admire, and some to go inside to purchase. The display consisted of kitchen wants, and this was intimated by three cards of white pasteboard, neatly printed in black letters. This is something that is constantly appealing to the good housewife, and many halted to inspect the exhibit.

This window had strips of heavy glass 5 in. wide, fastened on each side, one above the other about 20 in. apart, with mirror behind which reflected both during the day and in the electric light. On these glass strips were placed graniteware, coffee and teapots, flour sifters, stew pans, tea-kettles, moulds, small and larger brass lanterns, with smaller articles to fill spaces between.



A Hardware Turnout.



On the bottom of the window a slight elevation was obtained with a board at the back; and from the front to the rear of the bottom were gas stoves, oil stoves, broiling pans, coffee and spice mills, frying pans, hand shovels, ladles, graters, pie plates, carving sets, celery glasses, dippers rolling pins, potato mashers, etc. The bare spots were tastefully filled in with the numerous little things so essential in household economy, such as papers of tacks, clothes pegs, tack hammers and larger hammers, whisks, trowels, cuspadores and bars of soap.

A good background was effectively produced with some of the bigger sorts of tinware, which completed a very stocky and well arranged bottom. These were clothes boilers, milk strainers, dust pans, colanders, stew pans and other articles needed in the cellar or kitchen. The top was hung with brass and painted bird cages, lanterns and brooms.

Many windows show more artistic arrangement in placing the goods on exhibition; but the pleasing and attractive points in this window were that they started out to show a window of kitchen wants, and as all the goods shown were useful necessities, allied to kitchen work, the attraction of the public was secured.

PAPER-COVERED BOARDS.

Large boards covered with colored paper and surrounded by a narrow moulding are of great service in displaying hardware. The boards are inexpensive and can be moved about to the best advantage. They are also very durable, as they can be recovered with fresh paper whenever they begin to look dingy. Any color of paper may be used except red or green, which have a tendency to deaden the effect of highly polished tools.

HARDWARE

We carry in stock full line of the following goods at lowest market prices.

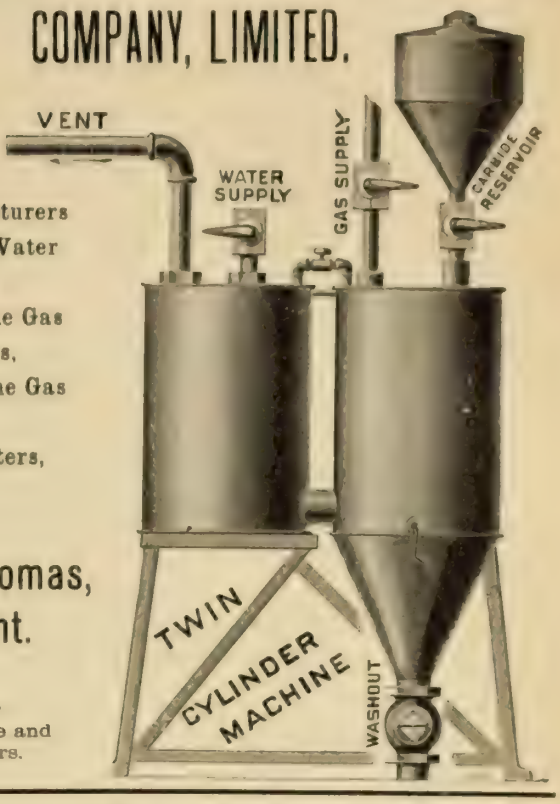
Harvest Tools, all kinds,
Lawn Mowers,
"Gem" Ice Cream Freezers,
Green Wire Cloth,
Paris Green,
Barbed Wire,
Building Paper,
"Hoyt's" Babbit Metal, all grades,
Window Glass,
Files, "Nicholson's,"
Contractors' Supplies,
Shelf and Heavy Hardware.

A. MACPHERSON & SON

152 McGill St., MONTREAL

JOHN CAMPBELL, PRES. HENRY LINDOP, VICE-PRES.
CAPITAL STOCK, $100,000.

ST. THOMAS ACETYLENE MANUFACTURING COMPANY, LIMITED.



Manufacturers of Star Water Pressure Acetylene Gas Machines, Acetylene Gas Stoves, Gas Heaters, Etc.

St. Thomas, Ont.

Write for Catalogue and particulars.

INCANDESCENT Gas Mantles made in Canada

Burners, Chimneys, Shades, Etc.

FOR . . .
Gas : : Gasoline and High Pressure Burners.

J. H. THOMPSON, : : 124 Adelaide St. W., Toronto.

Hardware! Hardware!

To Lumbermen, Contractors, and Merchants **Of the Ottawa Valley**—Has it ever occured to you that you could **Save a Profit** and get exactly what the **Trade Requires** by purchasing your supplies from

THOS. BIRKETT & SON CO., Limited, Wholesale Hardware Merchants, **Ottawa, Ont.**

EVERYTHING IN HARDWARE. P. S.—SEND FOR PRICES.

CLERKS' DEPARTMENT

LOYALTY TO EMPLOYERS' INTERESTS.

By A. H. B

HOW much better it is to have a contented staff of clerks who endeavor to further their employer's interests, than to have a staff who are constantly brooding over personal grievances? When the spirit of discontentment prevails, the blame cannot always be placed upon the clerks, but this spirit is, in a large measure, attributable to the attitude of the heads of concerns towards their clerks. There are doubtless many young men who would much prefer to work for a smaller salary for a man who, to a limitable degree, takes him into his confidence and consults him on matters concerning the promotion of his business, than to be employed by an establishment at a little higher wage where clerks are looked upon as mere machines. It pays to encourage your clerks to take a personal interest in your business. Make your employes feel that they are important factors in the conducting of your business.

According to an article in a recent issue of Profitable Advertising, a well-known banker in the United States encourages each member of his staff to regard himself as an integral part of the firm, and to always speak of the firm as "our firm." As a result of this policy, every employe is imbued with a proper pride in the house, and his duties are performed with greater zeal and accuracy. It would prove beneficial to the interests of every wholesaler and retailer to make each clerk feel that it is to his interest to promote the interests of his employer.

SUGGESTIONS TO HARDWARE CLERKS.

THE success of the hardware store depends in no small measure upon the personnel of the employes in that store, writes "E. I." in Iron Age. Many a merchant can attribute much of his success to the efforts of the man behind the counter. Many a lad starting a business career as errand boy has in time become manager and proprietor simply by hard work and close attention to business. Illustrations of these self made men are seen in every branch of the mercantile business. The future offers as great a chance as has the past, and it depends on the clerk alone whether or not he will always be behind the counter.

No retail business requires more intelligent salesmen than does hardware. Courtesy, thoughtfulness and intelligence are needed in the clerk of any store, but in no salesman are they as essential as in the employe of the hardware store; and nowhere will these requirements, together with honesty and hard work, count for more than in this business. Generally, when a clerk fails to be promoted, he has failed to earn promotion—in fact, does not earn the salary he gets. And right here is a never-failing recipe for a rise in salary: Work as though you were being paid twice the wages you are getting—be worth to your employer twice as much as you are getting, and it will be only a question of a short time before you'll get what you are earning, will get it from your present employer or from another.

Never be idle. There is not a hardware store where there is nothing to be done. And this is just the reason why I say the hardware store offers such opportunities to the fellow who is willing to work and wants to learn. No matter what you may be doing, never forget that the most important thing is to sell and to show your goods. Do not let a customer wait; a half-minute's waiting in a store for a clerk to come forward seems a longer time to the customer than waiting ten minutes for a street car. Take pains to show a customer any goods that he may even ask about. Let him see that you are not lazy and that you desire to please him. Meet every customer in a pleasant way, no matter how unpleasant you may feel. Clerking in a hardware store is a good occupation in which to learn and develop self-control, and having self-control has made some men rich.

When a clerk begins to think he is worth more than he is being paid, if he is sour on his job, the best thing he can do is to get out before he is kicked out. It is uphill work for a clerk to succeed who is constantly watching the clock, who is ever worrying about being late for his meals or is afraid of working overtime. Always be ready to work and to think about things in the store, and endeavor to display goods attractively. If, after a few years, promotion comes and you step forward ahead of some other employes, be very careful about the swelled head. Do not get thinking that you have learned the hardware business—that will take a life time—and never grumble against your employer. Sometimes his way may not seem like the right way, but generally it is true that his longer experiences have taught him lessons that you have yet to learn.

Above all, be honest—honest with your employer, honest with the customer, and honest with yourself.

TAKE THE STRAIGHT ROAD TO YOUR GOAL.

IN the early days of railroading, in laying a track through hilly or mountainous regions, engineers went around most of the hills and curves, followed the valleys, and often turned aside from even slight obstructions.

Many young men, in laying the tracks of their careers, remarks Success, follow the methods of early railroad construction. They avoid every hill of difficulty, go around long curves, turn aside from every obstruction, no matter how trifling, and always follow the line of least resistance.

In our day, however, railroad engineers, in laying a track, follow as direct a route as possible. They go through hills, tunnel mountains and span huge gorges, not only because a straight line is the shortest distance between two points, and thus saves time, but also because it lessens the risk of being wrecked.

A young man who believes that making a life is more important than making a living, will follow the methods of the modern railroad engineer. He will not shrink from the obstacles that spring up in his path. He will not creep around hills or mountains of difficulty. He will forge the way to his goal by the shortest and most direct route, no matter what opposes his passage.

It costs a railroad company more to tunnel mountains and span chasms than it would to build its road around those difficulties, but the time saved to its passengers and the risks avoided by following the safest and most direct route more than trebles its profits.

So, it costs a young man more in energy and perseverance to span abysses of ignorance, to force his way through mountains of difficulty, in order to attain a sound education and special training for his work; it takes more effort and self denial to build a straight, well-made road through the hilly, rock-strewn country to life than to make a long, winding, uneven road by avoiding the hills and rocks of opposition; but, like the engineer, you will find yourself more than trebly repaid for your trouble in forcing your way through all obstacles to your goal.

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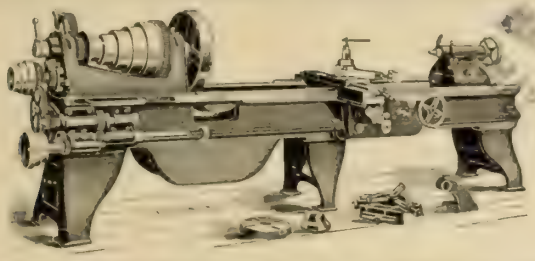

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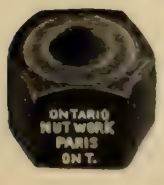

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THE PORTLAND CEMENT INDUSTRY IN CANADA.

A REVIEW OF ITS HISTORY.

A FORECAST OF ITS FUTURE.

By D. O. M.

AS far back as the time of the Pharaohs cement was manufactured and liberally used; yet it is only during the last 10 or 12 years that the world has appreciated the value of this, one of the cheapest of manufactured materials. Now, however, mankind, seems to be endeavoring to make up in a decade or so for the neglect of centuries.

Among the many notable developments of Canadian industries during the past six or seven years, none has been more remarkable than the wonderful expansion in the use of Portland cement, and, in consequence, the unprecedented increase in its production in Ontario.

In fact, the natural growth of the cement industry has been so rapid and continuous that the attention of the promoter and the speculator has been directed to it, with the result that in almost every section of the Province marl deposits are being exploited and companies are being formed with large capital to engage in the manufacture of the product.

In 1896 there were but two Portland cement works in Ontario, and their output was less than 80,000 barrels. Last year there were nine factories, with a total production of 583,899 barrels. There are now organized or in course of organization, as many more companies, with a total capacity estimated at from 1,200,000 to 2,000,000 barrels.

Naturally, such an immense increase in production has aroused much interest in the subject and opinions are freely expressed as to the wisdom of moving forward so rapidly.

The argument has been made in the daily press and in at least one commercial paper, that this expansion is bound to lead to over-production and consequently to demoralization, if not disaster. It is urged in reply to those interested in the promotion of new companies that these articles have been inspired, if not written, by parties interested in existing companies, who are anxious to retain for themselves an industry and a market which is yielding handsome dividends.

However near the truth either of these arguments may be, the fact remains that an unbiased and comprehensive study of the situation has not yet been presented, the majority of the deductions having been based upon decidedly incomplete data.

In the first place, estimates of the production have been based on the statements of capacity, which have proved utterly misleading. An instance of this is given in an article published in a contemporary a short time ago, wherein the estimated output of Canadian companies was given as follows:

	1902 output. Bbls	Probable 1903 output Bbls.
Owen Sound Portland Cement Co., Shallow Lake Ont.	150,000	150,000
Canadian Portland Cement Co., Strathcona and Marlbank	275,425	425,000
Imperial Portland Cement Co., Owen Sound Ont.	50,000	100,000
Hanover Portland Cement Co., Hanover, Ont.	50,000	50,000
Crescent Portland Cement Co. Longue Pointe, Que.	90,000	90,000
Lakefield Portland Cement Co., Lakefield, Ont.	125,000	200,000
Sun Portland Cement Co., Owen Sound, Ont.	25,000	100,000
Grey and Bruce Portland Cement Co., Owen Sound, Ont.	25,000	100,000
National Portland Cement Co., Durham, Ont.	25,000	300,000
Total barrels	815,000	1,515,000

These figures are based on estimates prepared by the companies interested, but are only useful as an estimate of maximum capacity. For purposes of comparison, the official statement of actual production, taken from the Ontario Bureau of Mines, is worthy of study:

PRODUCTION IN ONTARIO.

	Quantity, Barrels	Value
1895	58,029	$111,372
1896	77,760	138,240
1897	96,825	170,392
1898	302,037	561,266
1900	432,154	928,045
1901	450,060	564,355
1902	583,899	916,341

It will be seen from the above that whereas the capacity in 1902 was 815,000 barrels, the production was but 583,899 barrels. An even greater allowance will have to be made between the capacity estimated for 1903 and the actual output during the year. It is, in fact, doubtful if their total production will reach 1,000,000 barrels this year. To this, however, must be added the output during the season of plants now under construction. What they can produce this year is largely a matter of presumption, for no company installing heavy machinery to-day can be sure within two or three months when deliveries will be made. But, for

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purposes of calculation, it would be well to take the maximum production probable, say 200,000 barrels.

Then the question arises, will the market take 1,200,000 barrels of cement this year and possibly 1,800,000 barrels the following year? During the past seven years the imports of Portland cement have been as follows:

IMPORTS OF PORTLAND CEMENT IN CANADA.

Years	Great Britain	Germany	Belgium	United States	Total
1896	bbls. 98,307	12,814	79,674	8,279	205,186
1897	" 88,235	16,700	84,713	25,137	217,798
1898	cwt* 89,243	187,387	533,609	146,361	1,153,640
1899	do. 429,580	192,161	731,402	80,867	1,434,844
1900	do. 481,039	148,207	464,150	79,754	1,313,170
1901	do. 867,242	187,234	415,918	435,847	1,614,666
1902	do. 397,679	98,949	382,365	1,183,408	2,022,566

*One barrel contains approximately 3½ cwt.

It will be seen from these figures that the consumption has increased even more rapidly than the production, the imports last year being 2,022,566 cwt., or about 577,876 barrels. It is worth noting that the imports last year were of just about the same magnitude as the production.

The total consumption (production and imports) last year was 1,171,775 barrels, as compared with 282,946 barrels in 1896, an increase of over 25 per cent. per annum. At this ratio of increase the consumption this season should be about 1,364,719 barrels, and next year about 1,705,898 barrels. The question then arises will the ratio of increase be greater or less than 25 per cent? The only data that seem to bear on this phase of the question is summed up in three facts (a) that owing to the scarcity and high price of cement toward the end of last season many contracts were left over; (b) that the demand at the moment is absorbing everything offered; (c) that the increase of both consumption and production in the United States has averaged from 40 to 60 per cent. The figures relating to the industry in the United States are interesting:

THE INDUSTRY IN THE UNITED STATES.

	Production bbls.	Imports cwt.
1890	335,000	.....
1895	990,324	.....
1900	8,482,020	9,546,734
1901	12,711,225	3,779,569
1902	15,000,000	7,979,161

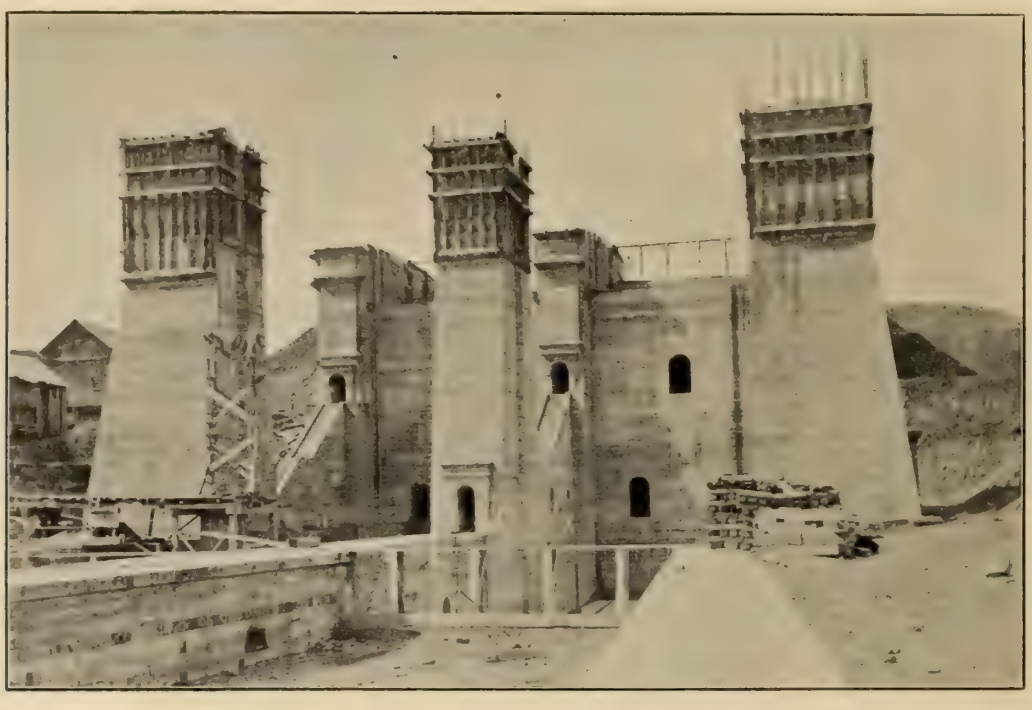
The year 1901 was a hard year in the United States cement industry, and prices were cut down to what some critics called a ruinous figure; yet last year shows a wonderful increase in both production and import, and somehow prices have resumed a satisfactory level. What is the explanation? Simply that when prices went down new channels of trade were found, the consumption widely increased; in short, the market found its own feet and moved ahead nicely.

When the statistics are examined conscientiously and the facts carefully considered it seems reasonable that the Canadian market is capable of absorbing the domestic production of cement for the next few years at any rate.

There is a phase of the question, however, that has not yet been considered, but which is suggested by T. W. Gibson, of the Ontario Bureau of Mines. Some of the keenest minds have predicted an industrial crisis in the United States. Whether it will come in the next four or five years is a question, but if it does come the enormous consumption of cement in that country will be checked. The principal plants in the United States are not only large, but modern in every respect, producing in the most economical manner. When the United States producer finds his home demand curtailed he will seek foreign markets, and Canada will receive his first attention, despite the duty of 12½ per cent.

Germany, Great Britain and Belgium have already experienced a depression in their cement industries, but the condition of their market had but little effect on the Canadian. It is satisfactory, however, to learn that these markets have recovered from the depression and are now in a healthy condition.

Everything considered, the only plausible danger that might affect the Canadian cement trade is an industrial crisis in this country or in the United States. And fortunately this is not anticipated in the near future, at any rate.



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TRADE ON A BETTER BASIS.

ONE of the gratifying signs of the times is the trade improvement in Germany. During 1900 and 1901, and part of 1902, the industrial condition of that country was grave indeed. Failures were numerous and trade depressed. This, at a time when other industrial nations of the world were enjoying a high state of prosperity, was particularly marked.

There were two chief causes for this depression. One was the too rapid development of the manufacturing industries, and the other the over capitalization and heavily stock-watered commercial enterprises.

When the crisis came, as it must under all such circumstances, these enterprises could not stand the strain. Then confidence departed and the consequent depression followed. For some months conservatism has obtained; confidence is being restored and the gradual recovery of trade has followed.

In the iron and steel trade this recovery has been perhaps more marked than in any other branch of industry. This may, no doubt, be due to the fact that there has been a heavy demand on the United States, and, to some extent, on Canadian account, owing to the extraordinary scarcity of iron and steel on this side of the Atlantic. Reports, which have been received in Canada during the last few weeks from Germany, show that metals and shelf goods are advancing in price, and that still further appreciations in value are to be expected.

In spite of the unpleasantness which has existed between Canada and Germany, as a result of our having, six years ago, induced the British Government to abrogate the commercial treaties, and the consequent refusal of the latter to allow Canada to participate in the provisions of the new treaty subsequently made with Great Britain, Canada cannot be uninterested in the industrial condition of Germany. Last year our aggregate trade with that country, taking exports and imports, amounted to $13,500,000. Although these figures are small indeed, compared with those which represent our trade with the United States and Great Britain, they are, however, larger than those with any other country outside of the two mentioned.

It is to be hoped that in time the trade relations between Canada and Germany may be improved, and that the disability under which our products now enter the latter country may be removed.

MERCHANTS AND BETTER ROADS

THIS should be a good time to promote the cause of good roads. From all over Canada come reports of quiet trade at country points on account of the bad condition of the roads.

This is nothing new. It is the experience of every spring. That, however, at the same time is no excuse why efforts should not be made to minimize the evil.

With trade almost at a standstill in many parts of the country, the loss must be very large indeed every spring to both business men and the farmers. By putting the roads in proper condition the interruption with traffic at this time of the year would be very much reduced. It will cost money to do this; but where an intelligent effort has been made to improve country roads, the results obtained have more than warranted the expenditure.

If the business men in country places would actively preach the subject of good roads, and impress upon the farmers in their respective localities the financial advantages which would accrue therefrom, vehicular communication between the farm and the store would become less interrupted, business would be more regular and payments prompter.

DOING ONE'S BEST.

NOTHING is lost by putting one's best effort into one's work. Customers, employers or the public may at times be tardy in recognizing worth, either in services rendered or in quality of goods offered for sale, but to do things thoroughly is the only highway to success.

Success is not merely obtaining applause to-day, or finding a market for to-day. Success is permanency. In manufacturing goods or in selling them, in laboring for himself or for someone else, it is the spirit that should actuate all men.

There are some who pretend at least to be doing their best where the single object is to courting praise. When impelled by such motives no man can really do his best. He may try to persuade himself that he is doing his best. But while he may deceive some people part of the time, he cannot deceive them all the time.

The best is only done when the aim is perfection, whatever the possibilities of reward or recognition may be. In other words, in the manufacturing of goods or in the selling of them; in the performance of any duty either important or unimportant, there must be the same spirit that stimulates the artist in the painting of a picture or in carving a thing of beauty from a cumbrous block of stone. In the artist we call this quality love of art. In the merchant we call it love of business, and in the manufacturer love for the particular class of goods which he makes; in the employe, love for excelling in the performance of duties.

But, however intense a man's desire may be to do a thing well, he can only do this when he has mastered [illegible] his profession or the details of [illegible] whatever it may be. He has, therefore, to be diligent in learning [illegible] well that which is [illegible] his vocation.

THE STEEL RAIL TARIFF.

AMONG the items which the tariff commission that visited Ottawa asked the Government to consider was that in regard to steel rails.

Rails used by steam railways are upon the free list. The deputation asked that these be placed on the dutiable list. While the rate of duty asked was not stated by the deputation, it has since been learned that the amount proposed is $7 per ton, which, at the present market price, would be about 25 per cent. Mr. Clergue, who spoke in favor of the proposed duty, said that the mill of his company at Sault Ste. Marie had cost $10,000,000.

It is only since the mill at Sault Ste. Marie, Ont., was erected last year that an active campaign has been started in favor of protection to the rail-making industry. True, it has been periodically advocated by some newspapers for several years, but, as no rail mill existed in Canada, the movement was not taken seriously. The case is now altered. The mill at Sault Ste. Marie has a capacity of 500 tons per day. On account of the competition of German rails the company found that, after operating the mill for a short time, it could not profitably continue to do so under existing tariff conditions. Mr. Clergue has declared that as long as these conditions exist the mill will not be operated.

In 1887, when Sir Charles Tupper, the then Minister of Finance, brought down his famous iron tariff, rails were continued on the free list. As the tariff provided for duties in so many lines of iron and steel, Sir Charles thought it necessary to explain why no provision was made for encouraging the manufacture of rails.

"The Government does not propose, at this moment," said Sir Charles Tupper, "regarding increased railway development of the country as one of the vital essentials of progress and prosperity, to include in this arrangement what the United States has done, and was done with such success, and that is to apply it to steel rails. We propose that all shall come in free, as they have done in the past, because we consider that should be made an exception. I do not hesitate to say that the adoption of this policy will, in my judgment, place Canada in a position where she will be able to provide her own rails, and that at no distant period, at as reasonable a rate as any country in the world. Why should we not do so? Show me any country possessing as many miles of railway as Canada does, that does not manufacture its own rails? It cannot be done. There is no country in the world with 12,000 miles of railway in operation that does not manufacture the rails used there."

The railway mileage of Canada has increased a great deal since Sir Charles made that Budget speech. The mileage up to the end of the last fiscal year was nearly 19,000 miles, and the railways that are now in course of construction, with those which are likely to be started in the near future, will greatly swell these figures. It will, therefore, be readily seen that Sir Charles Tupper's remarks in 1887 in regard to the increased railway development of the country apply to the present day as well as to the past. The question, therefore, naturally arises: "Is it to-day a sufficient reason for refusing to place steel rails on the dutiable list?"

During the last five years Canada has spent on steel rails $12,387,000. To place a duty of 25 per cent. on these rails would have represented an additional cost of a little over $3,000,000, that is, of course, reckoning that the purchasers paid the duty.

We have in Canada dealt quite liberally with the railway companies. Up to the end of the last fiscal year we had in loans, bonuses, etc., granted the railways of this country nearly $233,250,000. This is not taking into consideration the large land grants, of which the C.P.R. alone received 25,000,000 acres.

In view of this, therefore, does it not seem reasonable to ask that some encouragement should be given to the steel rail manufacturing industry of the country. Possibly the specific duty of $7 per ton may be rather large, but it must be remembered that this is the rate that obtains in the United States, while in Germany the rail manufacturers receive a liberal bonus, which enables them to lay down steel rails at Port Arthur, Ont., at lower prices than they can be bought in Berlin.

Excessive protection is not a good thing, and in the long run militates even against the interests which enjoy it, breeding, as it does, opposition, where a moderate tariff would be left severely alone. It seems reasonable that under the anomalous conditions which exist to-day some encouragement should be given to the rail mill at Sault Ste. Marie.

With a moderate amount of protection it is, no doubt, likely that the Dominion Iron and Steel Works, at Sydney, to say nothing of The Nova Scotia Iron and Steel Co. would also have steel rail mills in operation.

CANADA'S FOREIGN TRADE.

THE remarkable proportions of Canada's foreign trade when compared with the population of the country has aroused considerable comment from time to time. In the year ending June 30, 1901 (the year the census was taken), our population was 5,338,083, and our total exports and imports, $386,903,157, showing a trade of over $72 per capita. Last year the total trade was $423,910,444, and our estimated population 5,500,000. Thus our foreign trade aggregated at least $77. Our foreign trade this year, if the growth shown in the past seven months be continued, will be over $460,000,000, which would show a foreign trade of over $80 for every man, woman and child in the Dominion.

We hear so much of the "industrial supremacy" of the United States that it is interesting to point out that the total foreign trade of the United States last year was $2,330,022,888, less than $30 per capita. And what is still more significant is that Canada's foreign trade is much larger than that of the United States in 1850, when that country had a population of 23,191,876. Canada may not have a large population, but it is a factor in the world's commerce.

AN ERA OF EXPANSION.

MUCH has been said and written regarding the wonderful developments—industrial, commercial, national which have taken place in Canada during the past few years, and of the more wonderful expansion prophesied in the immediate years to come. Yet too much has not been said.

The phase of the question, however, that interests the retail hardware dealer is what this development is likely to mean to his business. There is no doubt but that the past six or seven years have added materially to the volume of business done by the average hardware dealer. In many cases the retailers have been enabled to put their business on such a sound basis that the question to-day is, what should be the next step of progress?

Some may reason that their business has about reached its limits, that they can well afford to use some of their capital for enterprises entirely outside and apart from their regular business. This opens up new dangers, and dangers which may lead to unexpected difficulties. No matter how successful a man may be in one line, he handicaps himself when he divides his interests, when he devotes time and thought to matters quite foreign to his retail business. He may not be able to concentrate enough thought on either to make it pay as well as that which has hitherto received his undivided attention.

Andrew Carnegie's advice, "Put all your eggs in one basket," was given by a man whose judgment is recognized as sound.

Then, if a retailer has reached what seems to be the limit of his business, yet has some surplus capital to invest, what is he to do? Extend his own business into lines which he can sell to his present customers.

HARDWARE AND METAL has for some time taken the ground that the hardware dealer at every point in Canada should be the source of supply for practically everything into which hardware, metals or machinery enters. There are many articles which he could not carry in stock, but which he, acting as local agent, could sell from illustrated catalogues or, when the order is important enough, through an expert from the manufacturer he represents.

This suggestion is emphasized in greater detail elsewhere in this issue. The experience of several retailers is cited. There are but a few of the many retailers in all parts of the Dominion who, after mature deliberation, have widened the scope of their business with results eminently satisfactory. An instructive feature of the question is that the dealers who have added to their stock some kindred lines have found their trade in regular shelf hardware materially increased as a result. It is interesting, too, to note that retailers who have added several lines say that there seems no limit to the number that can be carried with profit and advantage in connection with their business.

The advertisement is a lubricant which will facilitate the movement of merchandise that is worthy of being pushed.

POSTAL RATES FROM BRITAIN TO CANADA.

WRITING recently from Vancouver, the United States consul there points out to his department at Washington that matter mailed to Canada only carries the same rate of postage as if mailed to any point within the confines of the United States. He goes on to say that the reason he refers to the matter in his report is that he is regularly in receipt of newspapers, etc., on which a 5c. stamp has been placed, when a 2c. would suffice.

This report of the consul should bring home to the people of Great Britain the peculiar disadvantages under which they labor, in comparison with the United States, in sending newspapers and periodicals to Canada.

As our readers are well aware, the Canadian Postmaster-General some weeks ago succeeded in inducing the British Government to allow us to send newspapers and periodicals to points within Great Britain at the same rate as if mailed to points within the Dominion.

In a letter the other day to the Montreal Board of Trade, Sir William Mulock said that it was four years since he first made application to the Imperial Government for permission to do this, so that it has taken all that time to move the postal authorities from their position. While they have, however, conceded this one point, they have so far refused to allow newspapers and periodicals to be mailed to Canada at the same rate which obtains at home.

The newspapers and the magazines, outside those of our own country, which are to be seen in the bookstores and news stands of Canada are nearly all from the United States. It is a rare thing indeed to see an English newspaper or periodical offered for sale. We should think it no exaggeration to say that for every English publication received in Canada, there are ninety-nine American. The excessive rates on newspapers and periodicals from Great Britain to Canada is not entirely traceable to this fact, but it has, no doubt, materially assisted in bringing about the present condition of affairs.

Politically, the dissemination of American literature is not to the advantage of Great Britain, for in spite of the cordial relations between the two countries, the magazines and newspapers printed in the United States contain much that reflects on British customs and prestige; but there is another phase of the matter, which is not always taken into consideration, and that is in regard to its effect on commerce. British magazines and newspapers contain a great many announcements in regard to the products of the home factories. Naturally Canada is desirous of retaining as much of her home trade as possible, but if the advertisements of other counties are to circulate among our people, they naturally prefer that it should be those of the Mother Country rather than those of the United States, our greatest competitor. This is a point which should influence [illegible] business men and force the Imperial postal authorities to discontinue [illegible] sighted policy.

Crown Brand

NERLICH & CO., TORONTO

A Crown was meant for the Head

and at the head we have placed the **"CROWN."** No other sporting goods line has won such universal commendation and come into such general use, in so short a time as has the **"CROWN."** There are two especially strong points about the **"CROWN"** sporting goods. The name guarantees the quality—you know that and the people know it. That means you can **sell "CROWN."** And then, you, as a retailer, can realize a fair profit without putting on a sky-scraper price. You might as well have that profit.

"Crown" Tennis Rackets.
"Crown" Baseballs.
"Crown" Baseball Mitts.
"Crown" Baseball Masks.
"Crown" Lacrosse Sticks.
"Crown" Croquet.

AND ABOUT WHEEL GOODS

Children's Steel Box Waggons, Velocipedes, Tricycles, Coasters, Dog Sulkies, Toy Garden Barrows, etc. Are lacking in nothing that is good—Splendidly finished, attractive goods.

Our Catalogue tells you far more about Sporting or Wheel Goods than we can tell you here. Yours for the asking. When you write mention HARDWARE AND METAL.

NERLICH & CO., 146-148 Front St. West, (Opposite Union Station) **TORONTO.**

MONTREAL QUEBEC DRESDEN, GERMANY

SPORTING GOODS

SPORTING GOODS IN THE HARDWARE STORE.

A Line Worthy of Increased Attention.

DURING the past few years there has been a large extension of the sale of sporting goods throughout Canada. Three causes have contributed largely to this increase: (a) an awakening of interest in exercise and outdoor sport; (b) greater wealth in all parts of the Dominion, and (c) shorter hours of working in many trades and professions.

Hardware retailers in the majority of places have recognized this development and have, to a large extent, met the demand by carrying a fairly wide assortment of sporting goods. Yet, in almost every retail hardware store in the country there is room for further extension; these are lines which could be readily sold and at a satisfactory profit.

That sporting goods are proper stock for the retail hardware store is unquestionable.

Many lines are not sold by any other class of retailer than the hardware dealer, this being most particularly the case with guns, ammunition, and the heavier lines of athletic goods. In the other lines, which are handled by fancy-goods houses or general stores, the tendency is steadily towards a decrease in the number of lines handled by these houses and the increase in the proportion handled by the hardwareman.

FISHING TACKLE.

Of all lines of sporting goods, fishing tackle, probably, necessitates the most thorough and detailed knowledge of the local requirements of trade. The class of fish caught in the different Provinces and in various parts of each Province is quite distinct. Even in two neighboring lakes it is necessary to have bait of different color, owing to the water in one lake being considerably darker than in the other. The local dealer, however, will not find it difficult to secure the knowledge necessary to supply fishermen with exactly the kind of tackle, artificial bait, etc., which is needed. Once this knowledge is secured and a trade worked up, this line becomes a very profitable one, the margin being considerably higher than in many lines.

GUNS AND AMMUNITION.

There is little necessity to-day of advising hardware dealers to carry a complete stock of guns and ammunition. Sporting men in Canada invariably turn to the hardware store for these goods, so it is a question not of whether the goods should be sold, but how they can be handled to the greatest advantage. It is true of this line, as it is of several others in a hardware store, that although it is expensive to carry a complete stock, yet it is only by doing this that one can make the most of the trade. The hardwareman who knows everything about guns, understands ammunition well and can talk intelligently to customers regarding their needs for shooting any kind of game is not common, but those who are posted in this manner not only have a reputation, but are doing a business that is well worth taking pains to get. The display of these goods is important. A progressive retail firm in Eastern Ontario has a large glass case, fitting in one side of his wall, in which guns are hung up. This makes a nice display and the guns can conveniently be shown from it, there being no counter in front of the showcase.

ATHLETIC GOODS.

Lacrosse, baseball, cricket, football, hockey and skating supplies are to-day recognized as hardware lines in practically every district of Canada. In some towns, however, the hardware trade do not push the line, and much of the business is done by the local clubs through catalogue houses. This should not be, and would not be, if the local retailers fully understood the wants of the clubs and kept a stock likely to satisfy these clubs. It is not difficult to find out early in the season what sports are likely to "boom." When this information has been secured, it is best to go to the secretaries or presidents of the clubs organized, and try to secure their orders. When any sport is "booming" there is always a demand for cheaper goods than those used by the senior club of the town. The youthful fancy readily makes a hero of a successful athlete and is fired with a great ambition to follow in his footsteps. So he gets a lacrosse stick or a baseball bat and "gets down to practice." The trade thus created in a town is no insignificant item during the season and hardwaremen find it wise to push these goods to the limit.

The demand for dumb-bells, Indian clubs, golfing materials and other lines has grown largely in the cities and in many towns, owing to the desire for exercise. The trade can be developed anywhere by persistent pushing. A good way to develop it is to secure the publication in the local papers from time to time of articles dealing with the value of regular exercise. This should be merely suggested, without reference to any firm or even to the kind of goods to be used. That can be done in the regular advertisement.

In a large number of Canadian towns hardwaremen sell canoes, and in some cases, gasoline launches. These goods are not sold from stock, a catalogue being satisfactory. Paddles, oars, oar locks, etc., are kept in stock, however.

The lighter lines of hardware have been neglected by many hardware retailers, though the line is one that yields a good profit and amounts to a considerable total in the year. It would astonish many retailers if they knew the number of orders for tennis racquets, boxing gloves, punching bags, etc., that are sent out from their town in a season to the catalogue houses. It is but reasonable to expect this to continue as long as the customers cannot be supplied locally. Yet the prices charged by the catalogue houses are such that the local retailer could get practically all this trade and have a good margin for himself.

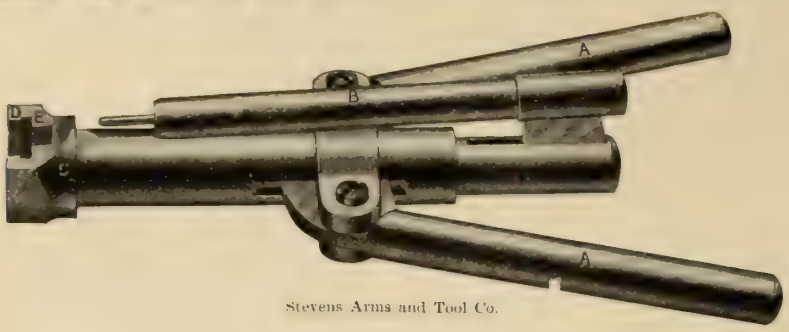
CHILDREN'S GOODS.

The custom of the children is made up of small items, but it aggregates to a volume in a year that makes it well worth the trouble and expense necessary to get it. In the summer, marbles, tops, skipping ropes, children's wheel goods, etc., are always in demand. The trade to-day is divided between the fancy goods and the hardware stores. In some towns fancy goods dealers do the bulk of the business, in others, the hardwareman gets the lion's share. It is really a matter of pushing, of shrewd retailing. But the odds are in favor of the hardwareman, if he makes a feature of the line once in a while.

Taking all lines of sporting goods into consideration it is at once seen that the possibilities are so great that hardwaremen who are neglecting these goods would do well to get catalogues from the leading jobbers, advertisements of most of whom will be found in [illegible], and study up the question. If this were done it would, in all probability, get for these retailers a share of trade that now goes to the catalogue [illegible].

NEW "STEVENS" GOODS.

THE Steven's Arms and Tool Co., of Chicopee, Mass., are putting on the market this season a re and de capper, for which they claim many excel ent features. The design of the tool is shown in the accompanying cut. The body C is hollow and contains a plunger for seating primers and a spring for returning parts to initial position. To the rear end of this body are fulcrummed levers A A which engage said plunger. To the rear end of this plunger is hinged the expeller B. The forward part of the body has a slot D for receiving head of shell for capping, and a slot E into which



Stevens Arms and Tool Co.

primer is dropped, coming to exact position to enter primer pocket.

To operate it the tool is held in the palm of hand with levers A A wide open; the thumb is pressed on the rear end of expelling plug B, lifting same so the shell is slid on to it freely, the head of shell passing over shoulder C. On removing thumb, the shell drops down so the head of shell falls behind shoulder C, which prevents shell shifting position when levers A A are closed, expelling old primer. The shell is then withdrawn and reversed with one motion, and head of shell dropped into slot D, a primer is then dropped into pocket E and levers again closed, seating the primer. This tool is very light, extremely powerful, and subject to very little wear. It is made in all sizes. The price, nickel plated, is $1.50.

This firm is also making three new models of guns for 1903. This gun is novel in its mechanism, embodying features that, it is claimed, will enter largely into fire arms of the future. The top snap is dispensed with, the trigger serves to open the gun as well as discharge it. When the hammer is down, pressure of the trigger pulls back the locking bolt, and the gun is opened; the hammer must be down to accomplish this. The cocking of the arm is independent. The solid locking bolt prevents the gun getting shaky, even with severe and long use. The hammer of this gun is so fitted in the frame that the working parts are thoroughly protected. The main spring and locking bolt spring are made of specially tempered coil spring wire, so arranged as to give a reliable, smooth, and easy working mechanism. They are specially designed smokeless powders. All parts are interchangeable.

The three models are No. 160, $8; No. 161, $9 and No. 170, $10. Further in-

CANADA'S IMPORTS OF SPORTING GOODS.

By Mac

IF bicycles and bicycle parts be excepted —and these really belong to-day to a man's business life rather than to his sporting life—the imports of sporting goods in Canada have shown a remarkable development in the past six years, in spite of the undoubted increase in the domestic production of nearly all lines.

The most notable increase has been in guns, rifles, pistols, etc., the imports of which in 1897 were $93,015 and in 1902, $257,135. Of the latter figures $157,472 came from the United States, $54,940 from Belgium, and $25,519 from Great Britain.

Cartridges and other ammunition have, too, been imported in rapidly increasing volume. In 1897 Canada bought but $64,054 in outside markets; in 1902 the purchases reached $199,351, the United States sending $112,473 and Great Britain, $85,841.

Another interesting development has been in the importation of dolls and toys of all kinds. Of these Canada in 1897 bought $155,552, of which $87,451 came from Germany and $47,438 from the United States. In 1902 the imports of this line had reached $275,242, $160,828 coming from Germany and $81,373 from the United States. Great Britain also sent us $15,180 and France, $11,775.

In the foreign purchases of fishing tackle, too, there have been a big expansion. The statistics for 1897 are not clear in the Government returns, but it will be noticed that the growth from 1898 to 1900 was only about $5,000, whereas in the last two years it has been nearly $25,000. Of the imports, during 1902 Great Britain sent us $23,397 and the United States, $18,146.

The widespread increase in the interest in photography is illustrated by the imports of dry plates, which have risen in six years from $16,579 to $44,808, the bulk of it coming from the United States.

Evidently, too, card playing is not on the decrease, for the imports have grown from $17,698 to $39,099. Of this, $3,298 came from Great Britain; $35,771 from the United States.

In fact, an examination of the figures of all the goods referred to, as well as to less important lines, shows that there has been a steady increase of imports of sporting goods of all kinds into Canada during the past year.

SPORTING GOODS DISPLAY RACK.

How to display sporting goods to advantage is a consideration worthy of attention. The accompanying design from Iron Age shows a rack used in a Connecticut sporting goods house. It is so simply constructed that any hardwareman could readily build one. It will be noticed that in addition to the lines carried by the Canadian hardwareman, such lines as boots, sweaters, stockings, and even padded knickers are sold by this dealer. But this could not be recommended, as these lines legitimately belong to the men's furnisher. Flags, however, are sold by hardware dealers all over the Dominion. A valuable addition to such a stand as the one shown would be a number of boxes nearby in which to carry baseball bats, lacrosse sticks, etc. The smaller goods, such as fishing tackle, balls, base ball gloves, football pads, etc., can best be shown in a glass showcase or on a table where they can be readily examined by an intending purchaser.

Window displays should be made from time to time. In preparing these it is

best to devote the window to one branch —goods for home exercise, fishing tackle, guns and ammunition, outdoor athletic goods, flags, hammocks, etc. Once in a while it would be worth while to crowd as wide a range as possible attractively in the window so as to leave the impression that a complete stock of sporting goods is handled—for after all, there is nothing brings a customer like the assurance that he will have such a good stock to choose from that he will get what he wants at a reasonable price.

TRADE MARK VICTOR REGISTERED

The Standard for Quality

THE Victor

Every Requisite For

**Baseball,
Lacrosse,
Tennis,
Football,
Cricket,
Bowling,
Boxing,
Exercise,
Flags,
Paper
Lanterns,
Hammocks,**

Spring and Summer Specialties.

THIS MARK ON

SPORTING GOODS

is the best guarantee of excellence and of value

Victor Sporting Goods

ARE

The most satisfactory to players,

The most profitable to dealers.

A most complete catalogue is yours for the asking—Ready Soon.

The FANCY GOODS COMPANY of Canada, Limited

50 Yonge St. and 6 Wellington St. W., TORONTO

THE FUTURE OF THE BICYCLE.

A Steady, Growing Sale in Canada Assured.

All the sales of bicycles in Canada to show an increasing tendency for the season of 1903 and succeeding seasons? This is a question that is being much discussed in a number of papers throughout Canada at the present time. To anyone, however, who is fully in touch with all the influences that are tending to direct the course of the bicycle business there can be but one answer to this question. It is that the bicycle has won for itself an enduring place, and that its sales, not only in Canada, but the world over, will show an upward tendency during the coming years. Signs of this are apparent both at home and abroad.

ENGLAND.

In England the bicycle has returned to popular favor to an extent hardly appreciated by us in Canada. Visitors who were in England last year at the Coronation tell us that over every highway in England were to be seen daily large numbers of cyclists, both men and women, touring from place to place. The Royal family has renewed its interest in the bicycle, and consequently society is taking it up once more. The result was that last year there was a sale of nearly 500,000 bicycles in Great Britain, and all the companies engaged in bicycle business had a most profitable showing to present to their shareholders.

EUROPE.

On the continent of Europe similar conditions prevail. In France popular interest in cycling has been revived, and with it, renewed zeal in cycle racing events. It is estimated that there were in the neighborhood of 400,000 new bicycles sold in France alone last year.

AUSTRALIA.

Similar conditions prevail in Australia, where interest in cycling affairs is at its height. Advices to hand from that country at the present time tell of race meets in Sydney, Melbourne, Brisbane, Auckland, and other Australian points, attended by from 10,000 to 20,000 people. Purses of £100 to £500 are common, and the prize for the mile championship was £1,000 sterling.

AMERICA.

It is estimated that there are in use in the United States over 2,000,000 bicycles, and all the manufacturers are preparing for an increased sale of their lines in 1903 season. One feature of this revival is the demand for a higher-class bicycle. In the United States during the past few years the demand has been ever for a cheaper bicycle, but this year, prices are uniformly higher, and manufacturers are putting forth their efforts to turn out a higher grade of bicycles, so that competition will be on merits, not on price.

That Canada will have her full share of the increase in sales is assured, and already reports from all sources indicate an increased demand for better bicycles than has been the case for some years past.

REASONS.

There are sound reasons for this revival. The bicycle has during the past few years been improved to an extent hardly appreciated by those who gave up the bicycle a few years ago and have not since taken it up. Every feature of bicycle construction has been improved upon. The parts are now standardized,

T. A. Russell.

Managing Director of The Canada Cycle and Motor Co.

and experience has shown just what construction will give the maximum of strength and reliability with the minimum of weight. Tires have been improved, so that punctures and delays of this sort are a thing of the past. The coaster brake has been introduced, enabling the rider to coast down inclines with complete safety, as he always has the bicycle under complete control, and so permits the rider to rest from the strain of continuous pedalling. The motto of the coaster brake is "Ride 50 miles, pedal 35."

In addition, the invention of the hygienic cushion-frame, which, by means of an attractive device, takes up the jar and vibration formerly connected with wheeling, has increased the rider's comfort to a marked extent. It prevents jolt and vibration, and in so doing, not only adds comfort to the rider, but greatly prolongs the life of the wheel.

"Canadian Hardware and Metal" deserves thanks for the effort it has been making to interest the hardware trade to a more marked extent in the bicycle, as the business now is on a stable foundation. There is nothing in the bicycle for the hardware dealer, or any other dealer, who is not prepared to work, but for the man who is prepared to go after business, there is no line at the present time which offers speedier or better profits than the bicycle, and with it, proper lines of bicycle accessories.

T. A. Russell.

SPRING BICYCLE TRADE.

The early opening of spring, as indicated by the few fine days experienced last week, has livened up business at this generally dull season of the year, and hardwaremen who are carrying a line of bicycle hardware are to-day reaping a harvest.

Every indication points to a healthy revival of the bicycle, and many dealers and repairmen are to-day taxed to their utmost, working night and day to fill the demand.

This is a line that brightens up a store and returns good margins, and hardwaremen throughout the country have not been slow to grasp the fact.

The orders already received this year by the manufacturers are far in excess of any like period covering the past five years.

Should the fine weather continue we foretell a busy season and a return to the good old wheeling days.

SPORTING GOODS CATALOGUES.

FISHING TACKLE.

Wm. Croft & Sons, Toronto, have ready for the trade their catalogue, which embraces over 90 pages of fishing tackle information. This firm have studied the Canadian fishing trade thoroughly and are in a position to-day to supply hooks, lines, flies, artificial insects, pouches, floats, baskets, buckets, traps, bags, nets, wading trousers, tackle boxes, spears, compasses, rods, reels; in fact, everything essential to successful fishing, whether it be in the trout streams of the Rockies, Northern Quebec or Ontario, the bass, perch and pickerel lakes, or the muscalonge lakes or rivers of lower Ontario, the salmon streams of British Columbia or New Brunswick, or other salt-water fish at the coast rivers. This catalogue is an education to anyone not well versed in fishing tackle requirements. It will be sent gratis to any readers of "Hardware and Metal."

CHILDREN'S WHEEL GOODS.

In the spring catalogue which Nerlich & Co., Toronto, have just issued, considerable attention has been devoted to children's wheel goods, velocipedes, tricycles, wagons and carts. This firm are ready to send a copy of their catalogue to any firm desiring these goods.

BUY THE BEST.

HERCULES

Sash Cord.

Star Brand Cotton Rope,
Star Brand Cotton Clothes Lines,
Star Brand Cotton Twine.

For Sale by all Wholesale Dealers.

The Canadian Canoe Co.,

P. O. Box 107 **PETERBOROUGH, ONT.** Limited.

Manufacturers of
CANOES and SKIFFS of every description. Best quality. Lowest prices.

WAR CANOES A SPECIALTY.

This is our "No. 13," the most popular pleasure Canoe manufactured.

Write us for catalogue before placing your order.

H. W. LYLE,
Manager.

WM. CROFT & SONS

ESTABLISHED 1865.

HEADQUARTERS FOR

FISHING TACKLE

Also FANCY GOODS, NOTIONS, SMALLWARES, NEEDLES, HAMMOCKS.

DEALERS, write for our 1903 Catalogue.

61=63 West Front St., TORONTO.

World's Manufacturing Company

THE WORLD'S
KNIFE CLEANING MACHINE

66, 68 Victoria St. London, S. W.

A really handsome article and a splendid line.

Size 11 in. x 11 in. x 7½ in. high.
Weight about 12 lbs.

AWARDED
Gold Medals and Special Prizes at the most important Exhibitions in London.

SIMPLICITY ITSELF!
A CHILD CAN USE IT!
A BRILLIANT POLISH!
MAKES NO DIRT OR DUST!
CLEANS EVERY SIZE OF KNIFE!

A PERFECT KNIFE CLEANING MACHINE.

WEIGHT ABOUT 12 lbs
SIZE 11 INCHES x 11 INCHES x 7½ INCHES HIGH

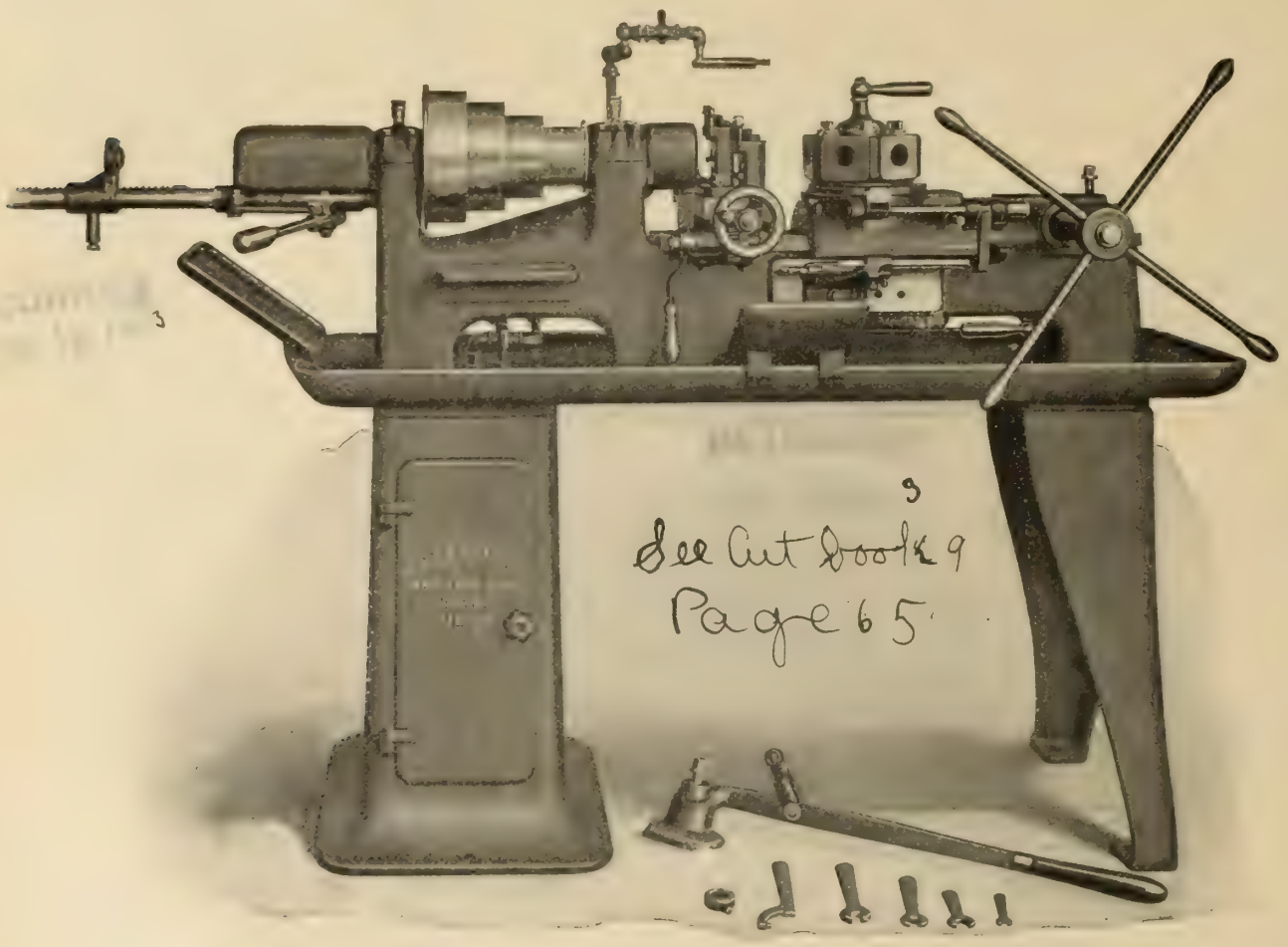
Sole Canadian Agents:

DECATUR, BULL & CO., 30 HOSPITAL ST., MONTREAL.

NEW MODEL
Pratt & Whitney Turret Lathes

MADE IN FIVE SIZES.

5/8 x 4½ inches. 1 x 10 inches. 1½ x 18 inches. 2 x 26 inches. 3⅛ x 36 inches.



Pratt & Whitney 1 x 10 in. Turret Lathe.

WE ARE SOLE CANADIAN AGENTS FOR

PRATT & WHITNEY CO., —AND— **NILES, BEMENT, POND COMPANY**

WRITE TO OUR MACHINE TOOL DEPARTMENT FOR CATALOGUE AND PRICES.

The Fairbanks Company

MONTREAL **WINNIPEG** **VANCOUVER**

MACHINERY

MACHINERY AS A HARDWARE LINE.

A Retailer's Experience.

By D. O. M.

"HOW'S business?" asked Mr. White, hardware dealer in L——, of Mr. Brown, who carried on a similar business in a neighboring town, whom he met in Toronto in January last year.

"Can't complain," was the reply. "We had a fine Christmas, but are quiet, now, of course. How is it with you?"

"We are almost as busy as we were before Christmas. One of the clerks and myself have been busy with outside work, and the others have had enough to keep them going in the store."

"Outside work! What do you mean?"

"Chasing up business outside the store. Three years ago, one afternoon in February, I was wondering what to do next, when a traveller for a windmill maker came in, and after much argument persuaded me to accept an agency for his house. He insisted that I push the line, and promised that there was business to be had if I would try for it. I decided to try pushing it for a week, and during that time asked every customer who came into the store if he would buy a windmill. On the fourth day I sold one to a farmer, who installed it for watering his cattle. That sale led to several others, and as I had time to spare I took several trips into the country around L—— to look up sales of windmills. Success in this line made me want to try others."

"Did you make money on the business?"

"Yes, every time. The next line I took up was sewing machines. There is a sewing machine agent in L——, but he handles organs, pianos, etc., so he has little advantage over me in getting after the machine trade. In fact, I think I have the better of him, for I know as many of the people in and about the town as he does, and I advertise the machine and he does not."

"*Do you* call on prospective buyers?"

"If I hear of anyone who wants a machine I call or send my best clerk. I find this line pays me well. It in turn led to bicycles. I had always refused to touch bicycles, but decided to give them a trial. It went [illegible] a few months, but when repairs were wanted I had trouble galore. I had to start a repair shop or give up the bicycle business, but by this time I had learned that it payed to widen out, so I started the repair shop. This was the best move I had made in years. In the winter we sharpen skates and repair all kinds of machinery. In the summer we find that both bicycles and machinery need much attention. The repair shop has given us advantage in the skate trade, and we have taken agencies for half a dozen machine or tool makers."

"How do you sell machines?"

"I get every machinery catalogue I can, and study them thoroughly. If I see a machine I think any millman in the district should have, I secure the agency for some house handling it; then I go right to him and try to sell it from the catalogue, which is nearly always well illustrated. Sometimes the customer insists on seeing before buying, but I get the credit of and commission for the sale. I am in the city to-day to complete a sale that will pay me well."

"But does not this outside work interfere with your regular trade? I have thought of taking such agencies more than once, but have been afraid to take my attention away from my regular business."

"Candidly, so was I at first. But I find that I sell far more over the counter than I ever would have had I not taken agencies of side lines which brought new customers into my store. For instance, just last fall I drove into the country six miles to see a farmer who thought of erecting a silo. I had an agency for a cement firm which builds silos. The cement silo is not as cheap as some, and my man needed lots of argument. But at last I convinced him that the stronger cement silo would pay him in the end. I got commission on the job and became acquainted with the man, and though he was never in my store before he is now a regular customer of mine. I have had to put two additional clerks in my store, besides getting practical men for my repair shop. I find it pays to get good clerks and trained mechanics."

"If I go to L—— will you give me some pointers on your methods?"

"Sure. But don't come before next Monday. I will be engaged until then."

On Monday the two retailers, who, by the way, had been clerks together in a Hamilton hardware store 16 years before, compared notes. One had centred his business in regular hardware, and had done well; the other had widened his field to include everything of a hardware or metal nature, and had done better.

"I have made a list of the goods you sell that I have never touched," said the former, after their talk was concluded. "Machinery and tools are the most important, though I sell some tools. I tried bicycles, but as I never started a repair shop, they did not pay me as I thought they should, so I dropped them. Sewing machines, pumps, windmills, I have never tried to sell, but I will write to these houses you suggest. How did you hear of them?"

"Some from goods coming into the repair shop, some from travellers, some through 'Hardware and Metal.'"

"Well, old man, I am going to try your plan. I'll tell you how I come out some day."

AN ACCIDENTAL DISCOVERY.

With electric motors all round us to-day it is hard to credit the fact that the discovery that a dynamo would act as a motor when current was passed through it was accidently made by an attendant at the Vienna Electrical Exhibition of 1873, says Ironmonger. Thinking two loose cables belonged to an adjacent gramme dynamo, he inserted the ends into the terminals, and the machine straightway began to revolve. The other ends of the cables happened to be connected to another machine, which was working at the time.

SMALL ENGINES FOR JAPAN.

Makers of small steam, oil and gas engines will find that Japan is one of their best markets, for the process of converting and amalgamating its numerous factories into works with motive power goes on apace, says The British Trade Journal. The total number of factories with power, therefore, shows a slight decrease but the aggregate of horse power employed has risen from 11,031 in 1894 to 95,392 two years ago. There are still almost 5,000 factories without motive power chiefly devoted to weaving silk [illegible] cement making, printing and cotton and silk spinning. Factories with motive power comprise [illegible] cotton and silk spinning, weaving, machine shops, cement works, printing, and paper mills.

MAKING CASTINGS OF SHEET STEEL.

A COUNTRY like Canada that offers so much in the way of continued industrial progress and expansion is bound to attract new industries, to have established within its bounds factories and workshops which carry out the latest advancement in industrial or commercial science.

Within the past few months a proof of this has been furnished in the establishment in Toronto of The Empire Machine and Metal Stamping Co., under the presidency of Henry Stanyon, an expert engineer and draughtsman from the United States.

This firm is making a specialty of metal stamping. They have a plant and the necessary knowledge of process to enable them to work all kinds of sheet steel, brass, aluminum and copper to any shape. They offer to duplicate any casting sent them in sheet steel, and to make their product lighter, stronger and cheaper than cast iron. Last week they sent out the following announcement:

"Are you manufacturing anything requiring the use of parts made of sheet iron, steel, brass, copper, zinc or aluminum? By the use of dies in power presses we cut from sheet metal of any kind pieces of almost any shape. In cutting 10,000 pieces with the same dies there will not be one that will vary appreciably from any other one. If holes are needed in these pieces, we punch them of any size or shape required, and uniformly the holes in one piece will exactly match the holes in each of the other pieces. Round, square, triangular, oblong, oval, slot or irregular shapes are all the same to us—anything up to ¼ in. in thickness, or, if small, up to ½ in. thickness.

"We take one of those die-cut blanks, and, by the use of other dies in presses, bend it, crimp it, emboss it, corrugate it, make it into a cylinder or tube, a thimble or a dish, give it curves or angles, stamp it with letters or figures, and, in short, give it almost any form or shape that may be required. We also cut, form and shape from rods, bars and wire.

"Soft steel is fast taking the place of malleable iron in many thousands of articles, and it is in every way better. As it is stronger and more uniformly of good quality, goods may be lighter, while they will be neater, look better, have a smoother finish and make a better fit. We make a specialty of doing this class of work for others doing their own stamping. New inventions are in our line."

Several castings, or rather stampings, were shown to a representative of HARDWARE AND METAL the other day. The steel had been drawn and stamped with the same precision and ease that stamped tinware now presents. The finish and appearance of the product was exceedingly attractive. In one case a cap to fit tight over a wooden hub and the projecting nut was stamped in two pieces, which would make a perfectly air-tight cap, a remarkably interesting production from sheet steel.

The firm is also manufacturing several specialties for use on the Canadian market, two of them being advertised this week.

Already several of the foremost manufacturing houses of Toronto have sent large orders to the company. They offer to furnish further particulars regarding their business, or to send quotations to readers of HARDWARE AND METAL.

"THE JINGLE OF THE TOOLS."

Some rave about Beethoven, Sousa, Sullivan and Lizst,
And dream about the chorus and the band,
While others get hysterics if a single night is missed
When Godfrey has his baton in his hand.
But there's music that is sweeter, and I hear it in my sleep,
It has neither tempo, measure, clefs nor rules;
But it rushes through the world with an unresisted sweep—
'Tis the music in the jingle of the tools.

I can see the anvils dancing at the merry notes they sing,
When the hammer and the tongs begin to play,
And the chisels gather 'round them like a joyous elfin ring,
While the s'edge pounds out a lively roundelay.
'Tis their jumping and their clashing make the wheels of [commerce fly,
And gladden every heart except a fool's.
The nations all would perish, and the earth itself would die,
Without the cheery jingle of the tools.

The vise, with peals of laughter, may be seen to spread his [jaws,
When everything goes rattle, dash and bang;
The bellows in his exercise sometimes will take a pause,
And on the sweet reverberations hang.
When they have heated up the metal and it comes out shining [white,
The folks will stand around until it cools,
For young and old can listen with unqualified delight
To the music in the jingle of the tools.

Where you see the smoky chimneys, with their summits in the [sky;
Where you hear the screaming whistles by the score;
Where they build the mighty mansions up to fourteen stories [high,
And the street car flies like lightning by your door;
Where the workman owns his dwelling, though his city be in [debt,
For the building up its colleges and schools—
If you have an idle dollar you can put it down and bet
It's there you'll hear the jingle of the tools.

There may be softer music for the man without an aim,
Except the chase of pleasure for a while,
But he soon gets sick and weary, and all music seems the [same—
It rarely starts a tear drop or a smile.
But the merry, merry tinkle of the iron and the steel
He neither praises, blames nor ridicules,
For his heart is far too narrow and his spirit cannot feel
The sweetness in the jingle of the tools.

MACHINERY AND ELECTRICAL NOTES.

The Canada General Electric Co., Limited, are having plans prepared for large extensions of their plant at Peterboro', Ont., which will greatly increase their capacity for the production of all electrical supplies.

The Canadian Shipbuilding Co., of Toronto, have definitely decided to go on with the erection of their works in Berks Township, near Welland, Ont. A. Angstrom, the manager of the company, is busy with plans, etc., now. The site of the works will be at Bridgeburg, Ont.

The Canada Foundry Co., Limited, Toronto, are making extensions to their boiler shop and structural steel works that will about treble the structural steel capacity of the works. Further extensions will be made during the summer to other departments of the works.

The Kerr Engine Co., valve manufacturers, Walkerville, Ont., are experiencing the busiest season they have ever had. In addition to large orders for waterworks systems in Winnipeg, Vancouver and other points, they are doing an excellent business with South Africa.

The gray iron foundry at the new Deering works, Hamilton, was started on Friday last, the first heat being run off from the cupola in the afternoon. The iron melted was Hamilton pig, and works very satisfactorily in the furnace. The molding done now is not for manufacturing purposes, only for furnishings required around their own buildings.

Within the next few weeks The Ottawa Steel Casting Co., formerly The Baldwin Iron and Steel Works, Ottawa, will commence the erection of a new $25,000 addition to their already extensive plant at the Chaudiere. The plans for the new building will shortly be prepared and will provide for an addition covering all the property owned by the company adjoining their present premises. The only difficulty so far has been that of securing a sufficient quantity of the proper kind of pig iron.

We manufacture everything in the line of

Mechanics' Edge Tools

Lumbermen's Tools

Miners' Tools

Carriage and Wagon Springs and Gears.

James Warnock & Co.

Write us for Catalogues. GALT, ONT.

MACKENZIE, MILNE CO.,

LIMITED,

SARNIA, ONT.

Artesian Well Supplies

CANADIAN AGENTS FOR

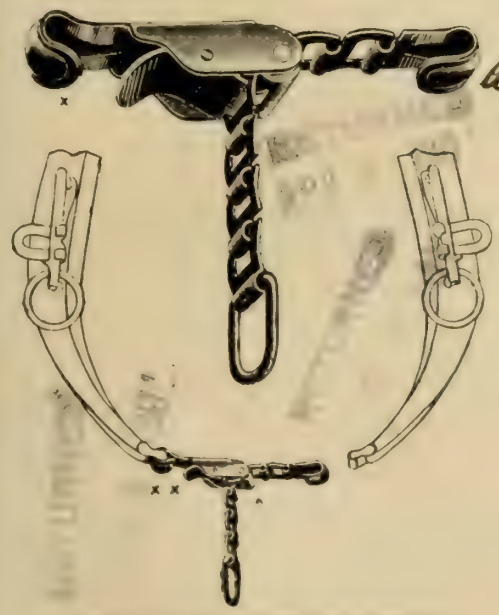
READING IRON CO., - READING, PA.

CASING,	3 in. to 10 in	*Always in stock at Sarnia.*
DRIVE PIPE,	to 8 in.	
PUMPS,	1¼ in. to 3 in.	
MERCHANT PIPE,	⅛ in to 8 in.	

CORRESPONDENCE SOLICITED.

EMPIRE MACHINE AND METAL STAMPING CO., Limited

1012 Yonge Street, TORONTO



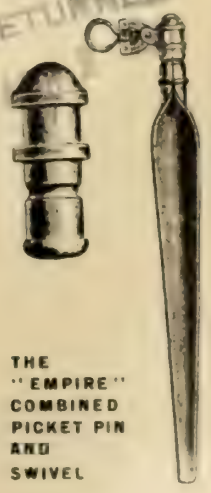
ROY DODSON'S PATENT HAMECHAINS.

All cuts to Mr. Slater 2/4/03

Experts in

METAL STAMPING

OF EVERY DESCRIPTION.



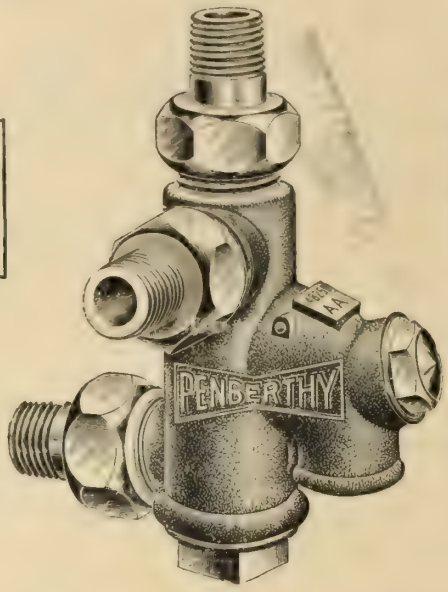
THE "EMPIRE" COMBINED PICKET PIN AND SWIVEL

We work all kinds of Sheet Steel, Brass, Aluminum and Copper to any shape.

If you have trouble with **Castings of any kind**, send us your samples, and we will give you prices on same **Stamped in Steel**, which will be **Stronger, Lighter** and **Cheaper.**

TRADE PENBERTHY MARK.

TRADE PENBERTHY MARK.



TRADE PENBERTHY MARK.

AUTOMATIC INJECTORS

OVER 300,000 IN USE.

MADE IN CANADA.

RANGE, 20 TO 160-LBS. LIFT WATER 23-FT.

FOR HIGHER PRESSURES USE

Penberthy Autopositive Injectors

WILL WORK UP TO 200-LBS. PRESSURE.

We make also a full line of Oilers, Grease Caps, Water Gauges, Gauge Cocks, Lubricators, Steam Gauges, etc.. etc.

MADE IN CANADA BY

Penberthy Injector Co., Limited

WINDSOR, ONT.

WINNIPEG'S PIONEER IRON WORKS.

By E. C. H.

THE history of the iron manufacturing trade in the West dates back some 25 years, and it is interesting to note that the pioneer company, after many vicissitudes, is now at the head of the trade and is at the present time preparing plans for a foundry that will more than double its capacity.

In 1877 McKechnie & Miller started "The Vulcan Iron Works." It was a very modest beginning, and only the simplest and easiest branches of the iron worker's trade were attempted. After a few years these works were bought out by F. H. Brydges & Company, and by them transformed into a joint stock company. This company had many ups and downs. The long distances from raw material, the cost of labor, the depression that followed the land boom of 1882, all these were hard on the infant industry, which, nevertheless, made a gallant fight for its life.

About 1897, some 20 years after its beginning, the Company went into liquidation, and then the founder, Mr. John McKechnie, together with E. G. Barrett, came forward and purchased it. Mr. McKechnie had never lost confidence in the ultimate result of this industry in the West, and his trust has not been misplaced. With the growth of the city and country, and more especially the growth of elevators and mills, came a greatly increased demand for the class of goods manufactured. The growth of the business within the last five years has been wonderful and, as just stated, they have during the past year purchased a large piece of ground in their immediate vicinity, and are now preparing plans for an enormous new foundry. "Vulcan Iron Company," as the business is now called, is known from Winnipeg to the Pacific, or, more properly speaking, from Fort William to the Pacific, as manufacturers of boilers, engines, elevator and milling machinery, iron and brass castings, architectural and bridge material, and plumbers' and steamfitting supplies.

The works are admirably situated on Point Douglass avenue, the street immediately to the north of and parallel with the Canadian Pacific Railway main tracks between Main street and the Red River. Here the various buildings are grouped about a large yard, and the tall chimney is one of the first objects that catches the eye coming into the city by the Great Northern from the south, or the C.P.R. from the east.

Your correspondent paid the works a visit the other day and was most courteously conducted over every part of them. The first building visited was the machine shop. This is a two-storey solid brick structure, 50 x 120 ft. The offices are situated on the second floor front, and the remainder is given over to the machines, a gallery running round two sides of it. From this gallery it was fascinating to look down and watch the great automatic planing machine cutting and planing steel rails as if they were bars of soap. The largest steel planing machine, west of Toronto, was being used on an order for switch rail for the Canadian Northern Railway company.

A more beautiful piece of machinery it would be difficult to find. Not far from this was a machine grooving and bevelling elevator wheels to make the centre elevation that holds the belt in place. Then there were the great spring machines, and perhaps the most interesting of all, a machine for corrugating flour, or indeed, any kind of mill rolls. The Ogilvie Milling Company have their own machine for this purpose, but smaller mills all over the country send in their rolls to Vulcan Iron Company. The rolls are corrugated in a slightly spiral direction, and the tiny plow-like knives do their work in absolute silence. In a very few moments more than half the circumference of the roll had been covered. A very different operation to the old one of "dressing the mill stones." Near this machine was a very large one for putting the threads on screws. All over the building here and there were machines of all kinds necessary to a complete and up-to-date machine shop.

From the machine shop a visit was paid to the boiler and engine rooms. These occupy a building all to themselves in the centre of the yard. In this building are installed two 7 h.p. boilers and one 90 h.p. Goldie & McCulloch engine. Firing is done with the native coal from the Souris district, and from this building underground ducts carry the hot air to all the various buildings. In this way each set of workers has a constant circulation of warm, fresh air in their building. A very ingenious automatic damper regulator is installed in the engine room. This regulator may be set to 90, 100 or 110 lbs. pressure, just whatever is required, and it will open and shut the dampers of the boilers automatically, and so as to produce that pressure and no other. From the boiler house the next visit was to the pattern shop. All the patterns required for the work are prepared here. In this building is rather

Main Street, Winnipeg.

a quaint relic of the past. In the old days people were always devising ways and means to supply the lack of natural fuel on the prairie, and straw burning stoves were forever being patented. In the centre of the pattern shop was one of these gigantic stoves: at the back is still to be seen the large round opening for the pipe which was to extend outside of the house and through which the straw was to be fed. This opening has been filled up and now the giant, from which the ambitious patentee hoped to reap a fortune, is engaged in the menial task of melting glue.

One of the most interesting places was the building devoted to moulding. Here the great heaps of fine sand were being dexterously manipulated. The mould for a huge elevator [illegible] being prepared at the [illegible] and numerous smaller models all [illegible] building. It

was delightfully suggestive of making mud pies, and your correspondent longed to take a hand at the game. This room, between the hours of five and six in the evening is a weird sight, for then the molten metal is being carried from the cupola room to the many moulds prepared during the day. The reflection from the metal cast strong lights and shadows over the faces of the workers as they moved swiftly, silently, but surely to and fro. From the moulding room it is but a step to the boiler manufacturing room, and here huge three-quarter inch steel plates are being rolled up like shavings to make the boilers of a great elevator. In one corner is a machine for punching holes for the great rivets. This machine was made on the premises and is of enormous strength. In the few moments we watched it, it made hundreds of holes in a three-quarter-inch plate of steel.

The last department visited was the foundry. Here some seven or eight forges were in full blast, and the interior was one that would have delighted Rembrandt. The men in their long leather aprons moving swiftly or laying the red-hot iron on the forges, while the air fairly quivered with sparks. In this building is a machine for heading bolts and similar work that cost $5,000. This machine is delightful to watch. Quite close to it is the furnace in which the bars are heated to a white heat. The operator stands in front of his machine, catches up a bar in a pair of long nippers, pops it into the machine, down comes the die, and the finished bolt is tossed aside to make way for another. By hand, this process would take a mechanic and his helper nearly four minutes to head a bolt, while with this machine at least five bolts per minute were turned out.

At the present time the company are employing 100 men, and they have orders ahead that will carry them far into the summer months. Their heaviest business is in railway, elevator and mill supplies. A large business is also done in small castings and iron repair work of all kinds. Their new foundry, which will be just about in the rear of their present works, will be 246 ft. long.

Mr. John McKechnie, the head of the firm, is a typical Scotchman; shrewd, kindly, intensely Scotch, but intensely loyal to the great West. He has always taken considerable interest in public affairs, has served for years on the school board, and is a great and mighty curler, one of the props and pillars of St. Andrew's Society, and, in fact a good all round citizen. In speaking to the men in the various departments of the iron works, there was a noticeable number that betrayed their origin by the broadness of their R's. A number of the helpers were Icelanders, with a mingling of Swedes.

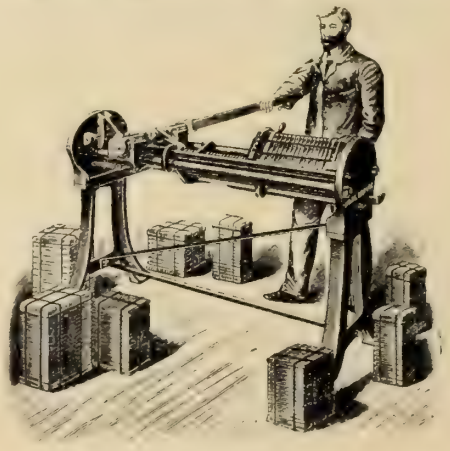
As the foregoing is an account of the oldest iron-works in the West, it will not be out of place to conclude with a word as to the newest, "The Manitoba Iron Works Company, Limited," which at the present time is advertising for tenders for the erection of buildings on the corner of Dorothy and Logan streets, just one mile from the heart of the city.

The space acquired is over 260 ft. in length, and will be entirely covered by the buildings. There is to be a pattern shop, 40 x 40; forging shop, 40 x 40; boiler room, 25 x 21; foundry, 50 x 80; boiler manufacturing shop, 60 x 60; machine-shop, 60 x 125, and numerous other buildings. The track privileges are such that raw material will be delivered direct from the cars to whatever department it is to be used in. The erection of the buildings will be pushed forward as rapidly as possible, and when complete, a gang of 50 men will be put on to start with. A 75-h.p. boiler and an engine of equal capacity will be installed at the start, but it is the intention of the company to use electric power as soon as the new company bring it in from the Winnipeg river. Mr. T. R. Deacon, C.E., is manager for the company.

The Winnipeg Iron Works Company is also doing a good and increasing business, but for the purpose of contrast only, the oldest and the newest iron works have been given prominence in this sketch.

AN UP-TO-DATE BUNDLING MACHINE.

One of the simplest yet most ingenious machines yet produced is a new bundling press for packing and tieing up books.



Krause Bundling Press.

manuscripts, etc., simultaneously. This machine, which is manufactured by Karl Krause, Leipzig, Germany, has already had a wide sale throughout Germany and is expected to "catch on" readily on this side of the Atlantic. The machine is entirely of iron, solidly built. The workman in charge controls the pressure by means of a lever. The action of the gearing on this press is so easy that one man without exertion can effect the highest admissible pressure. The platens are provided with grooves to permit the stringing of books, etc., while pressing them.

HOW MALLEABLE CAST IRON IS MADE.

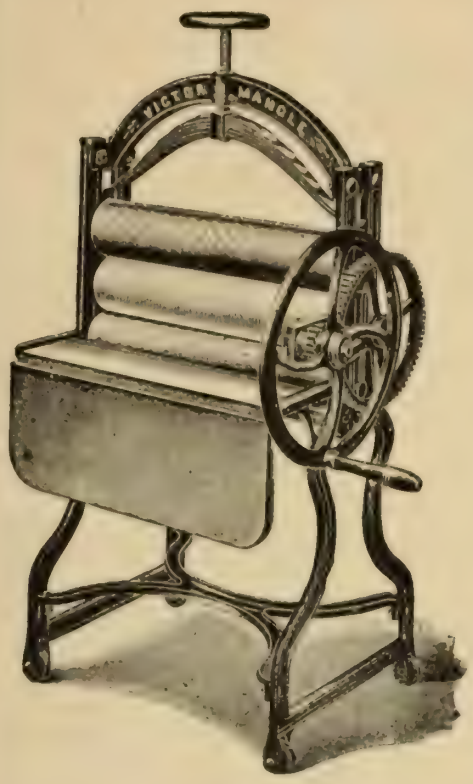
THE remarkable expansion in the use of malleable castings has aroused considerable comment. Yet, there is little wonder at this when it is considered that the malleable casting is particularly adapted to the requirements of four great classes of work—agricultural implements, railway supplies, carriage and harness castings and pipe fittings, says Hardware Reporter. Were it not for the fact that malleable cast iron is not adapted to the heavier sections it would be a sharp competitor to the gray casting industry.

In its manufacture the special make of the iron called "malleable Bessemer" or "malleable coke iron," is the principal material used. The charcoal irons, though unequalled for value, are confined to the regions where they can compete with the cheaper coke irons. The silicon should be .75 to 1.50 per cent., phosphorus under .200 per cent., while sulphur should be .04 per cent., if possible. A pig iron, higher in sulphur, in reality an "off Bessemer," while meeting the silicon specifications perfectly, should not be used except in limited quantity, and then carefully watched.

With the pig iron, hard sprues (unannealed scrap) steel and also malleable scrap is charged. The latter two materials are very good to add to the mixture, as they raise the strength of the casting very considerably. Care must be taken not to add too much, as this reduces the carbon to a point when fluidity and life in the melted metal is sacrificed.

"Malleable" is produced in the cupola, the reverberatory furnace, and the open hearth. The first process, under ordinary conditions, is the cheapest. The iron made is, however, by no means the best. Test bars made of cupola iron seldom run above 40,000 lb. per square inch, while with the furnace iron there is no difficulty in getting a few thousand pounds more.

The most serious objection to cupola iron is its poor behavior under the bending test, the deflection being very slight. In the reverberatory and in the open hearth, the fuel is not in contact with the metal and the result is much more satisfactory. The metal in these furnaces may either be caught in the ordinary hand ladles, or it is tapped into a large crane ladle and conveyed to the distributing point, and there emptied into hand ladles as required. When tapped into hand ladles, the time taken is a serious



THE VICTOR MANGLE

Once tried always used. Rolls and Table of special selected hardwood, oil finished. Springs of best cast steel. Especially adapted for use in the home, also laundries and hotels. Are elegant in design, finely finished and painted in durable, attractive colors.

Kept in stock by the leading jobbers.

MANUFACTURED BY

TAYLOR-FORBES COMPANY,
LIMITED

GUELPH, CANADA.

THE ROTA SELF-CLEANING WATER FILTER

Filters 15 gallons per hour of perfectly pure aerated sparkling water.

Requires no attention.

Always clean.

Cleans itself.

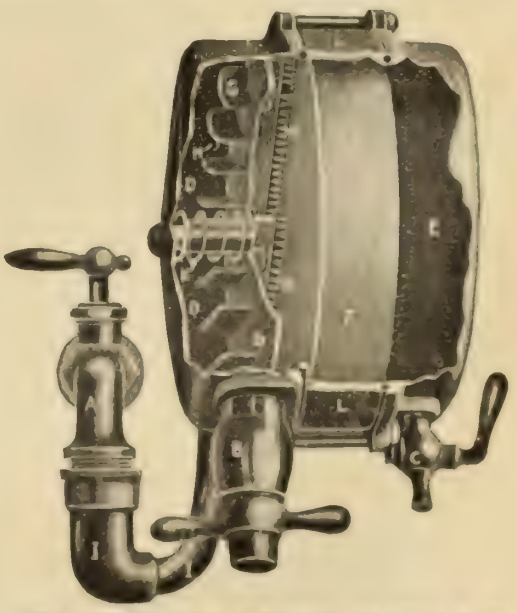
Sells on sight and gives perfect satisfaction.

AGENTS WANTED.

ADDRESS . . .

ROTA FILTERS, Limited

WINDSOR, ONT.



The above cut serves to illustrate the details of the ROTA FILTER.

- **A** is the kitchen or cold water faucet.
- **B** is the outlet faucet for unfiltered water, used for ordinary household purposes.
- **C** is the faucet for filtered water.
- **D** is the chamber for unfiltered water.
- **E** is the chamber for filtered water.
- **F** filtering stone separating the two chambers.
- **G** revolving water wheel
- **H** brushes on back of same.
- **I** water pipe connection between kitchen [illegible] and filter.
- **K** spiral spring around axle of [illegible].
- **L** metal ring encasing filtering [illegible].
- **M** inlet for water into [illegible] chamber.

heat, for the beginning and the end of the heat will be two different things. The latter iron, especially, will be inferior, as it was subject to the oxidizing effects of the flame much longer than the first part. As a rule, this difficulty is somewhat remedied by pouring the light work first, the heavier pieces coming later, when the silicon has been lowered too much for good, light castings. With the crane ladle pour, the molder has much less space to travel over, and this will doubtless be the coming method.

After the castings have been tumbled they go to the annealing room, where they are packed in mill cinder or iron ore in cast iron boxes. These are carefully luted up, and heated up in suitably constructed ovens for the space of five or six days. It usually takes 36 to 48 hours to get the oven up to heat, the temperature ranging from 1,600 to 1,800 deg. Faht. in the oven, the boxes having a somewhat lower temperature at the coldest point. When the fire is extinguished, the dampers are closed tight, all air excluded, and the oven allowed to cool very gradually, often but 400 deg. Fahr. the first day. After the castings come from the anneal, they are again tumbled to remove the burned scale, and they are chipped and ground for shipment. The hard casting should have its carbon practically all in the combined state, while the annealing process should convert this to the so-called temper, or annealing carbon. A well annealed casting should not have much over .06 to .12 per cent. combined carbon remaining in it. Under-annealed castings can be readily detected by their brittleness, but it takes much experience to be sure that a casting is over annealed. There is a material difference between the strength of an over-annealed casting and a normal one.

Winnipeg Warehouse of Cockshutt Plow Co.

THE COCKSHUTT PLOW COMPANY.

The rapid development of the Canadian Northwest has aroused the energies of business houses in older parts of the Dominion who sell in the Northwest. Many of these have responded to the increased needs of the West by largely increasing the warehouse space at their central delivery point for that territory. Among the large warehouses, the construction of which was begun in 1902 and have been completed during the winter of 1902-1903, there is no finer one than that of The Cockshutt Plow Company on the corner of Princess street and Pacific Ave., Winnipeg. The dimensions of the building have been mentioned before and the accompanying cut gives an excellent idea of the exterior. The ground floor is devoted to show rooms and shipping rooms, the latter giving on the transfer track in the rear. The entire front of the second storey is devoted to offices. Here all that delicately-tinted ceilings, hardwood floors, abundance of natural and artificial light and elegant furniture can do to make the employes comfortable has been done. The rear portion of this floor and the remaining portion of the building are devoted to stock and mounting rooms. Electric elevators run throughout the building.

SOME SCIENTIFIC SUGGESTIONS.

To Melt Iron in Small Quantities.—Three or four pounds of cast iron can be melted in a black lead crucible in a forge fire by building up loose brick furnace around the tuyere, with about three inches clearance around the crucible.

For Soldering Electric Wires.—What do you consider the best flux for soldering electric wires, outside and inside? A. Rosin is the best flux for soldering copper or iron. Next to that, and much easier of use, is some one of the soldering pastes which can be had from dealers in electric light supplies.

Good Welding Compound. — There is nothing better than borax and good management for welding steel of low grades or for welding tool steel to iron. Mixtures of 10 per cent. sal-ammoniac pulverized with the borax, also mixtures of iron filings with the above, have been recommended, and special compounds advertised. For iron to iron alone there is nothing better than clean white sand, and with difficult pieces a mixture of sand and borax.

AN AMUSING INCIDENT.

A machinist belonging to a prominent paint and varnish company in Montreal met with a strange experience the other day. Not having time to use a "complexion improver" before leaving the works, he boarded a Notre Dame street car on his way home. A buxom French-Canadian woman sat opposite to him with a chubby baby on her lap, who, as soon as he noticed the dark face of the machinist called out, "Daddy, Daddy," much to the amusement of the other passengers.

Madame, to relieve the embarrassment, said, "Pardon, M'sieu. My husband's a ramoneur (chimney sweep) in St. Henri, and when petite Alphonse see a black-looking man she tink he's his farder!" (Roars of laughter).

CANADIAN LAUNCHES FOR VENICE.

THERE is, it appears, a good opening for a company to place electric launches on the canals at Venice. Such a proposal, it is officially reported, would not be viewed with disfavor by the town council, inasmuch as the steamers running on the Grand Canal are alleged to damage, by a gradual process of erosion, the foundations of the historical palaces on the canal. Moreover the continuous smoke of their engines is stated to injure the picture galleries. When the Cellina electrical works are in operation the motive power will be easily obtained and stored for distribution to the launches. These should be of various dimensions, of a narrow type, for passing through the small canals intersecting the town, and of a larger type for running on the Grand Canal and the Venetian lagoon. The launches would in this way be able to perform an omnibus service to all parts of the town, some of which are now entirely cut off. An extraordinary development might also be given to the conveyance of passengers to the mainland and the neighboring islands, in a quick, frequent, comfortable and cheap way. The speed of the small steamers, since the fall of the Campanile, has been greatly reduced by order of the authorities, not to the advantage of the public service.—British Trade Journal.

As there are no better launches made than those of Canadian manufacture, this opening might be taken advantage of by the makers here, unless they already have as many orders as they can handle—the case in one instance, at least.

PETRIE'S LIST OF MACHINERY.

(Corrected every issue)

MACHINE TOOLS

9 in. x 10 in. Sebastian Screw Cutting Lathe, Foot Power
11 in. x 5 ft. Barnes
17 in. x 8 ft. American
14 in. x 6 ft. Porter — New
15 in. x 8 ft. Crosby
21 in. x 8 ft.
25 in. x 14 ft.
24 in. x 10 in. x 10 ft. London Gap Lathe, New
36 x 22 ft. London Screw Cutting Lathe, New
32 x 18 ft.
72 in. Fan Lathe, London Make, New
14 in. and 16 in. Pratt & Whitney Turret Lathes
30 in. Whitton and 30-in. London Auto Gear Cutters
No. 1, 1½ and 2 Acme Head Bolt Cutters, New
14, 20 and 24 in. Barnes Upright Drills
30 in. and 36 in. London Back Geared Drills
700 lb. Steam Hammer, London, New
80 lb. Scranton Power Hammer
150 lb. London Drop Hammer, New
20 x 36 in. Crosby Arbor Screw Press, New
No. 2 and 3 Crosby Punching Presses, New
No. 2 Crosby Geared

Tools inspected and repaired in my own shop. Stock List of Machinery and Catalogue of Mill and Engineers' Supplies sent on request

H. W. PETRIE

131-145 Front St. West, 8-22 Station St., Toronto

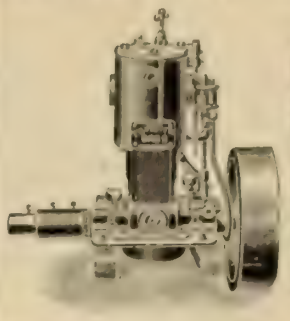
BUY KERR VALVES.

They give satisfaction every time.

Catalogue on application.

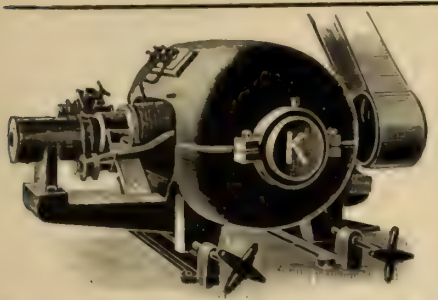
The Kerr Engine Co.
LIMITED
Walkerville, Ont.

THE SYLVESTER GASOLINE ENGINES AND LAUNCHES.



Awarded the Bronze Medal (the highest award) at the Toronto Industrial Exhibition, 1895. The simplest, most reliable, most economical and satisfactory Engine in the market. Can be used on any boat. Guaranteed perfect. Send for 16 to 30 horse-power Launches, perfect and reliable. Gasoline Launches built on the shortest notice. Write for Catalogue H and testimonials.

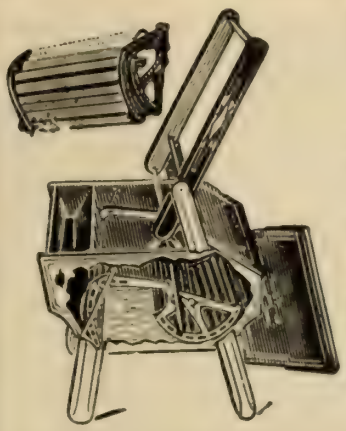
The Sylvester Mfg. Co., Limited
LINDSAY, ONT.



Kay Electric Dynamo and Motor Co., Limited

Manufacturers of Dynamos and Motors for all purposes, both direct and alternating currents. Special attention given to repairs.

Office and Works, 219-221 Queen St. East, Toronto.
Phone Main 1251. Estimates cheerfully given.



Vollmar Improved Perfect Washer

It has a most enviable record. A perfection of its kind—will wash more clothes in less time, do it better and easier, with less wear and tear, than any other machine. Prices on application.

COLBORNE, Sept. 10th, 1897

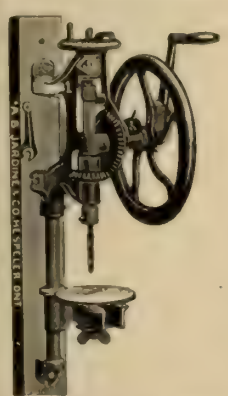
MESSRS. WORTMAN & WARD MFG. CO., LONDON.

DEAR SIRS,—We have used the washer again and find that further use increased its value to us. The girls are simply delighted with it as they can do the washing and be presentable for callers if need be.

MRS. R. WEEKS.

The above is a sample of the many kind words said about the Vollmar. (Use the street No. when addressing us.)

The Wortman & Ward Mfg. Co., Limited
No. 1500 William Street, London, Ont.



TRADE MARK J REGISTERED

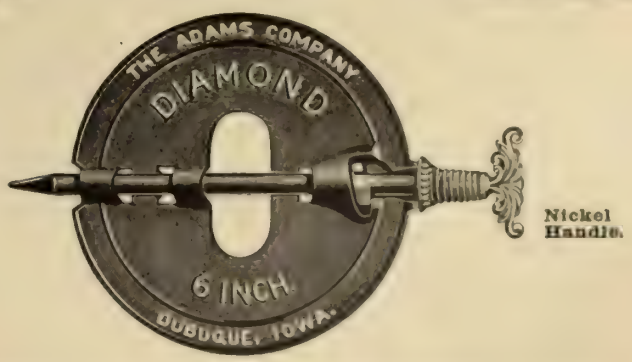
Blacksmiths' Hand Drills.

The very best.

A. B. JARDINE & CO.
HESPELER, ONT.

DIAMOND STOVE PIPE DAMPER.

U S Patent June 25th, 1895 — Canadian Patent December 14th, 1895



Nickel Handle.

Made by

THE ADAMS COMPANY, Dubuque, Iowa, U.S.A. **TAYLOR-FORBES CO., Limited**, Guelph, Ont.

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TANNERS AND MANUFACTURERS OF

OAK LEATHER, BELTING, AND LACE LEATHER

OUR GRADES ARE "EXTRA," "STANDARD," "DIAMOND" AND "AGRICULTURAL."

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BICYCLES

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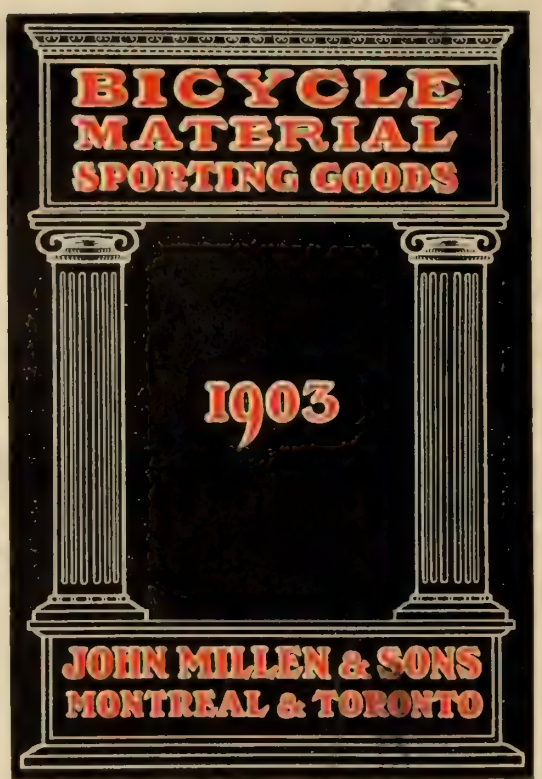
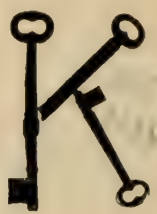
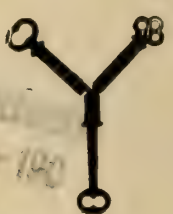
Best Values IN THE Trade

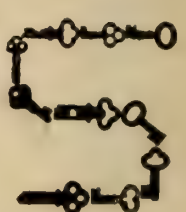
Complete line of new Tools.







Largest Assortment and stock of up-to-date Keys in Canada.

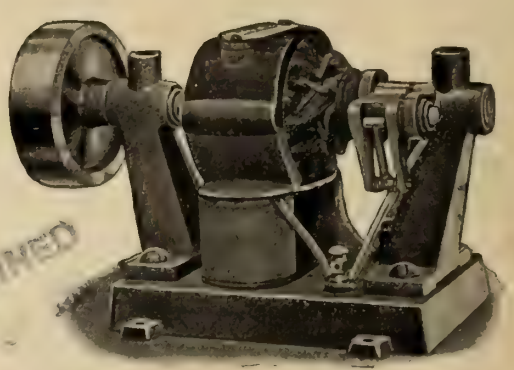


DYNAMOS

FOR MARINE AND GAS ENGINES.

CARLISLE & FINCH and DAYTON

AUTOMOBILE MATERIAL



DROP US A POSTAL REQUEST FOR OUR 1903 CATALOGUE.

OUR NEW CENTURY RIDGE LINE

of AXES and HATCHETS are

MICHIGAN PATTERN

Made in All the Standard Patterns.

The Best Quality of Crucible Tool Steel is used for the Bitts

Each tool is Tempered by Hand, and carefully inspected in every process of manufacture.

All are plainly stamped "A. A. & T. Co., Patented April 17, 1900," which is in itself a guarantee of superior quality and shows that we WARRANT them to be perfect in workmanship and material

Can be furnished under the "AMERICANAX" brand Blue Finish, or the "RED RIDGE" Red Finish.

The popular policy we are pursuing as to price, makes it a seller and a profitable line to stock.

IF YOUR JOBBER CANNOT SUPPLY YOU.
WRITE US DIRECT.

SHINGLING PATTERN

THE AMERICAN AXE & TOOL CO.

Canadian Offiice, Coristine Building, MONTREAL, P.Q.

WE ARE ALSO THE MAKERS OF SUCH WELL-KNOWN BRANDS AS

Hubbard's, Jamestown Axe Co., Blood's, Hunt's, Robert Mann, Lippincott & Co., Hubbard & Blake Mfg. Co.'s "King of the Forest," and "Forest Clipper," Underhill, E. T., Co., Francis Axe Co., Peerless, Etc.

Messrs. Gilbertson & Co., Limited, Pontardawe, South Wales

Makers of

PATENT **COMET BRAND** FLATTENED

GALVANIZED SHEETS

suitable for all kinds of galvanized work requiring uniformity of quality; being made of a superior grade of Siemens-Martin Steel, they will DOUBLE SEAM both ways of the sheet, are smooth, soft and well galvanized, each sheet being carefully selected; weight and count of sheets per case, fully equal to the best known brands sold in this market, and **COST LESS.**

W. Gilbertson & Co'y, Limited, are the ONLY Galvanizers who, not only roll all their steel sheets, but also manufacture their own steel billets, having their own steel works in connection with their plate mills, thus enabling them to put a soft and regular quality of steel into their sheets, which is impossible for galvanizers who buy their sheets in the open market.

COMET BRAND

GALVANIZED CANADA PLATES

of the same **SUPERIOR QUALITY and FINISH** as their Galvanized Sheets, both in working quality and finish.

"GILBERTSON'S" SIEMENS-MARTIN BLACK PLATES

Pickled, Cold Rolled and Close Annealed. **Cold Rolled and Close Annealed.** **Close Annealed only.**

Suitable for Ordinary and Extra-Deep Stamping, and Enamelling purposes.

IMITATION RUSSIA SHEETS—P.C.R. and C.A., will not crack or scale, dark blue finish.
BLACK TAGGER PLATES—C.R. and C.A., or C.A. only.
ELECTRICAL SHEETS—High resistance and practically non-ageing.

Supplies carried by all the leading jobbers and metal merchants. In ordering specify "**COMET**" Brand.

Selling Agent **ALEXANDER GIBB**

13 St. John Street, MONTREAL.

Trade Marks and Laws Governing Same.

By EGERTON R. CASE, Patent Solicitor, Toronto.

IT is of much importance to a manufacturer, when contemplating adopting a particular mark or device for his business, to be sure that same is acceptable for registration as a valid trade-mark. If he does not take the precaution to be sure on this point, he will find that he will have been putting money into an investment from which others may reap the benefit. A descriptive name alone may not be a valid trade-mark. But a descriptive name, when combined with a picture, is admissible, and was held in Frost v. Rindskopf, 42 F. R. 408.

Materials are not the subject of appropriation as a trade-mark. There is no valid trade-mark in a piece of tin as a tag for tabacco, regardless of its color, shape or description, as this is one of the common metals in use by the public for a large variety of purposes.

An inventor may give the product of his genius a distinctive appellation of infinitely greater value to him than a patent for the machine or discovery. This is a most important matter and one to which manufacturers ought to pay the most careful attention. The object is to select, or design, a designation peculiarly applicable to the thing of which a monopoly is desired. For example: About 1814, one Logier obtained a British patent for an instrument for guiding the hands of learners on the pianoforte. He compounded two Greek words signifying "to form the hand," and called his machine the "Chiroplast." He acquired great reputation and made considerable profit, from the favorable reception of the instrument. If he had known that the new word was a valid trade-mark his interests would not have been affected by the expiration of his patent. The trade-mark would virtually have given him a monopoly as long as the public called for the "Chiroplast." This case seems to teach that as the originator of the name had in effect abandoned it to the public, he could not, subsequently, by any formal acts, recover the right to its exclusive use. From this it will be seen that it is quite often advisable for a manufacturer to protect his business interests both by trade-marks and patents. This name was refused registration on the ground that it had become the name of the article.

As the first adopter of a trade-mark does not acquire an exclusive right to its use, except in connection with the specific class to which he has applied it, it is not uncommon for the same trade-mark to be placed on articles of different classes by different owners. Thus, the trade-mark "Bismarck" may be used for cement, notwithstanding the fact that another had previously appropriated it for paper collars. The "Star" may be used for iron, shirts, lead pencils, or soap. In explanation of this I would say that the importance of specific mention of the class of merchandise to which a certain emblem is to be attached as a trade-mark, may be illustrated by the letters "I. X. L." For many years, Wostenholm, in England, has used the letters "I. X. L." upon cutlery. The exclusive right to the use of that term, had, at common law, become vested in that firm, so far as it was actually stamped upon certain articles. It could properly have been appropriated for marking all kinds of cutlery, fine and common, large and small. It was known all over the world that Wostenholm had manufactured steel fabrics thus stamped. An American firm applied for registration for that mark for a chopping axe. They had adopted the mark many years after it had acquired a world-wide reputation through Wostenholm. It was held that chopping axes were not included in the particular class of goods in which Wostenholm used the mark registration allowed. In 1872, Wostenholm registered the symbol "I. X. L." as a trade-mark for cutlery. Later on in the same year an American firm filed an application for a mark, newly adopted, of which the said symbol is the essential part, to be applied to scythes. As it was ascertained that Wostenholm did not make scythes, a certificate of registration was issued to this firm and consequently the mark was registered for the third time.

Propriety must be the standard in something intended to serve as a symbol of commerce. Care must be observed to avoid copying established hall-marks or emblems common to specific manufactures. For example: In articles of manufactured gold in Great Britain, an anchor shows that the gold wares were made at Birmingham; a dagger and three wheat sheaves, at Chester; "Hibernia," at Dublin; a castle and a lion, at Edinburgh; a castle with two wings, at Exeter, and a crown, at Sheffield.

A lack of truth debars a trade-mark from protection. The instant a trade-mark ceases to be truthful in spirit as well as in letter, it becomes an instrument of fraud and is not lawful.

In Ford v. Foster the court stated: "If a trade-mark contain a false representation, a representation calculated to mislead the public, a man cannot, by using that which is itself a fraud, obtain an exclusive right, or, indeed, any right at all. In the reign of Henry III. in consequence of the frauds which had been practised by the gold and silversmiths, it became necessary to prescribe some regulation for their trade, because the mixing of too much alloy in the composition of their wares tended to the melting down of the coin of the realm. In the reign of Edward I. it was ordained that the precious metals be assayed, and further, that the articles be marked with a "Leopard's head."

The doctrine of alternate forms has sometimes come up in practice. In Morrison v. Case it was held that the words "The Star Shirt," with the figure of a star, and the words and device "The Shirt," constituted a single trade-mark. In Weaver, ex parte, the registration of a trade-mark was allowed, consisting of the word symbol "Lion," or the pictorial representation of a lion, or both. Ever since then it has been a settled practice to register alternate forms when they constitute true alternatives. The reason given is that a trade-mark appeals in many cases to the ear as well as to the eye. This doctrine necessarily has some limitations. "They must be exact alternatives such that, on sight of the symbol, the word naturally occurs to the mind; such that, to express the symbol in language, no other word will occur; such that the written or spoken word unfailingly suggests to the mind the visible symbol." These remarks were made by Examiner Seely in a case in 1885.

THE "MANITOBA" GRAIN SCOOP.

The grain scoop, known as the "Manitoba," has been in use in that Province for some time, but is equally well adapted for the rapid handling of grain in any other part of Canada. The ordinary shovel is too slow for the immense crops that have now to be handled in this Dominion of ours, which is rapidly becoming the granary of the world. This being the case, a demand has arisen for something that would go quicker. The "Manitoba" holds half a bushel, and, with its two handles, makes easy the work of the farmer, the miller, the grain buyer, the storekeeper; in fact, everybody who has to do with the handling of grain.

We refer our readers to the advertisement and cut on page 46 of this issue of "Hardware and Metal," for further particulars of this new and useful implement for use in the grain trade.

Requisite for

House and Sign Painters, Varnishers, Kalsominers, Paper Hangers, Grainers, Artists, Decorators, Carriage and Coach Painters.

In the Spring the Dealer's fancy Lightly turns to goods . . Good for the Spring and Summer Trade.

Nothing builds up business like making your customers feel that they are getting the best possible value in all their purchases. In no line of goods is there more real merit and true worth for your money than in

Boeckh's Standard Brushes and Brooms

...AND...

Bryan's London Brushes

They are made to meet the demand for the highest class of goods and guaranteed to fulfil absolutely every claim that is made for them. In attaining this end the dealer's profits have had careful consideration. To us, the dealer's goodwill stands upon a par with the consumer's satisfaction.

If you have not yet received our Illustrated 1903 Catalogue, send us your —name and address on a post card and we will mail it to you (free).

UNITED FACTORIES, Limited

Operating — **Head Office : TORONTO.**

Boeckh's Toronto Factories, Bryan's London Factories, Cane's Newmarket Factories.

Montreal Branch—1-3 DeBresoles St. **London Branch—71 Dundas St.**

LARGEST IN THE WORLD

WE started making paint in 1866 in a small one story building. Today we are the largest paint and varnish makers in the world. We operate four large plants, in Cleveland, Chicago, Montreal, and Newark, and have offices and warehouses in eight other cities. Our traveling representatives cover every important paint field in the world.

We make, treat, and refine our linseed oil; make our varnishes, dryers, and japans; manufacture our dry colors; operate our own tin can and box factories; conduct our own printing plant; run our own machine shops for making the paint mills of our own design, and own a screw steamer for carrying our lumber down the Great Lakes.

Good quality and good advertising have built up our business. We have always believed that best goods well advertised sell best. Our success has proved we are right.

This good quality and good advertising will build up business for any dealer anywhere. We apply the same methods to the building up of our dealers' business as we do our own, and we know

THE SHERWIN-WILLIAMS PAINT AGENCY

will bring you the same success it has thousands of others throughout Canada and the United States. There's money in it.

Address our Montreal office for the "B-13" booklet which describes our goods and our methods in detail. Also worth having as an example of good printing.

THE SHERWIN-WILLIAMS CO.
PAINT AND VARNISH MAKERS.
Cleveland, New York, Montreal, Toronto, Chicago, Newark, Boston San Francisco, Kansas City, Los Angeles Minneapolis, Winnipeg

CANADIAN DIVISION,
GENERAL OFFICE & PAINT FACTORY
21 ST ANTOINE ST., MONTREAL
VARNISH FACTORY
ST. PATRICK ST., MONTREAL
TORONTO DEPOT
86 YORK ST. TORONTO
WINNIPEG DEPOT
147 BANNATYNE ST E., WINNIPEG

PAINT DEPARTMENT, PLANT NO. 3, AND HEADQUARTERS CANADIAN DIVISION, MONTREAL.

TORONTO DEPOT CANADIAN DIVISION

VARNISH DEPARTMENT, PLANT NO 3 MONTREAL.

PAINT AND VARNISH DEPARTMENTS AND GENERAL OFFICES, PLANT NO. 1 CLEVELAND.

PRINTING DEPARTMENT PLANT NO. 1 CLEVELAND

BOX FACTORY, PLANT NO 1 CLEVELAND.

LINSEED OIL DEPARTMENT, PLANT NO. 1 CLEVELAND

WAREHOUSE AND OFFICES SOUTHWESTERN DIVISION, KANSAS CITY, MO.

PLANT NO 4 AND HEADQUARTERS EASTERN DIVISION NEWARK

WAREHOUSE AND OFFICES PACIFIC DIVISION SAN FRANCISCO

PLANT NO. 2 AND HEADQUARTERS WESTERN DIVISION CHICAGO.

WAREHOUSE AND OFFICES NEW ENGLAND DIVISION BOSTON.

THE S-W. CO.'S STEAMSHIP FOR CARRYING LUMBER DOWN THE GREAT LAKES.

MINNEAPOLIS DEPOT WESTERN DIVISION

PAINT, OIL AND BRUSH TRADES

GLASS AND ITS HISTORY.

By E. C. H.

THE manufacture of glass is of very ancient origin; in fact when, where and how the first process was discovered is a mystery that no research has yet brought to light, nor is it likely that the world will ever be much wiser in this regard than it is now. Glass ornaments, vases, drinking vessels, etc., were in existence centuries before it was put to use in the form of windows. The Egyptians, Phoenicians, Greeks and Romans all were proficient in the art during the height of their power and prosperity, while during the Middle Ages the greatest proficiency in the manufacture of glass ornaments and vessels was shown in Europe, especially in Venice. From the continent the industry was brought to England; and, in the 17th century, glass-making in England was distinguished by one of the most important innovations ever introduced since it was first discovered, namely, the use of a large proportion of oxide of lead in combination with potash. This makes the glass more brilliant than other kinds known, and was a great step towards the use of transparent glass for windows as known to-day. The Duke of Buckingham had a monopoly of the glass manufacturing business in England, and in the middle of the 17th century owned large works at Lambeth, which, besides turning out large vases of clear glass, made looking-glasses equal to any that had been produced on the continent. From this time much glass was used, and with the first introduction of it into houses as windows a great many factories have sprung up in the Old Country.

When sheet glass became a common article for houses, it gradually took its place among the hardware dealers' lines. Up till the early part of the 19th century windows were made of crown glass alone. This is now used for the very finest plate and window glass. It consists essentially of silicate of soda or potash, and lime without the admixture of lead, as in other glass. But since the introduction of sheet glass, the making of crown glass as an industry has greatly declined.

There are several formulas in the making of a batch of "metal" for window glass. A common composition is 100 parts of purified sand; 35 to 40 parts of chalk or limestone; 10 to 15 parts of sulphate of soda, and 50 to 70 parts of cullet (broken glass for remelting). There is usually added a very small proportion of white arsenic and peroxide of manganese for bleaching purposes.

Most of our common window glass comes from Belgium, though Great Britain and Germany are also large exporters to us. Austria, Germany and Belgium are, however, still the great makers of sheet glass of the world.

The process of manufacturing window glass has been altered and improved by many inventors, until the present furnaces and plant give as satisfactory results as could be desired, and are capable of supplying glass at prices within the reach of the poorest, and in quality to satisfy the taste of the richest. When the batch is taken from the furnace it is allowed to cool until it reaches a proper working consistency, when it is placed in the hollow of a wooden block; it is slowly turned round, while a stream of water is played on both the block and the "metal," thus keeping the one from burning and imparting a brilliancy to the surface of the other.

When sufficiently cool the blower takes it in hand, and while the batch is still revolving on the block, blows it to a required diameter. It is then heated again, and the blower swings it over his head, continuing to re-heat and swing it until the glass is blown out to the proper length, ranging usually from 45 to 50 in. This process transforms the glass into a cylinder, of the length mentioned and about 12 in. in diameter. An opening is made in the end, which is kept at a higher temperature than the rest of the cylinder; and gradually this end is blown out until the opening is equal in diameter to the body of the cylinder. The other end is broken off, by the action of successive heat and cold; and the cylinder then is in the form of a section of stove pipe. It then remains for it to be made into a sheet.

The cylinder is first slit by a diamond cutter, lengthwise on one side, and taken to the "flattening" kiln. Here it is laid on a smooth stone, the split side upwards, and, softened by the heat, gradually falls flat from its own weight. A flat square of from 45 by 36 in. is thus obtained.

Plate glass is put through a roller process; that, however, is not in the average hardware dealers' line.

STEADY ADVANCEMENT.

THE engraving on page 120 of a group of the warehouses, offices and factories of The Sherwin-Williams Company, the large paint and varnish makers, and the illustration on this page of the first factory occupied by the company at Cleveland, give graphically a story of remarkable advancement. They tell of a growth that is possible only of a company founded on sound principles and conducted on a liberal policy. They show what good goods, good methods and good advertising will accomplish.

It is a far cry from a small one-storey paint building to a continental system of factories and warehouses, but the history of The Sherwin-Williams Company

FIRST FACTORY OF THE SHERWIN-WILLIAMS CO. ON THE PRESENT SITE OF PLANT NO. 1, AT CLEVELAND.

has been one of steady, progressive, yearly growth. Each year the company's manufacturing facilities have been extended, its market widened, and its sales increased, until to-day the company is undoubtedly the largest concern of its kind in the world—and the growth is still rapid.

This advancement is not confined to any particular territory or country. In each one of the company's divisions big improvements are being made yearly. That Canadians demand and appreciate high quality paints and varnishes is shown by the extension and development in the company's facilities in the Dominion within the past year. An office and warehouse have been established at Winnipeg to care for the trade of the Northwest; the warehouse at Toronto has been enlarged, and the Montreal plant greatly extended. The company has been almost constantly building extensions to its Newark, Cleveland and Chicago plants during the past [illegible] improving its distributing facilities in the various divisions.

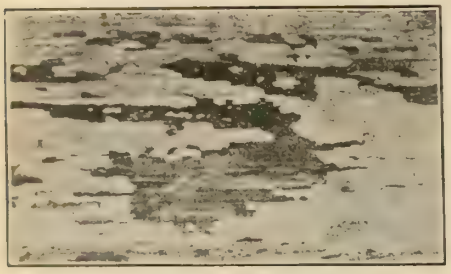
The foreign market is also being developed. The company established an ex-

left Hyperion some years ago, and its [illegible] of foreign representatives has developed a big business in the paint markets of the world.

The success of the company is a splendid illustration of the principle that the best goods sell best and of progressive intelligent advertising.

PAINT CRACKING AND FLAKING.

OFTEN prepared paints are blamed for poor results which are entirely due to the fault of the painter who applied them, or to the conditions under which they were employed. A case in point is described by Good Paint, the paper issued by John Lucas & Co. Several years ago an inexpensive summer cottage, built near the seashore, was painted during the wet season. About five months later, during the summer, the



Cracked and Flaked Paint Work.

agent from whom the paint was purchased sent us a section of the weatherboarding, requesting us to explain the cause of the cracking and flaking that had taken place in so short a time. The cut illustrating this article is a section of the board in question. You may have seen something like it, but seldom anything quite so bad. Our technical expert was sent to Toms River. The following are the facts learned:

The house in question had been erected the preceding fall. At the time of inspection it was standing in a pool of water; there was no cellar, and the house was built on brick piers; there were openings in the framework which gave free access to moisture and air between the laths and plaster on the inside and the weatherboarding on the outside. The house was built of Jersey cedar, on the surface of which there was considerable loose fuzz. Wood, at the time of inspection, was very dry and porous. In reply to inquiry, the painter who did the work stated that when he applied the paint the wood had become weatherworn; was dark and discolored; that he had used no thinners of any kind for priming or second coat. Close inspection of the work proved beyond any doubt that the paint had been applied thick, had not been well brushed out. This, taken with the fact that no additional oil was used in the first and second coats, would have the following results:

The very dry, fuzzy and porous nature of the wood would cause it to rapidly absorb the major part of the oil in the paint, leaving a heavy coat of pigment on the surface; a second heavy coat being applied would naturally have a tendency at first to frill, its elasticity would be impaired by the absorption of the vehicle. The construction of the framework admitted of moisture rising back of the weatherboards, and the hot summer sun striking the side of the house would draw the moisture through the porous wood until it came to the coating of paint, which, under such conditions, would readilly crack and flake off.

It is important to note that the house was allowed to stand exposed to the winter seaside storms and weather for over six months before applying any paint. To prevent such effects the following are the remedies:

1. The house must be constructed so that moisture cannot gain access to the back of the weatherboards.

2. Paint must be applied in accordance with the directions on labels, which read as follows:

"For new work: For priming coat add one to two pints of pure linseed oil to each gallon; when thoroughly dry, apply second coat, thinned in about the same proportion; for third coat use paint as found in can."

CIVILIZATION AND PAINT.

CIVILIZATION and paint go hand in hand. It has been well said that "an ounce of paint will prevent a pound of decay." A well-painted house bespeaks the intelligence of the owner or occupant of the domicile. "One touch of nature makes the whole world kin" and a few "dabs" of color will make the entire house bright. A liberal use of paint is a foe to all insects and germs, and the model institutions of the country are extensive buyers of all painting material. Good paints are apostles of sweetness and light, and in all new buildings, refreshing and harmonious colors are in vogue.

It is admitted by practical experts that the ready-mixed paint brands of the Canada Paint Company are standards of excellence at home and abroad. Ask any unbiased dealer, and he will tell you that many of the largest corporations specify in their requisitions, that the Canada Paint Company's brands are to be used. The liquid paint distribution of the Canada Paint Company has doubled within a very short time. "Facts are stubborn things."

In varnishes, the Canada Paint Company are pre-eminently one of the leading houses in the Dominion, and their well-advertised "Sun" varnish has received a cordial reception from the leading hardwaremen in all parts of Canada. They devote two acres in Toronto to this important branch of their business.

Dry colors and coach painting material of every description are manufactured in Montreal by this company. The waters of the Lachine canal are harnessed to powerful turbines; steam and electricity also being employed.

The most extensive oxide and graphite mines for the production of paints in the Dominion of Canada are owned by the Canada Paint Company. One branch of the works is entirely devoted to grinding and maturing white lead, and amongst their brands may be mentioned the "Painters' Perfect" white lead, which is beautifully soft and fine in the grain. It mixes well with linseed oil, forming a creamy, smooth paint of great covering power and undoubted durability. Every atom is paint, perfect paint, and there is no loss or residue of any kind. The "Painters' Perfect" white lead has become very popular everywhere.

To enumerate the specialties made by the Canada Paint Company would take up too much space in this special number, but the institution is one that deserves more than a passing notice, owing to the wide-spread popularity of the firm and its method of doing business. Their customers, it is said, comprise the elite of the wholesale and retail trade. "Show me," says a well-known traveller, "a successful merchant and I will show you a man who sells the manufactures of the Canada Paint Company." The management and shareholders are men of progress and push, and are all interested in the leading enterprises of the country. Their aim is to make everything they sell in Canada. That, they have been successful is beyond question.

Paint concerns are as numerous as the proverbial sands on the shore. However, a French-Canadian painter was recently heard to soliloquize as follows:

"Where evair I promenade abroad
How much peinture I see,
But I buy le brand, la Canada Paint,
C'est (it is) ze premiere qualite!"

PAINTS IN THE HARDWARE TRADE.

It is the general opinion throughout the trade that paints are becoming more extensively handled by hardware merchants every day. One is led to believe from the reports of the travellers that it is only a short time until the bulk of the trade will be done by hardwaremen, not only in the cities, but throughout the entire country.

PAINT

CONSIDERING

That **BRANDRAM'S B.B. GENUINE WHITE LEAD** is acknowledged to be the best in the world.

THE FACT

That it is the only white lead used in **"ANCHOR" Liquid Paint** confirms our statement when we say that **"ANCHOR" Liquid Paint** is superior to all others on the market.

SECURE

The agency for your town; increase your sales and satisfy your customers. We liberally supply up-to-date advertising matter.

"ANCHOR" STRAW HAT ENAMEL

For Making Old Straw Hats Look New.

The original and the only genuine.

Will not wash, crack or chip off.

A handsome framed show card furnished to all buyers.

Send your **orders** in early, as we wish to have you supplied in time to meet the rush.

Retails at 10c. per tin, and can successfully be used by anyone.

SEND US A POST CARD AND LET US TELL YOU ALL ABOUT THEM.

ANCHOR BRAND
H & P
REGISTERED
TRADE MARK

HENDERSON & POTTS

Established 1874

HALIFAX and MONTREAL

BRANDRAM BROS & CO
BRANDRAM'S
B. B.
WHITE LEAD
MANUFACTURERS

THE WALL PAPER TRADE

HISTORY OF WALL PAPER.

ALMOST all the earliest examples of wall paper in use are to be found in China. In some of the Chinese provinces wall paper has been used for several centuries. In Europe the idea of having colored paper hangings for walls was first taken up in England. These coverings were made to imitate as closely as possible the velvet wall hangings of the great Genoese and Florentine merchant princes. They were introduced into the homes of wealthy Englishmen, and the conventional patterns chosen were rarely altered or changed.

The method by which the paper of our forefathers was manufactured differs considerably from the rapid manner in which the beautiful wall papers of to-day are turned out. The patterns were first cut in relief on wooden blocks, of which there was one for each color. The blocks were some 24 in. wide, and considerable care was taken that the various colors should register exactly. The pattern was printed off by hand on small square pieces of paper.

"Flock" papers, which were used a great deal early last century, were manufactured in quite an ingenious manner. After a design had been printed, the flock, i.e., wool of the necessary color, cut very fine, or else metallic powder, was sprinkled evenly all over the paper. This adhered only to the pattern of course. When a well-marked relief was required the process was repeated, and the whole thing pressed between the rollers.

Until a comparatively recent date, a great difficulty lay in producing more than three or four colors. This difficulty has now been removed by the invention of marvellously intricate machines, which will print dozens of colors all at once.

HOW WALL PAPER IS MADE.

SIX different persons are concerned in the manufacture of wall paper. From the artist who creates the design to the experienced operative who controls the rolling machine, the services of half a dozen skilled mechanics are required, each of whom adds his share to the completed production.

Primarily the success of the paper rests with the artist. He it is who invents the color scheme and creates the figure. Usually the design consists of the tendrils and blossoms of flowers, strangely and curiously interwoven.

When a design is accepted it is handed over to the "transferer." By means of oiled tracing paper he outlines the design on suitable material. This reproduction is wrapped about a wooden roller 18 in. in length and six in. in diameter, and by pressure an exact imprint is left on its surface.

The roller is now passed on to a trained workman who follows out the lines of the pattern with brass tape. This he drives into the wood, leaving a narrow edge raised above its surface. Each tape is intended to print a definite color, and, as there is a different roller for each color, great care must be taken that each raised outline for one color should be clear of the corresponding outline for another color. So delicate is this process that sometimes it requires months to finish a single roller.

Next the space between the brass outlines is filled with felt, hardened by a chemical process. The filling is made exactly even with the top of the brass lines.

The presses are now made ready with the set of rollers that has been prepared. Sometimes as many as 12 colors are printed at once. By means of delicate pins the rollers are held in position in such a manner that they will strike the paper exactly when required.

First, the paper is coated with a color for a background. This is done on another press, the paper running rapidly under brushes which supply the color. The paper is carried on to moving racks where it hangs in large loops, and is moved slowly over steam pipes.

It is then carried through the main printing press, each roller printing in turn. From this it comes out with the design completely printed. Meanwhile it is dried by means of a similar process to that employed before, and then run up into the rolling machines, where it is cut off in rolls of 16-yd. lengths.

The finer grades of paper, after being printed, are drawn through a machine composed of rollers vibrating rapidly, and these smooth it and give it a soft finish.

Embossed papers are made by passing the paper, after it has been printed, between two steel rollers. On one there is a raised design which exactly fits into indentations on the other.

HOW TO BUY WALL PAPER.

Though this problem is scarcely of as much importance as that which follows, it is yet deserving of careful attention on the part of the dealer. Too often he is inclined to leave everything to the traveller or the salesman, who sells him his goods. The advantage of personal acquaintance with the condition of the paper market is too often forgotten.

Ingrain Frieze manufactured by Stauntons Limited, Toronto.

True, the traveller and the salesman are well posted on styles and tendencies, but they are frequently biased in their view. If possible it will pay a dealer to have ideas of his own, derived from a personal investigation of what kinds of paper are meeting with popular approval. To secure this knowledge the trade paper is invaluable, provided it makes any pretence at a careful review of the wall paper situation.

In the second place, it would be a small town indeed which did not boast the presence of some individual of rather superior artistic tastes. If possible the services of this person might be enlisted at the buying time. It would seldom be necessary to pay for such assistance.

Thirdly, most towns have certain houses which are decorated after the latest styles, and which are consciously or unconsciously imitated throughout the

THE CANADA PAINT Co LIMITED.

VARNISHES

RETURN
MAR 27 19

Head Office and Works,
Montreal, Canada.

Varnish Works,
Toronto, Canada.

THE CANADA PAINT COMPANY LT'D

RETURNED
MAR 27 1905

IN SEALED CANS ONLY.

THE SUN
SUN VARNISH
SHINES FOR ALL

NEVER SOLD IN BULK.

THE CANADA PAINT COMPANY LT'D

Oxide Mines,
St. Malo, Que.

Graphite Mines,
St. John, N. B.

THE CANADA PAINT Co LIMITED.

VARNISHES

RETURN
MAR 27 19

ANNOUNCEMENT !

In order that we may better serve our Canadian friends we have established a factory at Walkerville, Ont., which is now in operation, and are prepared to supply promptly any and all wants along the lines of **VARNISHES, JAPANS, BLEACHED AND ORANGE SHELLAC GUMS, ETC., ETC.**

We shall continue to manufacture at Walkerville our standard brands, such as we have been making for nearly 50 years at our Detroit plant, and which are favorably known all over the world.

It will pay both dealers and consumers to get our prices before ordering : : : : : :

BERRY BROTHERS,

WALKERVILLE, ONT. **Limited**

Originators and sole manufacturers of genuine **Hard Oil Finish, Liquid Granite** and **Shingletint,** and manufacturers of every grade of Varnish for every known use : : : : : :

BENJAMIN MOORE & CO.

Sole Manufacturers,

248 Water Street, Brooklyn, N.Y.

111 North Green Street, Chicago, Ill.

FRANCIS-FROST COMPANY, - TORONTO, ONT.

DISTRIBUTING AGENTS FOR CANADA.

McArthur, Corneille & Co.

MONTREAL

Glue and Gelatine

In extensive assortment, to suit all requirements.

WILL BE PLEASED TO SUBMIT SAMPLES AND PRICES

MANUFACTURERS AND IMPORTERS OF . . .

White Lead, Oils and Colors, Prepared Paints, Window Glass, Varnishes, Etc.

SELLING AGENTS IN CANADA

For the GENUINE Imperial French Green of JOHN LUCAS & CO., PHILADELPHIA.

And CELEBRATED English Varnishes of CHAS. TURNER & SON, LONDON.

Please mention HARDWARE AND METAL when writing.

McCASKILL DOUGALL & Co

MANUFACTURERS OF

RAILWAY & CARRIAGE VARNISHES & JAPANS

RETURNED APR 2 190

DURABLE, BRILLIANT & EASY WORKING

MONTREAL, CANADA.

When You Buy . . .

FINE COLORS
WINDOW GLASS
PREPARED PAINTS
VARNISHES, Etc.

bearing our name, you may feel sure they are the best made. We have always had the reputation for the **oldest and most reliable paints** on the market.

SOME OF OUR LINES :

Sheet Glass
Ornamental Glass
Plate Glass
Oils
Turpentine
Varnishes
Japan Colors
Colors Ground in Oil
Dry Colors
White Leads
Fine Brushes
Chamois Skins
Gold Leaf
Bronze Powders
Beeswax
Prepared Wax
Mortar Stains
Alum
Gums
Pine Tar
Pitch and Coal Tar

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SOME OF OUR LINES :

Chalk and China Clay
Whiting
Graphite
Alkali
Glaziers' Diamonds
Painters' Cutlery, Etc.
Rubbing Felt
Methylated Spirit
Alabastine
Jellstone
Bug Killer
Sulph of Copper
Borax
Glue
Emery
Steel Wool
Sand Paper
Plaster Paris
Putty
Rotten Stone

Sanderson Pearcy & Co.

61-63-65 Adelaide Street West

TORONTO.

town. If the dealer can show goods "very like Mrs. So and So has in her drawing room," he is more likely to sell them, than if he could not institute any such comparison.

The advantage of having a harmonious stock must be emphasized. There must be no discordant note, when the dealer shows his series of papers. The customer must be assured of the fact that his selection is tasteful and correct, and has not been made in a haphazard manner.

Lastly, the dealer should always have a full stock on hand. He must never be caught at the fag-end of the season with his stock low, and consequently with a poor supply of papers from which to make a selection.

HOW TO SELL WALL PAPER.

ONE of the chief requirements in making sales of wall paper, after a careful selection of stock has been made, is that the goods be properly displayed. A great deal depends on environment, and a dealer cannot spend too much in making his wall paper section bright, comfortable and attractive. If he will insist in keeping his stock of wall paper amidst a jumble of other stuff, and showing it in a confused, ill-lit corner, he will presently realize that his business in that line is not what it should be. Even though his store is crowded and small, he should yet find some means of closing off a section by means of screens or partitions in some brightly-lighted corner which he can devote exclusively to wall paper. A rug on the floor, and two or three artistic chairs set off the apartment nicely. The more artistic he can make this department the better for his business. It were a sordid person, indeed, who would not be influenced, even though it were ever so slightly, by neat and bright surroundings.

Salesmanship is also a great factor, and probably the principal factor in selling wall paper. At the back of all true salesmanship is knowledge, so we are back at the old necessity referred to before, viz., intimate acquaintance with the wall paper business. A dealer who can speak fluently about what the style in wall paper is, what Mrs. So-and-So is buying for her dining-room, and what the fine points of any particular paper are, is much more likely to make a sale than the man who aimlessly turns over a book of samples, and proclaims each paper prettier than the one before it.

A rapid summing up of the character of a customer is also useful. Some must be indulged and others driven. The man who reads character best and acts on what he discovers makes the best salesman.

WALL PAPER DISPLAY.

IN the wall paper section, there should be as little suggestion of the shop as possible. The customer has to be made to feel as if he or she were in home like surroundings. If possible, the piles of wall paper in stock should be kept elsewhere, or else covered up with draperies. At one corner of the department there should stand a display rack covered with natural-colored denim. Near by are the books of samples and a few rolls of the latest papers. With this equipment the dealer should be prepared to make a most effective display of his stock.

Some arrangement by which the light may be brightened or darkened is also beneficial. The dealer should endeavor to make the room correspond as closely as possible, in the matter of light effects, to the room which is to be papered.

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Ingrain Frieze manufactured by Stauntons Limited, Toronto.

Not a few dealers fail to realize the great possibilities of their show windows for making displays of wall paper. Unless it be in stores devoted entirely to wall paper, it is seldom that a window dressed with wall paper is seen. And yet it is comparatively easy work to make a window look most effective in this way.

From the freak window, in which the colored ends of rolls are formed into a Union Jack, or some other design, to the lavishly hung window, filled with the richest and most expensive paper, is a long call, but there is a happy medium. A few rolls of harmonious design, hung gracefully over a simple framework, make up as pretty a window as one would like to see, and one that is simply and rapidly constructed.

Apart from the window and the regular show-room, it must be confessed, there are few ways of displaying wall paper. The sole fact that must be impressed is that harmony is the great desideratum. No two jarring colors or designs must be allowed to come into close proximity to one another.

A MODERN PAINT PLANT.

THE paint and varnish trade is today regarded as one of our foremost industries, the growth and development of which call for the most modern machinery and up-to-date methods. As an illustration of the way in which this demand is being met, the following account of a visit recently paid by a representative of "Hardware and Metal" to the Montreal factories of the Sherwin-Williams Company will be of interest.

Their Canadian headquarters are in Montreal, employing an office staff of 25 in number, besides 14 travelling representatives, and they also have an office and warehouse in Toronto and Winnipeg. Their entire Canadian business is under the management of Mr. C. C. Ballantyne. Order, system and organization are the keynotes of the business. Each department is entirely separate, but kept in touch with headquarters by elaborate and detailed reports. The advertising department is a business of itself, and the company are not only large advertisers on their own account, but by assistance and encouragement succeed in imbuing their customers with the same spirit. All their printing is done in three languages, English, French and German. Separate catalogues are prepared for railroad paints, steamship paints, street railway paints, house paints, etc.

In the factory proper, neatness and cleanliness are everywhere apparent. This is the more conspicuous as the nature of the work makes it extremely difficult, and the high standard in this regard is only maintained by constant care and effort. Ample dressing-rooms with individual lockers are provided, while lavatories and shower-baths have also been equipped to furnish a safe-guard to the health as well as the comfort of the employes. A large, airy and well-lighted portion of the building is portioned off as a lunch-room, to which the employes resort daily to eat their lunch, read magazines, play games, etc. There are about 75 people employed in the paint factory.

The mills and other machinery are of the company's own manufacture, from their special designs. They are kept constantly in good shape by being dressed with an automatic pick, which is run by compressed air, and will dress a mill in less than one quarter of the time formerly required to do the same work by hand. From the time the raw material undergoes the first process until it reaches the can as finished paint, it never has to be handled, the machinery being arranged so as to take advantage of gravitation.

Every batch of paint is tested in a practical manner, and the paint weighed into the cans, to ensure correct mixing

and full weight, as well as full measure. ... goes to the labeling room and is ... labelled and afterwards packed ... for shipment. Names of materials ... never used, but everything goes by ..., which simplifies clerical work, as ... as secures the necessary amount of ...

The varnish factory belonging to the same concern is located at Point St. Charles. It is equipped with the best and most modern machinery and employs about 20 men. There are in the storage department, three tanks having a capacity of 5,000 gallons each, 22 tanks of ... gallon capacity, and numerous ... tanks, sufficient to contain from ... months' to a year's stock of the various varnishes used and sold. All the linseed oil used is treated and refined on the premises. The gum which forms the basis in the manufacture of varnish, is imported direct from New Zealand in its original state, and is sorted into the various sizes and grades on arrival. This is merely one of the numerous features which go to make up a uniform product. The varnish after being cooked is forced through a filter-press by powerful pumps, and then allowed to age in tanks in the storage-room at an even temperature of 70 deg. until ready to be put on the market. A thoroughly-equipped testing-room, with all modern appliances, is in charge of a practical man, and all goods, paint, varnish and raw materials go through a thorough examination by him, to make sure that the high standard insisted upon by the Sherwin-Williams Company is maintained.

Both the paint and varnish factories are fire-proofed in the most efficient manner; automatic sprinklers are installed throughout; watchmen are constantly on duty, and every precaution is taken to minimize the danger from fire.

The company intend building a new factory this summer, which, when completed, will be one of the most modern and largest on the continent, affording employment to double the present number of hands.

AN INVALUABLE WALL CHART.

Many hardwaremen have started to sell ... paper within the last year or two. The line is one that yields excellent re... but has its own particular prob... which must be mastered if the busi... is to be put on a proper basis. Often ... necessary to figure out (from the width and height of walls) the dimensions of a room. To save the time this would take and to avoid the possibility of error, Staunton Limited, Toronto, have issued a neat vest pocket booklet which gives the quantities of side wall, border and ceiling required to paper a room anywhere in size from 3x6 ft. to 25x60 ft. and from 8 to 12 ft. high. Copies of this book will be supplied free of charge to any reader of "Hardware and Metal" who has not already received a copy. It is a booklet that every clerk should be supplied with.

TWO PAINT HOUSES COMBINE.

R. C. Jamieson & Co., manufacturers of varnishes, Japans, paints and oils, Montreal, established 1858, have taken over the business of the Baylis Manufacturing Co., which, previous to 1880, was known as Baylis, Wilkes & Co. The business in future will be carried on under the name of R. C. Jamieson & Co., Limited. Mr. Jamieson has been connected with both firms for a number of years, and is well known throughout the paint trade of Canada. The entire staff has been retained, and customers may feel assured that their orders will be looked after by those most familiar with their requirements. Their headquarters will be at 16 to 28 Nazareth street, Montreal.

PAINTS AND OILS.

TORONTO.

ORDERS for season's requirements are pretty well in and the jobbers seem quite satisfied with the amount of business booked. Deliveries are being made right along, but there is not the call for goods that is expected in a week or two. The demand for turpentine has improved somewhat, as some buyers who held off as long as possible have had to replenish their stocks. Prices are steady both locally and at Savannah. Linseed oil is not selling freely, buyers holding off in hopes of lower prices, which are not expected by the trade, in the near future at least. White lead is still at its low basis. The explanation of the continuance of low prices, in spite of advances in raw materials, is given in the fact that some manufacturers have contracted for their raw material, and that the competition is so keen that each house is hesitating about being first to make the advance. There is a fairly good trade doing. Red lead is 25 to 50c. higher this week. Paris green is easy, there being much rivalry between the British and Canadian product for business. Some houses are, in fact, quoting ½c.; see the quotations given below. Other houses are holding to prices firmly, believing it will pay to carry the stock over till next year, if quoted prices cannot be had. White zinc is 25c. per cwt. lower. Liquid shellac is 5c. higher. Glues have been in particularly brisk demand this year. Broken sheet and cabinet are ½c. lower. Castor oil is ½ to 1c. lower. Whiting is scarce and firm. Other lines are unchanged. We quote:

WHITE LEAD.—Ex-Toronto, pure white lead, $5.00 to $5.25; No. 1, $4.62½ to $4.87½; No. 2, $4.25 to $4.50; No. 3, $3.87½ to $4.12½; No. 4, $3.50 to $3.75 in packages of 25-lb. and upwards; ½c. per lb. extra will be charged for 12½-lb. packages; genuine dry white lead, in casks, $5.02½.

RED LEAD.—Genuine, in casks of 560 lb., $4.75 to $5; ditto, in kegs of 100 lb., $5.25 to $5.50; No. 1, in casks of 560 lb., $4 to $4.25; ditto, in kegs of 100 lb., $4.25 to $4.50.

LITHARGE.—Genuine, 6 to 6½c.

WHITE ZINC.—Genuine, French V.M., in casks, $6 to $6.25; Lehigh, in casks, $6 to $6.25.

SHINGLE STAIN.—In five-gallon lots, 60 to 85c. per gallon.

PARIS WHITE.—90c. to $1 per 100 lb.

WHITING.—65c. per 100 lb; Gilders' whiting, 80c.

GUM SHELLAC.—In cases, 35 to 37c.; in less than cases, 40 to 42c per lb.

LIQUID SHELLAC.—Pure orange, in bbls., $2.30 to $2.40; white, $2.35 to $2.45 per gallon; in less quantities, 10c. extra.

GLUES.—Broken sheet, in 200-lb. bbls., 8 to 8½c. per lb.; cabinet glue, in bbls., 11½ to 12c.; emery glue, in bbls., 17c.; bookbinders', ground, 10½c.; finest American, white, 19c.; No. 1 American white, 15c. per lb.

PUTTY.—Bladders, in barrels, $2.10; bladders, in 100-lb. kegs, $2.25; bulk in barrels, $1.80; bulk, less than barrels, and up to 100 lb., $2.05; bladders, bulk or tins, less than 100 lb., $2.75.

PARIS GREEN.—Petroleum bbls., 13c. per lb.; arsenic kegs, 13½ to 14c.; 50 and 100-lb. drums, 14 to 14½c.; 25-lb. drums, 14½ to 15c.; 1-lb. packages, 15½c.; 2-lb. packages, 17c.; 1-lb. tins, 16c.; ½-lb. tins, 17c.

PLASTER PARIS.—New Brunswick, $2 per barrel.

PUMICE STONE.—Powdered, $2.50 per cwt. in bbls. and 4 to 5c. per lb. in less quantity; lump, 10c. in small lots and 8c. in bbls.

LIQUID PAINTS.—Pure, $1.20 to $1.40 per gallon; No. 1, $1.10 per gallon.

BARN PAINTS.—65 to 70c. per gallon.

CASTOR OIL.—English, in cases, 8 to 9c. per lb.; and 9 to 10c. for single tins.

LINSEED OIL.—Raw, 1 to 2 bbls., 61c.; boiled, 64c.; 3 to 5 barrels, raw, 60c.; boiled, 63c.; 6 to 9 barrels, raw, 58c.; boiled, 61c. delivered. To Toronto, Hamilton and London, 2c. less. All quantities of 10 barrels and over of linseed oil sold only f.o.b., Toronto, Hamilton, London and Guelph.

TURPENTINE.—Single bbls., 95c.; 2 to 3 bbls., 94c. delivered; Toronto, Hamilton and London, 1c. less. For less quantities than barrels, 5c. per gallon extra will be added, and for 5-gallon packages, 50c. and 10-gallon packages, 80c. will be charged.

MONTREAL.

Owing to the sharp advance in Europe in dry white lead, amounting in some instances from 60 to 75c. per 100 lb., there is a stronger feeling in the local lead market, and buyers have been falling over each other in order to get their orders in. Makers of favorite brands have received a perfect avalanche of orders from all parts of the Dominion. The local prices have been advanced 25c. per 100 lb. Notwithstanding this rush of business in white lead, it is almost balanced by the heavy call for liquid paints. The warm weather experienced in the early part of the week, greatly increased the inquiry, and especially from Western Ontario. Varnish makers have despaired of looking for cheaper turpentine for some time to come, and, in a great many instances, have advanced their prices. Linseed oil remains steady, and no immediate change is looked for in regard to prices. Turpentine continues to be firm, and one dealer is of the opinion that the market will yet go to the dollar mark. Business generally is reported to be good. We quote as follows:

GROUND WHITE LEAD.—Best brands, Government standard, $5.25 to $5.50; No. 1, $4.52½ to $5.12½; No. 2, $4.65 to $4.75; No. 3, $4.27½ to $4.37½; No. 4, $3.90 to $4., all f.o.b. Montreal. Terms, four months, or 3 per cent. off for cash in 30 days.

DRY WHITE LEAD.—$5 in casks, and in kegs, $5.25.

DRY WHITE ZINC.—Pure dry, in casks, 6¼c.; in 100-lb. kegs, 6¾c.; No. 1, zinc, in casks, 5¼c.; in 100-lb. kegs, 5¾c.

Canada Linseed Oil Mills, Limited

MONTREAL.

MANUFACTURERS OF

"GUARANTEED PURE"

Raw and Boiled

LINSEED OIL

N. B.---We are on the market to buy good sound oak, Linseed Oil, Turpentine, Varnish and Machine Oil Barrels.

– MANUFACTURED BY THE –
STANDARD PAINT & VARNISH WORKS.

No better House Paint ON EARTH. Use or sell

NEW ERA

once, and you will always use and sell it.

We also make a full line of all kinds of Paints and Varnishes, and we are second to none in the manufacture of

Superfine Coach Colors, Granite Floor Paints,
Colors in Oil, Wagon and Implement Paints,
Enamels of all kinds, Wood Fillers.

OUR WHITE LEADS ARE:

Monarch, Decorator's and **Essex Genuine,** and are great favorites with the Painters.

Our Varnishes and Japans have gained an enviable reputation.

WE SOLICIT CORRESPONDENCE AND SAMPLE ORDERS.

STANDARD PAINT & VARNISH WORKS CO., Limited, - WINDSOR, ONT.

WHITE ZINC (ground in oil)—Pure, 25 lb. irons, 8c.; No. 1, 7c.; No. 2, 6c.

PUTTY.—We quote: Bulk, in barrels, $1.60; bulk, in 100-lb. packages, $1.85; bladders, in barrels, $1.90; bladders, in 100 or 200-lb. kegs, $2.05; 25-lb. tins or irons, $2; 12½-lb. tins, $2.30, f.o.b. Montreal, Ottawa, Toronto, Hamilton, London and Guelph. Maritime Provinces, 10c. higher, f.o.b. St. John and Halifax. Three per cent. discount for cash in 30 days.

ORANGE MINERAL.—Casks, 7c.; 100-lb. kegs, 7¼c.; smaller quantities, 8¼c.

RED LEAD.—Genuine red lead, in casks, $4.50; in 100-lb. kegs, $4.75; in less quantities, $5.75 per 100 lb. No. 1 red lead, casks, $4.25; kegs, $4.50 and smaller quantities, $5.50.

LITHARGE.—Ground, casks, 5c.; less quantities, 5½c.; flake litharge, casks, $5.25; smalls, $5.75 per 100 lb.

LINSEED OIL.—Raw, 1 to 4 barrels, 59c.; boiled, 62c.; raw, 5 to 9 barrels, 58c.; boiled, 61c. Terms, net cash in 30 days. Delivered in Ontario, between Montreal and Oshawa, at 2c. per gallon advance.

TURPENTINE.—Single barrels, 95c.; 2 to 4 barrels, 94c. Terms, net cash in 30 days.

BENZINE.—25 to 26c.

SHELLAC VARNISH.—Pure white, $2.35 to $2.45; orange, $2.25 to $2.35.

MIXED PAINTS.—$1.20 to $1.40 per gallon.

CASTOR OIL.—8¾ to 9½c. in wholesale lots, and ½c. additional for small lots.

SEAL OIL.—48 to 50c.

COD OIL.—35 to 37½c.

PURE CANADIAN PARIS GREEN.—Petroleum barrels, 13¼c. per lb.; arsenic kegs, 13½c.; 50 and 100-lb. drums, 14c.; 25-lb. drums, 14½c.; 1-lb. packages, 15c.; ½-lb. packages, 17c.; 1-lb. tins, 16c.; ½-lb. tins, 18c.

PURE ENGLISH PARIS GREEN.—Petroleum barrels, 14¼c.; arsenic kegs, 14½c.; 50 and 100-lb. drums, 15c.; 25-lb. drums, 15½c.; 1-lb. paper boxes, 16c.; 1-lb. tins, 17c.

—

WINDOW GLASS.

TORONTO.

Orders for prompt delivery have been coming in nicely, all sizes being in demand. Prices are firm locally in sympathy with advices from Belgium, which continue to be of a bullish nature. There has been a liberal inquiry from outside points for both plate and ornamental glass. Our quotations are as follows: Star, Under 26 in., $3.80; 26 to 40 in., $4; 41 to 50 in., $4.50; 51 to 60 in., $4.75; 61 to 70 in., $5; 71 to 80 in., $5.50. Toronto, Hamilton and London. Terms, four months, or 3 per cent., 30 days.

—

MONTREAL.

There is considerable business being done on the local market, but as yet very little is being done from the outside. About April 1 is the opening of the season, and dealers expect that the glass trade will then be quite busy. We quote: First break, 50 feet, $2; second, $2.10 for 50 ft.; first break, 100 feet, $3.80; second break, $4; third break, $4.50; fourth break, $4.75.

THE REASONS WHY

Messrs. Push & Co. and all dealers buy and sell **Church's Cold Water**

ALABASTINE

are, because it is **time tried** and **time tested,** and they can speak with confidence when recommending it to their customers. "What's the use" they say, "of trying to sell something else, when it has to be recommended 'the same thing' or 'just as good as' **Alabastine?**"

"The Alabastine Company are the pioneers in the manufacture of wall coatings: the experimental stage is past with them. What they have forgotten, the manufacturers of kalsomines and the like are just beginning to experience."

Good goods, well advertised, fair margins, satisfied customers! These are a few of the reasons for handling **Alabastine.**

Alabastine is ready for use by adding **cold water.** This and other features are protected by Canadian Letters Patent.

Alabastine is made in Canada, and is for sale by Wholesale Hardware and Paint Dealers. Also by

The **ALABASTINE COMPANY**
Limited
PARIS, ONT.

GLOBE PAINTS

We have been in business for eight years, and have yet to hear of a single can of our paint being returned because of poor quality. This ought to be a recommendation for your customers.

The Globe Paint Co.,
Limited
422-424 Adelaide St. W., Toronto.

TRADE
NOBLES & HOARE
NH
LONDON
MARK

Nobles & Hoare.

CORNWALL ROAD STAMFORD STREET.

LONDON, ENG.

Manufacturers of

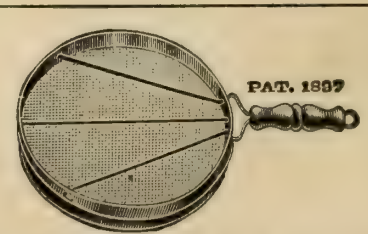
HIGH-CLASS VARNISHES ONLY

Which can be obtained direct from the works or from the principal Color Dealers in Canada.

WIRE NAILS
TACKS
WIRE

Prompt Shipment

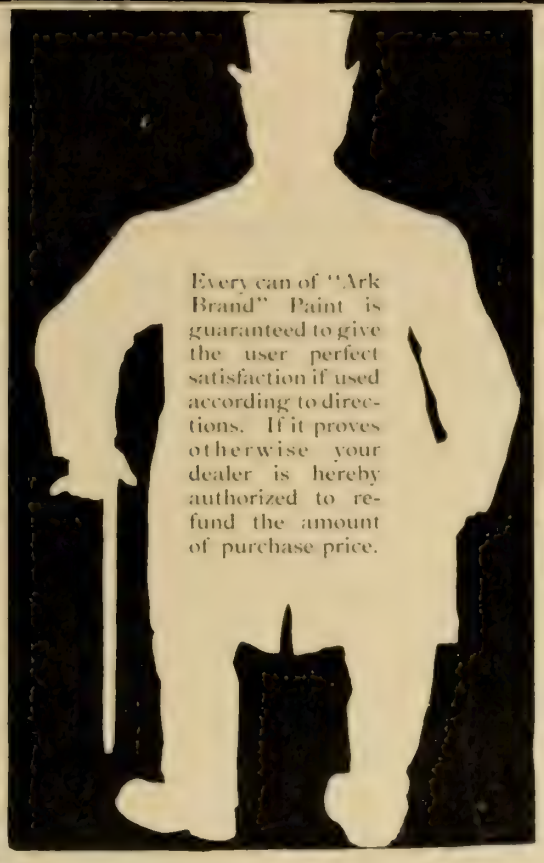
The ONTARIO TACK CO.
Limited
HAMILTON, ONT.



The FAIRGRIEVE GAS TOASTER

Retails at 25c. The only Toaster guaranteed to toast on gas, gasoline or blue flame oil stoves without taste or smell. Write for prices.

THE FAIRGRIEVE MAN'FG. CO.,
295 COLLEGE ST., TORONTO.
U. S. Branch: 289 Jefferson Ave., DETROIT.



WE BACK "ARK BRAND" PAINT

with a guarantee that makes it the best selling paint in Canada.

Dealers will find this guarantee a great selling advantage of which "Ark Brand" paints are possessed.

"Ark Brand" is such a good paint that we find it profitable to back it with our guarantee. We can't afford to have our customers dissatisfied, and although we get no kicks, we take no chances.

Here's what one of our agents has to say :

BEAVERTON, DEC. 26

THE FRANCIS-FROST CO., LIMITED,

SIRS—During the past seven years we have handled "Ark Brand" W and W Paint. During that time we have had the best of satisfaction, and never a can returned as bad.

We have also handled higher and lower priced paints, beside them, with the result that "Ark Brand" proves the best. Its sale is always on the increase.

Yours truly,

CAMERON & CAMERON.

The **Francis-Frost Co.** Limited

Canadian Agents for Gripple's Crack Filler, and "Muresco" Wall Finish.

Toronto.

Change

your proposition to your paint trade.
You do not make any money out of Lead.
You can make money out of

Hollywood Paste Paint

Just drop us a card and we'll tell you

Why

HOLLYWOOD PAINT COMPANY, Limited,

Hamilton, Ont.

HARDWAREMEN MEET IN CONVENTION

Hardware Section of Retail Merchants' Association of Canada Organized.

ENTHUSIASM was the predominant feature of the meeting held at the Waldorf Hotel, Hamilton, Ont., on Tuesday afternoon to extend the organization of the hardware section of the Retail Merchants' Association of Canada. The Toronto branch of this section has been particularly active for some time, but a desire had been expressed in several quarters that the work should be extended to include other centres. For this purpose the convention was called on Tuesday. There was a good representation of visitors from the neighboring towns. The regular delegates were: F. Hamilton, F. A. Carpenter, Geo. Boulter and Thos. Ramsay, Hamilton; E. R. Rogers, Toronto Junction; John Castor, J. S. Hall and General Secretary Trowern, Toronto; G. C. Wilson, Dundas; J. S. Howie, Brantford; A. E. Nichols, Fergus; and W. A. Sylvester, Stouffville. Letters were received from several hardwaremen who were unable to be present, but who were in full accord with the purposes of the organization.

E. R. Rogers, Toronto, was elected chairman. The first business was the reading of a report by Secretary Trowern, detailing the steps which had been taken to call the meeting. The report emphasized the fact that, in addition to a general desire on the part of retailers for a representative organization, many of the wholesale dealers and jobbers had expressed the desire that the retailers should be organized.

Chairman Rogers then called on Adam Ballantyne, chairman of the Hamilton branch of the Retail Merchants' Association, for a few remarks. Mr. Ballantyne responded heartily. He congratulated the organization on having such an efficient secretary as Mr. Trowern. He felt that if the hardware trade had to face such evils as the grocery had, they would find organization imperative. Every branch of business was organizing, making the most of the good times. Retailers were the most backward in this matter, so it was up to them to do something. Somebody would have to make sacrifices, but these would never be sorry; they would be handsomely repaid in the years to come. Competition, or the over-anxiety of the retailer to increase business in staple lines was the crying evil of the retail trade, so retailers should get together and take measures to ensure an increased margin on the goods they handle.

Chairman Rogers then asked for expressions of opinion from the delegates as to the necessity of a more thorough organization.

Mr. Wilson, Dundas, felt that the organization could never be complete until an organizer had been sent out to cover the trade thoroughly. Circulars had been sent out generously, but they would never reach the retailers and get them to become members.

Mr. Sylvester, Stouffville, thought that the trade would readily join an organization that would stop jobbers from selling to consumers. He cited cases where wholesale lubricating oil firms had persistently sold goods to people who had been his customers.

Mr. Nichols, Fergus, agreed that this evil was one of the most harmful the trade had to withstand. Some paint and oil houses were the great sinners in this matter. Some farmers from his section had too freely bought iron pipe in Toronto at wholesale prices. In fact, some jobbers seemed to consider they might sell to any person they desired, and yet hold the retailer's trade.

Chairman Rogers, Toronto Junction, was glad to hear such frank discussion. He referred to one jobbing house which had sold as small orders as one pane of glass or a can of white lead. Some of the wholesale hardware jobbing houses had another bad habit, that of sending out men with authority to do business with mills, factories; anyone, in fact. These men did not try to sell to retailers, but they represented the wholesale department of jobbing houses, which depended on the retailers for the bulk of their business, nevertheless.

Mr. Ramsay, Hamilton, had found the same practices prevalent in Hamilton to some extent. They were largely free from price-cutting, the one firm which had done that having decided that it was not good business.

Mr. Hamilton gave an interesting account of this firm's methods. It had not been in business very long. It had started out to cut prices all along the line, but some of the other retailers had talked the matter over in a friendly, candid way. The result was the firm was now as ready as any in the city to get a reasonable margin on all lines. It was to the jobbers' and manufacturers' interest to have the retail prices maintained, and they would readily assist the retailers in fixing them on a reasonable basis.

Chairman Rogers thought the members agreed as to the needs of a more complete organization. A motion would be in order.

Mr. Howie, Brantford, thereupon moved, seconded by Mr. Ramsay, "That in the opinion of this meeting the Hardware Section of the Retail Merchants' Association of Canada shoufd be extended to take in such districts as may be considered necessary, all working in conjunction with the central office in Toronto."—Carried.

Mr. Ramsay, in speaking to the motion, thought that it would be sufficient to send one organizer out at first.

Mr. Caslor thought an experienced man should be sent out at once. Sending out circulars had proved an utter failure. This was concurred in by practically all the members present, whereupon Mr. Caslor moved, seconded by Mr. Sylvester, "That this section is of the opinion that an organizer should be appointed at once by the general Association to extend the work of all sections throughout Ontario."—Carried.

Mr. Hamilton asked if the fee of $2 would be sufficient to carry on the work of the Association.

Mr. Caslor, treasurer of the Toronto section, was convinced that it was not enough.

Messrs. Hamilton and Ramsay spoke in favor of raising the regular fee for hardwaremen to $5. The good that might be done would repay that amount in a month or so.

A discussion ensued as to how this would satisfy other sections of the general Association. Secretary Trowern doubted whether some sections, the grocers, for instance, would be willing to pay the advance. Chairman Rogers suggested that the general fee might be left at $2, but that hardwaremen might each contribute $3 extra, to be a separate fund for that section.

Mr. Howie moved, seconded by Mr. Boulter, "That in the opinion of this section the fees should be increased."—Carried.

The action taken to perfect the organization next received further considera-

tion, a question being raised by Mr Hamilton as to the cost of sending an organizer over the Province. Secretary Trowern placed this cost at $1,800, or, at the outside, $2,000. He believed this could readily be secured from fees of new members, as the organizer would get members from all classes of merchants. This would be a much more economical method than any one branch sending out an organizer.

Mr. Hamilton felt that it might also be a wise step to call an organization meeting in London, if the hardwaremen of that city and district were sufficiently interested. He thought a couple of dealers from Hamilton would be quite ready to attend such a meeting to talk matters over with the London brethren, if the Toronto dealers would do the same. Sacrifices would have to be made if the organization were to expand. London was a centre convenient to many towns, and he believed a good meeting could be held there. He moved that London be corresponded with to see if such a meeting would have the support of hardwaremen there. Mr. Ramsay seconded the motion, which was carried.

The following questions which were sent out to the trade were discussed :

(1) Are you in favor of applying the "Price Restrictive Plan"—which is an agreement from the manufacturer to the wholesaler, and from the wholesaler to the retailer—to white lead and nails ?

All present answereh "Yes."

(2) Do you think that wholesalers and jobbers sell direct to the public ?

"Decidedly no," was the general verdict.

(3) Do you think it advisable for the trade to avoid buying scissors and cutlery from those makers who sell to departmental stores ?

No definite answer was given to this question, but it was agreed that an effort should be made to induce Canadian cutlery firms to be firmer in insisting that the departmental stores refrain from cutting prices in this line.

(4) Do you think the present retail price of spades and shovels satisfactory ?

Quite satisfactory was the general opinion.

(5) Are you in favor of having graniteware marked first and second quality, so that second-class goods cannot be sold as first ?

This was deemed unnecessary, as none of the retailers present had found second grade graniteware for sale in their towns. It was shipped, one speaker explained, to Newfoundland and the United States, particularly to the departmental stores in the latter country.

Secretary Trowern announced that a meeting would be held in the evening to discuss matters of general interest to retailers, but the majority of the delegates were unable to remain.

Before adjourning Mr Trowern desired to express his appreciation of the thorough way the Hamilton hardwaremen had taken hold of the meeting. He thought, too, the chairman was worthy of a vote of thanks. This vote was proposed and put to the meeting by Mr Hall, all manifesting their agreement thereto by three cheers and a tiger.

Chairman Rogers replied briefly, but to the point. The meeting had been, he was convinced, carried on along such sound lines, that if these were followed a strong organization would be the result. Work would be necessary, but he felt sure that with such strong men behind the movement in Hamilton and Toronto its force would be irresistible. There were many wrongs to right, but with a united body of hardwaremen desiring a remedy for any evil, they need not doubt as to the outcome.

NOTES.

"You can say that this meeting was a greater success than we anticipated," was the parting remark made by General Secretary Trowern to "The Hardware and Metal" representative.

"We have troubles of our own in Stouffville," said Mr. Sylvester. "We have no organization in the town, and one of the stores which handles hardware as a side line does not get reasonable prices. However, we are not in as bad a position as seems to be the case in some towns."

"We have a builders' exchange in Brantford," said Mr. Howie, to "Hardware and Metal." "The carpenters, masons, contractors, hardware dealers and other branches of trade interested in building operations have th?ir distinct section, yet all belong to the exchange. The system works splendidly. The hardwaremen in Brantford treat each other fairly and well."

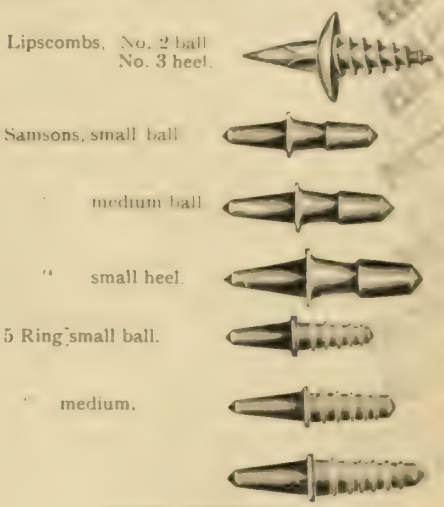
After the convention Messrs. Rogers, Caslor, Sylvester and Hall were talking over the discussion of the day. "It's a fact," said Mr. Caslor, "that we all sell some lines too closely!" "Yes," assented Mr. Rogers, "I believe we waste more time selling some lines than we ever get out of them. For instance, the time spent in counting brass tacks is worth double the price we get for them." "They could well be put in cartons of 100 or so," suggested Mr. Sylvester. ("Hear, hear," from three voices.)

WHEN SPRINGTIME COMES

Dealers thoughts turn to seasonable goods for dressing their windows. The season suggests newness, brightness, and cleaning up generally. The thrifty housewife is on the lookout for house cleaning goods of all kinds, and will naturally be attracted where the best display of these goods is to be found. The dealer who handles Boeckh's household brushes and brooms, and Cane's Seamarbet woodenware has a distinct advantage and an important lead over his competitors. The goods manufactured by United Factories Limited, are not only attractive and salable, but they possess many features of advantage both helpful to the dealer and satisfactory to the customer. Indeed they have forged their way to the front by intrinsic merit in material used, in design and workmanship and in being in advance of all others as really up-to-date goods. It is by handling such lines that the dealer builds up a permanent business on the foundation of the confidence and goodwill of satisfied customers.

LUMBERMAN'S BOOT CALKS.

At this season there is always a rush for lumberman's boot calks. In anticipation of this, H. S. Howland, Sons & Co., Limited, Toronto, have put a full line into stock. They are :



AN AMPLE WAREHOUSE.

The Philip Carey Manufacturing Co., of Lockland, Ohio, manufacturers of all kinds of roofing material, boiler coverings, etc., who opened a Canadian agency in Toronto a little over a year ago, have so increased their business on this side of the line that they recently moved into more commodious premises at 100 Front street east. Here the firm are very comfortably housed and have ample warehouse room and shipping facilities as well as a neat business office. Considerable credit for the increase in the Canadian trade is due to the energetic manager, O. A. Cale, who has spared neither time nor effort in the upbuilding of his [illegible] business here. A hand-some [illegible] at the beginning of the year bears further testimony to [illegible] the firm.

Fraser, Johnson & Co.

15-17 JOHN STREET NORTH **Hamilton, Ont.**

Telephone 1102.

Wholesale Manufacturers

HARNESS

—AND—

RIDING SADDLES

FOR NORTH WEST TRADE.

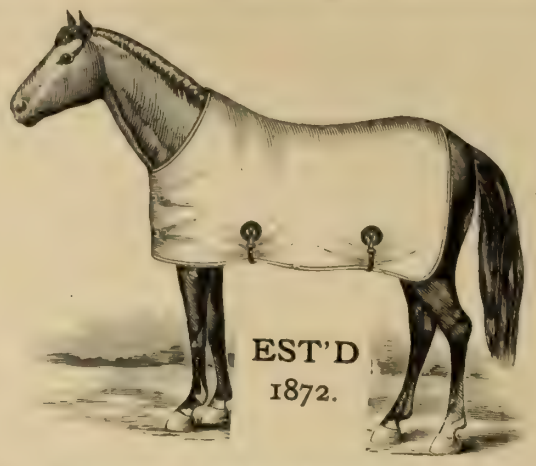
SPECIALTIES:

Harness,
Riding Saddles,
Hausing and Fronts,
Horse Collars,
Blankets,
Dusters,
Fly Nets,
Kay and Blue Ribbon Gig Saddles.

Whips,
English Saddlery Hardware,
American Saddlery Hardware,
Canadian Saddlery Hardware,
Canadian and American Sweat Pads.

Special Prices on Car Lots.

FRASER, JOHNSON & CO., 15-17 John North.



T. WOODBRIDGE & CO.

Importers and Wholesale Dealers in

Saddlery Hardware

Manufacturers of

Fine Harness, Horse Blankets, Rubber Rugs, etc.

NOTE OUR NEW ADDRESS: New Catalogue.

74-76 King St. East - Toronto.

HAMILTON WHIP CO.

—MANUFACTURERS OF—

Fine Whalebone and Rawhide **WHIPS**

Patentees and Sole Manufacturers of the Famous

MONARCH AND NAPOLEON RAWHIDE WHIPS.

Specialties: Fine Whalebone and Vulcanized Rubber-Lined Rawhide Whips. English Holly Coach Whips. Braided Leather Whips and Lashes—in many styles.

CHEAP WHIPS OF EVERY DESCRIPTION. It will pay you to wait for our traveller.

Office Factory and Warerooms

119, 121 123 Mary Street, - - HAMILTON, ONT.

Eastern Representatives: W. L. Haldimand & Son, St Dizier St., Montreal, Que.
Western Representatives: MacKenzie Bros., P.O. Box 572, Winnipeg, Man.
British Columbia: Robt. Stewart, Vancouver, B.C.

Old Sol shines for all, so will ——

SOLARINE

HIGH-GRADE.

Solarine Polish Shines Metals

In liquid form it will do the work quicker and last longer than any other. Warranted to be free from Grit, Acid, or Grease. Also put up in Paste and Powder forms.

Metal Polish

SOLARINE will pay you well. It advertises itself. Try it only and be convinced. Ask your jobber for it and see that you get it.

HENRY F. FALKINER

SOLE AGENT FOR ONTARIO

60 GEORGE STREET, ——**TORONTO**

Sample and advertising matter sent on application.

SADDLERY AND HARNESS HARDWARE

A PROFITABLE LINE TO CARRY.

By Mac

HARDWAREMEN all over Canada have within the past few years recognized the fact that saddlery and harness hardware is a line that is entirely suitable for their stores; that farmers look to them for the bulk of the goods in this line, whether there be a saddler and harness-maker nearby or not.

"You see," said one progressive dealer to the writer the other day, "farmers and other horseowners come to us for their house and staple supplies; we have for years sold them whips, blankets, bells, etc. Now we are selling practically everything in the line from a double set of harness to a kit of tools for repairing at home. We keep a good stock, and find our trade steadily increasing."

"Have you taken a particular method of developing this trade?"

"We soon found it wise to carry as great a variety of lines as possible. Farmers; in fact all customers seem to prefer to get all they want in one store to having to go to half a dozen stores to get the same goods. So we continually advertize that we keep everything that is good in this line. It is a fact that we carry many lines that neither of the two strictly harness shops in our town do, so that we often sell some lines to people who have first tried to get the goods in the harness stores. You can depend on it they will come to us first the second time.

"We are particularly careful not to recommend any line unless we know it to be right. If it is a new line, we tell the customer and tell him what the traveller said about it. That generally starts a laugh and frequently the buyers take the goods. Then, next time, we ask him how it worked. If it proved to be good we recommend it. If it does not, we never buy any more. We have a horse of our own and try such lines as harness dressings, axle greases, etc., ourselves."

The experience of the retailer quoted above is not unusual. The progress in the wholesale manufacture of harness, like that of boots, has been so remarkable in recent years that a hardwareman can get a full range of stock without having a practical saddler on his staff. Naturally the saddlers and harnessmakers object to the influx of machine made goods, but they are fighting against science and progress and must inevitably lose. The machine-made goods are going to sell and hardwaremen in many towns, recognizing this fact, are taking hold of the line before it gets into other hands. These are the men who are "growing with the times," who are moving forward and are making money. There is a good profit in the many lines included in the term saddlery and harness hardware, and, as a rule, there is a good margin of profit in them.

McLaughlin Carriage Company's New Block, Winnipeg.

MOVED TO LARGER PREMISES.

T. Woodbridge & Co, manufacturers of fine harness, etc., and dealers in wholesale saddlery hardware, Toronto, have removed from the premises on Colborne street, occupied by them for a number of years, and taken possession of larger quarters at 74-76 King street east. The building they at present occupy runs back as far as Court street, giving them about 15,000 square ft of floor space, with excellent shipping facilities.

Woodbridge & Co are one of the oldest firms in the Dominion in their line of business, having been established since 1872. During all these years they have enjoyed an increasing confidence and patronage of the trade.

Their stock is an extensive one and and they are in every particular admirably equipped for doing business.

A new and complete catalogue is now being issued by the firm and will be ready about the middle of April. They will be pleased to send a copy free to any hardwareman who may be interested as soon as it is off the press.

NEW CARRIAGE WAREHOUSE.

The McLaughlin Carriage Company's new warehouse in Winnipeg is one of the finest and most convenient west of Toronto. It stands on the corner of Ross avenue and Princess street. The building is entirely modern, solid brick on stone foundations, three storeys and basement.

On the ground floor are the main showrooms, with handsome offices in the rear. The second floor is used as a stock room, and the third as a room in which to put knock-down material together. There is a fine electric elevator and a large shipping room, which gives immediately upon what is known as the Princess street spur of the C.P.R. The accompanying cut gives a fair idea of the building.

"SOLARINE" METAL POLISH.

For producing a brilliant polish on harness parts or, in fact, on any nickel, brass, copper, tin or other metal surfaces, "Solarine" metal polish has won an enviable reputation in the United States and Canada. Any old, planished metal that has long lost its natural lustre can easily be restored by this useful article. The liquid, being free from grease, does not smut and smear.

These polishes are made by the Solarine Co., and handled in Canada by H. H. Falkiner, Toronto. They are put up in attractive tins, from 1/6 gill to gallons. With them are furnished attractive adver-

[illegible] trade. The sale of this polish has grown so steadily that there is no doubt of its genuine merit, so harness, hardware and stove dealers will make no mistake in ordering a supply for the spring trade.

SADDLERY AND HARNESS NOTES.

A GOOD reputation is not made in an hour, but is slowly built up from day to day by the recognition of sterling worth. Such is the process that has given Frank Miller's harness dressing success and oil such an enviable name throughout Canada. Merit always wins its own reward.

One of the oldest and sturdiest firms in Toronto is Samuel Trees & Co., wholesale saddlery and harness hardware dealers, Colborne street. This firm carries a full range of goods in these lines, and their word as to quality can be depended upon to the letter.

J. Darch & Sons, the old established dealers in saddlery hardware, London, Ont., are getting fairly well installed in the handsome new building erected to meet the needs of their growing trade. There are numerous finishing strokes to be done before all classes of goods made or imported by them are apportioned their proper departments and shelving. Their travellers are doing excellently on the road this season.

CANNOT HELP GROWING.

The Hamilton Whip Co. have just completed another large addition to their already extensive plant. The last addition gives them an increased floor space of about 25,000 ft. The wonderful success of this business is little less than marvelous, when it is remembered that this is now the third large addition constructed within the past two years. Their plant is now without question one of the largest and most complete of its kind in the world.

This company are to-day showing an exceptionally complete range of whips, lashes, etc. They carry ready for prompt shipment a full stock of all grades and classes, consequently are in a position to guarantee their customers prompt service. They report business brisk and every department working up to its full capacity.

THE OLDEST SADDLERY HOUSE IN CANADA.

SAMUEL TREES & CO., - TORONTO, ONT.

The TREES SPRIGGS COMPANY, Limited, WINNIPEG, Man.

WHOLESALE MANUFACTURERS OF

Jute and Kersey Horse Blankets, Burlington Stay-on-Blankets, Sweat Pads, Felt and Hair Stuffed Saddles, Horse Collars, Summer Horse Clothing, Rubber Knee Rugs—**Patent Leather Goods.**

Importers and dealers English and American SADDLERY Hardware, Lap Robes, Lap Dusters and Fly Nets.

We invite inquiries for any of the above goods.

BISHOP FUR ROBES AND COATS.

Mail orders receive our careful attention.

FRANK MILLERS

HARNESS PREPARATIONS.

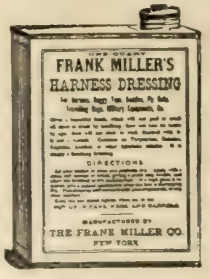
FRANK MILLER'S

HARNESS DRESSING

Recognized as

"THE STANDARD."

Produces a brilliant je black gloss which will not peel or smut and to which dirt will not stick.



Frank Miller's

Harness Soap

Unrivaled for cleaning and softening Harness. Put up in cakes, pans, boxes and tubs.

FRANK MILLER'S

Harness Oil.

Preserves and softens the leather, hus adding life.

The highest quality of oil on the market.

Oneida Community Goods

HALTERS, COW TIES, SNAPS, etc., etc.,

in all sizes and styles. May be had of all jobbers throughout Canada.

Factory—NIAGARA FALLS, ONT.

PRIEST'S CLIPPERS

BALL BEARINGS

Largest Variety. Toilet, Hand, Electric Power

ARE THE BEST.

Highest Quality Grooming and Sheep-Shearing Machines.

WE MAKE THEM.

SEND FOR CATALOGUE TO

American Shearer Mfg. Co., Nashua, N.H., U.S.A.

W. J. Gibson

GANANOQUE, ONT.

Manufacturer of the Standard Belt Lacing, all kinds of Harness and Harness Parts, also Corner Irons, Tubular Rivets, Belt Rivets and Carriage Makers' Rivets.

KINDLY WRITE FOR QUOTATIONS WHICH WILL BE GIVEN PROMPTLY.

The "C" Brand is ahead!

If you want to secure a trade for Horse Shoe Nails, sell only the best—the "**C**" brand. It will win the race against all competitors.

Our "**C**" brand Horse Nails are hot-forged from the best Swedish Charcoal Steel Nail Rods. They will give the most satisfaction to the farrier and prove the most economical to use.

Canada Horse Nail Company

MONTREAL

ON PARLIAMENT HILL

RUMINATIONS by "ZED."

House of Commons,
Ottawa, March 26, 1903.

AS the homely proverb hath it, "There are more ways of killing a dog than choking him with butter." And while a member of Parliament is far from being "a dog," and the various letters and interviews served up to him are not, as a usual thing, so smooth as butter, there are more ways than one of influencing him in his legislative actions. The favorite plan of attack is, of course, the deputation, composed of influential and diplomatic gentlemen, who demonstrate the absolute absurdity of the position maintained by the other fellow, and they alone are actuated by the high and patriotic motive of producing conditions "in the general interest of Canada." Next in order comes the pamphlet or brochure on the matter under agitation, and at the descending end of the scale comes the newspaper with a "marked" article.

* * *

The historian Green said of James the First that he wrote on subjects running from predestination to tobacco; and the marked copy is no less wide in its range. One of the last of this kind to reach the hands of the members came in the issue of March 16 of The Farmer's Advocate, under the caption "History Repeats Itself," and is a slogan against the request of the manufacturers of binder twine for protection to their industry. The writer sets up certain arguments of the manufacturers, real or imaginary, and proceeds to knock them down. He says that the statement is spread broadcast that binder twine is made chiefly from manilla fibre, which enters the United States free, but is subject to an export duty of ½ of a cent per lb. when shipped to Canada, the Yankees thus having an immense advantage in the cheapness of their raw material, according to the binder twine makers here. The writer takes issue with this statement, asserting that from 85 to 90 per cent. of the twine made in Canada and the United States is made from sisal fibre, which comes into Canada without cost by way of duty or impost of any kind. Further, he says that the cry that while American twine enters Canada free, Canadian twine is shut out of the American market by a duty of 45 per cent. is altogether misleading, as there is no duty on sisal or twine running 600 ft. to the lb. going into the States, the 45 per cent. applying only to twine of 650 ft. to the lb., of which very little, indeed, is made.

* * *

Where the aptness of the heading "History Repeats Itself" is made to come in is in the first paragraph, which asserts that away back in 1898 the cry was raised that unless protection was granted liquidation awaited the manufacturer, whereas since that time six new factories have been established, and they and the old ones have all paid good dividends. The article winds up: "Our manufacturers are flourishing, the country is going ahead; better let well enough alone, gentlemen, and continue to give the farmer a chance."

* * *

The fact is that some parts at least of the argument can be, and are fairly met by the exponents of the opposite view. The creation of the six new factories is said to be directly traceable to the large dividends of 40, 60 and 100 per cent. paid by a Brantford manufactory under the following very exceptional circumstances: The manager of the concern foresaw the disturbance which would necessarily arise in the raw material trade of the Philippines consequent upon the Spanish-American War, and laid in a very large supply while prices were still comparatively moderate. His foresight was amply justified by the result, and the enormous dividends above quoted were the result of this speculation, and are not possible under ordinary trade conditions. Promotors of new companies used the figures to sell their stock—result the new companies. It is further stated that at any time a short grain crop in the States would mean such a dumping of American twine on the Canadian market as to cripple, if not to close, every Canadian factory, and that while these factories are at present fairly prosperous, it is against this constant and very real menace that protection is sought.

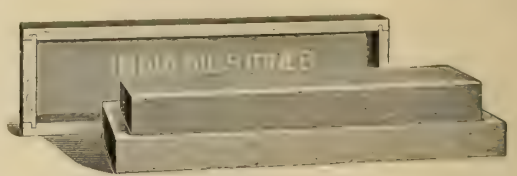
* * *

An amusing aspect of the case is that a great deal of the stock in the various twine companies is held by Ontario farmers, the number exceeding, it is said, 20,000, and all of these, while stout free traders in all other particulars, are firmly convinced that adequate protection for the binder twine industry is the crying necessity of the day.

INDIA OIL STONES.

THE attention of the trade is called to the India oil stone, illustrated herewith.

Although this oil stone has been on the market now for several years, it is, comparatively speaking, of recent origin. The India oil stone is what is usually termed an artificial stone, as distinguished from those stones cut from natural rock. It is made from pure crushed corundum, the hardest of all materials, the diamond alone excepted, and is, therefore, an extremely fast-cutting stone of remarkable durability.



It has several points of advantage over many other oilstones, principal among which is its evenness of grain. It has no hard and soft spots, thereby presenting an even working surface at all times. It is very strong and will not break under any ordinary conditions. It can be made into any desired shape or size for special tools, as it is made in moulds and then vitrified, instead of being cut or sawn. It is of extreme hardness, and will cut metals on which the very hardest-tempered files will slip.

The India oil stone line is manufactured by The Norton Emery Wheel Co. and marketed by The Pike Manufacturing Co., of Pike Station, N.H., who are its sole selling agents. The latter company is doubtless well known to our readers as the largest producer of sharpening stones in the world. An instructive booklet has recently been issued by The Pike Manufacturing Co., entitled "Oilstones: How to Select and use Them." This booklet gives information of interest and is of value to all mechanics on selecting, caring for and using oilstones for various kinds of tools. It will be sent free to any address upon application.

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PNEUMATIC TOOLS

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Special Attention Given to Export Orders.

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OF OUR
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Entitled "Sanitation."

Mechanics Supply Co.
QUEBEC, P.Q.

HEATING AND PLUMBING

TORONTO MASTER PLUMBERS' BANQUET.

NO body of men in Toronto know better how to enjoy themselves than do the Toronto Master Plumbers' Association and their friends. W. L. Symonds, president of the Toronto Chapter of Architects, expressed the feelings of all when, at the banquet given by the Association at McConkey's on Friday last, he stated that he had attended many such gatherings, but never before had he been so impressed with the spirit of cordiality and genuine goodwill that seemed to pervade the banquet from first to last.

The decision to give the banquet was only reached a fortnight before the date chosen, but a strong, energetic committee was appointed and everything was made to go with such vim and spirit that its success was assured from the first.

One of the best steps taken by the committee was in appointing Fred Armstrong, Queen street, chairman of the evening. He proved eloquent of address, never lost his happy smile, yet kept the assembly under the best control. To his left sat Edward Gurney, President Robert Ross, A. A. McMichael, of The James Roberstson Co., Limited; Thomas Patterson, of The Toronto Hardware Company; and F. J. Travers, of The Canada Radiator Company, Limited, Port Hope, Ont. To his right were Ald. Curry, W. L. Symons, President Toronto Chapter of Architects; W. Rae, President Eighteen Club; W. L. Gregg, Peter McMichael, of The Dominion Radiator Company, Limited; and A. W. Mann, of The Stevens Manufacturing Company. Among the other guests present were the following: W. H. Mahoney, Guelph; J. Myers, Stratford; George Stevenson and Ald. Wallace, Hamilton; R. P. Gourlay, St. Catharines; William Smith, London; R. Kerr, of The Kerr Engine Co., valve manufacturers, of Walkerville, Ont.; F. J. Taylor, Western Foundry Co., Limited, Wingham, Ont.; A. P. Saunders, Goderich Organ Co.; Chas. Morrison, of the James Morrison Co., Limited; J. J. Main, Polson Iron Works; Joseph Wright and Geo. Clapperton, The Bennett Wright Co., Limited; Wm. Mansell and W. Purdy, of Purdy, Mansell Co.; R. H. Lear and H. W. Meredith, of R. H. Lear & Co.; J. B. and W. Fitzsimmons, W. J. McGuire, Harry Hogarth, Ed. J. Brewer, W. J. Hallarn and W. L. Helliwell, R. A. Sommerville, of The Ontario Lead and Wire Co., Limited; W. G. Skelcher, D. L. Thomson, D. Glynn, A. B. Barry, A. E. Mercer, S. McCord, E. B. Walton, L. J. Kyle, M. McMullen, S. Wright, Peter Jessiman, Wm. Keating, J. B. Allen, David Menzies, John Torpy, Arch. Allison, William Tellord, J. E. Fullerton, E. L. Legrow, S. Pippy, W. N. Braybon, A. Rogers, R. J. Cluff, J. H. Gouinlock, Andrew Ross and D. O. McKinnon, "Hardware and Metal."

PRESIDENT ROBERT ROSS.

The menu and toast list was the first thing to catch the diners' attention. It was embellished with a photo of President Ross, a sketch of the same gentleman during last year's strike, and a specially prepared cover. In the menu were interspersed the following quotations from well-known authors.

"Bid them cover the table, serve the meat, and we will come to dinner."—Merchant of Venice.

"The Oxford duet—a song that reached my heart."—Alcock and Brewer.

"By my faith this is a lead pipe cinch."—Somerville.

"With daisies and saffrons are the meadows strewn."—Cluff.

"Bring me your orders and I care not who makes your laws."—A. A. McMichael.

"Brass sayest thou 'tis a base metal, 'tis false."—Morrison

"Good pipe is better than great riches."—Peterson

"An exile from my native land—I offer you the glad hand."—Mann

"Coffee—I'll have none of it. Bring me the Seagram—and let the red wine flow."—Anthes

At the conclusion of the dinner, Chairman Armstrong announced that the proceedings were to be divided into three parts, as plumbers were in the habit of dividing their work "roughing in,"

MR. W. MANSELL.

"finishing," and "smoke testing." The first part had, he felt, been satisfactorily completed; the second, they were about to start, and the third could be depended upon to follow. He welcomed in warm words the guests of the evening. He was glad to inform them all that the Association had been so strong that they felt that in a few years membership in it would be recognized as an essential proof of integrity and ability. He felt the time would come when manufacturers would treat their members as the only proper mediums through which the plumbing and heating supplies should reach the builder and contractor. Good plumbing work was done in Toronto to-day; work that would compare with the best in the world. The city boasted good and [illegible] inspectors, men whom the plumbers [illegible]ed and respected. He hoped all [illegible] feel the utmost freedom and the evening would be one of unmixed [illegible]. He then proposed the first [illegible] of the evening, "The King," which was [illegible] to with vigor.

"Canada," the next [illegible] was proposed by James McGill[illegible] and respond

ed to by Ald. Curry. Ald. Curry felt that every patriotic heart would readily [illegible] to this toast. Canada was not yet [illegible] the great nations, but it was no idle boast that the time was coming when this country should be one of the foremost nations in the world. Canada, like other countries of the northern clime, produced men of vigor and virility—what better proof of this could be had than the body of men about the tables? Canada had the forceful, energetic people, who were well fed and well housed—thanks largely to the plumbers and the steamfitters—they had the raw materials and the land to spare; the population had started to flow Canadianwards. Canadians had good reason to have faith in their country.

The chairman now called on Peter McMichael for a song if he could sing. The response was so hearty that practically everybody joined in the choruses.

"The Manufacturers and Supply Houses" fell to William Mansell for proposal. He called for response from Edward Gurney and Charles Morrison.

Mr. Gurney soon proved himself to be a humorist. He felt his position as a mere manufacturer before so many "masters." He approached them, he hoped, with the humility the occasion required. He had been with them on the occasion of their first banquet. Then "hard times" was a term too often heard; he had at that time prophesied that the time would come when there would be work for every plumber and steamfitter in the land and when all would get fair returns for their work. In times past the manufacturers had been criticized harshly, but it was really a matter of view-point. Much depended on view-point, as he illustrated from a yarn from the breezy West. He believed in associational work in unions as long as these organizations did not interfere with the liberty of others. He would allow no man or organization to dictate to him whom he would employ or with whom he should do business. Canada was standing at a history-making epoch in her national life. He felt it would be better for the country if all Canadian associations and unions were not in a position of subservience to executives residing in the United States or any foreign land.

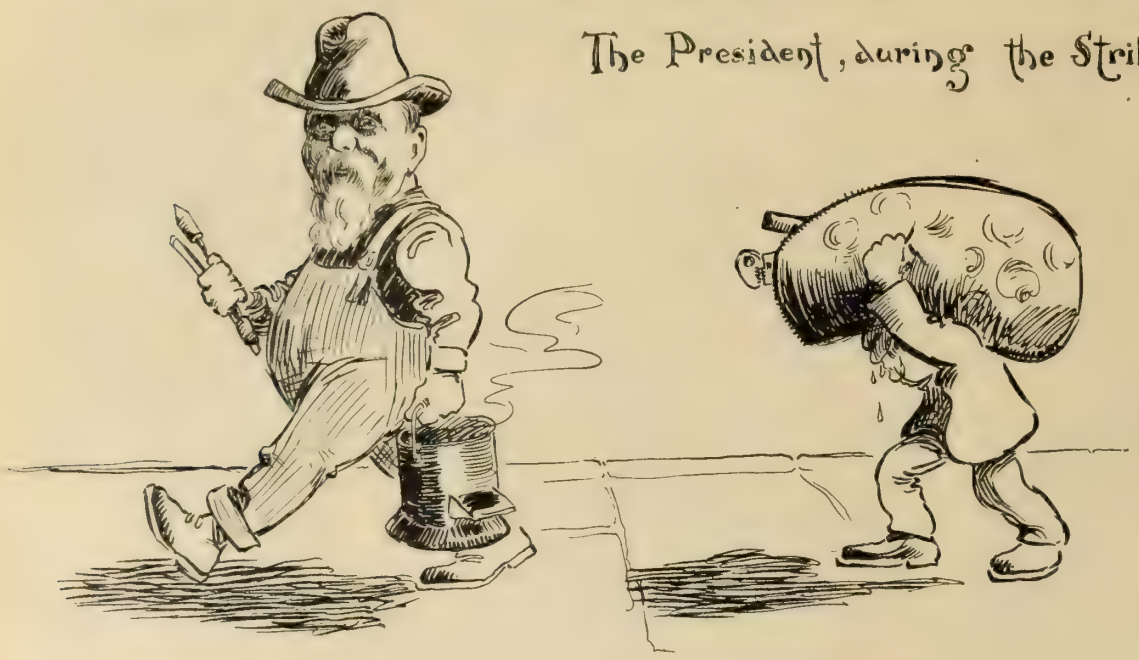
Mr. Morrison confessed that his speech was his maiden effort, but he could not fail to express his pleasure at being with such a bright, enjoyable assembly. He felt that the Canadian spirit was growing and that the spirit of the motto, "Canada for Canadians" would soon be expressed "Canadian goods for Canadians." At any rate, Canadian goods were being made of such quality that they had little reason to fear a foreign invasion.

Ex-President James Wilson now proposed "The Architects," calling on W. L. Symons and W. Rae to respond.

Mr. Symons felt it easy to make some complimentary remarks about plumbers. The truth was that the architects, in writing their specifications, always prepared those for the plumbers last. "Why?" queried the speaker, "Simply because they are the hardest. They call for great technical knowledge, the highest mechanical skill and the soundest judgment necessary to the completion of a building of any consequence." Plumbers should take pride in their profession, as on it depended the health and comfort of the nation. He had watched with serious thoughts the growth of organization of labor and capital. Labor to-day was so well organized that employers must get closer together for their own protection. He felt a crisis was eminent between the two bodies, but hoped that an understanding might be reached that would prevent dire consequences.

Mr. Rae was ready to endorse his predecessor's remarks about the importance of the plumbing and steamfitting profession. The architects had their own peculiar difficulties, and they were in a good position to judge the quality of work the plumber and steamfitter had to do. This entailed, he believed, a thorough grasp of the scientific principles that govern heating, lighting and sanitation and also great mechanical ingenuity. Toronto had no reason to be ashamed of its architecture, its sanitation or the heating of its dwellings, offices and factories.

W. E. Gregg was called on for a story. He responded with two definitions of a plumber. First, the old one, that a plumber is a man who works in lead; second, the modern one, that a plumber uses lead a little, makes much use of his brass and strives to line his pockets with gold and silver. (Instant uproar, but no damage done).



H. W. Meredith felt proud to propose the toast, "Sister Associations." He felt as if he were father of them, as he had proposed the toast at the first banquet, when there were hardly any sister associations to honor. Now they were dotted all over the Province and throughout the Dominion. There was no question but that when the organization was perfect it could be more useful than it was. He wished his voice might reach in clarion tones to the uttermost parts of the land counselling all to "come in and help" and to get the benefits of organization. He called on Henry Mahoney, of Guelph; Ald. Wallace, Hamilton, and Wm. Smith, of London, for response.

Mr. Mahoney, who represents British Columbia on the National Executive, had received correspondence to the effect that Vancouver and Victoria had both organized associations and would apply for charters at the next convention of the National Association.

Ald. Wallace had been delighted with the experiences of the evening. He brought greetings from an association which, though not as strong as the Toronto

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Bank, Office and Bar Fittings. Interior Hardwood Finish of all kinds made to order.

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TORONTO

organization was determined to make themselves strong enough to be effective. The employers had their organization and were looking to it that they were getting their profits. The journeymen were so strong that they had been able to secure an advance in their income of from 25 to 50 per cent. What M. P. A. had done this for its members? Until this end was reached they had work to do and he felt it would be done.

Mr. Smith (ex-president of the National Association), bore greetings from the London Association. This body would hold a convention on Good Friday, when it was hoped a proper sanitary by-law would be prepared. They were having difficulties in securing the passage of this by-law, but would keep up the fight until victory rewarded their efforts.

Frank Maxwell, in a few stirring words, proposed the toast, "The Journeymen Plumbers." The speeches in response, by W. Bush and W. Braydon, were as enthusiastic as any delivered during the evening.

"The Ladies," the final toast, was proposed by George Clapperton, who manifested his high appreciation of the fair sex. He called on George Cooper and "Andy" Mann for the responses. Before Mr. Mann delivered his oration Chairman Armstrong explained that he was a fine type of the up-to-date young business man. "Time was," said the chairman, "that business men came down to work, took their pen in their hands and started to work. Not so with Andy. He comes down to work, takes his typewriter in his arms and proceeds with business." It is needless to say that "The Ladies" was appreciated in eloquent manner by such gallants as Messrs. Cooper and Mann.

Before rising Ald. Curry felt that the success of the evening demanded that all should show their appreciation of the good work done during the year by President Ross, and during the evening by Chairman Armstrong. The toast was accorded with three cheers and a tiger.

President Ross was not going to make a speech. He wished all the boys the best cheer. He had worked hard for the Association and would continue to do so.

Chairman Armstrong was proud of the success of the evening. He would not leave, however, without giving away a story at the expense of two members of the Association. "You see," he explained, "Mansell had a dream. He had died and gone at once to Peter to ask admission to the home of the good, but he was refused and went away sorrowful, Peter saying that plumbers were not admitted. Soon Purdy came along, and although Mansell told him it was useless, he applied for admission and was passed in. Mansell, who had waited to see how Purdy got along was mad. "'Why did you let Purdy in when you said plumbers were not admitted?' asked he. 'Oh,' said Peter, 'Purdy's no plumber.'"

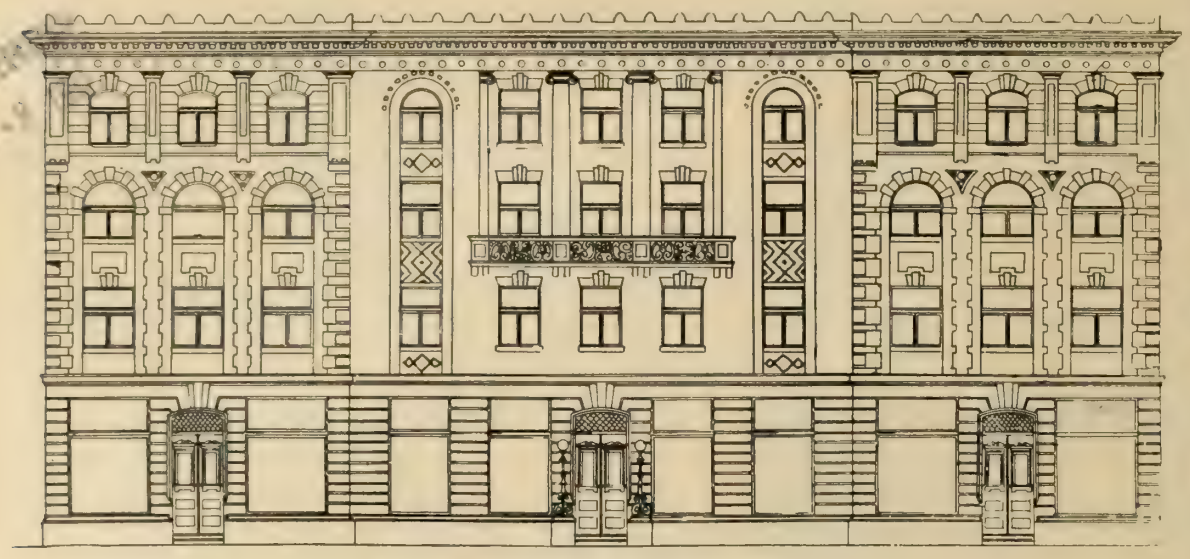
The evening closed with music by P. McMichael, Ed. Brewer, W. Mansell and J. Wilson, then cheers all round.

The committee to whom the success of the evening was due were: Fred. Armstrong, chairman; J. H. Wilson, treasurer; Wm. Mansell, secretary; James McKittrick, W. H. Meredith, Robert Ross, Frank Maxwell and Geo. Clapperton.

MECHANICS' SUPPLY COMPANY'S PREMISES.

THE new building to be erected by The Mechanics' Supply Co., Quebec, will be a fine-looking structure, according to the architect's plans. This firm, as has already been mentioned, have bought a large piece of land facing on two of the most prominent streets in the wholesale district, in the closest communication with the various railways and steamship lines that touch at that city. The electric street car system also passes the premises both back and front. It is also quite close to the Princess Louise shipping docks, where all the large steamers leave for Europe. Stavely & Stavely have prepared the plans for a thoroughly up to date warehouse, with large, well lit show rooms on the first and second flats. Special attention has also been given to the offices, which are in close communication with the various departments—the retail and wholesale, the shipping and receiving, the electric, the construction material, and other departments.

The Mechanics' Supply Co., established in 1889 by W. H. Wiggs, who is the sole owner and manager, has outgrown its present very cramped quarters, and in this new building elected to show lected to show their goods to advantage.



Mechanics' Supply Company's New Premises.

They employ a large force of specially-trained clerks, who are experts in the various departments under their supervision.

One reason for the success of this young firm is the admirable list of agencies they have. Their reputation of placing only first-class goods on the market has given them an enviable position in their local market, and in the Province at large.

We mention the following prominent specialties that they have handled ever since they commenced business, viz.: "Salford" radiators and "Daisy" boilers, "Standard" enameled sanitary appliances, Metallic Roofing Company's art metal interiors and exteriors, L. S. Starrett's fine machinists' tools, Toronto steel clad baths, and many other lines, too numerous to mention.

Mr. Wiggs is a firm believer in judicious advertising, and his efforts in this line have greatly added to the reputation his house enjoys of "having everything" in the specialties he handles. In his new premises special attention will be given to advertising so that "the man at the heart" of the business will have special opportunity to give the same the attention it deserves in this enlightened age. A special room will be fitted up for this with a large skylight and photographing

THOMAS FIRTH & SONS, Limited. Sheffield, England.

BEST CAST STEEL

FOR TOOLS, DIES, TAPS. ETC.

Standard for past 50 years in Canada and United States

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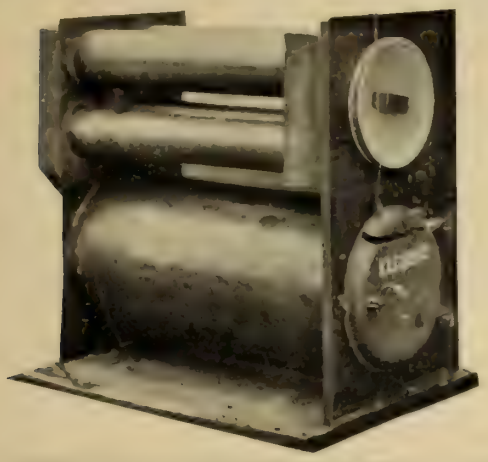

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I am also built on wheels and can go in or out of either Brick or Galvanized Casing in one minute

I can do more work for the same amount of fuel than any other Furnace of equal size. In fact I am an up-to-date Furnace

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Fire Brick and Ground Fire Clay,
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TORONTO, ONT.

Exclusive Sales Agents.

appliances at his command, and other [illegible] necessary to aid in getting out their printed matter.

PLUMBING AND HEATING NOTES.

CHAS. A. PARENT and W. H. Wiggs, of The Mechanics' supply Co., Quebec, have purchased at auction the stock of plumbing and heating material formerly belonging to L. H. Gaudry, of Quebec, and will hold sales to dispose of same immediately.

The journeyman plumbers of Winnipeg have made a demand for an increase of 25 per cent. in wages.

Woodstock, Ont., has passed a by-law to expend $20,000 on a trunk sewer, and to install a septic tank of sewage disposal.

J. W. Siddall, Toronto, has prepared plans for an extension to the Grand Union hotel, Toronto, to cost about $45,000. The sanitation and the heating in the present premises will also be overhauled.

F. A. Carpenter & Co., Limited, are closing up their excellent retail business in Hamilton, Ont., and will in a few weeks start a general jobbing business in that city, carrying steamfitters', plumbers', and mill and painters' supplies. They will open out their new business on King William street in a month or so, by which time they will have their catalogue ready.

The local hardware and plumbing firms are doing work on the various vessels in the harbor, that will run up into several thousand dollars. This was in effect the statement of a leading hardware merchant vesterday. New ranges and kitchen smokestacks have been put in the Turret liners; plumbing has been done in many of the boats for heating, closets and baths, and a very large quantity of marine supplies is being sold to the vessel owners daily.—Owen Sound Times.

The Gurney Foundry Co., Limited, Toronto, have issued a pocket text book of hot water and steamfitters' goods, which every steamfitter should have. Particular attention is called to the "Oxford" hot water boiler for dwelling houses; the "Dome," for green-houses; and the "Bright Idea," for the heating of large buildings by either hot water or steam. They claim that their "Quintet," "Quartet," "Duet," "Primo," "Vesta," and "Wall" radiators are correct constructions, both from a practical and artistic standpoint.

PLUMBING AND HEATING CONTRACTS.

TORONTO.

Purdy, Mansell & Co., Toronto, have contracts for the plumbing and installing sprinkler system for the International Harvester Co. (Deering branch), Hamilton, for hot water heating greenhouses for H. H. Fudger, Rosedale; for plumbing houses for D. Kennedy, Carleton street, Toronto.

Fiddes & Hogarth, Toronto, have the contract for alterations to steamfitting and plumbing in the head office of the Bank of British North America, Yonge street, and for plumbing in several houses on Kew Beach.

EXTENDING HIS CONNECTION.

W. S. Jackson, who for 11 years was buyer for the James Robertson Co., Limited, Toronto, and who for the past few months has been in business for himself, has already built up a splendid connection with manufacturers, as well as with the trade. Mr. Jackson has for some time represented in Toronto the Potters' Association, St. Johns, Que., and The

Granby Enamel Works, Granby, Que. He is now taking over the agency of The "Ideal" Manufacturing Co., Detroit, which addition will do much to build up his connection, owing to the strong position held by this company on the Canadian market.

In addition to being agent for these firms Mr. Jackson is himself interested in The Imperial Granite Ware Co., manufacturers of a wash-tub that has already won a good name on this market. A cut of this tub is published above. Mr. Johnson's address is now at 74 York street, Toronto.

BUILDING PERMITS ISSUED.

TORONTO.

Gold Medal Furniture Co., $15,000 factory on Bartlett avenue.

The Wm. Davies Co., Limited, $3,000 store at 300 Queen street east.

James Whitney, pair of dwellings on Gibson avenue, to cost $2,500.

The Borthwick Baking Co., Limited, $5,000 bakery on Davis avenue; H. Cooper, architect.

A. E. Gooderham, $10,000 addition to residence on Glen road, Parkdale; D. Roberts, architect.

Mrs. E. F. Reynolds, $6,500 dwelling on Elm avenue; S. P. Hynes, architect.

P. W. Ellis & Co., $4,500 addition to 31 and 33 Wellington street east; Gregg & Gregg, architects.

MONTREAL.

C. Bourdon, Dufresne street, two-storey dwelling, $2,000.

E. Maxwell, Peel street, three-storey dwelling, $12,000.

Gould Cold Storage Co., King street, improvements, $1,100.

M. Papineau, Sauguinet street, alteration to dwelling, $500.

Caned Sugar Refining Co., St. Patrick street, one-storey factory, $3,000.

Grey Nuns, corner Guy and St. Catherine streets, one-storey building, $1,600.

B. Charbonneau, 1505 Notre Dame street, enlargement of building, $3,325.

OTTAWA.

W. Cheney, dwelling, Third avenue, $1,000.

J. Moffett, dwelling, Flora street, $2,000.

Fred. Hunt, dwelling, Somerset street, $1,200.

A. E. Shaver, two dwellings, Percy street, $1,600.

Mrs. Mulligan, shop and dwelling, Rideau street, $1,100.

St. John's Lutheran church parsonage, on Creighton street, $1,500.

VANCOUVER.

W. Magee, dwelling, Hawks and Cor- $1,200.

C. R. Quigley, dwelling, Haro street, $1,200.

F. V. Fraser, dwelling, Third avenue, $2,200.

A. Mitchell, dwelling, Pendrill street, $1,400.

Jas. Reid, three dwellings, Thurlow street, $3,900.

Jas. Radley, dwelling, Hawks and Cordova east, $1,400.

D. Robinson, dwelling, Richards and Nelson streets, $1,600.

G. H. Halse, dwelling, Cardero and Burnaby streets, $4,000.

Jonathan Rogers, block, corner Homer and Hastings streets, $27,000.

A. H. Keeplings, five buildings, corner Hastings and Jackson avenue, $6,500.

Woodward department store, corner Hastings and Abbott streets, $60,000.

D. Rowan, dwelling, stone foundation, corner Pendrill and Bute streets, $9,000.

B. C. Electric Railway, office building, Prince street and Westminster avenue, $3,000.

PLUMBING CONTRACTS DELAYED.

While there has been a particularly large amount of figuring done by Toronto plumbers this spring, work is starting very slowly. Architects are holding back contracts in many cases until labor difficulties, chiefly with the masons and carpenters, are settled. It is believed these troubles will be cleared away in a week or two.

A. RAMSAY & SON, PAINT MAKERS

Write us. MONTREAL. Est'd. 1842.

INDELIBLO.

Read about this and learn of the Famous Cold Water Paint.

Indeliblo is a dry powder. It comes in a number of beautiful colors and a pure snow white. It only requires to be mixed with cold water to produce a splendid paint **Indeliblo** is washable, sanitary, fire proof, weather-proof and durable for interior and exterior on all kinds of buildings.

The white is splendid for lighting up dark corners, shafts, alleyways, elevators and everything requiring a pure white. There's money in **Indeliblo.** Send for color card and particulars.

AGENTS:

A. RAMSAY & SON, - - - - MONTREAL
THE J. H. ASHDOWN HARDWARE CO., Limited, - WINNIPEG
McLENNAN, McFEELY & CO., - - - VANCOUVER

Makers

THE MURALO COMPANY, New Brighton, Borough of Richmond, New York.

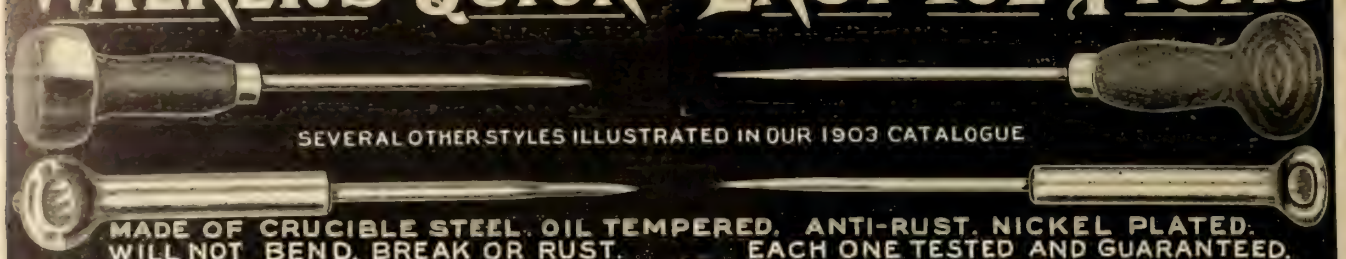
FOUNDRY SUPPLIES

GENUINE 72-HOUR CONNELSVILLE
FOUNDRY COKE, FIRE BRICK AND CLAY,
CUPOLA BLOCKS AND TILE,
POLISHERS' AND PLATERS' SUPPLIES.

F. B. STEVENS

DETROIT, MICH, U.S.A.

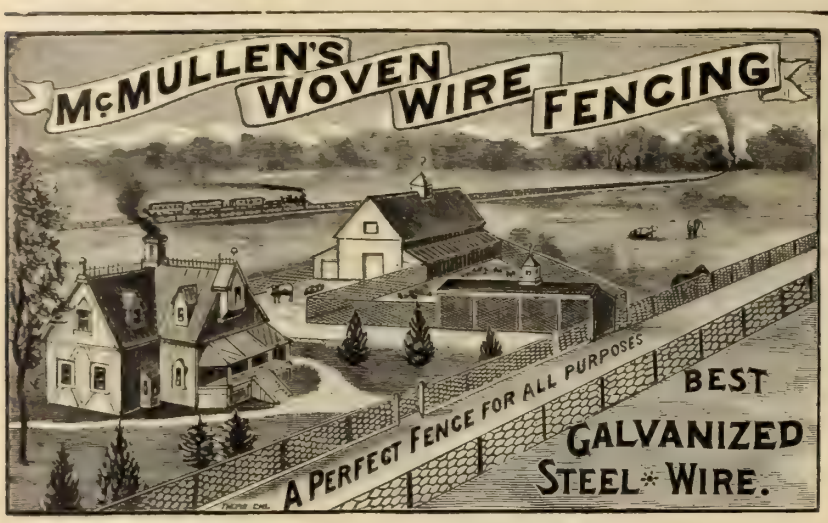
WALKER'S QUICK AND EASY ICE PICKS



SEVERAL OTHER STYLES ILLUSTRATED IN OUR 1903 CATALOGUE

MADE OF CRUCIBLE STEEL. OIL TEMPERED. ANTI-RUST. NICKEL PLATED.
WILL NOT BEND, BREAK OR RUST. EACH ONE TESTED AND GUARANTEED.

ERIE SPECIALTY COMPANY, ERIE, PA.



CHOICEST GOODS IN THE MARKET.

We call SPECIAL ATTENTION to our **New Style of Poultry Netting** and **New Style of Fencing.**

GREAT IMPROVEMENTS over any other varieties.

Please write for Prices, Illustrations, Etc.

The Ontario Wire Fencing Co., Limited,
PICTON, ONT.

BOWN'S "NEWMARKET" Clipper.

PATENTED 1874.

The King of Centre-Adjustment Clippers still remains unsurpassed after a run of nearly

THIRTY YEARS

The Improved B. PATTERN "NEWMARKET"

may now be obtained from all jobbers.

Detachable Plates.
Improved Cap with Long Bearing.
Rigidity and Easy Running.
Accurately Machined and Perfectly Fitted.

All Parts Interchangeable.

MANUFACTURED SOLELY BY

BURMAN & SONS, LIMITED

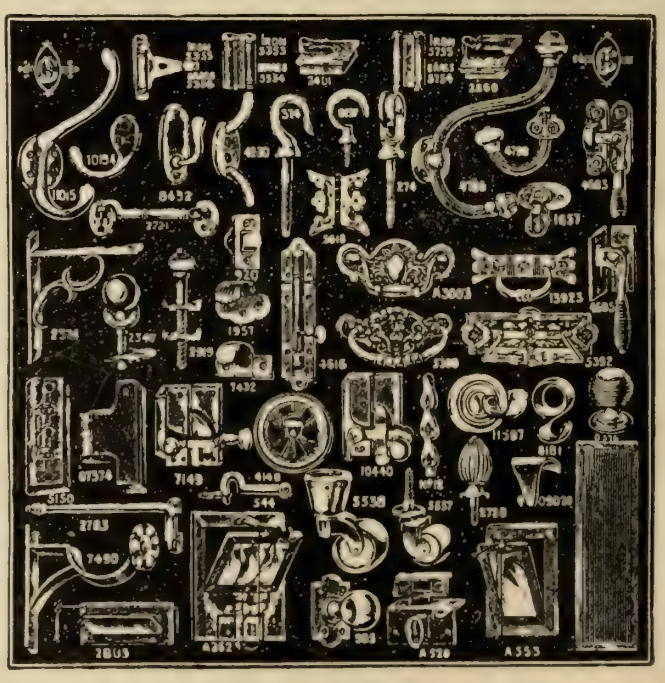
BIRMINGHAM, ENGLAND.

James Cartland & Son

Manufacturers of every description of **Limited**

CABINET BUILDERS' FURNISHING AND NAVAL BRASSFOUNDRY

BIRMINGHAM, ENGLAND.



London Showrooms: 57 Holborn Viaduct, E.C.

R. S. Kennedy,
Prest.

The

Kennedy Hardware Company

49 Colborne Street, ...Toronto.

STRICTLY WHOLESALE.

J. J. Maclennan,
Sec.-Treas.

Will open for business first week in April, 1903.

Stock Entirely New, Clean, Well Selected.

Purchased from the largest manufacturers in America.

Travellers will be on road early in April. *Mail order will be appreciated.*

Do You Sell Scales?

THEN KEEP IN MIND THAT

WILSON'S Scales are a Selling Line.

They are well advertised and have a reputation for high-class quality which has won them ever increasing popular favor. Our **Platform Scales** and **Balance Scales** and other lines for the hardware man cannot be beaten either in quality or price. **SEND FOR CATALOGUE.**

C. WILSON & SON, Limited, Scale Manf'rs., - TORONTO.

Truss Cable Awning Frame

THE LIGHTEST AND STRONGEST MADE

and has by far the neatest appearance. It is constructed of pipe tubing and is stronger and lighter than bar iron. Only two end arms are necessary, the truss doing away with all iron work around the door or window frames. Can be put on your old awning.

Tobin's Peerless Roller Awning

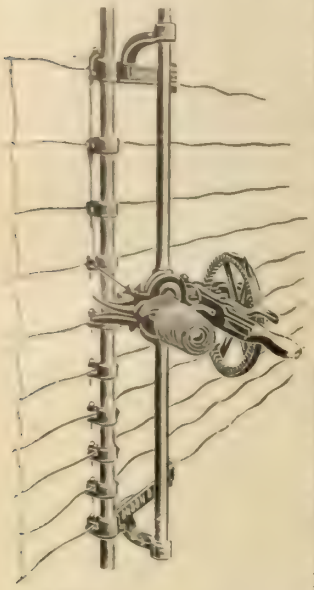
HAS MANY SUPERIOR QUALITIES

It rolls up close, doing away with baggy appearance.
It does not interfere with the light when rolled up.
No ropes or pulleys required.
Can be raised to any angle.
Cover lasts much longer

Full Particulars. Our Catalogue Free

TOBIN'S Tents, Awnings, Tarpaulins ...OTTAWA

Highest Quality,



Lowest cost, Highest speed, easiest operation and adjustment, are the strong points in the

London Fence Machine and fence woven with it.

No higher quality nor lower cost can be had than with the LONDON. It is beyond comparison, ahead of all others for speed, quality of work and easy adjustment. Show your farmer friends a LONDON, and they will buy in a hurry. Each machine sold makes sales for another.

Address—

The London Fence Machine Co., Limited

Head Office and Works, LONDON, ONT.

American Office and Works: Cleveland, Ohio.

Wortman & Ward Manufacturing Co., Montreal, Que., General Agents for Quebec.

A. P. Macdonald, Winnipeg, General Agent for Man. and N.W.T.

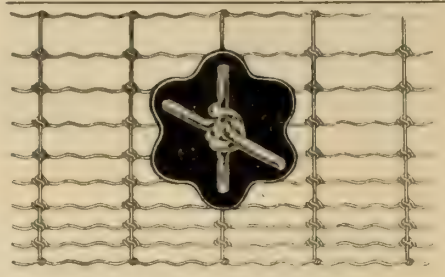
Agency: The London Fence Machine Co., Limited, at Summerside, for P.E.I.

Agency: The London Fence Machine Co., Limited, at Kentville, for Nova Scotia.

LAMB FENCE

Best seller because it's best fence.

The H. R. LAMB FENCE CO., Limited, London, Ont.



WOVEN WIRE FENCING

Made from No. 9 hard steel wire throughout.

Made to sell, to last, and to give satisfaction.

That is why the IDEAL is

THE BEST SELLER.

If not represented there, write for catalogue and prices.

Coiled Spring Wire.

Unexcelled in quality. Prompt shipment.

THE

McGregor-Banwell Fence Co., Limited

WINDSOR, ONT.

ALEXANDER GIBB

Manufacturers' Agent and Metal Broker, 13 St. John Street, Montreal

Representing British and American Manufacturers. Correspondence invited from firms wishing to be represented in Canada.

Selkirk Fence Machine and Supplies.

High-Grade Coiled and plain wires.

Patent Steel Gates.

Sold exclusively through the trade.

Send for catalogue and "Our Mode of Doing Business."

Selkirk Fence Co., Welland, Ont.

THE FROST

COILED SPRING WIRE

Insist that every coil of wire you purchase be tagged **"THE FROST."** It is a guarantee of superiority.

NOTICE

We now have our own **STAPLE** machine and are prepared to fill all orders for **STAPLES** promptly at best market prices.

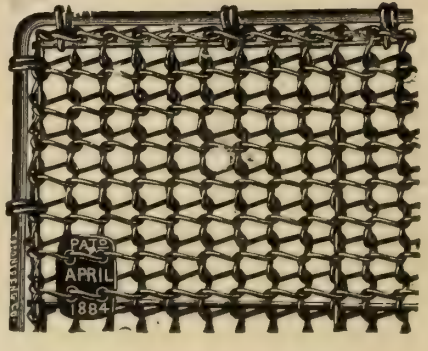
THE

Frost Wire Fence Co., Limited

WELLAND, ONT.

WINNIPEG, MAN. CLEVELAND, OHIO.

Wire Door Mats



The most durable, cleanest and perfect sanitary mat made.

Has been on the market for 20 years.

All sizes and shapes made to order.

For stock sizes, see catalogue.

THE B. GREENING WIRE CO.,

LIMITED

HAMILTON, ONT. MONTREAL, QUE.

Lamps

Season 1903-4

59 Kopp Lamp.

We control exclusively for Canada the **Kopp Colored Lamps,** not painted or stained, but the genuine Kopp Colored Glass, made in 3 colors, viz., Cardinal (Fiery Red), Azure (Sky Blue), Brahma (Sea Green), and in 50 different styles, at all prices.

We manufacture a full line of high-class decorated Vase and Reception Lamps, as well as the cheaper grades.

We carry in stock everything new in Lamps, Lamp Goods, Electric and Gas Glassware, Gas and Gasoline Arc and other Lamps.

A post card will put you on the list for our lamp circulars which will be ready in a short time.

Write for particulars of "Small Assortments of Kopp Cardinal Lamps for Beginners."

51 Kopp Lamp.

GOWANS, KENT & CO.

Use this Label

For Lime Lamp Chimneys.

76 Front St. East,
TORONTO, CANADA

BRANCH AT WINNIPEG.

Use this Label

For Lead Lamp Chimneys.

FOR SALE

3,000 Tons Beams, Channels, Angles, Plates.

CONTRACTORS AND ENGINEERS

Steel Frame Buildings and Roof Trusses, Architectural and Structural Steel, also Steel Bridges for Railways and Highways.

HAMILTON BRIDGE WORKS COMPANY, LIMITED

HAMILTON, - CANADA.

SEND FOR STOCK LIST.

LONG DISTANCE TELEPHONE 630

It is a

Well-Known Fact

that we are the makers of

Silverware that Sells

It is silverware that carries with it an absolute guarantee of worth.

We not only aim at attractiveness in design and price, but we insist on sureness in quality.

This has borne fruit in the past and we know that it will do so in the future.

You can sell Standard goods with confidence. They will never play you false.

We are again turning out some new and attractive ***Trade Inducers,*** which will tone up stocks nicely for the quiet season.

Latest illustrated catalogue sent free upon application.

The Standard Silver Co.,

LIMITED.

31-43 Hayter St. **Toronto.**

GALVANIZING

Our plant is modern, and capacity large Prices O.K. Other branches:

WINDMILLS, PUMPS, TANKS, FOUNDRY WORK ETC., ETC.

Ontario Wind Engine & Pump Co., Limited, 505 Atlantic Ave., Toronto.

Steward & Romaine Mfg. Co

EXPANSION and TOGGLE BOLTS

For fastening all kinds of material to Brick, Stone or Cement,

124 North Sixth St., Philadelphia, Pa.

"Pullman" Lawn Sprinkler

IS YOUR ORDER IN?

Send for Folder No. 14.

PULLMAN MNFG. CO

Rochester, N.Y., U.S.A.

THE C. G. YOUNG CO.

RUBBER STAMPS

AND SUPPLIES

No. 1 Adelaide Street East - Toronto

GET OUR PRICES ON

WIRE NAILS
LINSEED OIL
PLATFORM SCALES

KERRIGAN HARDWARE CO., London, Ont.

NEWMAN'S PATENT

INVINCIBLE FLOOR SPRINGS

Combine all the qualities desirable in a Door Closer. They work silently and effectually, and never get out of order. In use in many of the public buildings throughout Great Britain and the Colonies. MADE SOLELY BY

W. NEWMAN & SONS, Birmingham.

COVERT MFG. CO.

West Troy, N.Y

Auto Screw Jack

Harness Snaps, Chain, Rope and Web Goods, etc.

FOR SALE BY JOBBERS AT MFRS. PRICES

STANDARD TIN WORKS

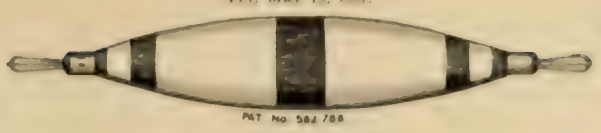
MANUFACTURERS OF

TINWARE AND TIN CANS

Fruit Cans, Meat Cans, Jacketed Oil Cans, Baking Powder Cans, Lard Pails, Etc.

JAS. A. McGOLDRIN

156-162 Duke Street, TORONTO.



BEST FLOAT AFLOAT

J. M. MAST MFG. CO., Lititz, Pa., U.S.A.

EDWIN H. GRENFELL & CO., LONDON, CANADIAN AGENTS.

NEW LIGHT STEEL RAILS

ALL WEIGHTS, ALL SECTIONS.

We offer for immediate shipment from stock, all sections from 12 up to 56 pounds to the yard with fastenings. CORRESPONDENCE SOLICITED.

Sessenwein Bros., 103 Shannon St., **Montreal.**

GLASS

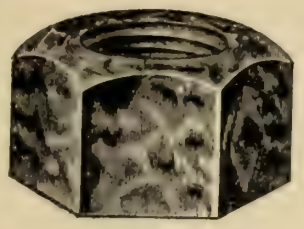
For buildings and all other purposes.

Our Specialty Art Leaded Glass.

See Our New Catalogue.

Hobbs Manufacturing Co., Limited

LONDON, ONT.



Cold Pressed

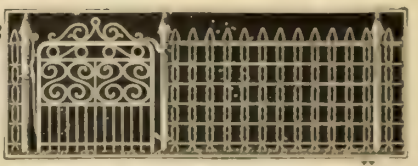
..NUTS..

Finished, semi-finished, case-hardened Nuts. Send for Price List 1001. Special Discounts to the trade.

CANADA FOUNDRY COMPANY, Limited, 14-16 King St. E., Toronto

HARTMAN

Steel Rod Picket Fences



stand up erectly, preserve their alignment, are most attractive in appearance and permanently serviceable. Specially adapted to **Parks, Cemeteries, Schools, Churches, Lawns and Public and Private Enclosures.** Three sizes, five styles and seven heights of picket with ornamental posts and gates meet all requirements. Free catalogue and price list on application.

CUYAHOGA WIRE & FENCE CO., DEPT. W, CUYAHOGA FALLS, OHIO.

CELEBRATED **HEINISCH** SHEARS

Tailors' Shears,
Trimmers' Shears,
Tinners' Snips, etc.

ACKNOWLEDGED THE BEST.

R. HEINISCH'S SONS CO. NEW YORK OFFICE, 20 Chambers St. NEWARK, N.J., U.S.A.

Not connected with any Shear Combine

D. H. HOWDEN & CO., LONDON.

SIMPLY to say that the firm of D. H. Howden & Co., London, Ont., is coming rapidly into favor, and that it is an up-to-date concern, would barely fulfill its popularity and progress. The fact of the matter is that the firm employs business methods that appeal to the trade.

The company is composed of D. H. Howden, L. C. Johnston, J. A. Brown, J. V. Givens, a quartette of able, intelligent men thoroughly versed in every detail of the hardware trade, and having an extensive acquaintance with the merchants throughout the Province of Ontario and the North-West Territories.

Their fine warehouse, situated as shown in their advertisement, on page 45 of this paper, is fitted up in the very newest and best style of modern structures, and with every convenience that the saving of labor can devise. There are three flats and a basement. On the first, samples of all goods on the premises are laid out in proper classification for speedy access to customers making selections. The second flat contains the stock of harvest tools, glass, mixed paints, horse blankets, pails, mops, binder twines, hay knives, etc. The top flat is loaded up with mowing machines, axes, screen doors and windows, scales, cordage, poultry netting, C. chains, harvest mitts, rubber hose, cartridges, L. chimneys, ladders, etc. The basement is literally jammed with building papers and felts, white leads, dry paints, putty, Paris green, turpentine, O. & A. wires, heavy hinges, nails, and many of the heavier kinds best kept in the lower part of the building.

The shipping room is always a busy spot, and here is weighty evidence that the firm is doing extensive business, goods being packed and shipped with an alacrity, that keeps entry clerks and porters busy all day long. 6

The offices are bright, clean and commodious, and in keeping with the general tidy appearance of the well-kept and thoroughly assorted stock, and near the offices are the samples of fine cutlery and silverware, for which this house has obtained much celebrity. Their travellers are having the best of luck on the road, and the letter-order clerks have their hands full.

"Hardware and Metal" wishes them long life and prosperity.

THE "ECLIPSE" CURRY COMB.

THERE have been many kinds of curry combs offered for sale, but experience has shown that they all have some radical defect. The curry comb for which people have been waiting, should be strong, for it has hard work to do; it should be rust-proof, because it is liable to get wet; it ought to be solid, so that it will not go to pieces when in use; it should be comfortable to the hand of the user; the teeth made so as to thoroughly clean the horse without irritating the skin. And if it can be made handsome in appearance, so as to please the eye, so much the better. All of these points of excellence are attained in the "Eclipse" curry comb, as illustrated on page 47 of this issue of "Hardware and Metal." It is manufactured of strong tin, finished with a heavy coat of lacquer, so as to be absolutely rust-proof. The teeth are ingeniously corrugated and indented, so as to thoroughly cleanse, without scraping or irritating the horse. The three pieces are strongly riveted together, each piece being solid, drawn into shape by die and press work, so there are no seams at the edges to open up and break.

Readers of "Hardware and Metal" are referred to the advertisement of The Eclipse Office Furniture Co., of Ottawa, Limited, the manufacturers of the "Eclipse" curry comb.

THE SIMPLEX CRYPTOGRAPH.

There are many times in a business man's life when it is desirable to send a telegram or cable absolutely secret except to the person to whom it is sent. To meet such contingencies, Geo. M. Thurston, treasurer of the American Screw Co., has prepared a comprehensive book, which is so arranged that none but the parties interested could make out the import of messages sent by it. The Cryptograph contains a vocabulary of 52,649 words; also a code of equal size. Each word in both the vocabulary and the code is numbered. When a message is to be sent the sender finds the words he wishes to use; subtracts or adds (according to the arrangement between himsef and the person he desires to communicate with) from these numbers; then employs, in the words actually sent, the words in the code appearing against the numbers secured by the addition and subtraction performed. This will be readily understood by the recipient of the message, who alone has the key, but cannot be found out by others. The whole work, while comprehensive and thorough in detail, is extremely simple and expeditious, and should be a boon to business men desiring to use a secret and private code. It is sold by The Cryptograph Co., Providence, R.I., at $2.

MOVED INTO LARGER PREMISES.

Things are looking up with the glass dealers throughout the country, if improved and more commodious premises go for anything, several of them during the last few years taking possession of handsome new quarters, a step necessitated by increasing business. The latest firm to make a move in this direction is the Canada Plate and Window Glass Co., Toronto, who have acquired much more commodious premises at 27 and 29 Richmond street east.

Tinners', Plumbers', Electricians', Steamfitters', and Engineers'

FIRE POT

Pleases others and *will please you.*

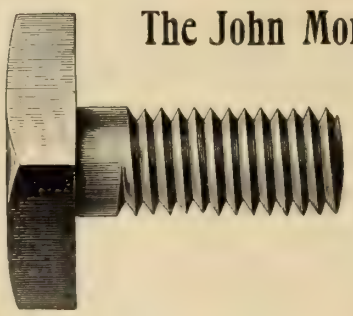
Sold by all first-class Jobbers.

Globe Brass Works,
DETROIT, MICH.

The John Morrow Machine Screw Co., Limited,

. . Makers of . .

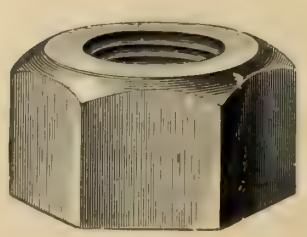
Set and Cap Screws, and Engine Studs.



Also all classes of Special Milled Work from Iron, Steel and Brass.

We are the oldest, largest and best equipped company in the Dominion in our line.

INGERSOLL, - ONT.



This is a man of great renown,
He's mayor of a busy town,
His fame he got by doing right,
Which came from using a good light.

The oil he used was PENNOLINE,
It's bright and white and very clean,
He started just five years ago
To sell the oil of oils you know.

He's prosperous now and rich you see,
His best excuse for modesty,
Turning his back on oil that's bad,
Wonderful success this man has had.

Yes, had a most remarkable career,
Now, dear reader, lend your ear,
His parting words are good advice,
He says, "Go thou and do likewise."

HIGH-GRADE

Illuminating and Lubricating . . .

OILS

GREASES, SPECIALTIES, etc.

We guarantee all our products to give entire satisfaction and make no charge for any quantity used for testing purposes. We invite your inquiries for anything in our line, and will be only too pleased to submit samples and quotations.

THE UNION PETROLEUM CO., Limited, TORONTO

BRANCHES: WINNIPEG, VANCOUVER, ST. JOHN, HALIFAX.

GILLETT'S LYE

should be handled by every Hardware dealer in the Dominion.

GILLETT'S LYE

is used in every house in the Dominion and there is more used in the Spring than any other time of the year.

Order from your Jobber or direct from us.

E. W. GILLETT COMPANY LIMITED

London, Eng. **TORONTO, ONT.** Chicago, Ill.

ELECTRIC POCKET LAMP.

PRESS THE BUTTON AND IT LIGHTS

Retails $1.00

SELLS LIKE HOT CAKES

Gives several thousand flashes, or will burn continuously for SIX hours.

One of the handiest and most useful of household articles.

It gives a strong and brilliant light by merely pressing the button.

Indispensable in the bedroom and a valuable companion everywhere.

SIZE. - 3½ x 2⅝ x 1 in.
WEIGHT. - 6½ oz.

A sample mailed to any address in Canada on receipt of dollar bill.

MILLARD BROS., Limited

HOUNDSDITCH, - London, England.

SELLING AGENTS WANTED FOR THE ABOVE. APPLICATIONS SHOULD BE ADDRESSED TO THE EDITOR OF THIS PAPER.

THE SAN-TOY SAD IRON.

(You don't "PRESS THE BUTTON.")

SAN-TOY SAD IRON
Patent No. 71,844

Have you stocked the new Sad Iron ? It is a seller. Every housewife appreciates on sight the device for getting under instead of dodging around the buttons on a garment. Sold in sets of 3, also singly. If you have not yet stocked them, see our travellers when they call ; they cover Canada. We will quote prices and particulars on application. Patented in Canada June 1901.

THE PUGH MFG. CO.

33 CHURCH ST., TORONTO.

Refrigerators

If you are tired of "talking" others, and the small sales resulting, why not try

The Baldwin

They almost sell themselves — that's surely easier, and easily best.

A REFRIGERATOR OF EXCELLENT REPUTE.

We are now making Porcelain Lined Refrigerators—selling them too, and in large quantities. We find people like them, buy again, and induce their friends to buy. We have been highly complimented on the line many times. They are handsome, clean looking goods, thoroughly constructed of honest oak, finished golden, and fitted with nickel hardware of special design. They are refrigerators you can sell to your most particular customer, and be perfectly sure you have pleased him.

Mark this! It's quality that has made

BALDWIN
D R L
TRADE MARK
A I C
REFRIGERATOR

the name which this mark, marks!

We also make 150 varieties of popular family refrigerators—handsome goods to suit your trade—in ash, oak and soft wood. Some styles we have made for over 25 years, others new this year. We are old at the business but abreast with the minute.

We have special evaporatory features not found in makes not Baldwin's. The patented air enters the storage room at the bottom, thus forcing the warm air, with all odors and impurities, upward to the ice. This is a Baldwin feature exclusively, too costly for other makes.

Hardware castors, trap, and cleanable in three, the very best.

Catalogue for 1905 now ready and a postal will bring it.

Prices are low for Baldwin quality.

The large cut above shows a 24-foot cooler we recently completed. Shows what we can do and do well.

BALDWIN REFRIGERATOR COMPANY,

50-70 Lake St.,

BURLINGTON, VERMONT.

STOVE BRICK

Fire Clay and Asbestos, Furnace Cement.

All kinds of Fire Clay products made to order from patterns. Write for Price List.

JONES BROS., BRACONDALE, P.O., ONT. (NEAR TORONTO)

ONTARIO SILVER CO.,

Limited,

NIAGARA FALLS, CANADA.

Manufacturers of FLATWARE, CUTLERY and ELECTRO PLATE. . . .

Ask for our Catalogue and Quotations.

GLUE

The sticking kind. The best only is manufactured by us.

Write for quotations.

W. Harris & Co., Danforth Ave., TORONTO

Figure it Out

and see if it wouldn't pay you to have your Printing and Advertising done by a Specialist in an up-to-date city office. Style and finish, that's it.

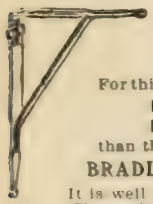
Special 1,000 Bond Statements, $2.00; Extra quality Billheads, 1,000, $1.50; Envelopes, 1,000, $1.00 up.

WEESE & CO., 54 Yonge Street, - Toronto.

Standard Paint & Varnish Works Limited

Makers of High Grade Varnishes, Japans, Paints, Colors & Enamels.

Windsor, Ont.



Will Hold Up a Shelf!

That's what a shelf bracket is for.

For this purpose there can be

NOTHING BETTER
NOTHING CHEAPER

than the . . . .

BRADLEY STEEL SHELF BRACKET

It is well **Japanned, Strong** and **Light.** The saving in freight is a good profit, aside from the **lower price** at which the goods are sold

☞ Order direct or through your jobber.

ATLAS MFG. CO., New Haven, Conn., U.S.A.

When You Stop To Think

how much the success of your business and the comfort of your household depend on communication with others you will appreciate the fact that telephone service is worth a great deal more than it costs.

Metallic Circuit Service—efficient, rapid, constant.

THE BELL TELEPHONE CO. OF CANADA.

THE "SUN" BRAND PORTLAND CEMENT.

We make only one quality and that the best. Ask us for quotations.

The Sun Portland Cement Co., Limited

OWEN SOUND

JAS. A. CLINE, Managing Director.

THE LONDON SCALE WORKS

GEORGE M. FOX

(Successor to John Fox.)

Manufacturer of Railroad, Hay and Platform Scales.

91 York Street, LONDON, ONT.

"NOVO" Air-Hardening Steel

For High-Speed Lathes, Planers, Etc. Annealed for Milling Cutters, Reamers, Etc., without equal for universal use.

WILLIAM ABBOTT, Agent,

334 ST. JAMES ST., MONTREAL

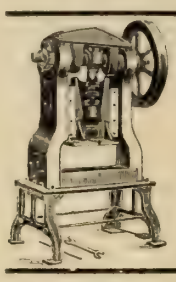
"THE EMLYN" SAW BENCH

Made in 6 sizes. Best value obtainable. Specially designed for export. With or without "Emlyn" Patent Guard. Sole maker—

CHARLES D. PHILLIPS,

Cables—Machinery," Newport.

Emlyn Engineering Works, NEWPORT, MON., ENGLAND.



G. A. Crosby & Co. of Ontario,

LIMITED

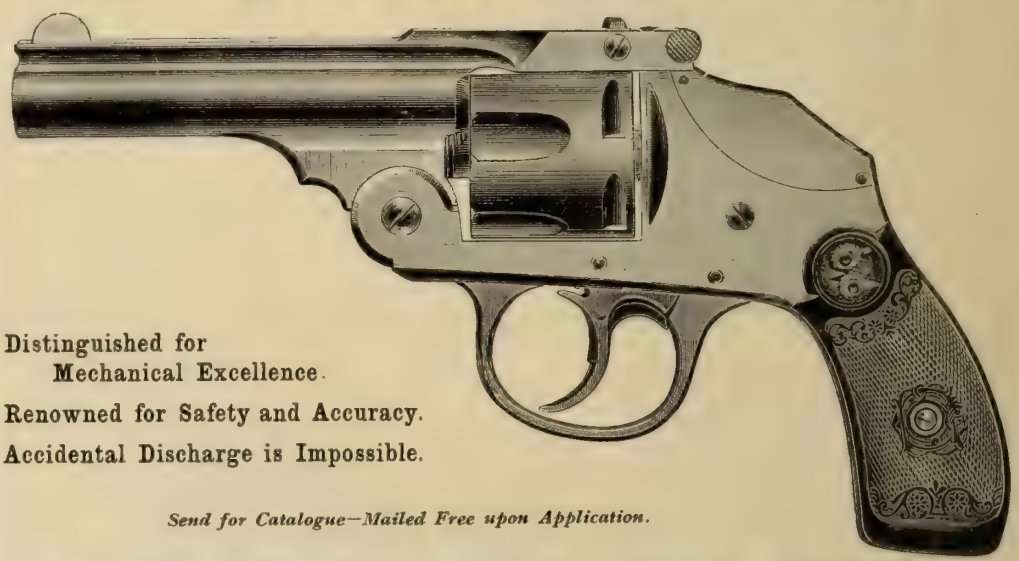
SARNIA, ONT.

Manufacturers of

Patent Automatic Can Making Machinery, Presses, Dies and Special Machinery for Working Sheet Metal.

H. W. Petrie, 141-145 Front Street West, TORONTO—Selling Agent.

IVER JOHNSON REVOLVERS



Distinguished for Mechanical Excellence.

Renowned for Safety and Accuracy.

Accidental Discharge is Impossible.

Send for Catalogue—Mailed Free upon Application.

IVER JOHNSON'S ARMS & CYCLE WORKS,

New York Office: 99 Chambers St.

FITCHBURG, MASS.

Established 1832. Cable Address, "BLISS."

MANUFACTURERS

Wood Turnings, Hand, Bench and other Screws Mallets, Handles, Vises Clamps, Tool Chests Croquet, Lithographs Wood Toys, Novelties

and also the celebrated

Wood's Patent Car Cate

For Street and Steam Railroad Cars.

The R. BLISS MFG. CO.

Pawtucket, R.I., U.S.A.

Canadian Representative: ALEXANDER GIBB, 13 St. John St., MONTREAL.

75 YEARS *ESTABLISHED 1825.* *75 YEARS*

Australasian Hardware and Machinery.

The Organ of the Hardware, Machinery and Kindred trades of the Antipodes.

SUBSCRIPTION $1.25 PER ANNUM,

post free to any part of the world.

PUBLISHING OFFICES:
Melbourne - Fink's Buildings.
Sydney, - - - Post Office Chambers.

BRITISH OFFICES:
London, - - 42 Cannon St., E C

CANADIAN AND AMERICAN ENQUIRIES will receive prompt attention if addressed to the **LONDON OFFICE, 42 CANNON STREET, E.C.**

Specimen Copies Free on Application.

J. Nicklin & Co.

Great Charles Street, Birmingham, Eng.

REGISTERED SAJONIC TRADE MARK

MAKERS OF

Curtain Rings, Tinned Blind Rings, Brass Rimmed Tablets,

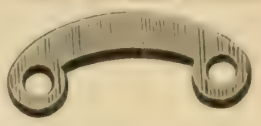
Also the following:

Mill Brand Fastener

Brass Sail Eyelet and Ring

Brass Candle Save-all.

"Lion" Mill Band Fastener.



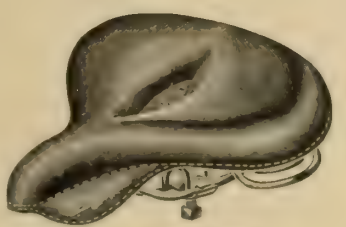
Brass Stamped Label.

"Utile" Curtain Hook.

Agent: F. P Roger, Carlaw Building, 30 Wellington Street W., Toronto

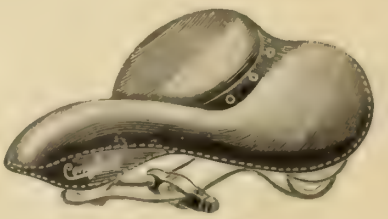
BETTER THAN OATS

or any other Breakfast food—A good spin on a Bicycle, equipped with a "COMFORT HYGIENE SADDLE."



Our No. 10 for Ladies.

The demand proves its popularity and worth



Our No. 11 for Men.

GRIPS AND TOOL BAGS.

All made in Canada, and from the best of leather and workmanship.

ACCESSORIES DEPARTMENT.

Canada Cycle and Motor Co., Limited

Head Office and Works: TORONTO JUNCTION

Branches—WINNIPEG, MAN. VANCOUVER, B.C.

Drop a line for our new Catalogue.

A PIONEER BUSINESS MAN.

FIFTY years is a long experience in business in Canada, yet this is the experience of C. M. Irwin, of Arthur, Ont. He was born in King's County, Ireland, and sailed for Canada, February 17, 1851, arriving here the following March, after a voyage of 32 days. There were no steamers on the Atlantic in those days, hence Mr. Irwin had to take a sailing vessel.

With the long experience he has had in business he is naturally an interesting conversationalist. This, HARDWARE AND METAL learned the other day, during a brief con-

C. M. IRWIN,
A Pioneer Business Man

versation with him. After referring to the circumstances of his arrival in Canada, in reply to a question from HARDWARE AND METAL, he said :

"I drove through the present town of Mount Forest in 1851, the year which I arrived in Canada, when it was nothing but forest, and there was scarcely a road opened up. At that time there were no carts and I had to walk to the post office, which was seven miles distant. The postage rate to Great Britain was then a York shilling, while to make a journey to England and back required at least three months.

"I began business on my own account in 1852, opening a general store on the Governor's road between Hamilton and Paris. I was carrying on business there during the Crimean war. I bought my hardware from the old Bellhouse firm in Hamilton. Mr. Leggatt was bookkeeper for the firm, so you will see, therefore, that I purchased hardware in Hamilton before the firm of Wood & Leggatt was formed, the predecessors of Wood, Vallance & Co. In those days hardware in the country was usually carried in general stores. Purely hardware stores were confined to larger places. Stoves, tinware and graniteware were later additions, while mixed paints and lamp goods were practically unknown. In 1858 I moved to Kenilworth, on the Owen Sound road, where I opened a general store in connection with a farm. I spent 18 years there, after that buying out a grocery business in Brantford. The Brantford store I kept for over two years, and finally sold out to George Watt & Sons, and buying out myself a general business in Arthur. This was in 1880, and I continued business for five years, after which I sold out and took a trip to the Old Country, where I bought a considerable quantity of goods. Returning to Canada, I opened a hardware store in Arthur in 1885, and in 1897 started a branch at Grand Valley. This branch at Grand Valley I sold out the other day to McCullough, Nichol & Duke."

Mr. Irwin, in spite of his age, is still energetic and apparently in good health, and is frequently to be seen in the wholesale houses at Toronto buying goods. If what he said to HARDWARE AND METAL can be taken as a criterion, he is evidently desirous of spending the rest of his days free from business cares.

HIGH QUALITY FIRE BRICKS.

Jones Bros., manufacturers of stove bricks, at Bracondale, one of the busy suburbs of Toronto, lately received a neat compliment from Mr. Cunningham, of The Western Foundry Co., Wingham, Ont., a gentleman of many years' experience in the stove business. In placing a large repeat order with the firm, he said, "they were the best bricks I have ever handled." Jones Bros. have had a long experience in the manufacture of fire bricks, which they make only from the best fire clay. They have a large patronage with the trade, both wholesale and retail.

FURNACES WILL START IN THE SUMMER.

The plant of the Londonderry Iron Works, Londonderry, N.S., is expected to be in operation by June or July next. Drummond, McCall & Co., who have taken the works over do not care as yet to make definite statements in regard to the expected output of the mills ; but it is likely that they will be in the neighborhood of 48,000 tons of foundry pig iron a year. The company are in a position to be able to use all their own ore, and will make all their own coke. They will not go into coal mining.

The mills in Londonderry are being enlarged considerably, and when blasting operations have commenced, this will be one of the most modern and well-equipped plants in the Dominion. The home and foreign markets are likely to both be exploited by the company, though at present their plans in this direction have not been entirely crystalized into working shape.

GLASS FIRM'S ANNUAL MEETING.

The annual general meeting of the shareholders of the Consolidated Plate Glass Co. of Canada, Limited, was held recently at the head office of the company, 75 Wellington street west, Toronto.

The financial statement for the year 1902 was presented, showing the results of the year's business, and was received with expressions of satisfaction.

The company has now offices and warehouses carrying large stocks at Toronto, Montreal, London, Ottawa and Winnipeg, the Winnipeg branch having been established under favorable auspices within the last six months as an outgrowth of the expansion of the business westward.

With facilities for handling large importations of plate, sheet and fancy glass, and the increasing demand throughout the country for such goods, the outlook for the future is highly favorable.

The officers for 1903 are as follows :

President—W. R. Hobbs, Toronto.
1st Vice-President—F H. McCausland, Toronto.
2nd Vice-President—A. Ramsay, Montreal.
Secretary—J. F. Wilson, Toronto.

ASBESTOS GOODS.

The Eureka Mineral Wool and Asbestos Co., of Toronto and Montreal, is another firm which has enjoyed an unusual measure of prosperity during the past year or so. The company has recently purchased the commodious building at 74 York street, Toronto, formerly occupied by The Samuel May & Co. and The Dodge Split Wood Pulley Co. Here they intend manufacturing on a large increased scale. They are the only house west of Montreal making a specialty of asbestos goods. Their lines include packing, pipe and boiler coverings, engineers' and mill supplies, etc., also high grades of furnace cement and stove lining. They will be pleased to communicate with any hardware merchant who is interested in any of their lines.

"If it's Wire Work or Metal Work, tell us what you want--we can make it."

AN OPEN LETTER.

To The Hardware Trade:

We want you to act as selling agents for our manufactures. A very considerable and profitable trade can be done in lines not kept in stock. Residences, stores, churches, public buildings, factories, theatres, hotels, banks, offices, etc., require our Wire, Iron and Metal Work. Learn the requirements and supply them at a profit. This trade belongs to you. We furnish catalogues, advertising matter, lowest trade prices and special designs, when required. Get acquainted with us—we wish to explain the proposition more fully. Awaiting the favor of an early response.

Yours, very truly,

Dennis Wire and Iron Co.,

Designers and Manufacturers
Wire, Iron, Brass and Electro-Plated Work. London, Ont.

HARDWARE NOVELTY.

THE

Ingersoll

American Watches.

RETAIL PRICES, $1.25 to $2.50

ARGUMENT.

We now offer a practical time piece for the Hardware Trade of Canada, and base our statement upon the following:

First—It is absolutely guaranteed to keep accurate time.

Second—It stands rough usage and does not get out of order easily, making it the only watch for dealers outside of the jewelery trade to handle, and also making it a practical one for sportsmen, boys and all men who give a watch hard usage.

Third—Its low price and high quality insure a tremendous sale, which we further augment by furnishing many handsome advertising devices for your store.

Fourth—Last but not least, these watches offer a handsome profit. Price cutters are not supplied.

Sold by several leading Hardware Jobbers of Canada. We will tell you who they are upon request.

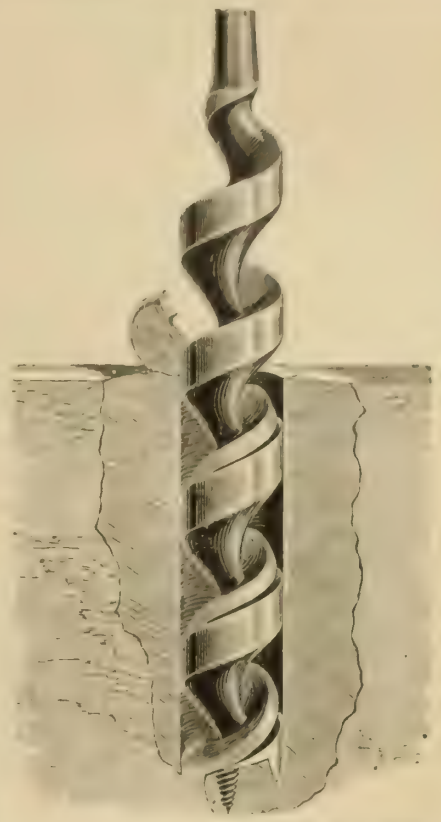
Trial Offer—To any Hardware Merchant who will write to us upon his business letter head and inclose 75c. we will send a sample watch (duty not paid) and our catalogue, so that he can test its accuracy and durability.

INFORMATION ON REQUEST.

ROBT. H. INGERSOLL & BRO.

81-83 Maiden Lane, - - - NEW YORK, U.S.A.

IT BORES



This Auger Bit

has a patented concave twist which keeps the chips from the sides of the hole as shown in cut. Therefore the Bit bores so easily that no pressure is required even in end grain boring.

Try One.

We will send you a sample of the 8, 9 or 10-16 Auger Bit for twenty-five cents. If you wish to be up to date you cannot afford to be without the best tools. Ours excel all others.

Ford Auger Bit Co.,

HOLYOKE, MASS., U. S. A.

Manufacturers of Patent Bits and Augers

SEND FOR CATALOGUE

A COMPANY THAT HAS GROWN.

IN commenting on a particularly successful convention of sales agents of The Canadian Frost Fence Works, Welland, Ont., The Telegraph, of that place says: "The greatest growths frequently come from the smallest seeds. That is a law of nature, and it is also a law of commerce. The gigantic organizations spring from small shops. The truth of this is being brought home to Wellanders in The Frost Wire Fence Co. The Frost Co. of five years ago would hardly be recognized in the same company of to-day. When the town was filled last Friday and Saturday with the Frost agents brought from all over the country, a realization of the magnitude of the company's business came with pride to Wellandars, and particularly to those who first induced the company to locate here.

"Mr. H. L. Frost, the leader of the Canadian Frost Fence Works, is the man who is chiefly responsible for the growth of this institution, which has become so important to us. He has surrounded himself with brainy, capable assistants, clever workmen, and hustling agents over the whole Dominion, all of whom are booming the company. His pluck, perseverance and rare ability have done this. And they will do more. Mr. Frost himself predicts that the whole five acres of ground, which now surround the Welland factory, will be covered by this plant. His assistants and employes have the staunchest faith in him. So has Welland."

LARGE SHEAR MANUFACTURERS.

Thirty years ago the Clauss Shear Co., Fremont, Ohio, started the manufacture of a small line of nickel shears, and to-day they are among the largest shear manufacturers in the world. They were the first parties that successfully furnished at a line of Japan handle with nickel plated blade shears.

Ten years ago they placed their goods on the Canadian market by opening a branch office in Toronto under the supervision of L. A. Lobnas. During this period their goods have retained their quality as well as price and are now selling for 60 per cent. discount from list of nickel goods, and 67 1/2 per cent. on Japan goods. They have also increased their lines as follows during the period: Pruning shears, dental snips, tinners' snips, tailors' shears, rubber shears, candy shears, carpet shears, glove shears, glass shears, razors and razor strops.

They are now placing their travellers on the road with the most complete line of shears, scissors and razors ever placed on this market.

The Canadian business is conducted entirely by Canadians, each and every person connected with the Canadian office being a Canadian. They ask your continued patronage. They will be pleased to mail their latest catalogue to any merchant answering their advertisement, which appears elsewhere in this edition.

NYSSA FISHING FLOAT.

The accompanying cut shows the patent Nyssa fishing float, manufactured by The J. M. Mast Manufacturing Co., of Lititz, Pa. This illustration shows at once the readiness with which this float can be attached or detached from the line, and this fact will at once commend it to the attention and approval of fishermen, who have always found it inconvenient and a great loss of time to take the old-fashioned float from the line when the float proved too large or too small for the waters they were fishing in.

This float is rapidly becoming popular, and is worth the attention of the trade, as well as of the individual fisherman.

E. H. Greenfell & Co., of London, Ont., are the Canadian representatives of The J. M. Mast Manufacturing Co., who have also a line of rat and mouse traps, sold extensively by all the jobbers in Canada.

FISHING FLOATS AND ANIMAL TRAPS.

The J. M. Mast Mfg. Co., Lititz, Pa., make a specialty of fishing floats and animal traps of all kinds. This firm has won an excellent reputation on this market for their animal traps, mouse and rat traps particularly. Now they are introducing a float which they claim to be lighter and more buoyant than cork, and that it can be readily attached to or detached from the line without removing the latter from the rod. The trade should write for this firm's catalogues.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

THE Strathy Wire Fence Co., Limited, Owen Sound, Ont., has assigned to George S. Kilbourn.

Gustave Doucet, carriagemaker, St. Angele De Saval, has filed a consent of assignment.

INCORPORATIONS AND CHANGES.

R. C. Jamieson, paint manufacturer, Montreal, has been incorporated.

The Vulcan Iron Works, Limited, Winnipeg, has been incorporated.

The Laurentine Mica Co., Limited, Ottawa, has been incorporated.

C. Gelinas & Fils, door manufacturers, Shawenegan Falls, Que., have been registered.

The John Clayton Plough Works Co., Limited, Winnipeg, Man., has been incorporated.

The De Wolfe Hardware Co., Limited, St. Stephen, N.B., are applying for incorporation.

P. T. Lagare & Freres, carriage and agriculture implement merchants, Quebec, have been registered.

Silverthorne & Mathieson, livery and implements, Lumsden, have been succeeded by Mathieson & Morton.

The Record Foundry and Machine Co., Moncton, N.B., are applying for supplementary letters patent increasing capital to $1,000,000.

PARTNERSHIPS FORMED AND DISSOLVED.

P. Demers & Fils, hardware merchants, Montreal, have dissolved partnership.

Leclerc & Leblond, tinsmiths, Grand Mere, Que., have dissolved partnership.

E. F. Landry & Co., tinsmiths, Three Rivers, Que., have dissolved partnership.

R. C. Jamieson & Co., manufacturers of paints, Montreal, have dissolved partnership.

Ross Bros., painters, Hamilton, Ont., have dissolved, and James H. Ross continues.

SALES MADE AND PENDING.

James Bayley, wagon maker, Sutton West, Ont., is advertising his business for sale.

McKeen Bros., hardware merchants, Lenore, have sold out to McLaren & Robertson.

W. T. A. Hishleigh, hardware merchant, Hagersville, Ont., has sold out to John C. Kayser.

DEATHS.

Henry Minden, tinware merchant, St. John, N.B., is dead.

What do you require in the way of

CANS?

We manufacture the very best quality of

Paint and Color Cans, round and square.
Varnish and Oil Cans. Paint Irons
Paint Packages. Lye Tins.

and every description of Tin or Can required by the trade. We shall be pleased to send you quotations for anything you need in our line.

The Acme Can Works,

OFFICE AND FACTORY:
Ontario St. and Jeanne D'Arc Ave.,
MONTREAL.

Jas. B. Campbell. William Pratt.

NEW GEM SAFETY RAZORS

There's a difference in Safety Razors—a difference that shows the higher perfection of the "New Gem." The following are extensively advertised retail prices:

New Gem Safety Razor, in tin box, complete, $2.00
Razor with two blades, in leather case, - 3.50
Automatic Stropping Machine and Strop, - 2.00

Every leading **Jeweler** and **Cutlery** dealer the world over sells "New Gem" Safety Razors. **An attractive Silent Salesman Display Case, Free,** with an attractive order of "New Gem" Safety Razors. Price List on application.

THE GEM CUTLERY CO., 39 Reade Street, NEW YORK.

"Eureka" Digger,
Post Hole Augers,
Wire Stretchers,
Drive Well Points,
Earth Augers,
Drive Caps,
Rod Couplings, etc.

CORN PLANTERS With and without Pumpkin Seed Attachment.

Corn Shellers,
Step Ladders, Curtain Stretchers,
Ironing Stands, Folding Camp Beds,
Chairs and Tables.

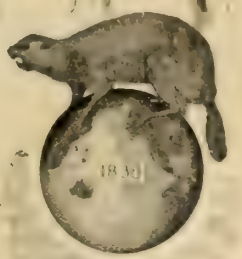
Otterville Manufacturing Co.,
LIMITED,
Otterville, Ont.

The

Canada Screw Company

HAMILTON. TORONTO.
MONTREAL.

Ask for our
Wood Screws,
Machine Screws,
Tire Bolts,
Stove Bolts,
Rivets,
Wire,
Wire Nails,
Screw Eyes,
Screw Hooks,
Gate Hooks and Eyes.



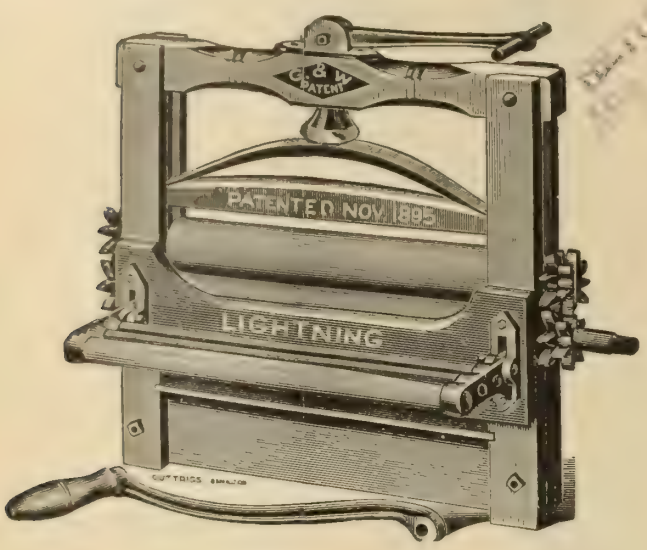
We make Endless Specials.
Submit Samples for Prices.

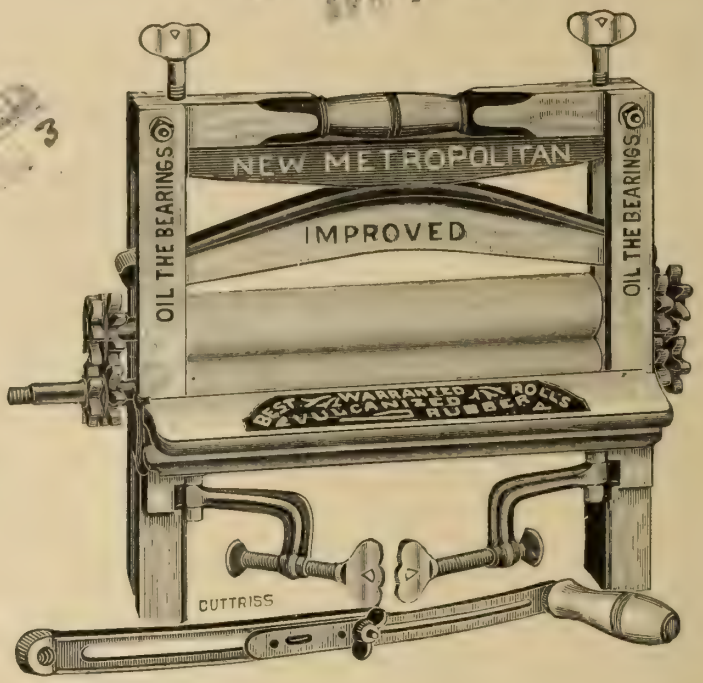
Clothes Wringers

Maple Leaf Brand

Clothes Wringers

BELOW ARE SOME OF THE WRINGERS MANUFACTURED BY US.





The above cut shows our "Lightning" Wringer. The simplest and most effective wringer on the market. Does away with all thumbscrews. By turning over the lever on the top bar the wringer is instantly fastened to the tub and the pressure put on the Rolls. When removed from the tub all pressure on the Rolls is instantly released.

Just a little
- Better than the best.
- Quicker than the rest.
- Handier than them all.

Royal Canadian
Universal
Keystone
Royal American
The Queen
Imperial
The Stone
Eureka
The King
Jubilee
New Lightning
Novelty
New Ontario

The above cut shows a very good low-price Wringer. Metal Bearings—Swinging Tub-Clamps—Guaranteed Rolls.

Our "Jubilee" Wringer has ball-bearing, same as used in high grade bicycles.

All our Wringers are guaranteed, and our Rolls warranted solid rubber, vulcanized direct to the shaft.

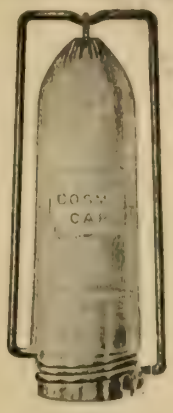
All Orders will receive prompt attention.

Give us a trial and you will be pleased.

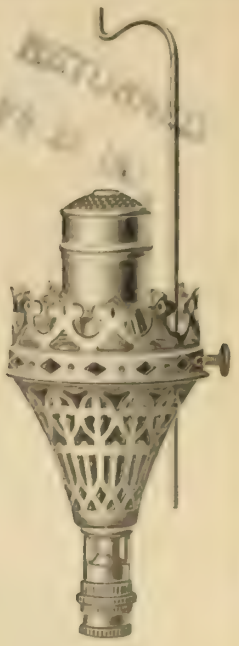
THE BEST WRINGERS ARE THE CHEAPEST AND ARE MADE BY

The Canadian Wringer and Specialty Co., Limited.

TORONTO, ONT., CANADA.



Rochester Lamps . .



Rochester Lamp is a household word the world over, and always suggests

The Best Light

At 24 Front Street West, Toronto, is the only supply house in Canada for the genuine Rochester Lamps. We have them in great variety and for any and all purposes where an oil lamp is used. Any dealer can procure them from us. Also keep a full line of all kinds of Glass Lamps, Chimneys and Burners.

We are headquarters for the Best Gas Lamps and Mantles for store and house lighting. Our No. 30 Needle Valve Gas Burner will always produce a bright light and give

No Black Mantles

with either natural or artificial gas.

CANADIAN AGENTS FOR THE

INTERNATIONAL LIGHT CO'S MANTLES

THE BEST MANTLES MADE.

Rochester Lamp Co.

24 Front St. W., Toronto.

CATALOGUES, BOOKLETS, ETC.

A BASEBALL GOODS CATALOGUE.

PARTICULAR attention is directed to John Millen & Sons' 1903 catalogue. This is their seventh annual issue, and is larger and more complete than ever. It contains over 250 pages, and more than 1,200 illustrations, describing bicycles, bicycle parts, sporting goods of all kinds including fire arms; also keys, which is one of their leading lines.

The catalogue is a handsome one typographically, and the various lines are numbered, described and indexed in a manner that permits of rapid reference.

This catalogue will prove of interest and profit not only to the sporting goods houses and bicycle dealers, but also to the hardware merchant, for these goods are becoming more and more recognized as a natural line for the hardware trade to handle. As a matter of fact, the profit and rapid turnover to be had in this branch of the trade, make it a valuable adjunct to the hardware business, as many can testify.

John Millen & Sons carry a complete stock at their branch warehouse, 132 Bay street, Toronto, for the convenience of their large Western trade. Customers can be assured of prompt execution of orders from either Montreal or Toronto.

A postal request will bring this catalogue. Write now.

TIMELY RHYMES BY "OLD TIMER."

The Columbian Hardware Co., Cleveland, O., are sending out a series of booklets containing poetry on industrial topics by "Old Timer." The productions are the best of the kind received by "Hardware and Metal" for many a day. One of the poems is reproduced on page 85 of this issue. Credit to the writer was inadvertently omitted. This is but one of several gems from "Old Timer." In other poems, as in the one printed, he strikes a responsive chord in almost every reader of his poems.

THE CEMENT AGE.

Such is the title of an extremely interesting booklet issued by The Canadian Portland Cement Co., Limited, represented in central and western Ontario by The Rathbun Co., Toronto, and in eastern and western Canada by The St. Lawrence Portland Cement Co., Montreal. The booklet gives photographic illustrations of the great variety of new purposes to which Portland cement is being put. Both because of its artistic and its instructive value this booklet should be secured by every hardware retailer in Canada.

STEEL ROLLING DOORS.

The Columbus Steel Rolling Shutter Co., Columbus, O., have issued a booklet giving literal illustrations of their steel rolling doors in use, also sectional views, showing the nature of construction and the method of operation. These shutters are coming into large use for factories, warehouses, mills, freight sheds, etc. Hardwaremen might through this catalogue be able to do business in their own locality in this line. The catalogue will be sent to any hardwareman or owner of building mentioning "Hardware and Metal."

DAWSON HARDWARE CO., LIMITED.

An unique and interesting feature has been added to the catalogue issued by The Dawson Hardware Company, Limited, Dawson City. In addition to a full list of hardware and machinery lines carried by them, they have several articles that are bound to interest all readers, and particularly those into whose hands the book will fall. There are historical sketches, educational and trade returns, statistics of development in the Canadian Yukon; of the gold output; of the fuel supply; of miners and mining; also a directory of the Yukon officials. The work is gotten up as a regular monthly publication, thus permitting it to go through the mails at magazine rates, a shrewd business move.

POWER TRANSMISSION MACHINERY.

The Dodge Mfg. Co., of Toronto, Limited, are now sending out their third issue of their B. 6, catalogue of power transmission machinery. In this catalogue standard lists are adhered to, which, with their discount sheet, enables intending purchasers to make a clear estimate of net cost of material wanted. This will be recognized as a reform by mill men who have been accustomed to buying heavy shafting, iron pulleys, bearings, etc., by the pound. Complete dimension sheets covering the standard lines are given in the catalogue. This catalogue should be secured by Canadian mill and factory men generally, as well as by the hardware trade. It will be sent to any reader of this paper upon application.

"ENTERPRISE" SPECIALTIES.

The claim has frequently been made that Americans are the most inventive people on earth. There would be no possibility of gainsaying this statement if the average American firm would show each year such results of inventive genius as is demonstrated annually in the catalogues issued by The Enterprise Manufacturing Co., Philadelphia, Pa. The lines handled by this firm include sad irons, meat cgoppers, for home and factory, grinding and pulverizing mills, suction and force measuring pumps and faucets, lawn mowers, wine and jelly presses, seeders, slicers, in fact, household goods of every description. So many new ideas are incorporated in the lines shown by this firm that no up-to-date hardware retailer can afford to be without this catalogue unless he carries a full line of the goods described. It should be at hand in any case. A copy will be sent to any reader of "Hardware and Metal" on application.

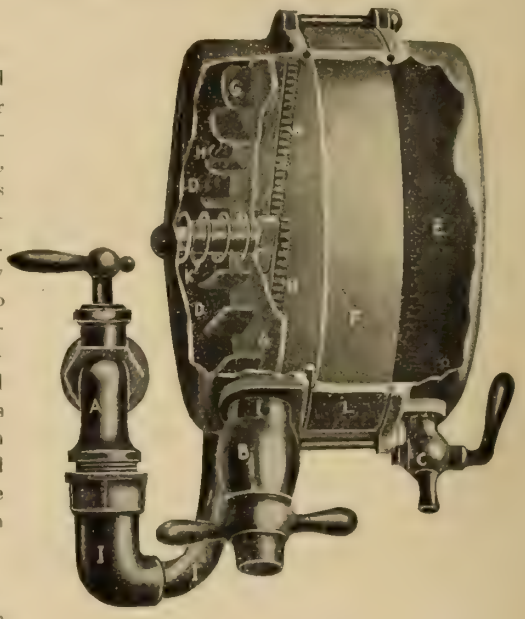
STEEL STAMPS AND STENCILS.

There has always been some difficulty about getting good steel stamps, stencils and a variety of goods which are known as stamp goods in Canada, but it is not so now.

The Hamilton Stamp & Stencil Works, whose advertisement appears on page 177, go extensively into the manufacture of the different lines as set forth in their catalogue No. 6, now ready. Space would not permit us to enumerate the variety of goods produced by this concern. Their catalogue of 142 pages describes the whole business fully, and should be in the hands of every important business house and manufacturer. Send for one and keep it for refereoce; it will repay you.

THE "ROTA" FILTER.

It is about as important for dealers who sell filters to have in stock those only which

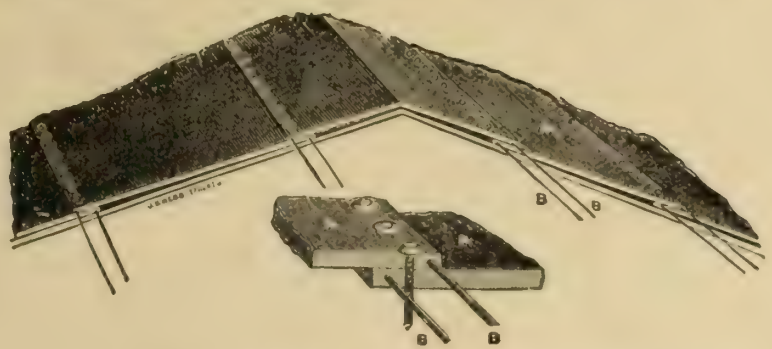


are reliable and are not filters in name only as it is for those who are using them. The "Rota" self-cleaning filter is one of those which is highly recommended. As its name implies, it is self-cleaning, and consequently delivers the water fresh, thus obviating the stale taste which is only too common with water brought through some filters. Besides keeping the water fresh, the filter is guaranteed to be perfectly pure and healthy. The accompanying cut will give the trade an idea as to the interior construction of the filter. The "Rota" is manufactured by the Rota Filters, Limited, 10 Sandwich street west, Windsor, Ont.

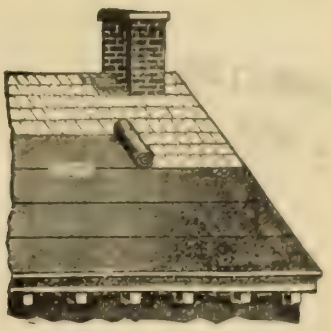
Paterson's

Wire-Edged Ready Roofing

Durable, Economical, Fireproof.



"A" shows method of laying a "Red Star" Brand Roof with 2-inch laps secured by nailing two inches apart. B B shows wires running through the edges of the roofing, giving it great strength at the joints or laps—a very desirable feature, especially in localities where high winds prevail



LEAKY SHINGLE ROOFS

May be made Water-Tight and Durable without removing the shingles, by covering the roof with "Red Star" Brand Ready Roofing

Shingles are growing scarcer and poorer in quality year by year, therefore, some other suitable Roofing Material, to take their place, must be found.

We would like to interest you in handling our Wire-Edged Ready Roofing, because it is good Roofing, and the only popular substitute for shingles.

Our Roofing is fireproof, lasts longer, and costs less than shingles, so it's easy to sell.

We've been making this Roofing in Canada for about 20 years, and our sales are now over 100,000 rolls annually.

We are trying to induce the consumer to buy from the hardware merchants. Won't you assist us ?

YOU CAN HAVE SAMPLES AND FURTHER INFORMATION BY WRITING

The Paterson Manufacturing Co., Limited

TORONTO. MONTREAL. ST. JOHN. HALIFAX.

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

HARDWARE.

Montreal, March 27, 1893

THE bookings for the past week have been very large, especially for shipment after the opening of navigation and the sea freight rates go into effect. The demand for harvest tools is exceptionally heavy, and the trade fears for a shortage in some lines in the near future. A reduction of about 10 per cent. has taken place in agricultural wrenches, and the discount is now 70 per cent off. Harvest tools have experienced an advance during the past week, and the discount is now quoted at 60 per cent. Sectional sash weights are selling at 2½c. per lb., and blind hinges at $1.95. Indications point to a shortage in wire nails, and wholesalers are advising their customers to order early. Ice cream freezers are selling freely, and a much better season is expected than a year ago. The trade generally is good, and most houses are working nights, in order to get orders packed and ready for shipment. In fact, one of the leading houses in this city claims their business is a third larger than a year ago.

AGRICULTURAL WRENCHES.—A reduction has taken place in this market and the following are the new prices: No. 6, $9; No. 8, $10; No. 10, $12; No. 12, $14; No. 15, $24; No. 18, $30; No. 21, $36. Discount 70 per cent.

CANT HOOKS.—A brisk demand continues for cant hooks at unchanged prices. We quote as follows: No. 12, $10; No. 8, $11.50; No. 8a, $11; No. 2, $12; No. 7a, $16; No. 6a, $14.50; No. 5a, $11.50.

LAWN MOWERS.—There is a very firm feeling on the market, and orders are coming to hand rapidly. We give following quotations: 10½ in. wheel x 12 in. cutter, $7.50; by 14-inch cutter, $8.00; by 16-inch do, $8.50; by 18-inch do, $9.00; by 20-inch do, $10.00. Star, 9-inch wheel by 12-inch cutter, $5.50; by 14 inch do, $5.75; by 16-inch do, $6. Daisy, 8-inch wheel by 12-inch cutter, $4.90; by 14 inch do, $5.10; by 16-inch do, $5.30. Philadelphia pattern, 7½ inch wheel by 10 inch cutter, $6; by 12 inch do, $6.50; by 14 inch do, $7; by 16 inch do, $7.50. Grass boxes are quoted as follows: 12 inch, $2.25; 14-inch, $2.25; 16 inch, $2.50; 18 inch, $2.50; 20-inch, $2.75. The discount on all the above is 50 per cent. off.

BARB WIRE.—Orders for spring shipment are heavy and the market is reported as being firm. We now quote: $2.80 per 100 lb. f.o.b. Montreal, $2.45 f.o.b. Cleveland in carlots of 15 tons, and $2.67½ f.o.b. Cleveland in smaller lots.

GALVANIZED WIRE.—Quite a fair trade is doing in galvanized wire. Quotations are as follows: No. 5, $3.75; No. 6, 7 and 8, $3.45; No. 9, $3.30; No. 10, $3.20; No. 11, $3.25; No. 12, $3.65; No. 13, $3.75; No. 14, $3.75. In carlots, f.o.b. Cleveland: No. 5, $2.20; Nos. 6, 7, 8 and 9, $2.15; No. 10, $2.20; No. 11, $2.25; No. 12, $2.30; No. 13, $2.40; No. 14, $2.50. In less than carlots, 12½c. per 100 lb. extra is charged.

SMOOTH STEEL WIRE.—There seems to be a tendency to increase the prices of this market. Our quotations are still as follows: Bright and annealed, $2.50 per 100 lb. f.o.b. Montreal, Toronto, Halifax, London, Hamilton and St. John. Net extras per 100 lb. are now as follows: Coppered wire, 60c.; tinned wire, $2; oiling, 10c.; spring wire, $1.25; best steel wire, 75c.; bright soft drawn, 15c.; special hay-baling wire, 30c.

FENCE WIRE.—A good demand is noted at unchanged prices. The discount is 25 per cent. with the following extras: 1 and 2 lb. hanks, 25c. per 100 lb.; ½ lb. hanks, 37½c. and ¼-lb. hanks, 50c.

BRASS AND COPPER WIRE.—The market is very firm and a fair business is being done. The discount is 60 per cent.

PRESSED SPIKES.—There is a brisk demand for pressed spikes. The discount is 20 per cent. f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax.

FENCE STAPLES.—The market is unchanged and inquiries are received daily. Quotations follow: $3 per 100-lb. keg for galvanized staples and $2.80 for bright, with 25c. extra for 25 and 50-lb. packages.

WIRE NAILS.—There is nothing of importance to report in wire nails. We now quote: Carlots, $2.40 and small lots, $2.45 per keg f.o.b. Gananoque, Montreal, London, Hamilton, Toronto, Brantford, Windsor, Ont., and St. John.

HORSE NAILS.—A fair trade is doing at unchanged prices. Quotations are as follows: "M" brand, "Oval" and "New City" heads, 55 per cent.; "Countersunk" heads, prices quoted on application. "C" brand, 40, 10 and 7½ per cent. off; "Monarch," 60 per cent. and "Peerless," 50 per cent.

HORSESHOES.—The business is fair and the market is firm. Prices follow: Iron shoes, light and medium pattern, No. 2 and larger, $3.40; No. 1 and smaller, $3.65; snow pattern, No. 2 and larger, $3.65; No. 1 and smaller, $3.90; X L steel shoes, new light pattern, sizes 1 to 5, No. 2 and larger, $3.55; No. 1 and smaller, $3.80; featherweight, all sizes, 0 to 4, $5.10; toe weight, all sizes, 1 to 4, $6.35. Shoes, more than one size in a keg, 10c. per keg extra f.o.b. Montreal only.

RIVETS AND BURRS.—The prices remain unchanged. Discounts are: Best iron rivets, section carriage and wagon box, black rivets, tinned do., coopers' rivets and tinned swedes rivets, 60 and 10 per cent.; swedes iron burrs are quoted at 55 per cent. off; copper rivets, with the usual proportion of burrs, 45 per cent. off and coppered iron rivets and burrs, in 5-lb. carton boxes are quoted at 60 and 10 per cent. off list.

BOLTS AND NUTS.—There is not a large stock on hand, but the demand is good. The discounts are as follows: Norway carriage bolts, 55 per cent.; common, 50 and 10 per cent.; full square carriage bolts, 55 per cent.; machine bolts, 50 and 5 and 10 per cent.; coach screws, 66 2-3 per cent.; sleighshoe bolts, 65 and 5 per cent.; blank bolts, 50 and 5 per cent.; bolt ends, 50 and 5 per cent.; plough bolts, 50, 5 and 10 per cent. Tire bolts, 67½ per cent.; stove bolts, 67½ per cent. Nuts, square, 3½c. per lb. off list; hexagon nuts, 3¾c. per lb. off list. To all retailers an extra discount of ½c. per lb. is allowed.

SCREWS.—The market is firm at the advanced prices of last week. We quote as follows: Round head bright, 82½ per cent.; flat head bright, 82½ per cent.; brass, round head, 75 per cent.; brass, flat head, 80 per cent.

CORDAGE.—Dealers say the market is daily improving. We quote as follows: Pure manila, 14c.; British pure manila, 12c.; sisal, 11c.; double lathyarn, 10½c.; single lathyarn, 10c.

BUILDING PAPER.—A fair demand is reported. We quote: Tarred felt, $1.75 per 100 lb.; 2-ply, ready-roofing, 90c per roll; 3-ply, $1.15 per roll; carpet felt, $2.25 per 100 lb.; dry sheathing, 35c. per roll; tar sheathing, 45c. per roll; dry fibre, 55c. per roll; tarred fibre, 60c. per roll, O K and I X L, 65c. per roll; heavy straw and sheathing, $30 per ton; slaters' felt, 60c. per roll.

SCREEN WIRE CLOTH.—The market is active and shows signs of an increase in prices. The ruling price is 41.40 per 100 square feet.

FIREBRICKS.—The market shows a decided improvement over last week. We quote: English, $16 to $22 and Scotch, $17 to $22 per 1,000.

CEMENT.—A few orders were booked during the week, but as yet the market is quiet. We quote as follows: Canadian cement, $1.90 to $2.25; German, $2.25 to $2.40; English, $2.15 to $2.25; Belgian, $1.70 to $1.95 per bbl. ex-store, and American, $2.20 to $2.40 ex-cars.

COAL HODS.—There is nothing doing in coal hods, as the season is about closed. Our quotations are now as follows: Japanned, 16-in., $4.50 per doz.; 17 in., $4.80; 18-in., $5.10; with gold band, 17-in., $5.10; 18-in., $5.40. Galvanized, 16 in., $6.20; 17-in., $6.50; 18-in., $6.80 per doz. The discount is 45 per cent.

FIRE SHOVELS.—Discounts are: No. 70, 38½ to 40c. per doz.; No. 55, 55 to 60c.; No. 57, $2½ to 90c.; No. 60, $2½ to 90c.; No. 65, $1.37½ to $1.45; No. 80, 50 to 55c.; "Duplex," No. 7, $1.21; No. 9, $1.52; No. 11, $1.82.

LANTERNS.—There is only a small inquiry for lanterns and the prices are steady. Our quotations are as follows: Tilt, lift or hinge, No. 0, $4 per doz.; Cold Blast, $7.00 per dozen; dash board, No. 0, $5.75 per dozen; cold-blast dashboard, $9 per dozen. Extras are as follows: Japanning, 50c. per dozen; copper-plating cold blast, $2 per dozen. The prices quoted are f.o.b. London, Hamilton, Toronto, Belleville, Kingston and Montreal.

SHOT.—A fair trade is doing in shot. We quote as follows: Ordinary drop shot, A.A.A. to dust, $6.50 per 108 lb.; chilled,

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters.

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, LIMITED

MANUFACTURERS OF

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

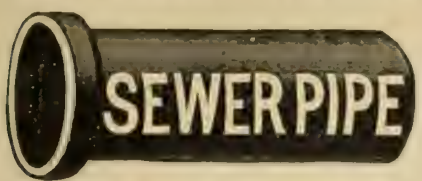
Agent:

JOHN FORMAN, 644 Craig Street

MONTREAL

. . FULL STOCK . .

Salt Glazed Vitrified



Double Strength Culvert Pipe a Specialty.

THE CANADIAN SEWER PIPE CO.

HAMILTON, ONT. TORONTO, ONT.
ST. JOHNS, QUE.

Deseronto Iron Co.

LIMITED

DESERONTO, ONT.

Manufacturers of

CHARCOAL PIG IRON

BRAND "DESERONTO."

Especially adapted for Car Wheels, Malleable Castings, Boiler Tubes, Engine Cylinders, Hydraulic and other Machinery where great strength is required; Strong, High Silicon Iron, for Foundry Purposes.

"MIDLAND"

BRAND

Foundry Pig Iron.

Made from carefully selected Lake Superior Ores, with Connellsville Coke as Fuel. "Midland" will rival in quality and grading the very best of the imported brands.

Write for Price to Sales Agents

Drummond McCall & Co.

MONTREAL, QUE.

or to

Canada Iron Furnace Co.

MIDLAND, ONT. Limited

Nos. 1 to 10, $7 per 100 lb., buck and seal $7.50 per 100 lb., ba'l. $8 per 100 lb. Trade discount, 15 per cent. f.o.b. Montreal, Toronto, Hamilton, London, St. John, N.B., and Halifax.

METALS.

The market is more steady than it was a week ago. The copper market is still strong, but no further advances have taken place. Ingot tin is a little easier than last week, and the price is about ½c. per lb. less. The market generally is brisk, and an exceptional big demand is noted in bar iron, pig iron, copper, tin and terne plates. Canada plates are reported to be very firm, but no immediate advance is looked for. There are very few changes to note in regard to the foreign markets, and the demand for most metals is good. A letter received by a Montreal agent from England, under date of March 12, reads as follows: "The market is in a rather unsettled condition, in expectation of a strike on the part of the coal miners, which, if it occurs, would materially advance prices."

BAR IRON.—There is only a limited supply to be had, and the demand is heavy. We quote: Merchants' bar, $2; horseshoe iron, $2.25 and forged, $2.30.

BLACK SHEETS.—A good movement is reported in black sheets at the following prices: 28 gauge, $2.65; 26 gauge, $2.60; 20 to 24 gauge, $2.50; 8 to 20 gauge, $2.50.

GALVANIZED IRON.—The demand is brisk and no further advances have been reported. We quote: 28, Queen's Head, $4.50; Apollo, 10¾ oz., $4.30; Fleur de Lis, $4.15; Comet, $4.10; "Bell" brand, $4.05. For less than caselots 25c. extra is charged.

LEAD PIPE.—There is a good trade doing in lead pipe at unchanged prices. Our quotations are as follows: Composition and waste, 8c. and ordinary, 7c. The discount is 30 per cent.

IRON PIPE.—Several orders are being booked for shipment after the opening of navigation. We quote: Standard pipe per 100 ft., in lengths under 19 ft.: Black, ¼, $2.40; ⅜, $2.65; ½, $2.85; ¾, $3.65; 1 in., $5.20; 1¼, $7.35; 1½, $8.95; 2 in., $12.55. Galvanized, ¼, $3.20; ⅜, $3.45; ½, $3.85; ¾, $5; 1-in., $7.20; 1¼, $10.05; 1½, $12.20; 2 in., 116.85. Extra heavy pipe, plain ends, are quoted per 100 ft. as follows: Black, ½, $4.20; ¾, $5.25; 1 in., $7.55; 1¼, 110.55; 1½, $12.75; 2-in., $17.60. Galvanized, ½, $5.20; ¾, $6.65; 1 in., $9.55; 1¼, $13.25; 1½, $16; 2 in., $21.90. For threads and couplings on extra heavy 5 per cent. net is added. Trade discount, 5 to 7½ per cent.

TINPLATES.—The market is steady at last week's advanced prices. We quote: Coke, $4.25 to $4.50; charcoals, $5 to $5.25.

SOIL PIPE AND FITTINGS.—Orders are being received by every mail, but mostly to be shipped after the new freight rates take effect. Discounts are: Light soil pipe, 3 to 6 inch, 50 per cent.; medium and extra heavy soil pipe, 2 to 6 inch, 60 per cent.; extra heavy soil pipe, 8 inch, 45 per cent.; light fittings, 2 to 6-inch, 50 and 10 per cent.; medium and extra heavy fittings, 2 to 6-inch, 60 per cent.; extra heavy fittings, 8 inch, 45 per cent.

PIG IRON.—Considerable difficulty is being experienced in filling orders. We quote: $32.50 to $34.50 ex-store Montreal.

Bar Iron
Horseshoe Iron
Hoop and Bar Iron

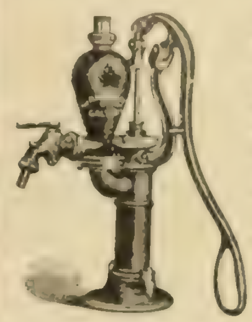
All "Dominion Crown," best English make, at low prices.

A. C. LESLIE & CO.

509-512 Merchants Bank Building.

MONTREAL.

Well Made Pumps.



THE R. McDOUGALL CO., Limited

GALT, ONT.

Lockerby & McComb

AGENTS IN CANADA

FOR THE

Celebrated P. & B.
Cold Storage Lining

AND

. . Ruberoid Roofing . .

P.S.—Prices on Application.

65 Shannon Street, MONTREAL.

NOVA SCOTIA STEEL & COAL CO., Limited

NEW GLASGOW, N.S.

Manufacturers of

Ferrona Pig Iron

And SIEMENS MARTIN

OPEN HEARTH STEEL

INGOT COPPER.—The market is very easy, and no further advances have been made. We quote $15.50 to $15.75 per 100 lb.

INGOT TIN.—The tin market is easier this week, and is 1c. cheaper than last week. We quote $33 to $33.25 per 100 lb.

PIG LEAD.—There is a firm feeling existing and there is a tendency to further advance the price. We quote carlots at $3.50 and less than carlots at $3.75.

STEEL.—A fair trade is reported and an advance in the prices is daily expected. Quotations are as follows: Mild, $2.05; sleighshoe, $2.10 to $2.20; tire, $2.15 to $2.25; spring, $2.85 to $3; reeled machinery, $2.75 to $3; toecalk, $2.60 to $2.75; machinery (iron finish), $2.10; mild steel, $2.05; square harrow, $2.15.

TOOL STEEL.—There is a brisk demand for tool steel for delivery after the opening of navigation. Quotations are as follows: Black Diamond, 8 to 9c.; Sanderson's, 8 to 9c., according to the grade; Jessop's, 13c.; Leonard's, 7½c; Jonas & Colver's, 10 to 20c.; "Air Hardening," 50 to 65c. per lb.

CANADA PLATES.—The prices are very firm in England, and the demand is brisk. Our quotations are as follows: 52s $2.60 to $2.70; 60s, $2.70 to $2.80; 75s, $2.80 to $2.85; full polished, $3.75 and galvanized, $4.25 to $4.35; galvanized, 60s, $4.45 to $4.55.

TERNE PLATES.—There is a very firm feeling in terne plates. We quote the price at $7.75.

COIL CHAIN.—The business in this line is good, and the market is steady. The discounts are quoted as follows: No. 6, 11½c.; No. 5, 10 to 10½c.; No. 4, 9 to 9½c.; No. 3, 8 to 8½c.; ¼-in., 6½ to 7c. per lb.; 5-16, $5 to $5.20; 5-16 exact, $5.25; ⅜, $4.25; 7-16, $4; ½, $3.95 to $4.05; 9-16, $3.85 to $3.95; ⅝, $3.65 to $3.75; ¾, $5 to $5.20; ⅞, $3.30; 1-in., $3.15 to $3.25. In carlots an allowance of 10c. is made.

SOLDER.—A good movement is reported in solder. We quote: Bar solder, 20c. and wire solder, 19c.

ZINC SPELTER.—A further advance is reported in this line. We quote $6.25 to $6.50.

SHEET ZINC.—There is not much doing in sheet zinc, but the market is firm. We quote $6.75 to $7.

SCRAP METALS.

On account of the bad state of the roads in the country very little scrap metal is coming to hand. The market, however, is firm, and dealers report a good lookout for spring. Copper is scarce and the demand shows somewhat of an improvement over last week. Our quotations are as follows: Heavy copper and wire, 10c. per lb.; light copper, 9c.; heavy red brass, 10c.; heavy yellow, 8½c.; light brass, 5c.; lead, 2 to 2¼c.; zinc, 2¼ to 2¾c.; iron, No. 1 wrought, $17 to $17.50; No. 2, $7.50 per ton; machinery scrap, $17.50 to $18; stove plate, $13; malleable and steel, $6; mixed country rags, 60 to 70c. per 100 lb.; old rubbers, 6¼ to 6¾c. per lb.

HIDES.

There has been an advance of 1c. in the price of calfskins since our last report. We quote as follows: No. 1 hides, 8c.; No. 2, 7c.; No. 3, 6c. Calfskins, 9 to 11c. and lambskins, 75c.

RAW FURS.

The March sales commenced this week in London. Reports have not been received yet as to the changes in prices, but these will be known next week. Offerings during the season have been fairly good, and dealers do not look for any marked advance in prices. They, however, refuse to admit that prices are to be lower. Quotations are fairly high at present, though, and a big reduction would surprise no one. We quote:

		Large	Medi'm	Small	Kitts	Fall Beave $2.00 to $2.50 per pound.		Spring Beav $3.00 to $3.25 per pound.
BEAVER	Labrador and choice Eastern	$6.00	$5.00	$2.75	$1-1.50			
"	Territory Rocky Mountains and Western							
	Strictly Prime, or, No. 1	6.00	4.00	2.00	.50-.75			
	Partly Prime, or, No. 2	4.00	3.00	2.00	.50			
	Unprime, or, No. 3	3.00	2.00	.75	.40			
	Flat, weak, or poor, or, No. 4	2.50	50	.25	.25			
		Large	Medi'm	Small	2	3	4	Cubs. Yearl's
BEAR	Black Choice only	15.00	10.00	7.50	6.00	3.00	.50	$2.00 to $8.00
"	Brown "	12.00	7.00	5.00	....	......	......	1.00 to 5.00
		1	2	3	4			
BADGER	Of all sections	.50	.25	.10	.05	....	....	....
		Dark	Brown	Pale	2	3	4	
FISHER	Eastern and far North-Eastern	6.50	5.00	5.00	3.00	1.75	.50	
	Territory and Western	6.50	5.00	3.50	2.00	1.00	.50	
		Large	Small	2	3	4		
FOX—Red	North-Eastern and similar fine bright red kinds	4.00	2.75	1.25	.75	.20		
"	Territory and Western	4.00	2.75	1.40	.50	.20		
		Dark	Fair	Pale	2	3	4	
"	Cross—Value principally as to beauty, also size & richness	10.00	7.00	4.00	2.50	1.50	.50	
"	Silver—Eastern and far Northern	75.00	50.00	25.00	20.00	9.00	4.50	
"	Pacific Coast, Territory and Western	50.00-60	35.00	20.00	15.00	5.00	2.50	
		Large	Medi'm	Small	2	3		
LYNX	Far North-Eastern	4.00-5.00	2 to 3.50	2.25	2.00	.75	.25	
"	Territory and Western	4.00-5.00	2 to 3.50	2.25	2.00	.60	.20	
		Dark	Brown	Pale	2	3	4	
MARTEN	British Columbia, Northern Pacific and similar	7.00	5.00	2.50	1.75	1.00	.25	
"	Territory and Western	3.50	2.25	1.50	1.00	.60	.20	
"	Quebec and Ontario	3.00-3.50	2.25-3.00	2 to 2.25	1.00	.50	.25	
		Large	Medi'm	Small	2 Large	2 Small	3	
MINK	Halifax, far North-Eastern and choice	4.00	3.25	2.50	2.25	1.50	.40	.25
"	Territory and Western	1.50-2.00	1.50	1.00	75		.25	.15-25
		Spring	Winter	Fall	Kitts			
MUSKRAT	Eastern, best large		.10 to .13	8 to 10	2 to 5			
"	Territory and Western		5 to .10	.07	2 to 4			
		Large	Small	2	3	4		Cubs
OTTER	Labrador and far North-Eastern	$10-$14	7.00-10	5.00	2.50	2.00		$1.00 to $2.00
"	Territory and Western	6.00	4.50	3.50	2.25	.50		.25 to .50
		Large	Small	2	3	4		
RACOON—		.75-1.25	.60-75	.33-50	.25	.15		
"	Black Value according to darkness, size and beauty	2.25	2.00	1.00	.50	.25		
		Black	Sh'rt St	Long St	White			
SKUNK		.75-1.25	.75	.40-.50	.05-15	....		....
		Dark	Brown	Pale	2	3	4	
WOLVERINE—	Value according to darkness, size and beauty	5.00	4.00	2.50	1.50	.75	.25	
CASTOREUM—		$5.00 to $6.00 per pound.						

MONTREAL NOTES

Ingot tin is 50c. per 100 lb. cheaper this week.

Sheet zinc is about 25c. higher than last week.

There has been an advance of 10 per cent. on harvest tools.

ONTARIO MARKETS.

HARDWARE.

Toronto, March 27, 1902.

THE spring rush has set in fully ten days or a fortnight earlier than usual. Retailers all over Ontario are sending in requests for immediate delivery of orders booked for April delivery. It is expected, too, that navigation will open early, and many orders are coming in from Manitoba and the Northwest for delivery as soon as water freights can be secured. As prices are well maintained all along the line, buyers do not hesitate to place orders, except in a few lines like screen doors, stocks of which in retailers' hands are believed to be large. It is quite evident from the size of orders coming in that retailers are, as a rule, looking forward to a season of unusual activity in manufacturing circles and in building operations, and to increased buying on the part of farmers. The discount on harvest tools has been reduced 10 per cent., now being 60 off. An advance in building paper is freely predicted. The reduction of discount in screws has accelerated buying, as there is a feeling that prices may again go up. The advance in shot and lead pipe has been firmly held to.

BARB WIRE.—Retailers are asking for immediate delivery of this line. Orders have been larger than usual. Prices are steady. The base price is quoted as follows: $2.55 from Cleveland and 10c. less in carlots. From stock, Toronto, $2.80.

GALVANIZED WIRE.—The volume of business continues larger than usual so early in the season. Prices are steady. We quote: Nos. 6, 7 and 8, $3.15 to $3.35 per 100 lb.; No. 9, $2.50; No. 10, $3.20 to $3.40; No. 11, $3.25 to $3.45; No. 12, $2.65; No. 13, $2.75; No. 14, $3.75 to $3.95; No. 15, $4.30; No. 16, 14.55. Nos. 6 to 9 base from Cleveland are quoted at $2.27½ in less than carlots.

SMOOTH STEEL WIRE.—Orders are coming in steady, while retailers who have placed their orders are seeking delivery. The result is a larger volume of business than usual. Prices are unchanged, and seem likely to continue so. The base price is $2.50 per 100 lb. Oiling 10c.; coppering, 60c. and tinning, $2 per 100 lb. extra. Shipping points, Toronto, Hamilton, London and Montreal, with freights equalized on those points.

WIRE NAILS.—An excellent demand is noted. The prices are firm. We quote: $2.45 per keg and 5c. less for carlots. The shipping points are Toronto, Hamilton, London, Gananoque and Montreal.

CUT NAILS.—Shingle nails are selling fairly well, but larger sizes are not much asked for. We quote $2.50 per keg.

HORSE NAILS.—There are a few going out, but trade is not brisk, and the discounts are quoted as follows: "C" brand, oval head, 40 and 10 and 7½ per cent.; on "Monarch," 60 per cent. and "Countersunk" head, 60 per cent.; on "Peerless," 45 and 7½ per cent.

HORSESHOES.—Prices are firm. There is not much doing. Quotations are as follows: Iron shoes, No. 2 and larger, light

medium and heavy, $3.45; snow shoes, $3.70; light steel shoes, $3.55; feather weight (all sizes), $4.95; iron shoes, No. 1 and smaller, light, medium and heavy (all sizes), $3.70; snow shoes, $4; light steel shoes, $3.80; featherweight (all sizes), $4.95.

SCREWS.—Buying has been brisk since the recent advance, as it is believed that prices will go still higher. We quote: Flat head bright, 87½ per cent. discount; round head bright, 82½ per cent.; flat head brass, 80 per cent.; round head brass, 75 per cent.; round head bronze, 70 per cent.; flat head bronze, 75 per cent.

RIVETS AND BURRS.—The activity continues, particularly on account of orders on city account, though a generous demand is noted from all sections. Prices are firm. We quote: Iron rivets, 60 and 10 per cent. discount; iron burrs, 55 per cent.; copper rivets, with usual proportion of burrs, 45 per cent.; copper burrs alone, 30 and 10 per cent.

BOLTS AND NUTS.—Several large orders have been received by local jobbers, while general trade keeps active. Quotations follow: Carriage bolts, common ($1 list), 50 and 10 per cent.; carriage bolts, full square ($2.40 list), 55 and 10 per cent.; carriage bolts, Norway iron ($3 list), 55 and 10 per cent.; machine bolts, all sizes, 50, 5 and 10 per cent.; coach screws, cone points, 66 2 3 and 10 per cent.; elevator shaft and whiffletree bolts, 50 per cent.

SPADES AND SHOVELS.—While manufacturers are kept busy as possible in filling orders, retailers are, it seems, getting deliveries freely, as some of the jobbers are well stocked. Prices are steady. Discount is 45 per cent. and the list price has been reduced $3 per doz. for Olds' goods, $2 for Gray's and $1 for Burns'.

ROPE.—A fair business is doing. Prices are steady, and our quotations are as follows: Pure manila, 14c.; British manila, 12c.; sisal, 11c.; lathyarn, single, 11c. and double, 11½c.; sisal bed cord, 3 cord, 48 feet, 65c.; 60 feet, 80c.; 72 feet, 95c. per doz.

HARVEST TOOLS.—The discount, which last week was 60 and 10 per cent., is now 60 per cent., the extra 10 off having been withdrawn. Business continues active, though the most of the trade got their orders in ahead of the rise. Business in this line has been especially heavy this season, both on Ontario and Northwest account.

CARPENTERS' TOOLS.—The discount on rules has been reduced to 55 per cent., the extra 10 off having been withdrawn. Other lines of carpenters' tools are firm, though there is no change as yet.

LAWN MOWERS.—The trade are beginning to ask for immediate delivery, as there is an impression, which seems to be well founded, that manufacturers will have trouble this year in meeting the demand. Prices are unchanged. Our quotations are as follows: Woodyatt, 12 in. wheels, $5.50; Daisy, 12-in. wheels, $4.90; Philadelphia, 10-inch wheels, $6; Ontario, 10-inch wheels, $12.75. The discount is 50 per cent.

BRASS RODS AND TUBES.—The activity is well maintained. Prices are still steady. Quotations are as follows: Tubing, 3-16, 50c.; ¼, 35c.; 5-16, to 2 in., 28c. Pipe, ¼, 35c.; ⅜, 28c.; ½ to 3 in., 25c.

BUILDING PAPER.—Business has been unusually large, as building operations all over the country are reported active. An advance is expected. Our quotations are as follows: Dry sheathing, grey or straw, 35c. per roll; tar sheathing, grey or straw, 45c. per roll; dry fibre, 55c. per roll; tarred fibre, 60c. per roll.

RANGE BOILERS.—An excellent trade continues. Prices are steady. We now quote: 18 and 30 gal., $5.50; 35 gal., $6.50; 40 gal., $7.50; 52 gal., $12.50; 63 gal., $19; 82 gal., $23; 100 gal., $31 and 120 gal., $37.

SCREEN DOORS.—Business is backward as the trade is evidently well stocked, and our quotations are as follows: Screen doors, common, two or three panel, walnut stained, 4-in. style, $6.80; stained, yellow or green, $7; in natural colors, oil finish, $8.15; 3-inch style, 20c. per dozen less.

CEMENT.—There have been several large contracts made, but the bulk of the business is coming from all over the country for building operations of every description. As the Canadian production is not nearly sufficient to meet requirements, importations have been large. We quote: Canadian Portland, $2.40 to $2.50; German, $2.30 to $2.60 and hydraulic, $1.50.

METALS

Business continues to be of particularly large volume. The demand for practically all metals has considerably exceeded that of last year, which was above the average. Prices are steady locally, except for a decline of 25c. in tin. The British and United States markets, however, show a considerable break in copper, tin and spelter. Iron, steel and lead keep firm, though the United States iron market does not exhibit as much strength as it did a few weeks ago. Brass has advanced 5 per cent. in consequence of the present high price of copper.

PIG IRON.—The German and English iron markets continue firm. In Germany there is a better domestic consumption than has been the case for some years. The English market has been strengthened by the large purchases on American account. The United States market keeps steady, but there does not seem to be the disposition to place orders for half a year ahead, as has been done freely within the last year. Canadian furnaces are offered more business than they can handle, so are maintaining prices firmly. There is little No. 1 offering, but No. 2 can be had at $22.50 to $22.75. No. 2 Summerlee continues steady at $25 on track Toronto.

STEEL BOILER PLATES.—The advance noted last week is maintained, a good demand being reported. We quote $1.96 f.o.b. Toronto.

TOOL STEEL.—There has been a steady demand. Prices are fairly well maintained. Our quotations are as follows: "B C" and "Black Diamond," 10 to 11c.; Jessop's, Morton's and Firth's, 14c.; Jonas & Colver's, 10 to 20c.; ditto, "Air Hardening," 70c. per lb.; Chas. Leonard's, 8 to 9c.; Park's "Silver," 12 to 14c.; Park's "Special," 15 to 20c.

MACHINERY STEEL.—A fairly good trade is reported. Prices are steady at $2 to $2.05 f.o.b. Toronto.

BAR IRON.—There is a fair trade doing, much of the trade being secured by importers. We quote as follows: $2.05 for extras, cut to length while rolling; 2 ft. and over, 10c. per 100 lb.; 1 ft. and under 2 ft., 15c.; under 1 ft., 20c; over 20 ft., by special agreement, according to length and size.

BLACK SHEETS.—Prices are [illegible] good. The demand, which has been considerably larger than last year, keeps good. Our quotations are as follows: Common $3.15 for 28 gauge and [illegible] flat, $3.50 for 26 gauge.

CANADA PLATES.—Business has kept well up to last year and is now improving. Prices are firm. We quote: All dull $2.90 to $3; half-polished $3.05 to $3.10 and all-bright, $3.15 to $3.25.

THE ROOF

Gets the worst of it.

There's no shelter for it. It shelters the rest from the elements. That's why every one needs the very best shingles.

EASTLAKE SHINGLES

are absolutely fire, lightning, rust and leak proof, and easy to apply.

They've long since been proved the most reliable, perfect and longest-lasting kind to be found.

With them in stock you're certain of satisfied customers and increased business.

The Metallic Roofing Co., Limited

TORONTO MONTREAL WINNIPEG

GALVANIZED SHEETS.—The demand for this line has kept up a steady expansion throughout Canada during the past few years, owing to the variety of new uses to which it is being put. The improvement in quality has been such that it is now being used almost in competition with copper. The increased use of acetylene has added to the demand for it for the construction of apparatus, tanks, etc. Prices are firm, as follows: Queen's Head, $4.50 for 28 gauge; American, $4.40 for 24 gauge; Bell brand, $4.50 for 28 gauge; Gordon Crown, $4.50 for 28 gauge.

TIN.—The English market has declined steadily during the week, the United States market is lower in sympathy, and a reduction of 25c. is noted here. We quote $33 to $33.50. Lower prices are looked for, owing to the strong statistical position of tin.

TINPLATES.—The demand is improving, as the English market is firm and there is no expectation of any change here for some time. The volume of business to date has been materially larger than last year. We quote as follows: Charcoals, $4.75 to $5, and cokes, $4.25 to $4.50 per box.

COPPER.—Buyers are still holding off, as there seems to be a tendency toward a reaction from the big advances noted of late. Though producers state that they have orders to last them for some time to come there is a general feeling that the man who waits will get the best figures. When it is considered that some mines in the United States can profitably produce copper at 6 to 6½c., it is not to be wondered at that buyers are shy of the present prices. We quote: Ingot copper, [illegible] and sheet copper $22 to $23 per 100 lb.

BRASS.—Owing to the advance in copper the discount is reduced to 10 per cent. It was 15 per cent. last week.

LEAD.—Business continues excellent. The firmness in the outside markets is reflected here. Quotations are as follows: $3.50 per 100 lb. for pig lead and $3.75 for bar lead.

IRON PIPE.—Prices are steady. The season has been and promises to be a brisk one, owing to the activity of building operations. Quotations are: Per 100 ft.: Black pipe, [illegible] in., $3.25; ¼ in., $2.40; ⅜ in., $2.65; ½ in., $2.85; ¾-in., $3.65; 1 in., $5.20; 1¼ in., $7.35; 1½-in., $8.95; 2 in., $12.55; 2½-in., $21; 3 in., $25; 3½ in., $32; 4 in., $38.

ZINC SPELTER.—Unchanged. Prices are somewhat higher than a year ago, but there seems little prospect of reductions. We quote 6¼ to 6½c.

ZINC SHEETS.—The market continues to stiffen as stocks are light. We quote the base price as follows: Cask lots, $6.75 to $7 and part casks, $7 to $7.25.

SOLDER.—A fair amount of business is being done. Prices are stiff, owing to the higher value in tin. Guaranteed half and half is quoted at 18 to 19c. and wiping at 17 to 18c.

OLD MATERIAL.

There is an excellent demand and prices are higher all along the line in sympathy with the advance in pig and ingot metals. We quote as follows: Heavy copper and wire, 12c. per lb.; light copper, 10c. per lb.; heavy red brass, 10c. per lb.; heavy yellow brass, 8¼c. per lb.; light brass, 5½c.; lead, 2¾c.; scrap zinc, 3c.; iron, No. 1 wrought, $13 per net ton; No. 2, wrought, $5; machinery cast scrap, $16; stove plate, $11; malleable and steel, $7; old rubbers, 6½c. per lb. and country mixed rags, 50c. per 100 lb.

PETROLEUM.

The demand keeps up fairly well. Prices are unchanged. We quote as follows: Lily White, Canadian, 18c. in bbls.; Silver Light, American, 19½c. in bbls.; Crystal Spray, water white, American, 21c. in bbls.; Pennoline, best American imported, 22c. in bbls. In bulk, 2c. less.

SEEDS.

The seed market remains much the same. The demand is fairly good in all lines. The prices remain unchanged. We now quote: Red clover, ex warehouse here, $6.30 to $8; alsike, ex warehouse here, $5.25 to $8.50; Timothy, ex warehouse here, $2 to $2.75.

HIDES, SKINS AND WOOL.

WOOL.—The market remains the same as last week. The demand for calfskins is still good. The hide and wool markets remain weak. There is no change in the prices.

HIDES.—No. 1 green, 7½c.; No. 2 green, 6½c. per lb.; No. 1 green, steers, 8c.; No. 2 green, steers, 7c. per lb.; cured, per lb., 8¼ to 8¾c.

CALF SKINS.—Veal skins, No. 1, 6 to 14 lb. inclusive, 10c.; No. 2, 8c.; No. 1, 15 to 20 lb. inclusive, 9c.; No. 2, 7c. Deacons (dairies), each, 60 to 70c.; sheepskins, 80 to 90c.

WOOL.—Unwashed wool, per lb., 8½ to 9c.; fleece wool, 16c.; pulled wools, super., per lb., 15 to 17c.; ditto, extra, 19 to 20c.

TALLOW.—Tallow is very scarce. We quote 5¾ to 6c. per lb.

FOREST CITY GOSSIP.

Office of "Hardware and Metal."
London, March 25, 1903.

NOTHING very interesting can be written this week regarding the hardware and metal trade. All factories making goods of metal, and such articles as wringers, churns, handles, etc., report business in full swing. A good average trade has been done during the past week, and all have hopes of big April business should the present fine weather continue. Paints, oils, varnishes and brushes, and all similar goods used by painters, are in demand, and the retail hardware stores have the various brands of paints neatly arranged in their front windows, reminding builders and the general public that house cleaning season is drawing nigh.

* * *

The stained art glass made in this city is receiving a large share of attention from outside. Many important contracts for churches, banks and public buildings over Canada are now finding their way here. It is not so very many years ago that all high-grade art glass was imported from the continent of Europe. London church glass artists are deserving of any notice we can take of them in our journal.

* * *

Wright & Co., whose business is almost entirely with carriage-makers and blacksmiths, are shipping fair orders this week to the North-West Territories and British Columbia. They say that trade out there is gaining in volume every year.

The Dennis Wire and Iron Company, who will go into larger and more convenient quarters this summer, have not definitely arranged the size of the new factory, but will be able to make public all particulars in a few weeks.

* * *

Jas. R. Elliott, formerly of this city, is the new manager of the Wills - Elliott Manufacturing Co. of Port Huron.

Messrs. Searles and Lynes of Norwich, Ont., have sold out the hardware part of their business.

* * *

Some of the manufacturers are kicking and stoutly aver that the water commissioners of this city are using them unfairly. For years their hydraulic elevators have been operated with the use of city water, but this is no longer to be allowed. The manufacturers claim it will cost each of them $1,000 to put in electric elevators, and that the commissioners are trampling on their vested rights. The end is not yet.

* * *

James Barge, at one time a prominent manufacturer and railway contractor of Western Ontario, died at his residence in Windsor, Ont., Saturday evening, at the advanced age of 83 years.

* * *

The commercial travellers of the "Forest City" have made preliminary arrangements for their annual picnic. It will be held at Port Stanley on Saturday, August 10. The drummers always aim to make this event of unapproached record, and, judging from the energy and interest already shown, the travellers' picnic of 1903, will eclipse in every respect any hitherto held. The committee appointed are of the ablest men available. Every man is a host in himself, and they will form the general and supervisory committee; finance committee; railway and transportation committee; sports' committee; refreshments' committee; music committee and reception committee. All are putting their shoulders to the wheel—and they'll make it go.

Mr. C. D. Strange, of Barrie, Ont., spent a few days in London this week in convention with other members of the Order of Chosen Friends. While in the "Forest City" he visited the head office and works of the McClary Manufacturing Co.

Mr. McTaggart of Mosscrop, B.C., spent a few days this week in London visiting his uncle, Mr. D. McTaggart. He also spent considerable time at the offices and works of the McClary company. Mr. McTaggart reports that while the hardware business in the West is at present quiet, owing to the labor troubles, the prospects are bright, and that the territory surrounding Mosscrop is sharing in the general prosperity of the country.

NOVA SCOTIA MARKETS

Halifax, N.S., March 23, 1903.

THE hardware trade continued last week in the very active condition which has prevailed for some time, and unlike other lines, does not seem to have been affected by the prevailing bad weather. The conditions prevailing are very satisfactory and the prospects continue good for a large volume of trade this spring

* * *

The hardware trade this season, especially in the line of builders' materials,

has been worked ahead just about one month. Usually, spring orders are shipped by April 1, but this season there has been a general call for delivery by March 1. It is said that the reason is, that in anticipation of an early or at worst, an open spring, building operations in many places were planned to commence by March 1, and the country dealers had to be prepared for the earlier date. This may result in a little slackness of business during April, but otherwise will not affect general trade.

* * *

The most notable changes in the market are an advance of 25c. in ingot tin, and advances in spelter, zinc and sheet lead. There has been, and all through the season there is likely to be a large demand for these as plumbers' supplies, and the advance may seriously affect large contracts already made. The quotations on all plumbers' supplies have been firm for some time, and as the demand has been quite heavy, the large stocks are considerably reduced and the advance noted will come in force. It may be noted that though the Canadian manufacturers advanced the price of screws 10 per cent. some two weeks ago, the Maritime Association has decided to stand by the old quotations for the present.

* * *

A large number of fishing and coasting vessels have already been in from the westward, fitting out for the season's work, which has resulted in considerable activity with the hardwaremen who make a specialty of shipping supplies and fishermen's outfits. This week the eastern ports are reported open and the vessels are expected from that direction shortly. There will be another week or ten days' activity in this line and then will come a slack period until later in the season.

* * *

Those who deal in mill and mining supplies report considerable activity in these lines. New mines are being equipped or old ones refitted with more modern machinery. There is also a good demand in general lumbering supplies, as many operators continue quite as active in this line during the summer as during the winter season. In fact, the work done during the summer, the manufacturing of the logs into lumber, requires more in the hardware line than the general run of winter work.

* * *

Halifax has lost an energetic hardwareman by the death of George H. Richards, which occurred after only a few days' illness, on Monday evening last. Mr. Richards was a valuable and popular traveller for the firm of H. H. Fuller & Co. for a number of years. On the decease of Mr. Fuller the firm was reorganized and Mr. Richards became a partner. The deceased contracted a heavy cold which developed into pneumonia. Previously he had enjoyed the best of health.

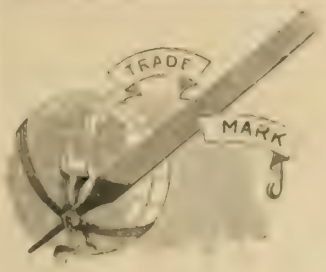
R. C. H.

MANITOBA MARKETS.

WINNIPEG, March 23, 1903.

TRADE is good, although it has been somewhat hampered by the strike. At present this applies largely to the sending out of less than carlots, as cars have been taken fairly well, though as to how many have actually left the company's yards there is considerable doubt expressed. The most important change of the week

"GLOBE" BRAND Files and Rasps



Manufactured from high-grade Crucible Cast Steel, by experienced mechanics

Every file carefully tested, and warranted.

ALL CUTS — ALL SHAPES. — ALL SIZES

FOR ALL PURPOSES.

Sold by all prominent Hardware Merchants, from the Atlantic to the Pacific.

Manufactured by

WALTER GROSE, SELLING AGENT, MONTREAL.

NICHOLSON FILE CO., DOMINION WORKS, Port Hope, Canada.

STANDARD LIGHT-PRODUCERS.

"Banner" Cold Blast Tubular Lanterns. "Radiant Shelby" Electric Lamps.

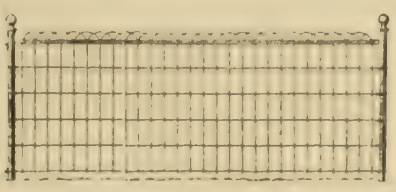
WALTER GROSE, Selling Agent, Montreal. THE ONTARIO LANTERN CO., HAMILTON.

THE JOHN MORROW MACHINE SCREW COMPANY, Limited

Manufacturers of

Set and Cap Screws, Special Milled Work, Engine Studs. Etc. Cold Punched Nuts of every variety of finish.

INGERSOLL, ONT.



CYCLONE LAWN AND CEMETERY FENCE.

We build it from 24 inch to 42 inch high from 14c. to 19c. per running foot. The best and strongest in the market. We build farm fences and gates of all sizes.

Cyclone Woven Wire Fence Co., Limited

Write for price TORONTO

TO THE BRITISH COLUMBIA TRADE.

WE CARRY FULL STOCKS OF

Calcutta Ore Sacks, Hessians, Galvanized Sheet Iron, Wire Rope, Scotch Firebricks and Fireclay, Portland Cement, Drain Pipes.

Steel Rails, Chain, Band Iron, Rod Iron, Sheet Iron and Steel, Pig Iron, Canada Plates, Tin Plates, Wire Netting, Sheet Lead, Pig Lead, Tin, Copper, Linseed Oil, etc., etc., to import.

FORTNIGHTLY PRICE LIST. INDENTS EXECUTED.
YOUR CORRESPONDENCE IS SOLICITED.

C. F. JACKSON & CO., LIMITED

Lessees of Heatley Ave. Wharf

151 HASTINGS STREET, VANCOUVER, B.C.

Head Office: LIVERPOOL, ENG.

[illegible] the sharp advance on screws, it [illegible] be [illegible] per cent., but the [illegible] are not yet fully decided on.

Portland cement, that very important item in our building operations, shows an advance of price for the season, and is now quoted at [illegible], according to brand.

In paints, oils and glass there are a few changes. The glass market is at present practically an open one, so far as window glass is concerned. Turpentine is still 97c. per gal., and $1.02 for less than barrel lots, which was the price quoted last week, I think. Castor oil is now 10c., as against 11c. previously quoted.

We quote as follows:

[illegible] wire, 100 lb.	$3 25
Plain twist	3 25
Staples	3 65
Oiled annealed wire 10	3 42
" 11	3 48
" 12	3 56
" 13	3 66
" 14	3 76
" 15	3 91

Annealed wires (unoiled) 10c. less.

Cut Nails—		Wire Nails—	
2d 1 in.	$4 10	1 in.	$4 20
3d Fin 1¼ in.	4 10	1⅛ in.	4 20
3d 1¼ in.	3 75	1¼ "	3 85
4d 1½ in.	3 50	1½ "	3 60
5d 1¾ in.	3 50	1¾ "	3 60
6d 2 in.	3 40	2 "	3 50
8d 2½ in.	3 25	2½ "	3 35
10d 3 in.	3 20	3 "	3 30
20d 4 in.	3 15	3½ "	3 25
30d 4½ in.	3 10	4 "	3 20
40d 5 in.	3 10	4½ "	3 20
50d 5½ in.	3 10	5 "	3 20
60d 6 in.	3 10	5½ "	3 20
		6 "	3 20

Horsenails, 40 per cent. discount.

Horseshoes, iron, No. 0 to No 1	4 35
No. 2 and larger	4 20
Snow shoes, No. 0 to No. 1	4 60
No. 2 and larger	4 45
Steel, No. 0 to No. 1	4 45
No. 2 and larger	4 20
Bar iron, $2.70 basis.	
Swedish iron, $4.75 basis.	
Sleigh shoe steel	2 85
Spring steel	3 25
Machinery steel	3 50
Tool steel, Black Diamond, 100 lb	8 50
Jessop	13 00
Sheet iron, black, 10 to 20 gauge, 100 lb.	3 50
18 to 22 gauge	3 75
24 guage	3 90
26 guage	4 00
28 gauge	4 10
Galvanized Iron, American, 16 gauge	4 00
18 and 20 gauge	4 00
22 and 24 gauge	4 50
26 gauge	4 50
28 gauge	4 75
[illegible] gauge	5 00
Extra sheets, 36 in. wide an advance of 25 p.c. per 100 lb.	
Apollo 10 [illegible] oz	5 00
28 gauge	4 75
26	4 50
24	4 50
22 gauge	4 50
20 and [illegible] gauge	4 25
16 gauge	4 00
Queen's Head, 24 gauge	4 75
26 gauge	5 00
28	5 25
Genuine Russian, per lb	11
Imitation " "	07
Tinned, 24 gauge, 100 lb	8 00
26 gauge	8 25
Tinplate, IC charcoal, 20 x 28, box	10 00
" IX "	12 00
" IXX "	14 00
Ingot tin	[illegible]
Canada plate, 18 x 21 and 18 x 24	3 [illegible]
Sheet zinc, cask lots, 100 lb	7 00
Broken lots	7 50
Pig lead, 100 lb	5 00
Wrought pipe, black up to 2 inch	50 an 10 p.c.
" Over 2 inch	50 p.c.
Rope, sisal, 7-16 and larger, basis	$11 25
Manila, 7-16 and larger, basis	14 75

Solder	20
Axes, chopping	$7 50 to 12 00
" double bitts	12 00 to 18 00
Bluestone	5 75
Screws, flat head, iron, bright	87½
Round " "	82½
Flat " brass	80
Round " "	75
Coach	65 p.c.
Bolts, carriage	50 p.c.
Machine	50 and 5 p.c.
Tire	60 and 5 p.c.
Sleigh shoe	65 p.c.
Plough	40 p.c.
Flat head stove	60 and 5 p.c.
Round head	60 and 5 p.c.
Elevator	60 p.c.
Rivets, iron	50 p.c.
Copper, No. 8	32
" No. 12	36
Coil chain, 3-16 inch	10½
" ¼ inch	8¼
" 5-16 inch	5½
" ⅜ inch	5¼
" 7-16 inch	5
" ½ to ¾ inch	4¾
Spades and shovels	40 and 5 p.c.
Harvest tools	60 and 10 p.c.
Axe handles, turned, s. g. hickory, doz.	$2 50
No. 1	1 50
No. 2	1 25
Octagon extra	1 75
No. 1	1 25
Files common	70, and 10 p.c.
Diamond	60
Ammunition, cartridges, Dominion R.F.	50 p.c.
Dominion, C.F., pistol	30 p.c.
" military	15 p.c.
American R.F.	30 p.c.
C.F. pistol	5 p.c.
C.F. military	10 p.c. advance.
Loaded shells:	
Eley's soft, 12 gauge black	16 50
chilled, 12 gauge	18 00
soft, 10 gauge	21 00
chilled, 10 gauge	23 00
Shot, Ordinary, per 100 lb	6 00
Chilled	6 50
Powder, F.F., keg	4 75
F.F.G.	5 00
Tinware, pressed, retinned.	70 and 10 p.c.
" " plain	75 and 2½ p.c.
" pieced	
Japanned ware	37½ p.c.
Enamelled ware, white	45 p.c.
" Famous	50 and 10 p.c.
" Imperial	50 and 10 p.c.

PETROLEUM.

Water white American	26½c.
Prime white American	24½c.
Water white Canadian	24c.
Prime white Canadian	22½c.

SCRAP.

No. 1 cast iron	$18 to $20 per ton.
No. 2 "	5 to 6 "
Wrought iron scrap	5 "
Copper (heavy)	7c. per lb.
Yellow brass (heavy)	7½c.
Light brass	5c. to 6c. "
Lead pipe, or tea lead	2c. to 2½c "
Zinc scrap	1c. "

PAINTS, OILS AND GLASS.

Turpentine, pure, in barrels	$ 97
Less than barrel lots	1 02
Linseed oil, raw	66
Boiled	69
Lubricating oils, Eldorado castor	28½
Eldorado engine	27½
Atlantic red	33½
Renown engine	42
Black oil	19½ to 21½
Cylinder oil (according to grade)	55 to 74
Harness oil	56
Neatsfoot oil	1 00
Steam refined oil	85
Sperm oil	2 00
Pure castor oil, first pressure	10
Lubricating	10
Glass, single glass, first break, 16 to 25 united inches	2 25
26 to 40 ... per 50 ft.	2 50
41 to 50 ... " 100 ft.	5 50
51 to 60 ... " " "	6 00
61 to 70 ... per 100-ft. boxes	6 50
Putty, in bladders, barrel lots ... per lb.	2½
kegs ... "	2¾
White lead, pure ... per cwt.	6 00
No. 1 ... "	5 75
Prepared paints, pure liquid colors, according to shade and color, per gal.	$1.30 to $1.90

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 2c. a word each insertion; cash in advance. Letters, figures, and abbreviations each count as one word in estimating cost.

SITUATIONS WANTED.

COMMERCIAL Traveller—open for engagement 1st of April; hardware, stoves or tinware; have covered the ground east of Toronto to Ottawa and the Ottawa Valley, for thirteen years for present employer; first-class connection. Address, Box 21, HARDWARE AND METAL. (13)

HARDWARE clerk wants situation—nine years' experience; best references. Harvey Wilson, Sarnia. f

HARDWARE clerk—two years' experience; good bookkeeper, with best of references, desires a position. Box 227, Globe. f

EXPERIENCED travelling salesman—10 years with last firm, who are closing out; temperate, good ability, hard worker, highest testimonials; open for engagement at once with reliable firm or company requiring first-class man. Box 617, Globe. f

SITUATIONS VACANT.

WANTED Hardware salesman; state age, experience and salary expected. Box 20, HARDWARE AND METAL. (13)

TINSMITH wanted—at once, good, reliable; steady job year round; state wages. Conrad Bros, Waterloo, Ont. f

CARRIAGE trimmers—also three blacksmiths and two woodworkers; steady, permanent situations; highest wages; good mechanics only apply; open shop; 225 men now working. McLaughlin Carriage Co., Limited, Oshawa. f

CARRIAGE Painter wanted—all-round man; steady. McConnell's Works, Guelph. f

TINSMITH wanted—must be good on troughing, roofing and general jobbing; some experience pipe work; state wages; steady job year around. C. J. Werner, Dunnville, Ont. f

TINSMITH wanted—at once; good wages and steady work for a first-class mechanic. Apply Stephen King, Ingersoll. f

TINSMITH wanted—must be reliable; some knowledge of pipe-fitting and plumbing preferred W. H. Johns, Southampton, Ont. f

BUSINESS WANTED.

SMALL General Store wanted—at once; in country; must be good stand; state full particulars. Box 642, Globe. f

FOR SALE.

HARDWARE, Stove and Tinware business for sale—business increasing; yearly turnover, $16,000 to $20,000; possession can be given at once. Apply, Box 646, Globe office. f

FOR SALE.

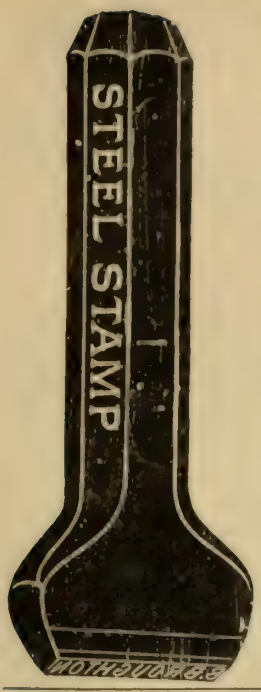
If wanting anything in Wire Window Guards, Wire Cloth, Moulders' Riddles, Children's Cots, Bank and Office Railings, Ornamental Iron Fencing, Window Fixtures, Wire Work, Architectural Wrought Iron Work, etc

The Geo. B. Meadows Toronto Wire, Iron and Brass Works Co., Limited. Established 1851.

117 King Street West, Toronto

ARMSTRONG & CO.,

require agents in the principal centres of Canada for the sale of their Sporting Guns. To first-class firms in direct touch with the users they will send a stock on consignment. Replies should give full particulars and references. Armstrong & Co., Sporting Gun Dept., 115 N'land Street, Newcastle upon Tyne, England.



Do you use Steel Stamps, Steel Letters and Figures, Stencils, Burning Brands, Time Checks, Rubber Stamps etc.?

Send for our catalogue No. 6, 142 pages of Stamp Goods.

Hamilton Stamp & Stencil Works,

Hamilton, Ont.

H. Barnard, Prop.

Brooklyn Oil Cook Stove.
Refrigerators.
Bird Cages.
Fly Traps.
Sap Buckets.
Sap Spiles.
Corrugated Conductor Pipe.
Eavetrough, 10-foot Lenghts.
Cooper's Patent Elbows.
Scheipes' Patent Stove Pipe.
Cold Blast Lantern.
Search Light Lamps.

E. T. WRIGHT & CO.,
HAMILTON AND MONTREAL.

THE MOST COMPLETE STOCK

Brass and Copper

in Sheets, Tubes, Wire and Rod.

Service Right, Quality Right, Prices Right

WATERBURY BRASS CO.

122 to 130 Centre St., - New York City

Always have our classified stock List before you.

YOURS FOR THE ASKING.

STANLEY RULE & LEVEL CO.,

NEW BRITAIN, CONN., U.S.A.

IMPROVED CARPENTERS' TOOLS

SOLD BY ALL HARDWARE DEALERS.

Flatware! Flatware!

Many beautiful designs in HIGH-GRADE SILVER PLATE that will please you and your patrons. Write for CATALOGUE and Price List.

E. W. GILMORE & BRO.,

IMPORTERS OF
SILVER-PLATED WARE, Etc.

86 Bay St., Toronto, Ont.

H. & R. SINGLE GUN AUTOMATIC AND NON-EJECTING.

12, 16 and 20 Guage.
Steel and Twist Barrels

Superior in Design, Workmanship and Finish, and the most popular Gun on the Market.

Simplest "Take Down" Gun Made

HARRINGTON & RICHARDSON ARMS CO.
Also makers of H. & R. Revolvers
Catalog on request Worcester, Mass., U.S.A.

STEVENS

THIS NAME WHEN FOUND BRANDED ON

FIREARMS

STANDS FOR EXCELLENCE IN QUALITY.

LEADING JOBBERS CARRY THEM. | SEND FOR OUR CATALOGUES.

J. STEVENS ARMS & TOOL CO., Chicopee Falls, Mass. U.S.A.

Trucks

Save money in handling goods.

OUR PATENT TRUCKS TURN IN THEIR OWN LENGTH

Are made with Rubber Tires if desired.

H. C. Slingsby for Canada,

Factories at
Bradford, Eng.
Montreal, Can.

TEMPLE BUILDING,
MONTREAL.

IN THE FRONT RANK.

A [illegible] is directed to the advertisement of W. Gilbertson & Co., Limited, South Wales, which appears in this issue. Alexander Gibb, of Montreal, is the sole selling agent in Canada for their lines, and since he has had charge of the agency the business in Canada has increased year by year, until it now represents quite a large tonnage, and still gives evidence of rapid growth. The "Comet" brand, galvanized sheets, are taking a prominent place on the market, while "Comet" galvanized Canada plates, which the firm began to manufacture only last year, seem acceptable to buyers. Gilbertson's black sheet plates, for enamelling and deep stamping purposes, are considered among the best that come to this market. The Gilbertson electrical sheets, and dark blue finish in imitation Russian sheets are both meeting with a great demand.

Mr. Gibb also represents The Standard Chain Co., of Pittsburg, Pa.; The Ansonia Brass and Copper Co., of Ansonia, Conn., and other great manufacturers, for all of whom he has worked up a large business on this market. He is looked upon as one of the most successful manufacturers' agents in Canada.

THE KENNEDY HARDWARE CO.

The Kennedy Hardware Company is the name of a new wholesale and jobbing hardware house which will shortly be looking for business throughout the Dominion. The new company has its headquarters at Toronto, and has secured commodious premises at 47 Colborne street, where they are putting in a most complete stock of all that goes to equip a well-regulated hardware store. The building occupied by the firm comprises four storeys with basement, including easy shipping room, neat offices, etc. A new house always has an advantage in the fact that its stock is entirely new and everything chosen from the most modern goods.

The new company is composed of experienced and capable men. The president, S. R. Kennedy, is a gentleman who has been connected with the trade for a number of years, while J. J. McLennan is the able secretary of the company.

CANADIAN STEEL CORPORATION.

Notice of application for the incorporation of The Steel Corporation of Canada has been given at Ottawa by Johnston & Falconbridge of Toronto. The notice, says The Toronto News, portends what will likely be the establishment of one of the largest and most important industries of Canada. E. F. B. Johnston, K.C., was asked as to the particulars of the new enterprise. He declined, however, on the score of professional etiquette, to state the names of any of the capitalists interested or to give details of the scheme. He merely stated that there was a large amount of capital behind the scheme, and that the plans were still incomplete. It is learned that the new company will operate near the Welland Canal, where options have been obtained on some properties. It is not connected with The Dominion Steel Corporation. It is stated that the capital of the new corporation is $20,000,000. In about six weeks' time particulars will be published of the undertaking.

INGERSOLL WATCHES.

We have great pleasure in introducing to the hardware trade of Canada this well-known line of watches, which for price, durability and accuracy cannot be equalled. They are as staple and easy-selling when once introduced as three-inch nails. All that is required to do is to place this line in the window on the free display fixtures furnished by this company and the goods sell themselves. This firm appreciates the merchant's position and gratuitously furnishes attractive advertising matter to assist and promote the sale of their goods, thus making the merchant's work easy. When you consider that this watch is guaranteed for one year and sells at a price usually charged to repair an ordinary watch, one is not astonished at their great demand. It is naturally a great favorite with boys, sportsmen and physicians and all persons who give watches hard usage; 50,000 merchants in the United States are selling these goods and we commend them to all our friends who desire a profitable, easy-selling and satisfactory side-line. This company will be glad to send special circulars, catalogues, etc., to the trade in Canada.

EXPORT TRADE IN SCALES.

VALUABLE as the official trade returns are, they do not reveal all that is being done in the way of foreign trade, and particularly in the matter of exports. For example, nothing is said in the Trade and Navigation Returns in regard to the export trade in scales, yet quite a little business is being developed in that line of goods. The Gurney Scale Co., Hamilton, Ont., may be cited as a proof of this. This firm is gradually working up a nice foreign trade, and yet nothing appears in the official returns regarding it. At the present time they are not only busy on orders on Canadian account, but they also have a number for shipment to Ireland, Russia, Cuba and Mexico. The scales being made for the foreign trade are of different standard and weight from those used in Canada, most of them being constructed to weigh in two standards.

The attention which the Gurney Scale Co. gives to the foreign trade may be gathered from the following paragraph, which appears in the firm's catalogue, namely:

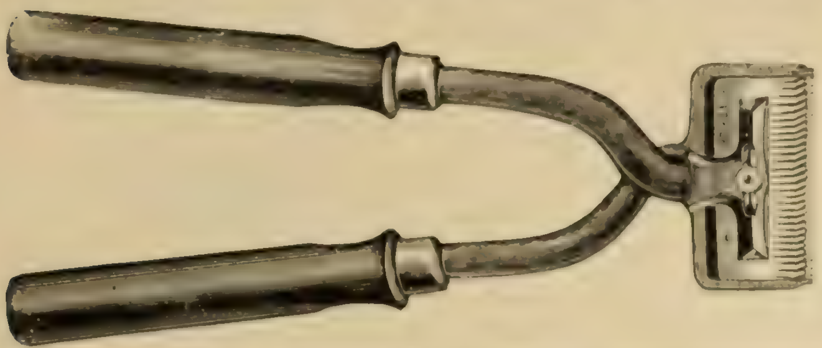
Scales will be constructed to indicate weights used in any part of the world, and all platform scales with iron weights, if so ordered, will be made without extra charge to weigh to any two standards of weight desired. In ordering, it is very important to specify the standard of weight desired for each scale.

American Sheet Steel Company
Battery Park Building
New York
Manufacturers of all varieties of
Iron and Steel Sheets
Black and Galvanized
Plain and Painted
Flat, Corrugated and
"V" Crimped

Apollo Best Bloom Galvanized Sheets
W. Dewees Wood Company's
Planished Iron
W. Dewees Wood Company's
Refined Iron
Wellsville Polished Steel Sheets

Representatives for Canada
B. & S. H. Thompson & Company
58 St. Sulpice Street
Montreal

HENRY BOKER'S "ARROW" BRAND



Horse Clippers

Eclipse, Gem, Ball Bearing,

GIVE EVERY SATISFACTION.

Be sure to ask your wholesale friends for "BOKER'S."

CURRENT MARKET QUOTATIONS.

March 27, 1903

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

TIN

Lamb and Flag and Straits 56 and 28 lb. ingots, 100 lb.	$33 00	$34 00

TINPLATES

Charcoal Plates—Bright

M.L.S., equal to Bradley	Per box
I C, usual sizes	$6 75
I X "	8 25
I X X "	9 75
Famous, equal to Bradley	
I C	6 75
I X	8 25
I X X	9 75
Raven and Vulture Grades	
I C, usual sizes	5 00
I X "	6 00
I X X "	7 00
I X X X "	8 00
D C, 12½x17	4 50
D X	5 25
D X X	6 00

Coke Plates—Bright

Bessemer Steel	
I C, usual size, 14x20	4 00
I C, special sizes, base	4 50
20x28	9 00

Charcoal Plates—Terne

Dean or J. G. Grade	
I C, 20x28, 112 sheets	8 50
IX, Terne Tin	10 50

Charcoal Tin Boiler Plates

Cookley Grade	
X X, 14x56, 50 sheet bxs. / " 14x60, " / " 14x65, "	7 00

Tinned Sheets

72x30 up to 24 gauge	8
" " 26 "	8 50

IRON AND STEEL

Common bar, per 100 lb		2 05
Refined " "		2 45
Horseshoe iron "		2 40
Hoop steel, 1½ to 3 in. base		2 90
Sleigh shoe steel, "		2 10
Tire steel	2 30	2 50
Reeled machinery		3 00
Toe calk steel	2 85	3 00
T. Firth & Co.'s tool steel, per lb	0 12½	0 13
Jessop's tool steel		0 14
Morton's tool steel	0 12½	0 13
Black Diamond and "B C" tool steel	0 10	0 11
Chas. Leonard's tool steel	0 08	0 09
Park's "Silver" tool steel	0 12	0 14
" "Special"	0 15	0 20
Jonas & Colver's tool steel	0 10	0 20
" "Air Hardening"		0 70
Drill steel, per lb	0 08	0 10

BOILER TUBES

	Per foot
1½, 1¾ and 4 inch	0 09
2½ in	0 10
3 in	0 13
3½ in	0 16
4 in	0 31

STEEL BOILER PLATE

¼ in	2 50	2 60
3/16 in	2 60	2 70
⅜ in. and thicker	2 50	2 60

BLACK SHEETS

	Com.	D. Fl.
10 and 12 gauge	2 55	2 75
18 gauge	2 85	3 00
20 "	2 85	3 00
22 to 24 gauge	2 95	3 25
26 "	3 05	3 50
28	3 15	

COPPER WIRE

Discount, 50 per cent.

CANADA PLATES

All dull, 52 sheets	2 90	3 00
Half polished	3 00	3 10
All bright	3 75	3 85

IRON PIPE

Black pipe	Per 100 feet	
⅛ inch	3 00	3 25
¼ "	2 30	2 40
⅜ "		2 65
½ "		2 85
¾ "		3 65
1 "		5 20
1¼ "		7 35
1½ "		8 95
2 "		12 55
2½ "		21 00
3 "		25 00
3½ "		32 00
4 "		38 50
4½ "		45 00
5 "		48 00
6 "		63 00
Galvanized pipe		
¼ inch		3 20
⅜ "		3 45
½ "		3 85
¾ "		5 00
1 "		7 20
1¼ "		10 05
1½ "		12 20
2 "		16 85

Malleable Fittings—Discount 30 p.c.

Cast Iron Fittings

On all cast iron fittings, including plugs, bushings, unions and nipples, 50 & 10 p.c. dis. All others, discount 60 p.c.

GALVANIZED SHEETS

	G.C.	Comet	Bell	Queen's Head
16 gauge				
18 to 24 gauge	4 05	3 75	3 75	4 05
26 "	4 25	4 00	3 90	4 25
28 "	4 50	4 25	4 05	4 50

American brands, $4 40 for 28 gauge.

Less than case lots 10 to 15c. extra.

CHAIN

Proof coil, 3/16 in., per 100 lb.		
" ¼ "	7 85	8 10
" 5/16 "	5 25	5 50
" ⅜ "	4 50	4 75
" 7/16 "	4 25	4 50
" ½ "	4 20	4 50
" 9/16 "	4 05	4 30
" ⅝ "	4 00	4 50
" ¾ "	4 00	4 30

Halter, kennel and post chains, 40 to 40 and 5 per cent.

Cow ties	40 p.c.
Tie out chains	65 p.c.
Stall fixtures	35 p.c.
Trace chain	45 p.c.

Jack chain, iron, single and double, discount 35 p.c.

Jack chain, brass, single and double, discount 40 p.c.

COPPER

Ingot		Per 100 lb.
Casting		14 50
Lake Superior		
Bars		
Cut lengths, round, ½ to ¾ in.	23 00	25 00
" round and square, 1 to 2 inches	23 00	25 00
Sheet.		
Plain, 14 oz., and light, 16 oz., 14x48 and 14x60	22 00	22 50
Plain, 14 oz., and light, 16 oz., irregular sizes	22 50	23 00
Tinned copper sheet		24 00
Planished		32 00
Braziers (in sheets)		
4x6 ft., 25 to 30 lb. each, per lb.		0 23
" 35 to 45 " "		0 22
" 50 lb. and above "		0 21

BOILER AND T.K. PITTS

Plain tinned, per lb.	0 28
Spun, per lb.	0 32

BRASS

Rod and Sheet, 14 to 30 gauge, 15 per cent

Sheets, hard rolled, 2x4	0 23
Tubing, base, per lb.	0 23½

ZINC SPELTER.

Foreign, per 100 lb.	6 25	6 50
Domestic " "		

ZINC SHEET

5 cwt. casks	6 25	6 50
Part casks	6 50	6 75

LEAD

Imported Pig, per 100 lb.	3 50
Bar, per lb.	0 05
Sheets, 2½ lb. sq. ft., by roll	0 06¼
Sheets, 3 to 6 lb. "	0 06

NOTE.—Cut sheets ½c. per lb., extra. Pipe, by the roll, usual weights per yard, lists at 7c. per lb. and 30 p.c. dis. f.o.b. Toronto.

NOTE.—Cut lengths, net price, waste pipe 8 ft. lengths, lists at 8c.

SHOT.

Common, $6 50 per 100 lb., chilled, $7 00 per 100 lb., buck, seal and ball, $7 50. Discount, 15 p.c. Prices are f.o.b. Toronto, Hamilton, Montreal, St. John and Halifax. Terms 3 p.c. cash, freights equalized.

SOIL PIPE AND FITTINGS

Light soil pipe, discount 45 and 10 per cent.
" " fittings, discount 40 and 10 p.c.
Med. and Extra heavy pipe and fittings, dis. 55 and 10 per cent.
7 and 8 in. pipe, discount 45 and 10 per cent.

SOLDER

		Per lb.
Bar, half and half, guaranteed		0 20
Bar, half and half, commercial	0 19	0 19½
Refined		0 19
Wiping	0 17	0 18½

ANTIMONY

Cookson's, per lb.	0 10

WHITE LEAD

		Per 100 lb.
Pure	5 00	5 25
No. 1	4 62½	4 87½
No. 2	4 25	4 50
No. 3	3 87½	4 12½
No. 4	3 50	3 75
Munro's Select Flake White		5 75
Elephant and Decorators' Pure		5 25
Brandram's Genuine		6 50
" Decorative		6 00
" No. 1		5 50
"Monarch" brand		6 12½
Decorator's Pure		5 25
Essex Genuine		5 50

RED LEAD

Genuine, 560 lb. casks, per cwt.	$4 75	$5 00
Genuine, 100 lb. kegs	5 25	5 50
No. 1, 560 lb. casks, per cwt.	4 00	4 25
No. 1, 100 lb. kegs, per cwt.	4 25	4 50

WHITE ZINC

Extra Red Seal	0 06	0 08
No. 1	0 05½	0 07
No. 2	0 05	0 06

DRY WHITE LEAD

Pure, casks	5 25
Pure, kegs	5 75
No. 1, casks	5 00
No. 1, kegs	5 25

PREPARED PAINTS

In ¼, ½ and 1 gallon tins.

Pure, per gallon		1 20
Second qualities, per gallon		1 00
Barn (in bbls.)	0 60	0 90
The Sherwin-Williams paints		1 40
Canada Paint Co.'s pure		1 25
Toronto Lead & Color Co.'s pure		1 25
Sanderson Pearcy's pure		1 20
Standard Paint Co.'s "New Era"		1 30
" "Globe"		1 30
" barn	60	70
The Francis-Frost Co.'s Ark Brand		1 25
The Francis-Frost Co.'s British Navy deck		1 50
Hollywood paste paint		1 40
" liquid paint		1 25
" floor paint		1 25
Henderson & Potts' Anchor Brand		1 25
Globe Paint Co.'s mixed		1 20
Globe Paint Co.'s barn and bridge		0 75

COLORS IN OIL

25 lb. tins, Standard Quality.

Venetian red, per lb.	0 03½	0 05
Chrome yellow	0 12	0 14
Golden ochre	0 07	0 10
French "		0 08
Marine black		0 09
Chrome green		0 10
French Imperial green		0 14
Signwriters' black		0 16
Umber	0 04	0 06
Sienna	0 04	0 07

COLORS, DRY

Common ochre, bbls.	1 15	1 30
Yellow ochre (J.F.L.S.), bbls.		[illegible]
Brussels ochre		2 00
Venetian red, bbl.	1 50	[illegible]
English oxides, per cwt.	3 00	[illegible]
American oxides, bbls.	1 25	[illegible]
Canadian oxides, bbls.	1 25	[illegible]
Super magnetic oxides, 93 p.c.	2 00	[illegible]
Burnt sienna, pure, per lb.		[illegible]
" umber, "	0 08	[illegible]
Raw umber	[illegible]	[illegible]
Drop black, pure		[illegible]
Chrome yellow, pure		[illegible]
Chrome greens, pure, per lb.	[illegible]	[illegible]
Golden ochre	[illegible]	[illegible]
Ultramarine blue in [illegible] boxes, per lb.	[illegible]	[illegible]
Fire proof mineral, [illegible]		[illegible]
Genuine [illegible]	[illegible]	[illegible]
Mortar [illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]
W[illegible]	[illegible]	[illegible]
English v[illegible]		[illegible]

[illegible]

Casks, for [illegible]	[illegible]
[illegible]	0 08

JOSEPH RODGERS & SONS
Limited

SHEFFIELD, ENGLAND.

Each blade of our Goods bears the exact mark here represented.

REGISTERED TRADE MARK. GRANTED 1682

JAMES HUTTON & CO., MONTREAL SOLE AGENTS IN CANADA.

PUTTY.

Bulk in barrels ... 1 70
Bulk in less quantity ... 1 95
Bladders in barrels ... 2 00
Bladders in kegs, boxes or loose ... 2 25
25-lb. tins ... 2 35
12½-lb. tins ... 2 50
Bladders in bulk or tins less than 100 lb ... 2 50

VARNISHES.

In 5-gal. lots.	Per gal.	Net
Carriage, No. 1	1 50	1 60
Pale durable body	4 10	4 25
" rubbing	2 85	3 20
Gold size, japan	1 50	1 60
No. 1 brown japan	0 85	0 90
Elastic oak		1 50
Furniture, extra	1 10	1 25
No. 1	0 90	1 00
Hard oil finish	1 35	1 50
Light oil finish	1 60	1 70
Damar	1 75	2 00
Shellac, white	2 40	2 50
" orange	2 30	2 40
Turpentine, brown japan	1 10	1 20
" black japan	1 10	1 20
" " No. 1.	0 85	0 90
Elastilite varnish, 1 gal. can, each		2 00
Granatine floor finish, per gal.		2 75

Maple Leaf coach enamels: size 1, $1 20; size 2, 70c.; size 3, 40c. each.
Sherwin-Williams kopal varnish, assorted case, from ½ pts. to 1 gal., $2 50.

CASTOR OIL.

British 1st quality, in cases, per lb.	0 08½	0 09½
" " small lots	0 10	0 10½

COD OIL, ETC.

Cod oil, per gal.	0 50	0 55
Pure olive		1 40
" neatsfoot		0 90

GLUE.

Common	0 08	0 09
French medal	0 10	0 14
White, extra	0 18	0 22
Gelatine	0 25	0 30
Strip	0 18	0 20
Coopers'	0 19	0 20
Huttner	0 15	0 16
[illegible]	0 12	0 16
[illegible]		0 15

HARDWARE.

AMMUNITION.

Cartridges.

B. B. Caps Dominion [illegible] per cent.
Rim Fire Pistol, [illegible] American.
Rim Fire Cartridges, Dominion [illegible] per cent.
Central Fire Pistol and Rifle, [illegible] Amer.
Central Fire Cartridges, [illegible] Dominion, [illegible] per cent.
Central Fire Cartridges, Sporting and Military, Dominion, [illegible] per cent.
Central Fire Military and Sporting, American, [illegible] per cent. [illegible]
Loaded and empty Shells, [illegible] Dominion, [illegible] per cent. [illegible] and Nitro, 10 per cent. [illegible]
Brass Shot Shells, [illegible] per cent.
Primers, Dom. [illegible] per cent. American [illegible]

Wads. per lb.

Best thick white felt wadding, in ½-lb. bags ... [illegible]
Best thick brown or grey felt wads, in ¼-lb. bags ... [illegible]
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges ... [illegible]
Best thick white card wads, in boxes of 500 each, 10 gauge ... [illegible]
Best thick white card wads, in boxes of 500 each, 8 gauge ... [illegible]
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges ... 0 20
Thin card wads, in boxes of 1,000 each, 10 gauge ... 0 25
Thin card wads, in boxes of 1,000 each, 8 gauge ...

Chemically prepared black edge grey cloth wads, in boxes of 250 each. Per M

11 and smaller gauge	0 60
9 and 10 gauges	0 70
7 and 8 "	0 90
5 and 6 "	1 10

Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each

11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 "	1 65
5 and 6 "	1 90

ADZES.

Discount 20 per cent.

ANVILS.

Wright's, 80-lb. and over	0 10¾
Hay Budden, 80-lb. and over	0 09¼
Brook's, 80-lb. and over	0 11¼

AUGERS.

Gilmour's, discount 65 and 5 per cent. off list.

AXES.

Chopping Axes		
Single bit, per doz.	7 00	10 00
Double bit, "	10 00	18 00
Bench Axes, 40 per cent.		
Broad Axes, 25 per cent.		
Hunters' Axes	5 50	6 00
Boys' Axes	6 25	7 00
Splitting Axes	7 00	12 00
Handled Axes	7 50	10 00

AXLE GREASE.

Ordinary, per gross	5 75	6 00
Best quality	13 00	15 00

BATH TUBS.

Zinc ... 6 00
Copper, discount 15 per cent. off revised list.

BATHS.

Standard Enameled.

5½-inch rolled rim, 1st quality	24 00
5½ " " " 2nd "	20 00

BABBIT METAL.

"Tandem," A ... per lb.	0 27
" B ... "	0 21
" C ... "	0 11½
Frictionless Metal ... "	0 23

Syracuse Smelting Works:

Aluminum, genuine	0 45
Government, "	0 44
Tough, "	0 40
Hard, "	0 40
Dynamo	0 30
Special	0 25
Harmony	0 22
Car Box	0 20
Extra	0 15

The Canada Metal Co.:

Imperial, genuine	0 40
Metallic	0 30
Hercules	0 20
Star	0 15
No. 1	0 12
No. 2	0 10
No. 3	0 06
No. 4	0 05

BELLS.

Hand.

Brass, 60 per cent.
Nickel, 55 per cent.

Cow.

American make, discount 63¾ per cent.
Canadian, discount 45 and 50 per cent.

Door.

Gongs, Sargent's ... 5 50 ... 8 00
Peterboro', discount 45 per cent.

Farm.

American, each ... 1 25 ... 3 00

House.

American, per lb. ... 0 35 ... 0 40

BELLOWS.

Hand, per doz.	3 35	4 75
Moulders', per doz.	7 50	10 00

Blacksmiths', discount 40 per cent.

BELTING.

Extra, 60 per cent.
Standard, 60 and 10 per cent.
No. 1, not wider than 6 in., 60, 10 and 10 per cent.
Agricultural, not wider than 4 in., 75 per cent.

BITS.

Auger.

Gilmour's, discount 60 and 5 per cent.
Rockford, discount 50 and 10 per cent.
Jennings' Gen., net list.

Car.

Gilmour's, 47½ to 50 per cent.

Expansive.

Clark's, 40 per cent.

Gimlet.

Clark's, per doz.	0 65	0 90
Diamond, Shell, per doz.	1 00	1 50
Nail and Spike, per gross	2 25	5 20

BLIND AND BED STAPLES.

All sizes, per lb. ... 0 07¾ ... 0 12

BOLTS AND NUTS. Per cent.

Carriage Bolts, common ($1 list)	50 and 10
" " full sq. ($2.40 list)	55 and 10
" " Norway Iron ($3 list)	55 and 10
Machine Bolts, all sizes	50, 5 and 10
Plough Bolts	50, 5 and 10
Blank Bolts	50, 5 and 10
Bolt Ends	50, 5 and 10
Sleigh Shoe Bolts	65, 5 and 10
Coach Screws, cone point	66⅔ and 10

Nuts, square, all sizes, 3¼c. per lb. off.
Nuts, hexagon, all sizes, 4c. per lb. off.
Stove Rods, per lb., 5½ to 6c.

BOOT CALKS.

Small and medium, ball ... per M.	4 25
Small heel ... "	4 50

BRIGHT WIRE GOODS.

Discount 62½ per cent.

BROILERS.

Light, discount 65 to 67½ per cent.
Reversible, discount 65 to 67½ per cent.
Vegetable, per doz., discount 37½ per cent.

Henis, No. 8. ... per doz.	6 00
Henis, No. 9 ... "	7 00
Queen City ... "	7 50

BUTCHERS' CLEAVERS.

German ... per doz.	6 00	11 00
American ... "	12 00	20 00

BUTCHER KNIVES.

Bailey's ... per doz. ... 0 60 ... 6 30

BUILDING PAPER, ETC.

Tarred Felt, per 100 lb.	1 75
Ready roofing, 2-ply, not under 45 lb., per roll	0 90
Ready roofing, 3-ply, not under 65 lb., per roll	1 15
Carpet Felt ... per ton	45 00
Dry Sheathing ... per roll, 400 sq. ft.	0 35
Tar " ... " 400 "	0 45
Dry Fibre ... " 400 "	0 50
Tarred Fibre ... " 400 "	0 60
O. K. & I. X. L. ... " 400 "	0 65
Resin sized ... " 400 "	0 4
Oiled Sheathing ... " 600 "	1 00
Oiled " ... " 400 "	0 70
Roof Coating, in barrels ... per gal.	0 17
Roof " small packages "	0 25
Refined Tar ... per barrel	4 50
Coal Tar ... "	4 00
Coal Tar, less than barrels ... per gal.	0 15
Roofing Pitch ... per 100 lb.	1 00

BULL RINGS.

Copper, $2 00 for 2½-inch, and $1.90 for 2-inch.

BUTTS.

Wrought Brass, net revised list.

Cast Iron.

Loose Pin, discount 60 per cent.

Wrought Steel.

Fast Joint, discount 65, 10 and 2½ per cent.
Loose Pin, discount 65, 10 and 2½ per cent.
Berlin Bronzed, discount 70, 70 and 5 per cent.
Gen. Bronzed ... per pair ... 0 40 ... 0 65

CARPET STRETCHERS.

American ... per doz.	1 00	1 50
Bullard's ... "	....	6 50

CASTORS.

Bed, new list, discount 55 to 57½ per cent.
Plate, discount 52½ to 57½ per cent.

CATTLE LEADERS.

Nos. 31 and 32 ... per gross ... 8 50 ... 9 50

CHALK.

Carpenters' Colored, per gross	0 45	0 75
White lump ... per cwt.	0 60	0 65
Red	0 05	0 06
Crayon ... per gross	0 14	0 18

CHISELS.

Socket, Framing and Firmer.

Broad's, discount 60 and 10 per cent.
Warnock's, discount 50 and 10 per cent.
P. S. & W. Extra, discount 60 and 10 per cent.

CHURNS.

Revolving Churns, metal frames—No. 0, $8; No. 1, $8.50; No. 2, $9.00; No. 3, $10.00; No. 4, $12.00; No. 5, $16.00 each. Ditto wood frames, 20c. each less than the above. Discounts: Delivered from factories, 53 per cent.; from stock in Montreal, 51 per cent. Terms 4 months or 3 per cent. cash in 30 days.

Churn frames, including bearings, levers, etc. Nos. 0, 1, 2 and 3, wood, $2.40; and 4 and 5, $2.65. Metal frames, 25c. extra. Discount 15 per cent., net 30 days.

CLIPS.

Axle, discount 65 per cent.

CLOSETS.	Net.
Plain York or Ontario Syphon Jet	$9 60
Emb. " " "	10 20
Fittings	1 00
Plain Elgin or Teu. Syphon Washout	6 00
Emb. " " "	6 60
Fittings	1 25
Low Down Elgin or Teutonic, plain	9 60
Low " " " emb.	10 20
Plain Richelieu	3 75
Emb. "	4 00
Connections	1 25
Low Down Ontario Syphon Jet, plain	11 70
Low " " " emb'd.	12 30
Closet connection	1 25
Basins, P.O., 14-in.	0 70
Basins, oval, 17 x 14-in.	1 50
Basins, " 19 x 15-in.	2 25

COMPASSES, DIVIDERS, ETC.

American, discount 62½ to 65 per cent.

CONDUCTOR PIPE.

Plain or Corrugated.

2-inch ... per 100 feet	3 00
3 " ... " "	4 00
4 " ... " "	5 25
5 " ... " "	6 75
6 " ... " "	9 00

CRADLES, GRAIN.

Canadian, discount 20 to 25 per cent.

CROSSCUT SAW HANDLES.

S. & D., No. 3 ... per pair	0 17½
S. & D., " 5 ... "	0 22½
S. & D., " 6 ... "	0 15
Boynton pattern ... "	0 20

DOOR SPRINGS.

Torrey's Rod (15 p.c.), per doz.	...	2 00
Coil ... "	0 88	1 60
English ... "	2 00	4 00

DRAW KNIVES.

Coach and Wagon, discount 50 and 10 per cent.
Carpenters', discount 60 and 10 per cent.

ASBESTOS

Paper
Mill Board
Rope and Wick
Furnace Cement
Stove Lining.

ENGINE PACKINGS, PREPARED ROOFING,
MINERAL WOOL,
INSULATING PAPERS.

Catalogue Free on Application

Eureka Mineral Wool & Asbestos Co., Toronto and Montreal.

DRILLS

Hand and Breast

Millar's Falls, per doz., net list

DRILL BITS

Morse, discount 37½ to 40 per cent
Standard, discount 50 and 5 to 55 per cent

FAUCETS

Common, cork lined, discount 35 per cent

EAVETROUGHS

10 inch ... per 100 ft ... 3 10

ELBOWS (stovepipe)

[illegible] and 6 inch, common ... per doz ... 1 20
7 inch ... " ... 1 35
Polished, 15c. per dozen extra

ESCUTCHEONS

Discount 40 per cent

ESCUTCHEON PINS

Iron, discount 40 per cent

FACTORY MILK CANS

Discount off revised list, 40 per cent

FILES AND RASPS

Great Western	70 and 10 per cent
Arcade	70 " 10 "
Kearney & Foot	70 " 10 "
Disston's	70 " 10 "
American	70 " 10 "
J. Barton Smith	70 " 10 "
McClellan	70 " 10 "
Eagle	70 " 10 "
Nicholson, 60 and 10 to 60, 10 and 5	"
Royal	80 "
Globe	70 to 75 "

Black Diamond, 60 and 10 to 60, 10 and 5 per cent
Jowitt's, English list, 25 to 27½ per cent
Nicholson File Co.'s "Simplicity" file handle, per gross 85c. to $1 50

GLASS

Window Box Price

Size United Inches	Star Per 50 ft	Star Per 100 ft	D. Diamond Per 50 ft	D. Diamond Per 100 ft
Under 26	2 [illegible]0	3 80		6 75
26 to 40	2 10	4 00		7 25
41 to 50		4 50		8 75
51 to 60		4 75		10 00
61 to 70		5 00		11 5[illegible]
71 to 80		5 50		12 50
81 to 85		....		14 00
86 to 90		....		16 50
91 to 95				18 00
96 to 100				20 00

A discount of 25 per cent is offered on "Double Diamond.

GAUGES

Marking, Mortise, Etc.

Stanley's, discount 50 to 55 per cent

Wire Gauges

Winn's, Nos 26 to 33 ... each ... 1 65 ... 2 40

HALTERS

Rope, ⅜ inch	per gross		
Rope, ½ "	"		9 00
Rope, ¾ to ⅞ inch	"		14 00
Leather, 1-inch	per doz	3 87½	4 00
Leather, 1¼ "	"	5 15	5 20
Web	"	1 87	2 45

HAMMERS

Nail

Maydole's, discount 5 to 10 per cent. Canadian discount 25 to 27½ per cent

Tack

Magnetic ... per doz ... 1 10 ... 1 20

Sledge

Canadian ... per lb ... 0 07½ ... 0 08½

Ball Pean

English and Canadian, per lb ... 0 22 ... 0 25

HANDLES

Axe, 2nd growth per doz net ... 3 00 ... 4 00
Store door ... per doz ... 1 00 ... 1 50

Fork

C. & B., discount 40 per cent., revised list

Hoe

C. & B., discount 40 per cent., revised list

Saw

American ... per doz ... 1 00 ... 1 25

Plane

American ... per gross ... 3 15 ... 3 75

Hammer and Hatchet

Canadian, discount 40 per cent

Cross Cut Saws

Canadian ... per pair ... 0 13¾

HANGERS ... doz pairs

Steel barn door	5 85	6 00
Stearns, 4 inch		5 00
" 5 inch		6 50
Lane's covered		
No. 11, 5 foot run		8 40
No. 11½, 10 foot run		10 80
No. 12, 10 foot run		12 60
No. 14, 15 foot run		21 00
Lane's O. N. T. track, per foot		0 04½

HARVEST TOOLS

Discount 60 per cent

HATCHETS

Canadian, discount 40 to 42½ per cent

HAT ENAMEL

Henderson & Potts' "Anchor Brand

HINGES

Blind, Parker's, discount 16⅔ per cent
Heavy T and strap, 4 in., per lb ... 0 06½
" " 5-in., " ... 0 06¼
" " 6-in., " ... 0 06
" " 8 in., " ... 0 05¾
" " 10-in., " ... 0 05½
Light T and strap, discount 65 and 5 per cent
Screw hook and hinge
6 to 10 in ... per 100 lb ... 4 50
12 in. up ... " ... 3 25
Spring ... per gro. pairs ... 10 50

HOES

Garden, Mortar, etc., discount 60 per cent
Planter ... per doz ... 4 00 ... 4 50

HOLLOW WARE

Discount 45 and 5 per cent

HOOKS

Cast Iron

Bird cage	per doz	0 50	1 10
Clothes line	"	0 27	0 63
Harness	"	0 72	0 88
Hat and coat	per gro	1 00	3 00
Chandelier	per doz	0 50	1 00

Wrought Iron

Wrought hooks and staples, Canadian discount 47½ per cent

Wire

Hat and coat, discount 45 per cent
Belt ... per 1,000 ... 0 60
Screw, bright, discount 55 per cent

HORSE NAILS

"C" brand, 40, 10 and 7½ per cent off list } Oval
"M" brand, 50, 10 and 5 per cent } head
Countersunk, 65 per cent
"Monarch," 65 per cent
"Peerless" 50 and 7½ per cent dis

HORSESHOES

F.O.B. Montreal

Iron Shoes	No. 2 and larger	No. 1 and smaller
Light, medium and heavy	3 35	3 60
Snow shoes	3 60	3 85

Steel Shoes

Light	3 45	3 70
Featherweight (all sizes)	4 85	4 85

F.O.B. Toronto, Hamilton, London and Guelph, 10c. per keg additional
Toe weight steel shoes ... 6 70

JAPANNED WARE

Discount 45 and 5 per cent off list, June 1899

ICE PICKS

Star ... per doz ... 3 00 ... 3 25

KETTLES

Brass spun, 7½ per cent discount off new list
Copper ... per lb ... 0 30 ... 0 50
American, 60 and 10 to 65 and 5 per cent

KEYS

Lock, Canadian dis. 40 to 40 and 10 per cent
Cabinet, trunk and padlock, American ... per gross ... 0 60

KNOBS

Door, japanned and N. P., per doz		1 50	2 50
Bronze, Berlin	per doz	2 75	3 25
Bronze, Genuine	"	6 00	9 00
Shutter, porcelain, F. & L. screw	per gross	1 30	4 00
White door knobs	per doz		1 00

HAY KNIVES

Net prices

LAMP WICKS

Discount, 60 per cent

LANTERNS

Cold Blast	per doz	7 00
No. 3, "Wright's	"	8 50
Ordinary, with O burner	"	4 00
Dashboard, cold blast	"	[illegible] 00
No. 0	"	5 75

Japanning, 50c. per doz. extra

LEMON SQUEEZERS

Porcelain lined	per doz	2 20	5 60
Galvanized	"	1 87	3 85
King, wood	"	2 75	2 90
King, glass	"	4 00	4 50
All glass	"	0 50	0 90

LINES

Fish ... per gross ... 1 05 ... 2 50
Chalk ... " ... 1 90 ... 7 40

LAWN MOWERS

Woodyatt, 12 in. wheel		7 50
Star	"	5 50
Daisy	"	5 50
Philadelphia, 10 in. wheel		6 00
Ontario,	"	12 75

Discount, 50 per cent

Maxwell & Sons

10½-in. high wheel	7 50	10 00
9 in	5 50	6 25
8 in	[illegible]	5 50

Discount 50 per cent

LOCKS

Canadian, 40 to 40 and 10 per cent
Russell & Erwin ... per doz ... 3 00 ... 3 25

Cabinet

Eagle, discount 30 per cent

Padlocks

English and Am ... per doz ... 0 50 ... 6 00
Eagle, discount 20 to 25 per cent

MACHINE SCREWS

Iron and Brass

Flat head, discount 25 per cent
Round head, discount 20 per cent

MALLETS

Tinsmiths	per doz	1 25	1 50
Carpenters' hickory,	"	1 25	3 75
Lignum Vitae	"	3 85	5 00
Caulking, each		0 60	2 00

MATTOCKS

Canadian ... per doz ... 5 50 ... 6 50

MEAT CUTTERS

American, discount 33⅓ per cent
German, 15 per cent
Gem ... each ... 1 15

MILK CAN TRIMMINGS

Discount 25 per cent

NAILS	Cut	Wire
2d and 3d	3 45	3 45
3d	3 10	3 12
4 and 5d	2 85	2 95
6 and 7d	2 75	2 80
8 and 9d	2 60	2 60
10 and 12d	2 55	2 55
16 and 20d	2 50	2 50
30, 40, 50 and 60d (base)	2 45	2 45

Cut nails in carlots 5c. less
Wire nails in carlots are $2 40
Steel cut nails 10c. extra
Miscellaneous wire nails discount 75 per cent
Coopers' nails, discount 30 per

NAIL CUTTERS

German and American ... [illegible] ... [illegible]

NAIL SETS

Square, round and octagon, per gross ... [illegible] ... [illegible]
Diamond ... [illegible] ... [illegible]

POULTRY NETTING

2-in. Mesh, 19 w.g., dis. 60 per cent
2-in. Mesh, 16 w.g. and heavier, 50 p.c.

OAKUM

U. S. Navy ... per 100 lb ... [illegible]
Plumbers ... " ... [illegible]

OILERS

McClary's Model galvanized oil can with pump, 5 gallon, per dozen ... 10 00
Zinc and tin, discount 50, 50 and 10 per cent
Copper ... per doz ... 1 25 ... 3 50
Brass ... " ... 1 50 ... [illegible]
Malleable, discount 25 per cent

GALVANIZED PAILS

Dufferin pattern pails discount 45 per cent
Flaring pattern, discount 45 per cent
Galvanized washtubs discount 45 per cent

PIECED WARE

Discount 40 per cent off list, June, 1899
10-qt. flaring sap buckets discount 40 per cent
6, 10 and 14-qt. flaring pails dis. 40 per cent
Creamer cans, discount 40 per cent

PICKS

Per dozen ... 6 00 ... [illegible]

PICTURE NAILS

Porcelain head ... per gross ... 1 35 ... 1 50
Brass head ... " ... 0 40 ... 1 00

PICTURE WIRE

Tin and gilt, discount 75 per cent

PINE TAR

½ pint in tins ... per gross ... 7 80
1 " " ... " ... 9 60

PLANES

Wood bench, Canadian discount 40 per cent., American discount 50 per cent
Wood, fancy Canadian or American, 37½ to 40 per cent

PLANE IRONS

English ... per doz ... 2 00 ... 5 00

PLIERS AND NIPPERS

Button's genuine, per doz pairs, discount 37½ to 40 per cent
Button's imitation ... per doz ... 5 00 ... 9 00
German ... " ... 0 60 ... 2 60

PLUMBERS' BRASS GOODS

Standard Compression work, dis. 60 per cent
"J.M.T." Cushion work, discount 50 per cent
Fuller work, discount 65 per cent
6 dozen lots and over of the above, extra discount 10 per cent
Lever handle Stops and Waste, discount [illegible] per cent. With, in lots of 2 dozen and over, an extra discount of 10 per cent
"J.M.T." Globe, Angle and Check Valves, discount 55 per cent
Standard Globe, Angle and Check Valves, discount 65 per cent
"J.M.T." Radiator Valves, discount [illegible] per cent
Standard Radiator Valves, discount [illegible] per cent
Patent Quick Opening Valves, discount [illegible] per cent
No. 1 compression bath [illegible]
No. 4 [illegible]
No. 7 Fuller's [illegible]
No. 4½ " [illegible]
Patent Compression [illegible] cock [illegible]
Patent [illegible] cock No. [illegible]
Square [illegible]
[illegible] Valves [illegible]
[illegible]

Our New

GLASS CATALOGUE

The most complete work ever issued.

Containing much useful and important information and instruction on all kinds of glass—which you ought to know—as well as a numerous variety of designs and illustrations of glass now used in modern buildings.

EVERY KIND OF PLATE AND WINDOW GLASS IN STOCK.

TORONTO PLATE GLASS IMPORTING CO.,

Hill & Rutherford

Warerooms and Offices—135 to 143 Victoria St.
Bending Works—209 to 213 Victoria St.

TORONTO

PRESSED SPIKES

Discount 20 per cent

PULLEYS

Hardware	per doz	0 55	1 00
Axle	"	0 22	0 33
Screw	"	0 25	1 00
Awning	"	0 35	2 50

PUMPS

Cleaning cistern		1 80	3 60
Canadian, jatchet spout		1 40	2 10

PUNCHES

Saddlers	per doz	1 00	1 85
Cushioners	"	9 00	15 00
Tinners, solid	per set		0 72
" hollow	per inch		1 00

RANGE BOILERS

Dominion, 30 gallon		net	6 00
" 35 "		"	7 00
" 40 "		"	8 00
Ronald's Galvanized, 30 gallon,		"	7 40
" " 35 "		"	8 40
" " 40 "		"	9 60
Copper, 30 gallon		"	22 00
" 35 "		"	24 00
" 40 "		"	28 00

Discount off copper boilers 15 per cent

RAKES

Wood	per doz net	1 20	up

RAZORS.

	per doz.	
Elliot's	4 00	18 00
Geo. Butler's & Co.'s	4 00	18 00
Boker's	7 50	11 00
" King Cutter	12 50	15 00
Wade & Butcher's	3 60	10 00
Thiele & Quick's	7 00	12 00
Barley's	6 00	12 00
Barley's Brantford	10 00	11 00
Carbo Magnetic		15 00
Griffon Barber's Favorite		10 75
Griffon No. 55		13 00
Griffon Safety Razors		13 50
Griffon Stropping Machines		13 50
Lewis Bros. " Klean Kutter	8 50	10 50

REGISTERS

Discount 40 per cent

RIVETS AND BURS

Iron Rivets, black and tinned, discount 60 and 10 per cent

Iron Burrs, discount 35 per cent

Extras on Iron Rivets in 1-lb cartons, ½c per lb

Extras on Iron Rivets in ½-lb cartons, 1c per lb

Copper Rivets with round or cotton burrs, 45 per cent. discount. Cartons, 1c per lb extra net

Copper Burrs only, discount 10 per cent

Extras on Tinned Copper Rivets, ½-lb cartons, 1c per lb

CUT EDGE SETS

Canadian, discount 25 to 35 per cent

ROPE, ETC.

Sisal	0 12
Pure Manilla	0 14
"British" Manilla	0 12
Cotton, 3-16 inch and larger	0 25
" 5-32 inch	0 23
" ¼ inch	0 22
Russia Deep Sea	0 15
Jute	0 08
Lath Yarn, single	0 11
" double	0 11
Sisal bed cord, 48 feet per doz	0
" " 60 feet	0
" " 72 feet	1

RULES

Boxwood, discount 35 per cent

Ivory, discount 37½ to 40 per cent

SAD IRONS

Mrs. Potts, No. 55, polished	per set	0 70	
" No. 50 nickle plated	"	0 80	

SAND AND EMERY PAPER

B & A sand, discount, 40 and 5 per cent

Emery, discount 40 per cent

Garnet (Burton's), 5 to 10 per cent advance on list

SAP SPOUTS

Bronzed iron with hooks	per 1,000	9 50

SAWS

Hand, Disston's, discount 12½ per cent.
S. & D., discount 40 per cent

Crosscut, Disston's	per foot	0 35	0 55

S. & D., discount 35 per cent. on Nos. 2 and 3.

Hack, complete	each	0 75	2 75
" frame only			0 75

SASH WEIGHTS

Sectional	per 100 lb	2 50	2 75
Solid	"	1 75	2 00

SASH CORD

Per lb		0 24	0 30

SAW SETS

	per doz
Lincoln and Whiting	4 75
Hand Sets, No. 1 Woodyatt (Morrill)	4 25
X-Cut Sets, No. 3 Woodyatt (Morrill)	9 50

SCALES.

Gurney Standard, 40 per cent.
Champion, 55 per cent
Burrow, Stewart & Milne
Imperial Standard, discount 40 per cent.
Weigh Beams, discount 35 per cent.
Champion Scales, discount 55 per cent.
Fairbanks standard, discount 35 per cent.
" Dominion, discount 55 per cent.
" Richelieu, discount 55 per cent.
Warren's new Standard, discount 40 per cent.
" " Champion, discount 55 per cent.
" Weighbeams, discount 35 per cent.

SCREW DRIVERS.

Sargent's	per doz.	0 65	1 00

SCREEN DOORS.

Common doors, 2 or 3 panel, walnut stained, 4-in style, per doz. 6 80
Common doors, 2 or 3 panel, yellow and green stained, 4-in style, per doz. 7 00
Common doors, 2 or 3 panel, in natural colors, oil finish, per doz. 8 15
3-in. style 20c. per dozen less.

SCREWS.

Wood, F. H., bright and steel, discount 87½ per cent.
Wood, R. H., bright, dis. 82½ per cent.
" F. H., brass, dis. 80 per cent.
" R. H., " dis. 75 per cent.
" F. H., bronze, dis. 75 per cent.
" R. H., " dis. 70 per cent
Drive Screws, dis. 87½ per cent.

Bench, wood	per doz.	3 25	4 00
" iron	"	4 25	5 00

Set, case hardened, dis. 60 per cent.
Square Cap, dis. 50 and 5 per cent.
Hexagon Cap, dis. 45 per cent.

SCYTHES.

Per doz net	6 00	9 00

SCYTHE SNATHS.

Canadian, discount 40 per cent.

SHEARS

Bailey Cutlery Co., full nickeled, discount 2½ per cent
Bailey Cutlery, Japan Handles, discount 67½ per cent.
Seymour's, discount 50 and 10 per cent.

SHOVELS AND SPADES

Canadian, discount 45 per cent.

SINKS

Cast iron, 16 x 24		0 85
" 18 x 30		1 00
" 18 x 36		1 40

SNAPS

Harness, German, discount 25 per cent.

Lever, Anchor		4 50	11 50

SOLDERING IRONS

Iron, No. 1	per lb.		0 37
" No. 2	"		0 34

SQUARES

Iron, No. 1	per doz	2 40	2 55
" No. 2	"	3 25	3 40

Steel, discount 60 and 5 per cent
Try and Bevel, discount 50 to 52½ per cent

STAMPED WARE.

Plain, discount 7½ and 12½ per cent. off revised list
Retinned, discount 7½ per cent. off revised list

STAPLES.

Galvanized	3 25	3 50
Plain	2 90	3 15

Coopers', discount 45 per cent
Poultry netting staples, discount 40 per cent.

STOCKS AND DIES.

American discount 25 per cent

STONE.

Washita	per lb.	0 28	0 60
Hindostan	"	0 06	0 07
" slip	"	0 09	0 09
Labrador	"		0 13
" Axe	"		0 15
Turkey	"		0 50
Arkansas	"		1 50
Water-of-Ayr	"		0 10
Scythe	per gross	3 50	5 00
Grind, 2-in., 40 to 200 lb., per ton			25 00
" " under 40 lb.,	"		28 00
" under 2 in. thick,	"		29 00

STOVEPIPES.

5 and 6 inch, per 100 lengths		7 00
7 inch	"	7 50

ENAMELINE STOVE POLISH

No. 4, 3 doz. in case, net cash		4 80
No. 6, 3 doz. in case	"	8 40

TACKS, BRADS, ETC.

Carpet tacks, blued	80 and 15
" " tinned	80 and 20
" " (in kegs)	40
Cut tacks, blued, in dozens only	80
" ¼ weights	60
Swedes cut tacks, blued and tinned	
In bulk	80 and 10
In dozens	75
Swedes, upholsterers', bulk	85, 12½ and 12½
" brush, blued and tinned bulk	70
Swedes, gimp, blued, tinned and japanned	75 and 12½
Zinc tacks	35
Leather carpet tacks	55
Copper tacks	50
Copper nails	52½
Trunk nails, black	65 and 5
Trunk nails, tinned	65 and 10
Clout nails, blued	65 and 5
Chair nails	35
Patent brads	40
Fine finishing	40
Lining tacks, in papers	10
" " in bulk	15
" " solid heads, in bulk	75
Saddle nails, in papers	10
" " in bulk	15
Tufting buttons, 22 line, in dozens only	60
Zinc glaziers' points	5
Double pointed tacks, papers	90 and 10
" " " bulk	40
Clinch and duck rivets	45

TAPE LINES.

English, ass skin	per doz.	2 75 5 00
English, Patent Leather		5 50 9 75
Chesterman's	each	0 90 2 85
" steel	each	0 80 8 00

TINNERS' SNIPS.

Bailey's, discount 25 per cent.

THERMOMETERS.

Tin case and dairy, discount 75 to 75 and 10 per cent.

TRAPS (steel.)

Game, Newhouse, discount 25 per cent.
Game, H. & N., P. S. & W., 65 per cent.
Game, steel, 72½, 75 per cent.

TROWELS.

Disston's, discount 10 per cent.

German	per doz	4 75	6 00

S. & D., discount 35 per cent.

TWINES.

Bag, Russian	per lb.		0 27
Wrapping, cotton, 3-ply			0 19
" 4-ply			0 23
Mattress	per lb.	0 33	0 45
Staging	"	0 27	0 35

VISES

Wright's	0 13½
Brook's	0 12½
Pipe Vise, Hinge, No. 1	3 50
" " " No. 2	5 50
Saw Vise	4 50 9 00

ENAMELLED WARE.

White, Princess, Turquoise, Blue and White discount 50 per cent
Diamond, Famous, Premier, discount 50 and 10 per cent
Granite or Pearl, Imperial, Crescent, discount 50, 10 and 10 per cent

WIRE.

Smooth Steel Wire.

No. 0-9 gauge		$2 50
10 "		6c. extra
11 "		12c. "
12 "		20c. "
13 "		30c. "
14 "		40c. "
15 "		55c. "
16 "		70c. "

Add 60c. for coppering and $2 for tinning
Extra net per 100 lb. Oiled wire 10c., spring wire $1.25, special hay baling wire 30c., best steel wire 75c., bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15., bagging and papering 10c. 50 and 100-lb. bundles 10c., in 25 lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb. hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.

Fine Steel Wire, discount 25 per cent. List of extras: In 100-lb lots: No. 17, $5. No. 18, $5.50. No. 19, $6. No. 20, $6.65. No. 21, $7. No. 22, $7.30. No. 23, $7.65. No. 24, $8. No. 25, $9. No. 26, $9.50. No. 27, $10. No. 28, $11. No. 29, $12. No. 30, $13. No. 31, $14. No. 32, $15. No. 33, $16. No. 34, $17. Extras net—tinned wire, Nos. 17-25, $2. Nos. 26-31, $4—Nos. 32-34, $6. Coppered, 5c. oiling, 10c. in 25-lb. bundles, 15c. in 5 and 10-lb. bundles, 25c. in 1-lb. hanks, 25c. in ½-lb. hanks, 38c. in ¼-lb. hanks, 50c. packed in casks or cases, 15c. bagging or papering, 10c.

Brass wire, discount 62½ per cent. off the list.
Copper wire, discount 62½ per cent. net cash 30 days, f.o.b. factory.
Galvanized wire, per 100 lb. Nos. 4 and 5, $3.70 to $3.90. Nos. 6, 7, 8, $3.15 to $3.35 — No. 9, $2.50 — No. 10, $3.20 to $3.40 — No. 11, $3.25 to $3.45 — No. 12, $2.65 — No. 13, $2.75. No. 14, $3.75 to $3.95. No. 15, $4.30. No. 16, $4.30. Base sizes, Nos. 6 to 9, $2.27½ f.o.b. Cleveland. In carlots 12½c. less.
Clothes Line Wire, regular 7 strand, No. 17, $4.65; No. 18, $2.90; No. 19, $2.60. Hollow 6 strand, No. 17, $4.30; No. 18, $2.70; No. 19, $2.35; No. 20, $2.30, f.o.b. Hamilton, Toronto, Montreal.

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" No. 11	3 40
" No. 12	2 95

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White "	0 08

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Acme, discount 35 to 37½ per cent.
Agricultural, discount 60 per cent.
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Towers' Engineer	each	2 00	7 00
" S	per doz.	5 80	6 00
G. & K.'s Pipe	"		3 40
Burrell's Pipe	each		3 00
Pocket	per doz	0 25	2 90

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Royal American	"		24 00
Sampson	"		24 00
Lightning	"		27 00

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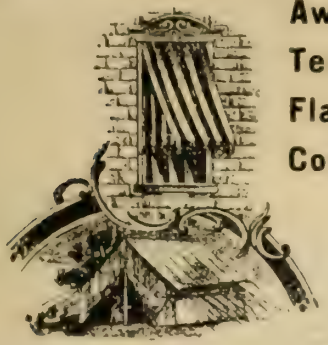

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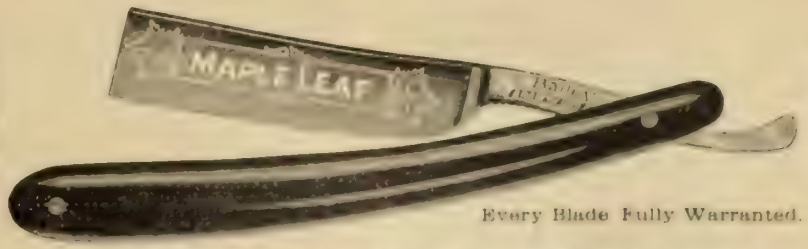

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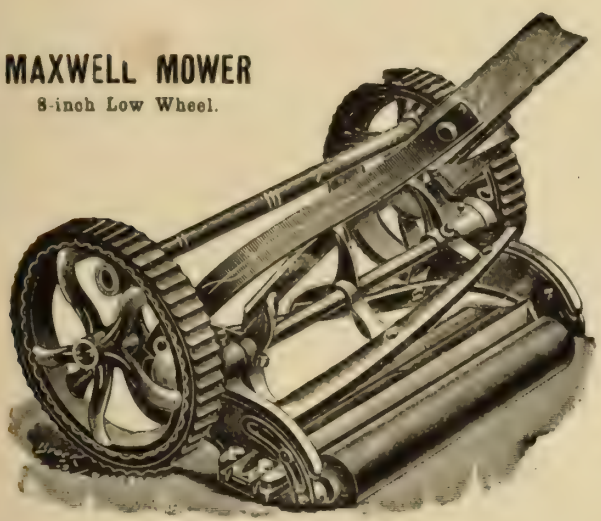

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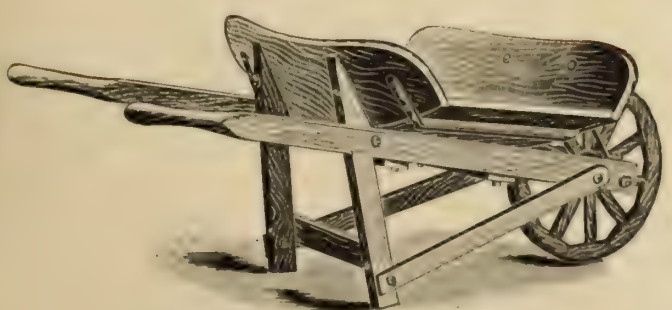

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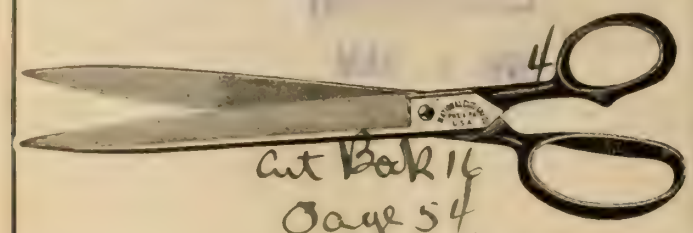

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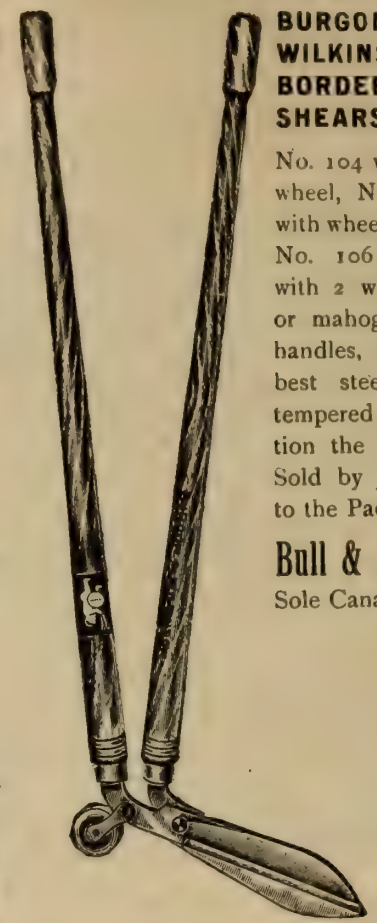

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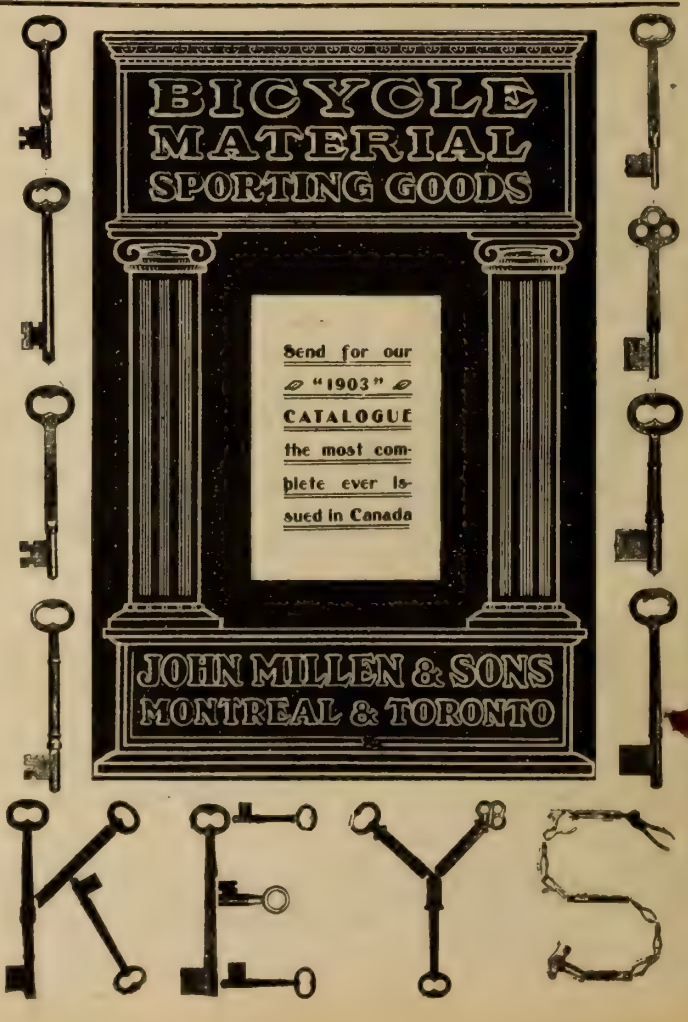

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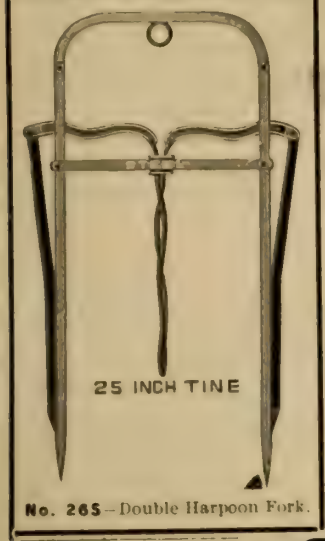

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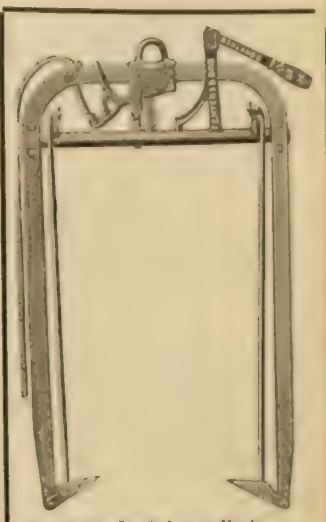

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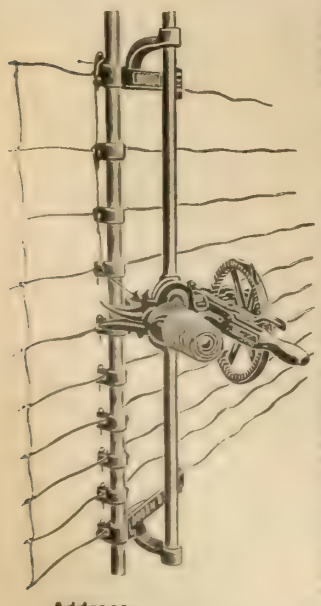

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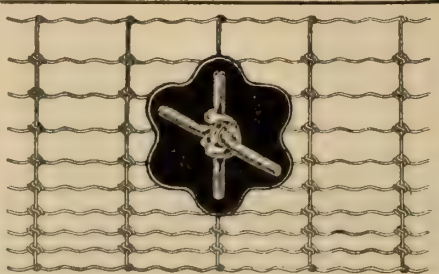

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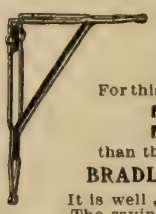

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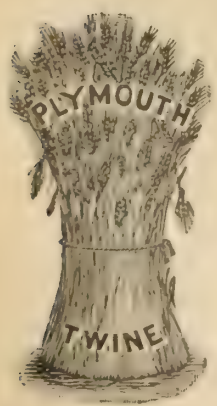

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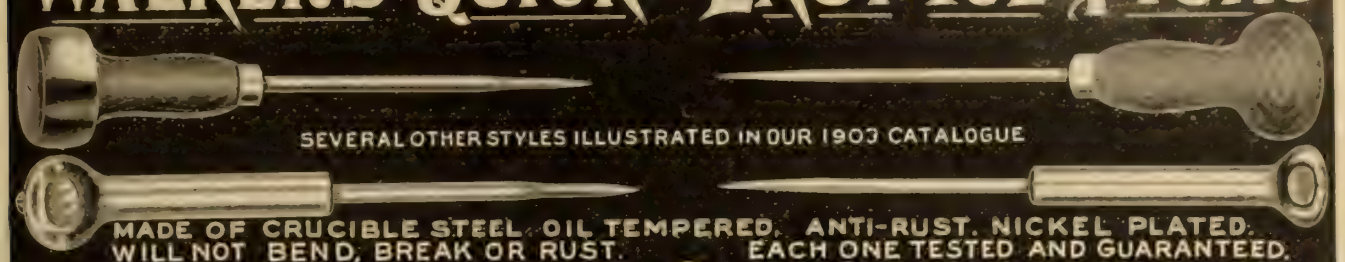

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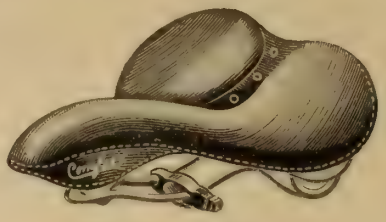

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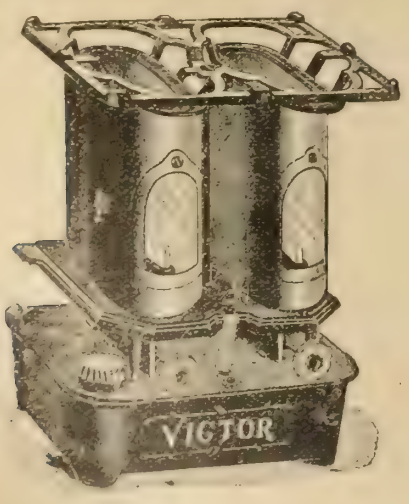

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HARDWARE AND METAL

VOL. XV. MONTREAL AND TORONTO, APRIL 4, 1903. NO. 14.

COUNTRY ROAD SYSTEMS.

By A. M. CAMPBELL, Commissioner of Highways.

ONE of the most important developments of the good roads movement in Ontario has been the appropriation of $1,000,000 by the Legislature to aid in the improvement of country roads. The motive for this step has, very largely, been to encourage county councils to assume the management of the most heavily-travelled roads in each county, thereby forming them into one class, in the construction and maintenance of which the most efficient superintendence, plans, methods and machinery can be employed. One third of the cost of constructing or reconstructing the roads assumed under a county system will be paid by the Provincial Government, and the Act is so framed as to give county councils the first opportunity to accept this aid. Should any counties fail in this, a proper proportion will be given to townships fulfilling certain prescribed conditions. A sufficient period has not yet elapsed to permit an estimate of the extent to which the Act will perform its mission, but at the present time county councils are everywhere interesting themselves in the matter.

By-laws under this Act have passed all stages in Wentworth, Simcoe and Lanark; the Wentworth by-law including the purchase of all toll roads within the county. Hastings and Wellington already have systems of county roads which they propose to bring under the Act. Action towards systems of county roads has also been taken in the counties of Carleton, Elgin, Oxford, Frontenac, Prince Edward, Lennox and Addington, Huron, Middlesex, Victoria, Essex and Brant.

In Simcoe, one of the largest counties of the Province, the by-law provides for establishing a system of 400 miles of leading roads. This having failed to receive the assent of over two thirds of the municipal councils, as required by the Act, it was submitted to a vote of the rate-payers and carried by 1,457 majority. The Wentworth by-law was the first to be fully adopted. This provides for the purchase of 38 miles of toll roads at a cost of $71,000, and the improvement of 62 miles of other roads at a cost of $48,000. The Lanark by-law provides for a total system of 90 miles, upon which they propose to expend $100,000, including the Government grant of $35,000. Of this about 17 miles are now toll roads, which, it is anticipated, can be purchased at a cost of $17,000. The county of Carleton proposes to expend $300,000 on 300 miles of leading roads, including $30,000 granted by the Government, this system to include also the toll roads of the county.

The two counties in the Province which now have well-defined county systems are Wellington and Hastings. The Wellington system comprises 144 miles, to which it is proposed to add 26 miles, and to make a sufficient expenditure in the improvement of these roads extending several years, to avail themselves of a Government grant of $32,000.

The county roads of Hastings are frequently referred to as a practical example of a county road system, they having been maintained by the county for 40 years. The management is vested in a road committee of from five to seven members, appointed at the beginning of each year, by the county council, this committee electing a chairman. The county has a permanent superintendent of roads, whose duty it is to meet, report to and consult with the road committee from time to time, as may be necessary. The superintendent organizes gangs of five to seven men, each under a foreman, for the purpose of constructing roads and keeping them in repair.

Each foreman reports to the superintendent, the superintendent reports to the road committee, and the committee reports to the council. The foremen and men are appointed by the committee, with the advice of the superintendent. The men are given continuous employment for most of the year, dependent on their rendering good service.

Each gang is moved from point to point where work may be needed, and work is done where it is needed the most, with no inducement to slight it. At the same time every ratepayer becomes a road supervisor, for if he finds a man or foreman shirking his work, he at once notifies the council for the division and the matter is attended to without delay.

Under this system the men become skilled in their work and the foreman becomes expert. The superintendent knows all details. The committee becomes conversant with the progress and character of the work done, and with the work needed to be done. Through the committee, the council becomes equally well informed.

Under this system the good roads of Hastings have been extended from year to year. Of first-class gravel roads under the county council there are now over 100 miles, while the influence of these roads on township road improvement has been very great. Every neighborhood has its cheese and butter factory, and good roads are constructed from the main lines to these by the townships. The townships have been relieved of the cost of caring for the main lines of travel, and are in many ways encouraged to perfect their own roads. As soon as the snow is off the ground in this county, the means of communication are as good as in midsummer. The cost of maintaining these roads is about $12,000 annually, or $30 per mile. Bridges are very numerous on the county roads, there being about 100, and $3,000 is raised annually for maintaining these and for extending the county road system. The county has a full

outfit of roadmaking machinery, including a grader, a rock crusher, a traction engine and roller, these alone enabling the county to do much more finished and economical work than can individual townships.

The people of Hastings have every faith in their system of road management, and have no thought of giving up their county roads. These good roads, and the increase of comfort and convenience they have produced, have largely advanced the value of property all over the county. The difference between five and 10 miles to a market has become a matter of little consequence. The agent of The Canada Company states that he values land at the rear end of the county at double the price of almost adjoining lands in the counties of Addington and Peterboro'.

PRODUCTION OF ZINC BY ELECTRICITY IN SWEDEN.

United States Consul R. S. S. Bergh sends from Gothenberg, January 12, 1903, the following translation of an article recently published by a local newspaper:

"Experts in metallurgy have for some time discussed the report that Dr. De Laval, after extensive experiments, has been able to produce zinc from zinc ore by electricity at the factory Onan, belonging to Trollhattans Elektriska Aktiebolag, Trollhattan. It is reported that the manufacture of carbide at Onan has been discontinued and the production of zinc by Dr De Laval's method adopted. An expert states:

"'Dr. De Laval has for several years worked on the problem of producing zinc by electricity from lead-sulphur-zinc ores. He was probably led to this by his experiments in trying to separate iron from ores by electricity. An examining board has reported favorably on the method, and the result has been the organization of a company to exploit the invention and the ore deposits at Saxberget, near Ludvika. The minimum capital 826,800—has already been paid, and the company will start operations as soon as circumstances will allow.'"

SOLDER FOR SMALL LEAKS.

In answer to an inquiry for a solder for tin by using which it is not necessary to use acid or other preparation, in order to stop small leaks in family tinware, an exchange says: "The free flowing solder used by the fakirs is composed of one part lead, two parts tin, one part bismuth. The solder wire is made by flowing the melted solder through small holes in the corner of a square sheet iron ladle at the same time drawing the ladle over a cold flat iron surface. A little practice will give you the necessary conditions for making the solder wire uniform in size."

SENATOR FRANCIS T. FROST.

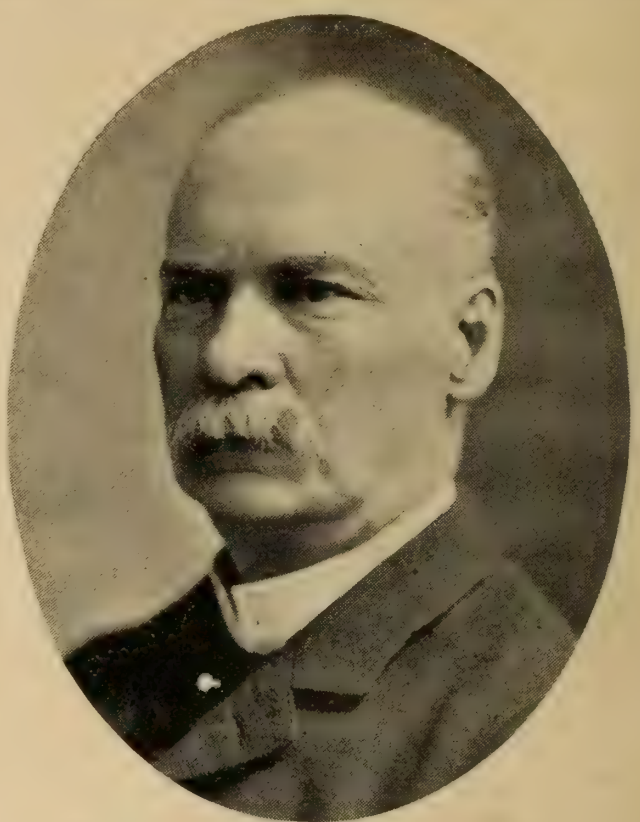
THE appointment of Francis T. Frost, of The Frost & Wood Co., Limited, Smith's Falls, Ont., to the Canadian Senate has won the widespread approval of the business community.

Hon. Mr. Frost belongs to the comparatively small but yet ever-growing number of Canadians, who, by native shrewdness, business capacity and a progressive spirit, have built up from small beginnings industries which give employment to hundreds, and which cover the Dominion from the Atlantic to the Pacific with their agencies.

In 1867, Senator Frost, with his brother, Chas. B. Frost, succeeded to the business of Frost & Wood, founders and implement manufacturers. The business was at that time a comparatively small one, but under the energetic and progressive management of its owners it has steadily increased in magnitude until to-day the company, now a joint stock company, is recognized as one of the foremost implement firms in Canada, and one of the strongest business concerns in Eastern Ontario. In the works in Smith's Falls and in the branch at Oshawa, Ont., over 550 men are employed. The popularity of Senator Frost with his large body of workmen was manifested in a notable manner, shortly after his appointment, when he was leaving with Mrs. Frost for Ottawa. A body of 450 men formed in line and escorted them to the station as a mark of esteem.

Notwithstanding his business activity Senator Frost has ever interested himself in public matters. In 1876 he was elected reeve of Smith's Falls, which position he held until 1883, when the village was incorporated, and he was elected the first mayor of the town. He first ran for Parliament in 1878, when he unsuccessfully contested South Lanark in the Liberal interest. Since that time he has been the most forceful influence in the Liberal party in his district, contesting North Leeds and Grenville on four occasions, holding the seat from 1896 to 1900. In the House, as in his business and social life everywhere, Mr. Frost soon became popular, and was appointed Ontario Whip during his third year.

In his public life, as in his business enterprises, Senator Frost has evidenced a broad, Canadian spirit, so his appointment to the Senate will add to the strength of national spirit as well as to the business acumen in that assembly.



F. T. Frost, one of the recently-appointed Senators.

By courtesy Rideau Record, Smith's Falls.

A REMOVAL.

The Bennett Manufacturing Co., manufacturers of shelf boxes, cabinets, etc., have recently moved into their new offices and show-rooms at 556 Dundas street, Toronto. This company took over the business of the late J. S. Bennett, whose sudden death took place a few months ago. B. F. Bennett is the manager of the new company.

WIRE NAILS
TACKS
WIRE

Prompt Shipment

The ONTARIO TACK CO.
Limited
HAMILTON, ONT.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS AND COMPROMISES.

A MEETING of the creditors of Joseph Potts & Son, hardware merchants, Dorchester Station, Ont., was held on March 31.

Leopold Leger, contractor, Lachine, Que., has assigned

Thos. A. Collins, oil operator, Oil Springs, Ont., has assigned to Charles Egan.

A meeting of the creditors of Leo. Leger, contractor, Lac Lind, Que., will be held on April 4

The assets of the general business of Blais & Proulx, Ste. Anne de la Pocatiere, Que., are to be sold on April 3.

A meeting of the creditors of Gustave Doucet, carriage maker, St. Angele de la Pocatiere, Que., will be held on April 4.

Joseph Potts & Son, hardware merchants, Dorchester Station, Ont., are offering to compromise at 80c. on the dollar.

McWinnie & Harvey, roofers, Ottawa, have assigned to W. A. Cole, and a meeting of the creditors will be held on April 6.

INCORPORATIONS AND CHANGES.

The Minnatonka Gold Mines, Limited, has been incorporated.

P. Demers & Fils, Montreal, have been registered as hardware merchants.

The Locomotive & Machine Co., of Montreal, Limited, have registered.

The Stanley Mills Co., Limited, Hamilton, Ont., have obtained a charter.

B. I. Spear, general merchant, Oakland, has been succeeded by A. Bell.

C. W. Wainwright, machinist, Virden, has been succeeded by Thos. Mitchell.

Trite, Wood & Co., general merchants, Fernie, B.C., have been incorporated.

J. D. Lacerto & Co., general merchants, Plessisville, Que., have been registered.

The Great West Implement Co., Limited, Edmonton, has been incorporated.

The Bentley Co., Limited, general merchants, Lethbridge, have been incorporated.

Olaf Anderson, general merchant, Selkirk, has been succeeded by J. R. Bullock.

The Duplex Gold and Copper Mining Co., of Maritana, Que., have obtained a charter.

The Grand River Metal Stamping Co., Limited, Galt, Ont., have obtained a charter.

Thom & Fines, general merchants, Darlingford, have been succeeded by R. Fines & Co.

Woods, Limited, manufacturer of lumbermen's supplies, Ottawa, has been incorporated.

A. Lemoine & Frere, general merchants, St. Eugene de Grantham, Que., have been registered.

The Havelock Electric Light & Power Co., Limited, Havelock, Ont., have obtained a charter.

Myers & Co., general merchants, Vankleek Hill, Ont., have been succeeded by Greenspoon Bros.

E. J. Brooks & Co., general merchants, Indian Head, have been succeeded by E. J. Brooks & Son.

The Sherwin-Williams Aluminum Paint.

A Wonderful Paint.

New use found for it daily.

Good Aluminum paint is one of the most adaptable paints on the market. There is a constant demand for it and the dealer should have a line that he can sell with confidence.

The Sherwin-Williams Aluminum Paint is made for that purpose—it gives satisfaction to the man who sells it and the man who uses it.

Our product is particularly adapted for household use, and is also being used to splendid advantage on radiators, steam-pipes, engines, etc., in offices, hotels and factories.

The Sherwin-Williams Aluminum Paint has good covering and working qualities and is extremely durable. Some points of its superiority are velvety lustre, no nauseating odor, doesn't discolor, will stand extremes in temperature, won't blister, scale or crack, and won't settle hard in the can.

It is a line you can push with confidence. There is money and advertising for you in it. Prices quoted and full information given upon request Write to-day.

THE SHERWIN-WILLIAMS CO.

PAINT AND VARNISH MAKERS.

CLEVELAND, CHICAGO, NEW YORK, NEWARK, BOSTON, KANSAS CITY, SAN FRANCISCO, LOS ANGELES, MINNEAPOLIS MONTREAL, TORONTO, WINNIPEG.

CANADIAN DIVISION

HEADQUARTERS, & PAINT FACTORY, 21 St. Antoine Street, Montreal.

VARNISH FACTORY, St. Patrick Street, Montreal.

TORONTO DEPOT, 86 York Street.

WINNIPEG DEPOT, 147 Bannatyne St., East.

James Martin & Co., general merchants, Buckingham, Que., have been succeeded by Edward Johnston.

The style of Robertson & McIntosh, general merchants, L'Orignal, Ont., has been changed to McIntosh, Houston & Co.

The North Bay Supply Co., Limited, North Bay, Ont., have been granted a winding up order, and J. P. Langley has been appointed provisional liquidator.

PARTNERSHIPS FORMED AND DISSOLVED.

Wm McCarthy, tinsmith, Saskatoon, has sold out to W. Murphy.

Geo. Seelers, furniture dealer, Saskatoon, has sold out to A. E. Young.

Geo. J. Wilson, furniture dealer, Treherne, has sold out to T. A. Metcalf.

Nichol & Richard, agricultural implement merchants, Crystal City, have dissolved.

Rosen & Korman, general merchants, Morden, have dissolved, and N. Korman continues.

The National Oil Co., of Canada, Montreal, have dissolved, and a new registration has been made.

Hebert & Guerton, general merchants, St. Charles, Que., have dissolved, and a new partnership registered.

C. F. Comer & Co., hardware merchants, Calgary, N.W.T., have dissolved; and C. F. Comer continues.

The assets of the carriage making business of Jos. Fontaine, St. Victor de Tring, Que., are to be sold on April 8.

Howard & Harrington, tinsmiths and stove merchants, St. John, N.B., have dissolved; N. J. Harrington continues.

John F. Fleming, general merchant, Killaloe Station, Ont., has admitted a partner; new style is J. F. Fleming & Co.

SALES MADE AND PENDING.

The Nelson Hardware Co., Nelson, B. C., are selling out.

The McDonell Rolling Mills Co., Limited, Toronto, have sold to The Dominion Bolt & Forging Co., Limited.

FIRES

R. Chestnut and Son, wholesale and retail hardware merchants, Fredericton, N.B., sustained slight damage by fire; loss insured.

FREIGHT SERVICE TO PORT ARTHUR.

A DESPATCH from Port Arthur, Ont., says: "The Northwestern Line steamships will make tri-weekly trips to and from this port during the coming season of navigation. The steamers composing the line will be the Majestic, United Empire and Monarch. The first-named vessel will ply between Sarnia and Port Arthur direct. The Empire and Monarch will ply between Sarnia and Duluth. They will lay at Port Arthur 27 hours discharging and receiving freight, running in connection with the Canadian Northern. These boats will carry freight for Manitoba and the west, and will divert much of that traffic which went to Winnipeg in bond by way of Duluth.

"In addition to the vessels named plying here regularly, carrying package freight, there will be the three vessels of the Montreal-Port Arthur line, making weekly trips. The boats of this line are Arabian, Advance and Wacondah. The Advance has undergone extensive improvements at Kingston. The Wacondah is under construction in Scotland, and is expected to be ready for her regular run fairly early in the season. Then there will be the line of three Old Country built ships, also to ply between Montreal and Port Arthur, carrying package freight. These new ships are designed on the most modern lines, and are being constructed in the capacity of the St. Lawrence canals.

A NEW ASSOCIATION.

The Montreal Wholesale Clerks' Union was formed on March 29. All the details for the formation of the association were not decided upon, and a committee was appointed to look after this and report at the next meeting. A good deal of enthusiasm was shown over the proposed association, and all the warehouse clerks are expected to join.

EARLY CLOSING

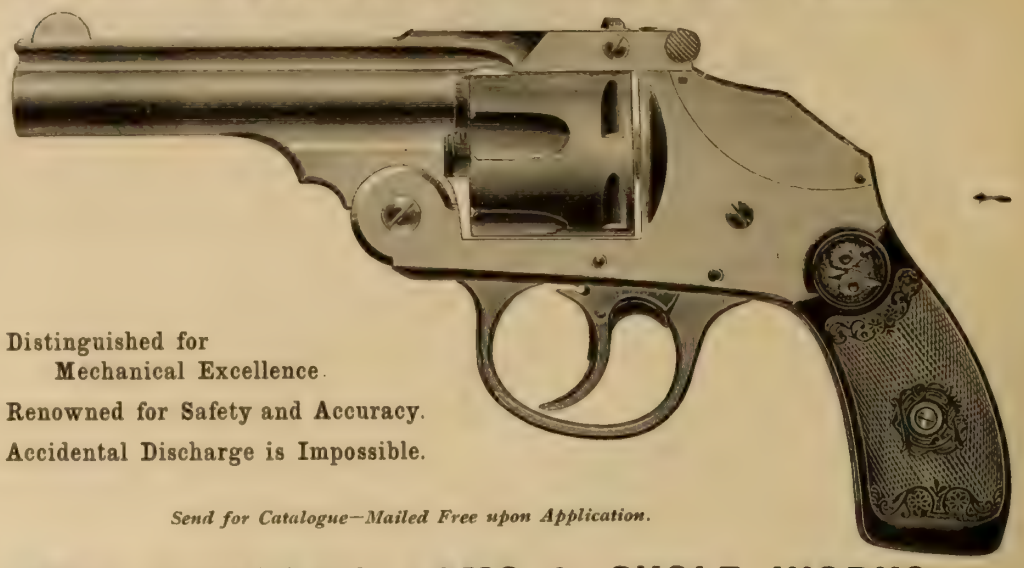
The movement for early closing of stores in Montreal is progressing. A meeting was held on Sunday, March 29, by the Early Closing Association, at which it was decided to have the Bill providing for early closing pushed through the Quebec Legislature as soon as possible.

J. B. E. Poirier presided, and in his opening remarks explained the object of the Bill. By it municipalities would obtain power to pass by-laws making it illegal to open before 5 a.m. or remain open after 7 p.m. While many of the stores do now close early in the evening and others not much later, there are some in which the clerks work 17 hours a day.

Several speeches were made by Messrs. G. L. Desaulniers, M. Howard, B. Guenette, F. J. Fortier, F. Dubord and J. A. Jacob, officers of the association. The retail clerks of the city will be asked for subscriptions to forward the movement.

Guerette & Wheeler, general merchants, Notre Dame du Lac, Que., have dissolved, and Guerette continues.

IVER JOHNSON REVOLVERS



Distinguished for Mechanical Excellence.

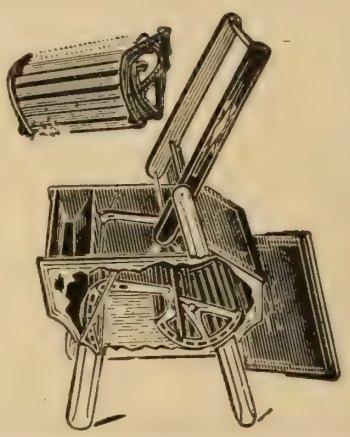
Renowned for Safety and Accuracy.

Accidental Discharge is Impossible.

Send for Catalogue—Mailed Free upon Application.

IVER JOHNSON'S ARMS & CYCLE WORKS,

New York Office: 99 Chambers St. FITCHBURG, MASS.



Vollmar Improved Perfect Washer

It has a most enviable record. A perfection of its kind—will wash more clothes in less time, do it better and easier, with less wear and tear, than any other machine. Prices on application.

COLBORNE, Sept. 10th, 1902,

Messrs. WORTMAN & WARD MFG. CO., LONDON,

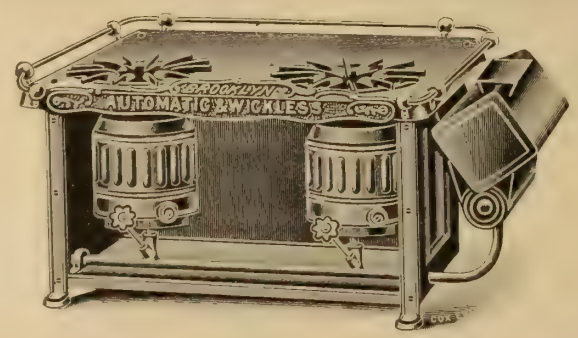
DEAR SIRS,—We have used the washer again and find that further use increased its value to us. The girls are simply delighted with it, as they can do the washing and be presentable for callers if need be.

MRS. R. WEEKS.

The above is a sample of the many kind words said about the Vollmar. (Use the street No. when addressing us.)

The Wortman & Ward Mfg. Co., Limited

No. 1500 William Street, London, Ont.



BROOKLYN Oil Stoves

1, 2, and 3 Burners

E. T. WRIGHT & CO.

Hamilton and Montreal.

CATALOGUES, BOOKLETS, ETC.

THE HAY TOOL GREEN BOOK.

Caverhill, Learmont & Co., Montreal, have just issued a small catalogue, called "The Hay Tool Green Book," which is fully illustrated and gives all particulars regarding this line of goods. A copy will be mailed to anyone dropping a card to their headquarters, St. Peter street, Montreal. Special attention is called to their advertisement on page 7 of this week's issue.

H. S. HOWLAND, SONS & CO., LIMITED

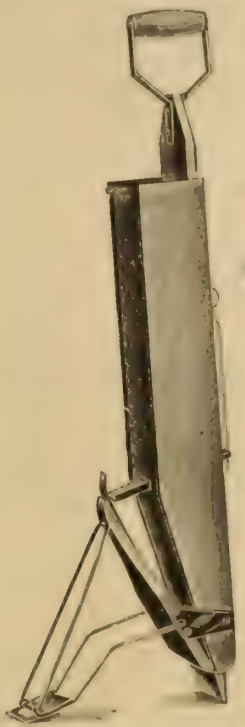
WHOLESALE ONLY

37-39 West Front Street, **Toronto.**

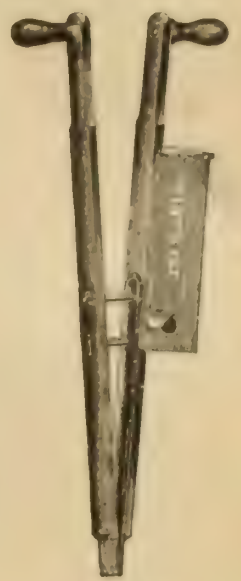
ONLY WHOLESALE

Corn Planters.

"TRIUMPH" Corn Planter.



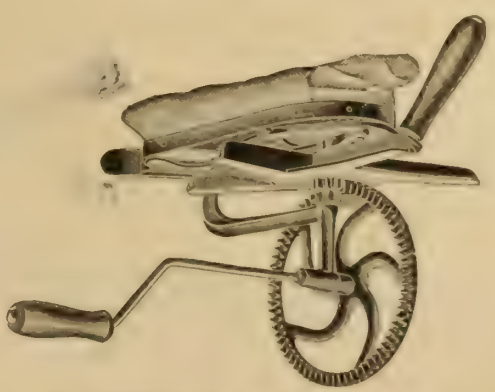
"ESSEX" Corn Planter (One Hand).



"TRIUMPH,"
with Pumpkin Seed Attachment

Seed Sowers.

SHEEP SHEARS.
(German)



The "PREMIER" Broadcast Seed Sowers
will sow any seed that is sown broadcast.

SHEEP SHEARS.
(Burgon & W...)

FOR FURTHER PARTICULARS SEE OUR HARDWARE CATALOGUE.

H. S. HOWLAND, SONS & CO. LIMITED, **Toronto.**

OUR PRICES ARE RIGHT.

Graham Nails are the Best.

WE SHIP PROMPTLY.

Factory: Dufferin Street, Toronto

MACHINERY

A SOUND JUDGMENT.

As a rule, the manufacturer of cycle accessories has more to think of these days than the merits of the latest fad in coasters or sprocket gears, and a recent decision of the Birmingham, Eng., county court will not ameliorate the anxieties of that man whose mind is bent upon the establishment of a fittings factory.

John Sansome, a grindstone manufacturer, living on Belmont road, complained of the noise emanating from George Rathbone's shop, on the ground that such noise had impaired the health of Mrs. Sansome and her child.

His Honor, Sir Richard Harrington, in giving judgment, pointed out that no prescribed right to make a noise in this particular place had been set up, otherwise he would have had considerable difficulty in dealing with the case. He had investigated the matter personally, and did not think the nuisance was incident to the locality. He believed in some manner or other the machinery might be altered so as not to emit that fearful buzzing sound, which must be a serious annoyance to anyone who had to endure it all day long. Other factories in close proximity made noises, it was true, but not such an awful whirring. He gave an order that is worth quoting in extenso: "That there be an injunction to restrain the defendant, etc., etc., from making or causing to be made, noise in the factory so as to occasion a nuisance or annoyance to the plaintiffs."

The noise "would always be a question of degree, and if the defendant could continue to carry on his works in such a manner as to obviate any substantial issue of noise, he would not violate the injunction."

The query remains, "What is a substantial issue of noise?" It would seem as if the learned judge had embraced the atomic theory.

MACHINE SHOPS FOR INDIAN HEAD.

A machine shop is now assured to Indian Head. There is room for it. There is plenty of work to keep it busy. It is a necessity. Great inconvenience has been occasioned many times through the lack of just such an institution.

Many of the big foundries, factories, etc., of the east have grown out of the machine shops started in the early days in the then small eastern towns. The machine shop was the nucleus which expanded as the country grew and many of them now form the chief reliance of the towns. To these the young men of the locality go and learn their trade, thus equipping themselves with a means of earning a decent livelihood in any part of the world. What has occurred in the east will occur here. The machine shops and little factories of to-day will be the great big industries of a few years hence. The proprietors will adapt themselves to the country and grow as the country grows, expanding one with the other.—Indian Head, N.W.T., Vidette.

ELECTRICITY ON GERMAN VESSELS.

THE incomparable development of the German shipbuilding industry during the past 20 years has called forth all the ingenuity of the technical engineer, writes United States Consul E. L. Harris, Eibenstock. That Germany to-day possesses the fastest vessels which cross the Atlantic is a triumph due chiefly to the skill of the trained machinist. In no merchant marine is electricity used in connection with all the latest inventions to a greater extent than on German vessels. Its application to the comfort and safety of ocean travel presents one of the brightest chapters in the history of modern shipbuilding.

Hardware retailers in many towns are devoting much attention to machinery and machine tools. Experience has shown that those who make a feature of these goods prove valuable agents and that they find the line a particularly valuable one in connection with the hardware business.

The Kronprinz Wilhelm, the latest express steamer afloat, furnishes the best example of the use of electricity at sea. All the cabins have not only electric lights and call bells, but are fitted up with telephones as well. The first class cabins on the promenade deck and the dining room are heated by 104 electric ovens. Electricity is applied to 40 small and 19 large motors, as well as to many cranes and ventilators.

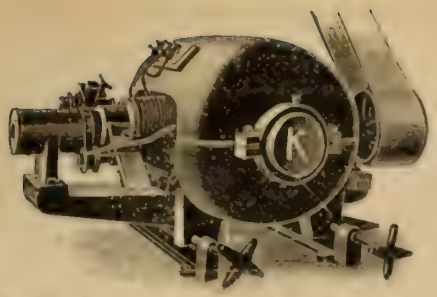
The power for the motors from which the electricity is derived for lighting and other purposes is engendered by four independent dynamos. Connected with the dynamos are four compound steam engines. Three dynamos are situated behind the engine room between the two huge propelling screws. They are protected by water tight bulkheads and are separated from the engine room and piston rod by solid partition doors. The fourth dynamo is located in a large niche in the engine room, above the water line, and on a level with the main deck.

An interesting feature of the application of electricity on shipboard is the so called Schotten telegraph, or bulkhead telegraphy. In the moment of danger caused by a collision, this telegraph enables the captain on the bridge to see whether all the water-tight doors are closed or not. On board the Kronprinz Wilhelm, there are 40 such doors, 21 of which are electric trap contrivances, which fall into place at a moment's notice. There is a water-tight apparatus joined to each one of these doors, which is connected by wire with a tableau on the commanding bridge. This tableau shows the captain a complete plan of all the decks, and every time a trapdoor falls into place he is apprised of the fact by the lighting of an electric lamp. These lamps are brought into position exactly behind the holes on the bulkhead or plan of the decks, so that a glance is sufficient to show if the doors are closed or not.

In case of danger, the ship's crew receives the alarm by means of 36 electric bells, which are distributed throughout the vessel. These bells are divided into two electric-current circles. The 12 bells of the first division are located in the boiler, machine, dynamo, and steerage rooms—that is, in every place where a water-tight trapdoor is situated. The 24 bells of the second division are located throughout the entire ship and serve to summon the whole crew when necessary. The alarm apparatus is fed with 100 volts directly from the engine room. The whole outfit was constructed especially for the Kronprinz Wilhelm, and is entirely waterproof in every respect.

The fire-alarm signals are similar to those above described. The moment a fire breaks out, it is exactly located on a chart in the pilot room by means of an electric lamp. There are 13 electric fire alarms distributed throughout the ship.

The entire electric outfit on board the Kronprinz Wilhelm was put in by the Union Elektricitats Gesellschaft, in Berlin. It took 70 men six months to complete the work.



Kay Electric Dynamo and Motor Co., Limited

Manufacturers of Dynamos and Motors for all purposes, both direct and alternating currents. Special attention given to repairs.

Office and Works, 219-221 Queen St. East, Toronto.
Phone Main 1251. Estimates cheerfully given.

PETRIE'S MACHINERY LIST.

(See change next issue)

SCREW CUTTING ENGINE LATHES.

9 in. x 10 in. Sebastien with Chuck.
11 in. x 5 ft. Barnes Power or Foot Power. New.
13 in. x 3 ft. L. W. Pond Co.
14 in. x 6 ft. Porter. New.
15 in. x 8 ft. G. A. Crosby Co., New.
15 in. x 6 ft. London Tool Co.'s. New.
21 in. x 8 ft. G. A. Crosby Co., New.
25 in. x 14 ft. " " "
24 in. x 16 ft. London Tool Co., "
36 in. x 22 ft. " " "

IRON PLANERS AND SHAPERS.

9 in. x 6 in. x 24 in. Planer with Countershaft and Hand. New.
13 in. x 16 in. x 45 in. Planer with Vise.
24 in. x 24 in. x 6 ft. Planer, London Tool Co., New.
36 in. x 36 in. x 8 ft. " " " "
12 in. Iron Shaper, Michel Make.
24 in. " " Triple Geared. London. New.

GEAR CUTTERS.

30 in. Semi-Automatic Whitton. New.
30 in. Automatic. London Tool Co., New.

BRICK MACHINES.

Martin Machine with 5 wheeling out barrows and 10 moulds.

I inspect and repair tools in my own shop. My Stock List will help you select that new machine. My supply catalogue will tell all about supplies. Send for one.

H. W. PETRIE

131-145 Front St. West, 8-22 Station St., Toronto.

THE ADAMS STOVE PIPE REGISTER.

Design Patented June 29, 1897.

Design Patented August 31, 1897.

Made by

The Adams Company

Dubuque, Iowa, U.S.A.

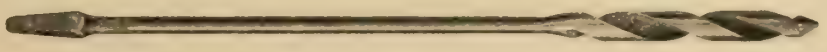
"THE PEERLESS"

is the best Bolster Spring ever produced. A fine line for the hardware trade. **Write Us for Prices.**

JAMES WARNOCK & CO., - GALT, ONT.

To the RETAIL HARDWARE DEALER

ARE YOU HANDLING TWIST DRILLS ?

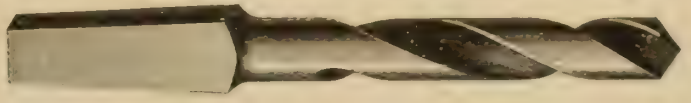


You will find a good trade can be done in

New Process Twist Drills

See Cut Book 9 Page 65.

Others are doing a nice trade in this line, why don't you give it a trial ?



These Drills are hot forged, the best part of the steel is not cut out and thrown away. They are superior in every way to the ordinary milled Drill.

We guarantee these tools to be as represented and replace free of charge any that are found defective in material or workmanship.

WRITE AND GET OUR PRICES.

THE FAIRBANKS COMPANY

SOLE CANADIAN AGENTS,

MONTREAL WINNIPEG VANCOUVER

MACHINERY AND ELECTRICAL NOTES.

The Strathroy, Ontario, Furniture Co., are installing new machinery in their factory.

Dyesdale & Co., Edmonton, N.W.T., have installed an electric motor and pneumatic hammers in their works.

A new electric light plant will be installed at Watford at a cost of $7,500.

The Frontier Lumber Co. have been appointed Canadian agents for the "Olds" gasoline engine.

Two No. 2 Petrie cooking and heating boilers were shipped to the Laurie Engine Co., Montreal, Que., by H. W. Petrie, Toronto.

Harold S. Crowell, manager of the Burrell-Johnson Iron Co., Yarmouth, N.S., made a trip to Canning a few days ago, and secured a large order at that place.

Two No. 19 and one No. 21 Crosby power presses were purchased by the Eclipse Office Furniture Co., of Ottawa, from H. W. Petrie, Toronto.

A 24 x 24 x 6½ ft. London iron planer and a 20 in. G. A. Crosby & Co. upright drilling machine have been installed in the plant of the Canada Radiator Co., Port Hope, by H. W. Petrie, Toronto.

An entire machine shop outfit consisting of a 24 in. x 10 ft. London engine lathe, 20-in. Barnes drilling machine, portable forges, emery stands, and all the necessary shafting, hangers, pulleys and kindred supplies, was purchased from H. W. Petrie, Toronto, by L. C. Adams, of Penetang, Ont.

The boiler-makers and helpers of the Leonard foundry, London, Ont., asked for an increase in wages on April 1. The demand of the boiler makers was met, but that of the helpers refused, with the result that both boiler-makers and helpers, some 75 men, have gone out on strike, the former having struck work in sympathy with the latter.

The Pure Milk Corporation Co., of Hamilton, have placed a No. 2 Jewel automatic engine in their establishment. The Jewel engine has earned a reputation throughout Canada as being one of the most economical, reliable and durable means of transmitting power. This engine was purchased from H. W. Petrie, Toronto, who is the Canadian representative.

LARGE SALES OF MACHINERY.

The Fairbanks Company, Montreal, have recently furnished the following machinery.

Montreal Heat, Light & Power Co.—One 3-ft. American Tool Works radial drill; one 26 x 48 McCabe double-spindle lathe; one 8 in. Bement slotter; one 14 in. LeBlonde lathe; one 26 x 26 x 8 ft. American Tool Works planer.

James Cooper Mfg. Co., Montreal, one 2 x 26 Pratt & Whitney new model turret lathe; one 24-in. LeBlonde turret lathe; one 26 in. Gisholt turret lathe; one Pratt & Whitney cutting off machine; one 20 in. R. McDougall engine lathe.

Canada Switch & Spring Co., Montreal, one 12 x 24-ft. Pond heavy pattern engine lathe; one 24 in. LeBlonde turret lathe.

Canadian Pacific Railway.—Two Pond and one Niles locomotive car-wheel lathes.

J. Inglis & Sons, Toronto.—One 25-ton Niles Bement electric crane.

Carriere, Laine & Co., Quebec.—Two 15 in. Crosby engine lathes.

The Fairbanks Company is certainly to be congratulated on the splendid success which they are meeting with in connection with their machine tool department, which has only recently been established. They are aiming to supply only the highest grade of tools, and report that manufacturers are looking for tools which will give a maximum amount of product and thus reduce the cost of production. They will gladly forward catalogue of any machine tools to any one who is in the market.

A WINNIPEG MACHINERY PLANT.

THE Stuart-Arbuthnot Machinery Company, of Winnipeg, has become The Stuart Machinery Company, Limited. The firm possesses one of the finest plants in the Dominion, and the demand for machinery in the West is so great that there is no idle moment in the working year of this up-to-date concern.

A recent contract for 750,000 ties was placed by the C.P.R. with the East Kootenay Lumber Company, Cranbrook, and the Stuart Machinery Company are busy constructing the machinery to complete this order.

A visit to the shops of the Stuart company is well worth the time it involves, and goes far to show that Canada is in the van of progress in the building of modern machinery.

Labor-saving devices are the order of the day, and one cannot but be struck with the number of automatic contrivances utilized in every department.

In earlier days, the man who could drill four holes per hour in a boiler plate, was considered an expert; in the modern machine-shop, it is a poor machine that will not cut out 30 in an hour with unerring accuracy, and in the Stuart shops 40 or more are demanded of the boring machine, and the demand is met every time.

Cutting key-seats in hardened steel shafts is no child's play, yet the machines in the Winnipeg shops will do more work along this line in an hour than a skilled workman could accomplish in three or four days.

Screw cutting is an exact mechanical science, and when one sees threaded bolts turned out by the dozen, apparently with as much ease as one would pare an apple, it becomes a hazardous mental speculation as to what is the limit of mechanical possibility.

Within the past half century, electrical engineering has passed from the experimental to the commercially utilitarian stage, and if one needs uncontrovertible testimony to the superseding of other methods of power-transmission by electricity, that need is supplied by a peep into the Stuart electrical department, where armatures are being wound by the dozen; dynamos tested automatically, and all the legion of electrical operations are in full swing. A casual glance at some recent contracts includes a 250-light dynamo for the Royal Crown Soap Co.; a 100 light for the Robinson & McKenzie Lumber Co.; two 60-light plants for the East Kootenay Lumber Co.; a 30 h.-p. motor for J. W. Boyd; three motors for Gallagher's abattoir, and another of 50 h.-p. for the Arctic Ice Co.

The Stuart Machinery Company's shops are replete with every modern contrivance for turning out the best work, and as Canadians are not slow to appreciate the value of high-class machinery, a promising future is before this enterprising establishment at Winnipeg.

EQUIPPING A BOX MILL.

A. B. Cowan, the president of Cowan & Co., of Galt, Ont., is in town, a guest at the Victoria. Mr. Cowan yesterday entered into a contract with the Flewelling concern of Hampton for the furnishing of a new machinery equipment for the box mill which will replace that recently destroyed by fire. Mr. Cowan has been going through the lower provinces for many years and he is greatly pleased with the signs of prospects he saw on every hand this trip. The Sydneys he considered in their infancy.—St. John Sun, March 28.

BRANDON MACHINE WORKS COMPANY.

The Brandon Machine Works Co., Limited, have issued a 40-page illustrated catalogue of machinery made or handled by them. This firm has grown in recent years from a small concern employing less than a score of hands until now their buildings cover almost an entire block on the principal thoroughfare, while every department is equipped with modern machinery, and employing 100 machinists, boilermakers, blacksmiths, moulders, carpenters, pattern makers and painters.

EMPIRE MACHINE & METAL STAMPING CO., Limited

MANUFACTURERS OF ALL KINDS OF

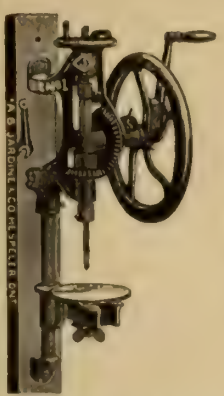
We make all kinds of Hardware and Wire Specialties. Wire straightened and cut to lengths.

MACHINERY

Metal Stamping—We work all kinds of Sheet Steel, Brass, Aluminum, Copper and Silver to any shape.

Send us your samples or drawing and we will give you prices.

1012 Yonge St., - - - - - TORONTO.



TRADE MARK REGISTERED

Blacksmiths' Hand Drills.

The very best.

A. B. JARDINE & CO.
HESPELER, ONT.

The Dennis Wire and Iron Co.,

LONDON, ONT.

WIRE WINDOW GUARDS
IRON ROOF CRESTING
STABLE FITTINGS
IRON STAIRS
OFFICE AND BANK RAILINGS
METAL SASH BARS
Ornamental Wire, Iron and Brass Work.

Special Terms to the Hardware Trade.
Send for Catalogue.

STANDARD TIN WORKS

MANUFACTURERS OF

TINWARE AND TIN CANS

Fruit Cans, Meat Cans,
Jacketed Oil Cans,
Baking Powder Cans,
Lard Pails, Etc.

JAS. A. McGOLPIN
156-162 Duke Street, TORONTO.

USE **CANADIAN BABBIT**

Imperial Hercules
Metallic Star

The highest grade babbits made.

THE CANADA METAL CO., WILLIAM STREET, TORONTO.

SEASON 1903

INVINCIBLE BRAND **HORSE BLANKETS**

Burlington Stay-On Stable Blankets. BISHOP FUR ROBES AND COATS.

PLUSH AND WOOLLEN KNEE RUGS.

Our travellers are on the road with samples of the above for next season. We make a specialty of these goods and are large dealers in them. If you are not on our list of customers write us. We are always pleased to show samples and quote prices.

Established 1866. SAMUEL TREES & CO., TORONTO

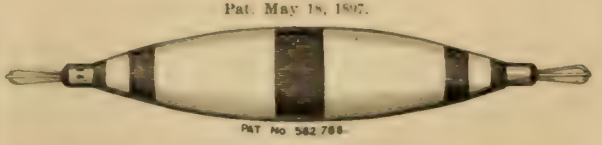
CELEBRATED **HEINISCH** SHEARS

Tailors' Shears,
Trimmers' Shears,
Tinners' Snips, etc.

ACKNOWLEDGED THE BEST.

R. HEINISCH'S SONS CO. NEW YORK OFFICE, 90 Chambers St. NEWARK, N.J., U.S.A.

Not connected with any Shear Combination.



BEST FLOAT AFLOAT

J. M. MAST MFG. CO., Lititz, Pa., U.S.A.

EDWIN H. GRENFELL & CO., LONDON, CANADIAN AGENTS.

DEPARTMENT OF ADVERTISING SUGGESTION AND CRITICISM

Edited by **W. Arthur Lydiatt,** TORONTO.

NOTE.—Herein are discussed the principles and practice of advertising. Subscribers are invited to send Mr. Lydiatt specimens of their newspaper and other advertising, for the purpose of review in this department. Address care of Department of Advertising, HARDWARE AND METAL.

It is our intention to make this department a regular feature of HARDWARE AND METAL. To make it the more interesting to our individual subscribers we invite them to write Mr. Lydiatt telling of their situation, the difficulties they have met with in getting adequate results from their advertising, and sending samples of their ads. to receive his impartial criticism.
If you want to know how your advertising can be improved, ask.—THE EDITOR.

THERE are periods in the experience of every retailer when he becomes temporarily enthusiastic over the business-building opportunities that lie in good advertising.

He has read of the success of others through the adoption of certain progressive methods; he has heard about men situated like himself who have "made things hum" by continually keeping at it.

In one form or another he gets an unlimited amount of advertising logic handed out to him. He reads in his favorite trade paper about "how he should do it." The solicitor for the local newspaper is continually dunning him for an ad., reminding him with each visit of the opportunities for getting new business he is missing by not having his ad. in the paper which is read by all the people to whom he looks for patronage.

In his quieter moments he ponders over these things, and no man who is anxious to make a success of his business can get away from the influence of this kind of talk for long.

Finally, he decides to "try it for a while."

He contracts for a certain amount of space in the local papers, and then sits down to write an ad.

The fact that what he is about to prepare is going in print makes him very particular what he says and how he says it. He is impressed with the necessity of making it read "nice," and it is quite natural that he should be. The fact of his giving serious attention to the "copy" is an encouraging sign.

In order to make sure that his ad. will be noticed, he thinks he ought to say something startling, so he looks through his competitors' ads. and racks his brain to try and think of some scheme or bargain that will "go them one better."

He tries so hard to think of something "big" to say that he overlooks all the little things that go so far in making an ad. interesting and effective.

It doesn't lie in the province of the ordinary retailer to do "big" things, comparatively speaking, so, after repeated efforts to write something out of the ordinary, he finally falls back on a formal announcement, which runs something like this:

> **John Smith** Hardware Main St.
>
> A full line of...
>
> **Household Hardware,**
> **Stoves, Ranges,**
> **Shovels, Rakes, Tools,**
> **Cutlery, Etc.,**
>
> at reasonable prices.
>
> BEST STORE IN TOWN.

While this kind of publicity may do him good—almost any kind of an effort will do some good—it falls far short of the possibilities. The fact that the same thing has been said hundreds of times before by as many different dealers, and that it really conveys no meaning either to your mind or anyone else, detracts from its effectiveness.

If our retailer has never advertised before, however, and does not know that but very few results ever come from this kind of an ad., he'll probably decide that it will do.

He watches its first appearance with a great deal of interest, possibly because it gratifies his vanity to see his name in the paper. For awhile this interest in his advertising space continues. Perhaps he will change the copy once or twice, because he has read that he ought to, but it is usually the case that as soon as the novelty has worn off, he begins to lose interest in the appearance of his ads.—or I should say, ad.—and his space to all intents and purposes becomes dead. At the newspaper office his is regarded as a "standing" ad.

Is it any wonder that a great many retailers cannot understand all this talk about the power of advertising in getting new business?

Do you ever wonder why your advertising does not bring you the results you expect? Is this the reason?

The public usually take about as much interest in a merchant's ads. as he does himself.

If he changes the copy every issue, most people will read each new ad. as it appears, if for nothing else than to see what is new in his store.

But if he doesn't take enough interest in his advertising space to use it to give the public the news of his store, he should not expect them to give his advertising, or his store, any attention. It is, therefore, not surprising that his advertising space remains unnoticed, and that his advertising expenditure is practically a dead loss.

People read the papers for the news they contain. They no more think of reading the same ad. every time it is published than they would think of repeatedly reading the same item of ordinary news.

To get the best results from your advertising it is necessary to change your ad. every time the papers in which you advertise are issued—even if it be every day.

And if you're ever stuck for something to say, think of what the traveller said when he sold you the goods—think of the reasons why you bought that produce from the farmer—and if this "talk" was good enough to sell the goods to you, it will likely prove effective in re-selling these goods to the public.

It isn't talk alone that sells you your stock, nor is it talk alone that sells that stock to the public. You usually have some samples.

Neither is it talk alone that will show you how to advertise your store—you must have some samples. That's why I am going to publish a few specimen ads. at frequent intervals, and to assist still further, these ads. will be "seasonable." They'll be ads. that you can use with good

effect just about the time I give them to you.

Those readers who may use them, might send me a copy of the paper containing the ad., as I will be interested to know that some are finding the suggestions of practical value.

Just at this season of the year people are fixing things up generally about the house and garden. Many of them have last year's tools, yet only need the suggestion from you to remind them that these are not in good enough order to suit them, or that they need repairing. They might decide that the old tools wouldn't do if you told them about the kinds you have, and the prices at which you sell them.

The ads. below are timely, and, with a few prices added, ought to catch the eyes of some needing ones.

GARDEN-MAKING TIME

is pretty sure to find you in need of some good garden tools. Ours are of the guaranteed goodness kind - price and kind guaranteed, just to your liking, or money back.

If there's a good garden tool made you're pretty sure to find it here

(Here might be mentioned a few garden tools with prices.)

Blank & Blank,
Masonic Block, - Main St.

When You Clean House

let us help you.

We can furnish you with everything necessary for cleaning, such as step-ladders, pails, scrubs and window brushes, mops, carpet and furniture beaters—in fact, everything necessary to help you make things spick and span.

Don't put up with the old when the new are so cheap.

Cleanine & Clean,
BATH, N. B.

Let me see some of the ads. you are using now. Write and tell me about the methods you employ, or have employed, in reaching out after new business.

Tell me about your successful schemes that I may pass the idea on to others.

Tell me about your advertising failures—schemes that didn't pan out just as you thought they ought to.

Perhaps I'll be able to tell you why, or suggest some improvements or new ideas.

Let's exchange ideas—you give me yours—I'll give you mine. Some real benefit to all concerned is sure to be derived from this kind of co-operation

TRAVELLERS AND TELEPHONE CHARGES.

Editor "Hardware and Metal":

Sir,—Something should be done by the Dominion Parliament at the present session to curb the money grabbing corporations. The Travellers' Association were to receive a special rate from The Bell Telephone Company, but nothing has come to light up to the present. The company have inserted pay 'stations in many of the leading hotels all over the country, and travellers who represent wholesale and manufacturing firms, are supposed to contribute every time they wish to use the 'phone, while The Bell Company make an agreement with the hotel proprietors to give them 20 per cent. of the receipts in the boxes attached to each 'phone, and, in addition, furnish a desk 'phone free for office or private use. This is not right, as practically all manufacturers have from one to ten 'phones in their establishments, besides switchboards and private 'phones throughout their factories, while members of the firms have them in their residences. Every traveller should be furnished with a certificate saying his firm is a subscriber, and he should, on showing this, be entitled to use the 'phone wherever he may be. The certificate should entitle the traveller to special rates over long distance service, either night or day.

The company would find it to their interest to keep in touch with the various travellers' associations as they carry a large influence with the merchants all over Canada, and if they were to decide to boycott The Bell Telephone Company the pressure would certainly be felt, as local companies are springing up all over the country.

Competition is the life of trade and the new companies will get their share before very long, as The Bell Company's present attitude toward the public generally in small towns is anything but pleasant. A guest in any hotel should be entitled to use the 'phone in that place without extra charge. Does the company's charter permit them to put in these collection boxes and impose on the public?

It is to be hoped the Canadian Manufacturers' Association and the boards of trade will debate on this question. These bodies, with the assistance of 15,000 travellers in Canada, should be able to get some concessions from The Bell Telephone Company before matters get too far advanced.

March 28, 1903.

TRAVELLER.

When the above was shown to J. K. Dunstan, of The Bell Telephone Company, he answered: "I am surprised to find a traveller so far behind the times. Why, pay stations are a feature of all first class hotels in Europe or America whether they be national, municipal or company 'phones. The practice is now universal in modern hotels and up to date travellers have come to realize that they have no more reason to expect free 'phone service than free drinks or shaves. More than that hotelkeepers have found that their guests are unanimous in appreciation of the change from the poor service of the old fashioned hotel 'phone to the thorough service now rendered.

"Have you considered the difference in the service of a few years ago and that of to-day? Formerly there was a 'phone at the disposal of guests of the man from the street, of anyone. Suppose you rang up a guest: a bell boy answered and went away to hunt your man. While he was away a third party entered the 'phone box and rang up central. The chances were that you were cut off and that by the time your man was brought to the 'phone the stranger was using the line. Many such annoyances occurred daily. Now, in one hotel I have in mind we have two operators at work and sound proof cabinets installed. If you want a guest at this hotel you ring him up. Our operator finds him and he has the use of our service gratis. If he wants to speak to anyone he has privacy and a fine service for a paltry nickel. It is the boast, not the shame, of hotels that they have an elaborate telephone system. The King Edward Hotel will have over 400 'phones, one for each room. This will necessitate four or possibly six operators, so it could not be done for nothing. Nor do the guests want it for nothing. They so appreciate the convenience that they do not worry about our nominal charge.

"Now as to reduction in long distance charges, does your correspondent propose to go to the central office each time he wants to telephone? That would be necessary. But even if he did, he would be asking for a great deal. We once gave the travellers a special rate, but other classes of business men began using the long distance 'phone so freely that we gave them all the special rate. Now, our friend wants another cut. So would the rest.

"The Bell Telephone Company feel most kindly towards all travellers, and I think we have the goodwill of the great bulk of them. Yet, we are sorry to have one of them feeling unkindly towards us."

Schaffer & Becker, general merchants, Blackville, N.B., have dissolved and are succeeded by Messrs. S[illegible]

Window and Interior Displays

Timely Hints and Suggestions.

FOUR METHODS OF DISPLAYING BRUSHES.

By L. J. L., Toronto.

On the approach of springtime merchants are looking for ideas on the display of brushes of various kinds. It is well that at this season of the year such lines of this as have, in many cases, been placed away in some obscure corner or shelves, should be brought forth and made use of in store decoration and window display. There is little difficulty in showing to good advantage various lines of brushes, if the retailer or some of his clerks would start out to get ideas on the subject.

An excellent way to procure such ideas is to get pointers from any traveller selling these lines. The salesmen, in moving about from place to place, never fail to notice many of the best plans of displaying goods in their line, both in windows and in store interiors. The following methods of showing brushes in windows may be of interest to wide-awake storekeepers:

(a) Make a frame of wood to suit the window; cut poultry netting to size of frame; fasten netting on frame; paint frame and netting dull shade. Paint and varnish brushes can be placed between the meshes of wire without injury to them. If care and ingenuity is devoted to the work the brushes can be arranged to show to excellent advantage on such a frame.

(b) A simple but effective display of scrubbing brushes can be made by fastening small screw hooks to end of scrubbing, stove, shoe and whitewash brushes and by arranging them in designs. For instance, four strings of brushes can be connected from the four corners of the window to meet in the centre. With this could be shown a display of various house-cleaning goods.

(c) Take some wooden hoops from an ordinary barrel; wind around the hoops some turkey red cotton or other suitably colored material. Place screw hooks in the inside and attach brushes. Hang the hoops at slight incline, so that the top or front brushes will not hide the back or lower ones. This can easily be changed, making inexpensive but excellent displays. They can be used inside the store as well as in the window. It would be well to change the brushes frequently, so that they might not become shop-worn.

(d) Secure heads of barrels; join firmly together; cover with some colored material; lay on brushes, the large ones on the outer edges and the small ones at the centre; use black tape to tack firmly over brush handles to keep them in position. When completed you have two circles on a large wheel of brushes, which will look well when hung up in the window or near the brush and painters' supply shelves.

The writer would like to see opinions from retailers who have tried such displays and have watched closely the results. It would also be interesting to hear of other plans of displays by other travellers or retailers.

A RETAILER'S EXPERIENCE.

One of the show-windows of a hardware store should be inclosed and made perfectly tight for the protection of cutlery and other easily-damaged goods, writes S. Holden in Iron Age. The partition separating the window space from the store proper should be of plain glass, so as not to shut off a view of an inviting interior. Mirrors on the back and side extending up about 30 in. from the window floor add much to the appearance of an inclosed window. A large wall case about 2 in. deep and filled with a good showing of 200 or more pocket knives may be placed above the mirror on the side of this window and will make a permanent and profitable display without injury to the goods.

Whether placing your goods before the public in the columns of a newspaper or in a show-window select articles that you want to sell and for which there is a demand, or for which you can create a demand, and put them before the public in a straightforward way, telling the price or any particular advantage they may possess. Neither fanciful nor grotesque displays will pay.

A good window of finishing hardware can be arranged by filling it with locks, escutcheons, butts, etc., of the same design and finish as sold for the leading new buildings. Cards should state where the goods are used and call attention to special features. Sketches of some of the buildings in course of erection may be placed in the window to good advantage if they can be obtained.

People working in windows or dummies representing them can be used occasionally when they directly advertise the goods for sale and are not calculated simply to draw a crowd. For example: During a very popular course of cooking lectures in our town we placed a kitchen table in the window and had a man dressed as a chef showing a new food chopper. Baskets of different vegetables, crackers and meat were placed in front of the table and the facility with which they were chopped, together with other advantages, were shown to the ladies who overcrowded our store every afternoon. Racks of kitchen specialties, principally those used in the cooking school, were placed around the window. We not only advertised in the papers, but gave each lady attending the lectures a small advertising blank book, with pencil attached, for writing receipts, etc. This exhibit sold several hundred of the choppers in the five days, besides many other cooking utensils, and has greatly increased our trade in both.

Neat price-cards should be used freely, not alone on cheap goods on which you are making a special price, but on the best goods. Pictures, if bearing directly on the goods for sale, often add much to a display. For example, a large cartoon, taken from an illustrated paper, of President Roosevelt and several foreign rulers seated around a beautifully browned turkey, was mounted on a card advertising a window filled with a new kind of roasting pans, and assisted in selling many dozens of the pans.

Customers are aided in selecting seeds, especially flower seeds, if the cards placed in the boxes of bulk seeds have either a colored picture, which can be obtained from seedsmen, pasted on them, or a water-color sketch of the flower.

MAY NOT PLACE DUTY ON LEAD.

An Ottawa correspondent writes that "A delegation of the silver lead men of British Columbia waited on Messrs. Fielding and Templeman on Monday in support of the request made some time ago for protection to this Canadian industry. Messrs. Smith, Riley and McPherson accompanied the delegation. It is very doubtful if the Government will do anything, its friends say, as nothing short of a Dingley tariff would be of any service to the industry. If American duties could be placed on lead, then the argument could be made that they should be applied to other Canadian industries as well."

Are You Letting Money Slip Through Your Fingers ?

Hardware dealers all over the country are making big money by carrying a line of Dodge Wood Split Pulleys.

The investment is small, for with the interchangeable system of bushings, a small stock suffices for almost any size pulley called for.

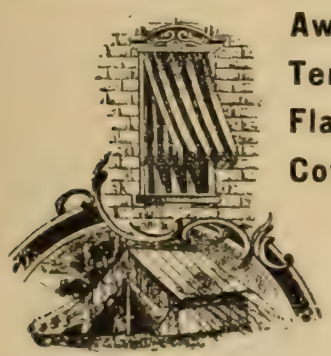
Progressive dealers are more and more recognizing the value of side lines—that take little space and offer big profit.

The Dodge Wood Split Pulley line is one of the best you can carry—a little advertising on your part—notifying the local mill plants that you carry the line, results in immediate orders and the money now passing by you will be yours.

Write for our special exclusive agency proposition.

The Dodge Mfg. Co. of Toronto, Limited
Toronto

BUY OF THE MANUFACTURERS . . .



Awnings
Tents
Flags and
Covers.

WRITE FOR QUOTATIONS.

RAYMOND BROS., Windsor, Ont.

We Make Good

VALVES

Write for Catalogue. It tells all about them.

The Kerr Engine Co.
LIMITED
Walkerville, Ont.

G. A. Crosby & Co. of Ontario,
LIMITED
SARNIA, ONT.

Manufacturers of
Patent Automatic Can Making Machinery, Presses, Dies and Special Machinery for Working Sheet Metal.

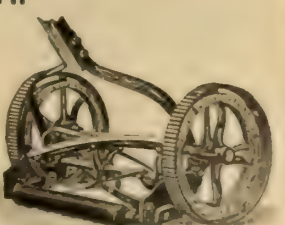
H. W. Petrie, 111-145 Front Street West, TORONTO- Selling Agent.

Steel Frame Churn.

DAVID MAXWELL & SONS,
ST. MARYS, ONT., CANADA.

"Maxwell Favorite Churn"

Patented Features: Improved Steel Stand, Roller Bearings, and Foot and Hand Lever Drive, and Detachable Driving Link. Improved for season of 1903. Steel or Wood Frame as desired.



LAWN MOWERS.

High and Low Wheels, from 12-in. to 20-in. widths. Cold Rolled Steel Shafting, Crucible Steel Knives and Cutting Plate.

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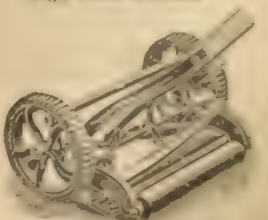
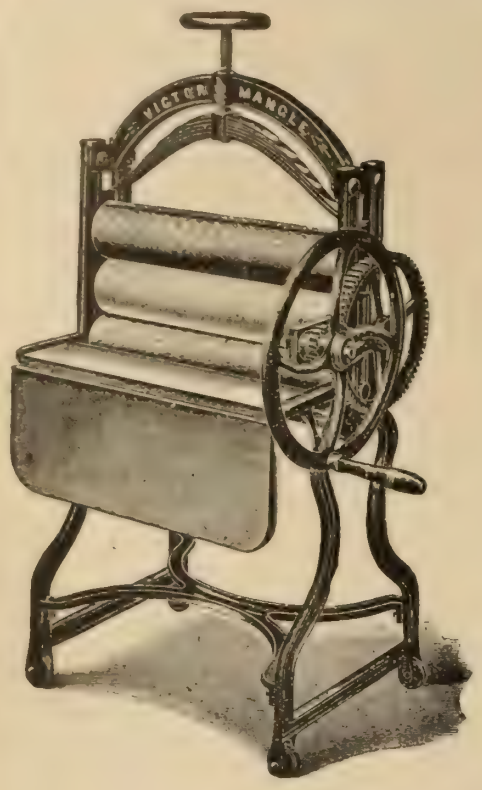


MAXWELL MOWER.
20-inch Low Wheel

THE VICTOR MANGLE



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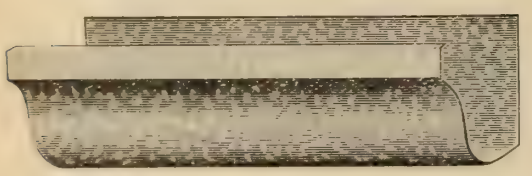

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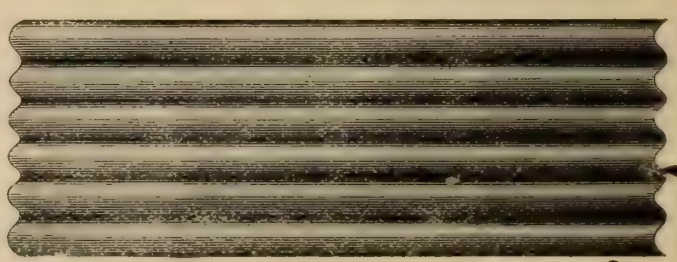

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A GRAVE DANGER TO BUSINESS.

IN spite of the good times which the country has enjoyed, and is enjoying, one cannot but look with alarm on the spirit of stock-market speculation which possesses so many business men in Canada to-day.

The immediate result of speculation is that those who practice it must perforce devote time and attention to it. The markets must be watched, brokers and other authorities consulted. It is only those who devote attention to the speculative market that can hope for one moment to be successful. This attention business men cannot afford to give unless they are prepared to let their business go by the board. No matter how profitable a business may be, it must be watched and cared for; it must have undivided attention.

Success in the stock market comes to but the few. The many are unsuccessful. If there is a lottery it is the stock market. Nothing is more fickle; nothing is more uncertain, not even a horse race.

There may be uncertainty about mercantile enterprises, but the mercantile enterprise is certainty itself compared with the general characteristics of the stock market. If business is properly conducted and backed by adequate capital, there is not much doubt about its success. It is as reasonably certain of success as anything can be certain.

The attractions of the stock market are, no doubt, very great. The thought of getting rich without spending long years of labor in office or in warehouse is unquestionably alluring, and particularly when the market is ruled by "bull" influences. But business men should stop and think before making the first venture, for there is not only the resultant loss which comes from neglect of business to be taken into consideration, but there is a very great danger of the market being controlled by "bearish" influences, and, what is worse, to be struck by panics.

What a "bear" raid means, not a few have learned to their sorrow during the past few months. Fortunately, we have not yet experienced the reality of a panic on the stock market, but we have come dangerously near it more than once within the last few months. Some day we shall experience the reality. We have in the years gone by, and history repeats itself in financial as well as in political affairs.

Should a panic strike the stock market business men who have money up on margins will be placed in a dangerous position, and the more they have pinched their capital for the purpose of speculation the greater financially will the squeeze be upon their legitimate business.

Business men cannot too carefully ponder over this matter.

THE SCARCITY OF LABOR.

Labor, both skilled and unskilled, never was in greater demand in Canada, particularly in old Canada, than at present. Contractors and others who take on a great many extra men in the spring are at a loss to know where they are to get them now. While in the matter of skilled labor there is a probability that by importation all the men that are wanted will be obtained, unskilled workingmen are bound to be hard to get. This is not only because of the extraordinary activity in the manufacturing industries, but also on account of the movement toward the west, which is taking out of Quebec and Ontario a large number of farm hands and ordinary laborers.

CANADIAN FUNDS ABROAD.

THE day when the operations of the Canadian banks were confined to the limits of the Dominion have gone by. Not only, as we pointed out a short time ago, are our banks opening branches in the United States and elsewhere, but it is significant that they are lending large sums of money abroad for commercial and financial enterprises.

According to the Government report for February, no less than $76,757,065, in the shape of call, short loans and current loans, were invested in countries outside Canada, largely, of course, in the United States. Of this sum, $44,668,557 were in call and short loans, and, no doubt, were for the benefit of operators in Wall Street.

The presence of Canadian funds on the New York market is attracting quite a little attention from the financial press of that city, and, to quote one of them, this circumstance has been taken earnest and friendly cognizance of by operators there.

As an evidence of the growth and wider ramification of the Canadian banks, this is, as far as it goes, a matter for congratulation, but there is still another side, which at the present moment is attracting some attention. In Canada the money market is, just now, by no means on the easy side, and speculators as a consequence find their operations somewhat curtailed.

Perhaps this is not an unmixed evil, for easy money means greater opportunities for speculations in margins, which, on sound business principles, cannot be but deprecated. At the same time, however, it does seem a little out of place that, while funds are rather limited in the home market, over $44,500,000 of Canadian money should be out in call loans on Wall Street, assisting the speculators there.

In Maine there is a law which imposes a tax on money loaned outside the State. To most people this will appear an arbitrary law, but it is not surprising that there are men to be found in Canada just now who are advocating that a similar measure should be adopted in this country.

THE DOMINION REDISTRIBUTION BILL.

IN deciding to leave to a joint committee of four Liberals and three Conservatives the preparation of the schedule fixing the boundaries under the new Redistribution Bill, the Dominion Government has taken a wise course.

Under the British North America Act, the Dominion Parliament is compelled to pass a new Redistribution Bill after each decennial census. The intention of that Act was, of course, to provide for this young and growing country adequate and proper representation in the House of Commons. The party in power, when framing this Redistribution Bill, has in the past, however, had an eye more for the strengthening of its own position in the country than thought for the principle of representation by population. As a natural result of this iniquitous policy, there was glaring distortion of constituencies. During the recent election in North Ontario, the attention of the public was more than once drawn to the elongated and unnatural shape of that constituency, which was one of the ridings that was glaringly manipulated for the advantage of the party in power.

The administration of Sir John Macdonald at Ottawa and that of Sir Oliver Mowat at Toronto were unlike unscrupulous in the matter of gerrymandering constituencies ; and on their record in connection therewith, spots have been left which will not be eradicated in this generation at any rate.

It is probable that had the present party been in power at Ottawa when previous redistribution measures were introduced it would have done just what the Conservative party did. We know, at any rate, what its party did in Ontario during the last and previous redistribution of seats in that Province.

Politicians do not run ahead of public opinion, and public opinion in this country, we firmly believe, would not countenance the glaring and unjust gerrymandering of constituencies which have in the past characterized Liberals and Conservatives alike. We are evidently living in a new era.

The decision of the Government to restore the boundaries of counties is also commendable, simply because it is the natural and right thing to do ; and if this principle is faithfully adhered to in the future, there will not be the same opportunities for gerrymandering of constituencies, for it was this manipulation of boundary lines that was the essence of the gerrymandering principle.

In referring the defining of county boundaries to a committee of the House, the precedent is only a new one as far as Canada is concerned. The principle itself was established years ago during the last distribution of seats in England, and was suggested by the Opposition and acquiesced in by Mr. Gladstone, the then Premier. But, while that may deprive any claim to originality that the Dominion Government may be disposed to set up, it by no means robs it of the credit that certainly accrues to it from the character of the present Redistribution Bill, which was introduced in the House on Tuesday by Sir Wilfrid Laurier.

Coming, as it does, when the country is agitated, pained and humiliated by the bribery charges at Toronto, the Redistribution Bill at Ottawa tends to cause one to think less harshly of the political parties.

NOTICE TO ADVERTISERS.

Friday next, April 10, being a holiday, advertisers will please take notice that all changes of copy to secure insertion must be in one day earlier than usual, viz., Tuesday, the 7th inst. We cannot hold ourselves responsible for change of copy received after this date.

C.P.R. EXTENSIONS IN THE WEST.

AN announcement that will be pleasing to business men of Manitoba and the Northwest Territories ; of all Canada, in fact, was made by J. W. Leonard, Supt. of the Western Division, on Thursday last, when the following was posted on the bulletin board of the Winnipeg Grain Exchange :

The company will this year construct side tracks on which elevator sites wil be located between the following stations : Bagot and Burnside, Meadows and Rosser, Rosser and Bergen, Sewell and Douglas, Sewell and Carberry, Poplar Point and High Bluff, Alexander and Griswold, Hargrave and Elkhorn, Fleming and Moosomin, Red Jacket and Wapella, Percival and Broadview, Wolseley and Sintaluta, Sintaluta and Indian Head, Indian Head and Qu'Appelle, McLean and Balgonie, Regina and Grand Coulee, Belle Plain and Pasqua, and also a siding at Little Pembina.

This virtually means that when these extensions are made sidings will be so frequent, so near one another, that the delay to passenger and through freights will be reduced to a minimum.

Moreover, there will be provided by this move a large increase in the elevator facilities along the line, as several firms, Canadian and United States, have expressed their intention of putting up elevators at the new sidings.

MR. CLERGUE'S RESIGNATION.

THE announcement that Mr. F. H. Clergue had retired from the managing directorship of The Lake Superior Consolidated Companies, was not altogether unexpected. In fact, it has for some time been expected.

Mr. Clergue is a man of extraordinary ability, particularly in the work of organizing large commercial enterprises. In this respect he may be classed with Mr. J. Pierpont Morgan. It is true that he has not floated as extensive enterprises as the New York banker, but taking into account the relative conditions in Canada and the United States, under which both promoters worked, what Mr. Clergue has accomplished is equally as great and surprising as anything Mr. Morgan has carried to a successful issue.

But floating commercial enterprises and managing them after they are called into existence is altogether different. For a long time it has been the opinion that Mr. Clergue had more under his control than he could as an individual manage, and the announcement of his resignation has confirmed the accuracy of this opinion.

Fortunately The Lake Superior Consolidated Companies will have the valuable assistance and counsel of Mr. Clergue on its Board of Directors. Whether as managing director or as a member of the Board of Directors of the enterprises which his genius and energy have called into existence, Canada cannot well forget Mr. Clergue. Had it not been for him it is very doubtful whether the industries which are making Sault Ste. Marie so famous, would have had an existence today ; at any rate to the same extent. And the feelings of Canadians cannot be but kindly towards the man, who, recognizing the great natural resources of the country, came over from the United States to promote their development

ON PARLIAMENT HILL

RUMINATIONS by "ZED."

LAST week was to a large extent farmers' week in the House, for after the long discussion on the cattle embargo in Great Britain, the matter of cattle guards aroused a great deal of interest on Thursday.

The Travelling Public.

In this case, however, the general public is more nearly interested than in the former, for in these days the "Travelling Public" and the "General Public" are one and the same thing. Thus it comes about that legislation which in any way tends to lessen or increase the cause of railway accidents is of vital interest to all, and possibly of special concern to those engaged in trade, whose business necessarily entails a large amount of travelling. The law as it at present stands requires the railways to maintain "suitable and sufficient" cattle guards where highways and railways intersect, but this is made nearly a dead letter by another statute which requires all cattle to be under human control if within half a mile of the railway crossing. Thus if a farmer's fence blows down in the night and his cattle stray to the highway and from thence to the railway right of way and are killed, the railway is not liable, even though it has no "suitable and sufficient" guard, even though it has no guard at all, because the minute the farmer comes into court the railway says, "Your cow was not under control when within half a mile of the railway, you are yourself a law-breaker, and so cannot be heard." This very unfair state of things has continued for many years, until the farmers have become very much embittered, and no question in rural Ontario is arousing more feeling than this one. Injustice long sustained invariably breeds unfairness in return, and now the farmers are demanding a bill which will make the liability of the railway absolute, no matter how great the carelessness of the farmer may have been in the letting of his cattle on the road, or even if he has purposely turned them on the road to pasture. Now this is where the travelling public comes in, for cattle killed on the track frequently mean trains derailed with consequent injury to the passengers, and it is contended strongly by those opposing the "Lancaster Bill," that its passage would greatly increase railway accidents. The matter was before Parliament last Session, and after three days spent in the Railway Committee and a long and very warm debate in the House, it was laid over until this Session, on the promise of the Minister of Railways that a commission would issue to enquire into a suitable guard, and that this Session the Government would take action in the matter.

The main excuse of the railways for not maintaining guards that would turn cattle was that no kind had yet been discovered which was perfect for that purpose, and so the Cattle Guard Commission, besides taking evidence in many parts of the country, has devoted many weeks to the practical test of various guards, all inventors being given a good fair chance in the Exhibition Buildings at Ottawa.

The daily papers for a long period had accounts of these tests, in which a one-eyed steer, endowed by nature with a wonderful intelligence, and by man with an excellent appetite caused by a 24 hours fast, again and again crossed the pet machines of clever mechanics for the pleasure of taking an afternoon tea on the further side. While no guard was found which would turn each and every animal, many were exhibited which would undoubtedly deter 90 per cent. of cattle wandering along the highway, and so it would seem that the Commission has not been time and money wasted. Strange to say, Mr. Lancaster, after agreeing last Session to wait the report of this Commission, again introduced his Bill, and while the first reading was allowed to pass unopposed, a motion made by Mr. Blair to refer the Bill to the Railway Committee was opposed, and a division had upon it. The result was that the motion carried by a large majority, and there will now be an opportunity to discuss with the greater freedom obtainable in the Railway Committe the new material which the report of the Commission, soon to be submitted, will furnish to the members.

It is to be hoped that something can yet be done to remove the existing undeniable grievance under which the farmers suffer, without substituting for it a grievance just as real for the railway companies, and which, as above pointed out, might result injuriously to the public at large.

* * *

ON Tuesday, the 24th of March, about three hours of the time of the House was taken up with discussing the British cattle embargo in relation to the Canadian cattle trade. So important is this line of commerce to Canadians in general that no one can object to the expenditure of time,

The Cattle Embargo.

and while party spirit may to some extent have crept in on both sides, the debate was in the main business-like and profitable. The question was raised by Mr. Bell, of Pictou, who asserted that the application of the Diseases of Animals Act of Great Britain to Canadian cattle was unjustifiable, that Canadian cattle at the time of the passing of the Act were and have since been free from contagious diseases, and that the application of the Act has an injurious effect upon the cattle trade of Canada. Thus far the debate developed a remarkable uniformity of opinion upon both sides of the House, but from the party standpoint the sting was in the tail, the last paragraph reading. "This House regrets that this Government has not succeeded by more vigorous protests, or by other effective steps, in finding means to obtain the removal of the existing unjust restrictions on the sale of Canadian cattle in Great Britain."

Three points were pretty well established during the discussion: First, that the Canadian herds are not only much freer from disease than are the herds of the Old Country, but that they are absolutely devoid of pleuro-pneumonia, the particular kind for fear of the spread of which the British Act was passed in 1892. Secondly, that the necessity to slaughter all cattle 10 days after their landing in Britain meant very serious loss to the Canadian exporter, and thirdly, that the continuance of the Act long after the chairman of the Board of Agriculture had admitted the non-existence of disease in Canadian animals was unfair to the Canadian breeders, indicating an unhealthy state in our herds which did not there exist.

Mr. Sherritt, member for North Middlesex, in a very fair and common sense speech, urged the advisability of getting an extension of time to, say, 20 days from time of landing till the time of slaughtering, since it seemed at present quite impossible to procure the abolition of the Act.

It was pretty clearly proven that the reluctance of the British Government to remove the restriction was nothing more nor less than a wish on its part to afford some protection to the cattle-breeders of the Mother Country, but, of course, in Free Trade England it is better to brand unfairly the output of Canada than to admit for a moment that such a dreadful thing as protection is admitted in even a small degree.

After the Prime Minister had asserted that the matter was brought up to the Imperial Conference and its discussion rejected because it was a matter of local consequence to Canada, and not of general interest to the Empire, it being handed over to the Postmaster-General to argue out with Mr. Hanbury, and after Mr. Haggart had stated that he and his friends of the Opposition desired unanimity on this subject, the motion was withdrawn by Mr. Bell.

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

HARDWARE.

Montreal, April 3, 1903.

All staple lines of hardware continue to move briskly and wholesale men seem too busy to think of anything else, except to keep the order sheets well in hand. We notice that nearly all lines seem to be very firm and advances are noted in several instances. Harvest tools are moving very rapidly and have also advanced in price, the discount now being 60 per cent. instead of 60 and 10 per cent. Grindstone fixtures have increased in value about 5 per cent., and are now quoted at the following prices: No. 15, $3.50 per dozen; No. 17, $4 per dozen; No. 19, $4.40 per dozen. The selling prices of japanned thumb latches have also advanced about 10 per cent., and at present they are selling at the following figures: No. 1, 55c. per doz.; No. 2, 60c. per doz.; No. 3, 65c. per doz.; No. 4, 70c. per doz. A new list has been issued for Champion scales. The new discount is 50 per cent. Sectional sash weights have advanced 20 per cent., while common weights only about 10 per cent. A change of about 10 per cent. is noted in the price of brass cheese vat gates. The Wire Nail Association held their quarterly meeting last week, but the prevailing prices were not altered, although the tendency is very strong in that direction. Business generally is reported to be much better than for years past, but on some lines the margin of profit is small.

AGRICULTURAL WRENCHES.—The market is steady at the new list of prices and inquiries are being received by every mail. Our quotations are as follows: No. 6, $9; No. 8, $10; No. 10, $12; No. 12, $14; No. 15, $24, No. 18, $30; No. 21, $36. Discount 70 per cent.

CANT HOOKS. There is no special feature to note this week, but the demand continues to be brisk. Our quotations are still as follows: No. 12, $10.00; No. 8, $11.50; No. 8a, $11; No. 2, $12; No. 7a, $16; No. 6a, $14.50; No. 5a, $11.50.

LAWN MOWERS.—A brisk movement is reported in lawn mowers and the market is firm. We quote: 10½ in. wheel x 12 in. cutter, $7.50; by 14-inch cutter, $8.00; by 16-inch do, $8.50; by 18-inch do, $9.00; by 20-inch do, $10.00. Star, 9-inch wheel by 12-inch cutter, $5.50; by 14-inch do, $5.75; by 16-inch do, $6. Daisy, 8-inch wheel by 12-inch cutter, $4.90; by 14-inch do, $5.10; by 16-inch do, $5.30. Philadelphia pattern, 7½-inch wheel by 10-inch cutter, $6; by 12-inch do, $6.50; by 14-inch do, $7; by 16-inch do, $7.50. Grass boxes are quoted as follows: 12-inch, $2.25; 14-inch, $2.25; 16-inch, $2.50; 18-inch, $2.50; 20 inch, $2.75. The discount on all the above is 50 per cent. off.

BARB WIRE. Orders are exceptionally heavy in this line and trade shows a decided improvement over last year. We quote: $2.80 per 100 lb. f.o.b. Montreal; $2.45 f.o.b. Cleveland in carlots of 15 bales and $2.67½ f.o.b. Cleveland in smaller lots.

GALVANIZED WIRE.—There is only a fair demand for galvanized wire. Quotations are as follows: No. 5, $3.70; No. 6, 7 and 8, $3.15; No. 9, $2.55; No. 10, $3.20; No. 11, $3.25; No. 12, $2.65; No. 13, $2.75; No. 14, $3.75. In carlots, f.o.b. Cleveland: No. 5, $2.20; Nos. 6, 7, 8 and 9, $2.15; No 10, $2.20; No. 11, $2.25; No. 12, $2.30; No. 13, $2.40; No. 14, $2.50. In less than carlots, 12½c. per 100 lb. extra is charged.

SMOOTH STEEL WIRE.—The quotations remain unchanged, but the market shows a tendency to advance. Prices are still as follows: Bright and annealed, $2.50 per 100 lb. f.o.b. Montreal, Toronto, Halifax, London, Hamilton and St. John. Net extras per 100 lb. are now as follows: Coppered wire, 60c.; tinned wire, $2; oiling, 10c.; spring wire, $1.25; best steel wire, 75c.; bright soft drawn, 15c.; special hay-baling wire, 30c.

FINE STEEL WIRE. There is a good business being done for shipment after the opening of navigation. The discount is 25 per cent. with the following extras: 1 and 2-lb. hanks, 25c. per 100 lb.; ½-lb. hanks, 37½c. and ¼-lb. hanks, 50c.

BRASS AND COPPER WIRE.—A fair demand is being experienced at last week's quotations. The discount is 60 per cent.

PRESSED SPIKES.—The market is firm and the movement is somewhat improved during the week. The discount is 20 per cent. f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax.

FENCE STAPLES.—Inquiries are daily received, but as yet no large orders have been booked. We quote: $3 per 100 lb. keg for galvanized staples and $2.80 for bright, with 25c. extra for 25 and 50 lb. packages.

WIRE NAILS.—The prices show a tendency to advance, but no change is reported up to time of writing. We now quote: Carlots, $2.40 and small lots, $2.45 per keg f.o.b. Gananoque, Montreal, London, Hamilton, Toronto, Brantford, Windsor, Ont., and St. John.

HORSE NAILS.—A good trade is being done at unchanged prices. Quotations are as follows: "M" brand, "Oval" and "New City" heads, 55 per cent.; "Countersunk" heads, prices quoted on application. "C" brand, 40, 10 and 7½ per cent. off; "Monarch," 60 per cent. and "Peerless," 50 per cent.

HORSESHOES.—Trade has fallen off considerably during the month of March. Our quotations are still as follows: Iron shoes, light and medium pattern, No. 2 and larger, $3.40; No. 1 and smaller, $3.65; snow pattern, No. 2 and larger, $3.65; No. 1 and smaller, $3.90; X L steel shoes, new light pattern, sizes 1 to 5, No. 2 and larger, $3.55; No. 1 and smaller, $3.80; featherweight, all sizes, 0 to 4, $5.10; toe weight, all sizes, 1 to 4, $6.35. Shoes, more than one size in a keg, 10c per keg extra f.o.b. Montreal only.

RIVETS AND BURRS.—There is no change to note in regard to rivets and burrs. Discounts are as follows: Best iron rivets, section carriage and wagon box, black rivets, tinned do., coopers' rivets and tinned swedes rivets, 60 and 10 per cent.; swedes iron burrs are quoted at 55 per cent. off; copper rivets, with the usual proportion of burrs, 45 per cent. off and coppered iron rivets and burrs, in 5-lb. carton boxes are quoted at 60 and 10 per cent. off list.

BOLTS AND NUTS. The supply continues to be limited and the demand brisk. The discounts are now as follows: Norway carriage bolts, 55 per cent.; common, 50 and 10 per cent.; full square carriage bolts, 55 per cent.; machine bolts, 50 and 5 and 10 per cent.; coach screws, 66 2-3 per cent.; sleighshoe bolts, 65 and 5 per cent.; blank bolts, 50 and 5 per cent.; bolt ends, 50 and 5 per cent.; plough bolts, 50, 5 and 10 per cent. Tire bolts, 67½ per cent.; stove bolts, 67½ per cent. Nuts, square, 3½c. per lb. off list; hexagon nuts, 3¾c. per lb. off list. To all retailers an extra discount of ½c. per lb. is allowed.

SCREWS.—A steadier feeling prevails and a fair trade is reported. We quote as follows: Round head bright, 82½ per cent.; flat head bright, 82½ per cent.; brass, round head, 75 per cent.; brass, flat head, 80 per cent.

CORDAGE.—A decided improvement is noted in this market at unchanged prices. We quote: Pure manila, 11c.; British pure manila, 12c.; sisal, 11c.; double lathyarn, 10½c.; single lathyarn, 10c.

BUILDING PAPER.—There is a brisk demand for building paper. Our quotations now are: Tarred felt, $1.75 per 100 lb.; 2-ply, ready-roofing, 90c per roll; 3 ply, $1.15 per roll; carpet felt, $2.25 per 100 lb.; dry sheathing, 35c. per roll; tar sheathing, 45c. per roll; dry fibre, 55c. per roll; tarred fibre, 60c. per roll, O K and I X L, 65c. per roll; heavy straw and sheathing, $30 per ton; slaters' felt, 60c. per roll.

SCREEN WIRE CLOTH.—The market shows signs of advancing and is very active at present. The ruling price is $1.40 per 100 square feet.

FIREBRICKS.—The spring business is only starting and a big season is looked for. We quote: English, $16 to $22 and Scotch, $17 to $22 per 1,000.

CEMENT.—It is still a little early for cement and only a few orders are being booked. Quotations are as follows: Canadian cement, $1.90 to $2.25; German, $2.25 to $2.40; English, $2.15 to $2.25; Belgian, $1.70 to $1.95 per bbl. ex-store, and American, $2.20 to $2.40 ex-cars.

COAL HODS.—Dealers report the closing season as being only fair, being accounted for by the scarcity and high price of coal. Our quotations are as follows: Japanned, 16-in., $4.50 per doz.; 17-in., $4.80; 18-in., $5.10; with gold band, 17-in., $5.10; 18-in., $5.40. Galvanized, 16-in., $6.20; 17-in., $6.50; 18-in., $6.80 per doz. The discount is 45 per cent.

FIRE SHOVELS.—Discounts are: No. 70, 38½ to 40c. per doz.; No. 55, 55 to 60c.; No. 57 82½ to 90c.; No. 60, 82½ to 90c.; No. 65, $1.37½ to $1.45; No. 80, 50 to 55c.; "Duplex," No. 7, $1.21; No. 9, $1.52; No. 11, $1.82.

LANTERNS. Prices are steady and only a small trade is reported. We quote: Tilt, lift or hinge, No. 0, $4 per doz.; Cold Blast, $7.00 per dozen; dashboard, No. 0, $5.75 per dozen; cold-blast dashboard, $9 per dozen. Extras are as follows: Japanning, 50c. per dozen; cop-

PORTLAND CEMENT

CANADIAN, ENGLISH,
GERMAN and BELGIAN.

FIRE BRICKS, FIRE CLAY,
ENAMELLED BRICKS, all colors.
BUILDING BRICKS.

SEWER PIPES, CULVERT PIPES,
WHEELBARROWS,
FOUNDERS' and CONTRACTORS' SUPPLIES.

F. HYDE & CO.

31 WELLINGTON ST., MONTREAL

. . FULL STOCK . .

Salt Glazed Vitrified

Double Strength Culvert Pipe
a Specialty.

THE CANADIAN SEWER PIPE CO.

HAMILTON, ONT. TORONTO, ONT.
ST. JOHNS, QUE.

Deseronto Iron Co.

LIMITED

DESERONTO, ONT.

Manufacturers of

CHARCOAL PIG IRON

BRAND "DESERONTO."

Especially adapted for Car Wheels, Malleable Castings, Boiler Tubes, Engine Cylinders, Hydraulic and other Machinery where great strength is required; Strong, High Silicon Iron, for Foundry Purposes.

"MIDLAND"

BRAND

Foundry Pig Iron.

Made from carefully selected Lake Superior Ores, with Connellsville Coke as Fuel. "Midland" will rival in quality and grading the very best of the imported brands.

Write for Price to Sales Agents

Drummond McCall & Co.

MONTREAL, QUE.

or to

Canada Iron Furnace Co.

MIDLAND, ONT. Limited

per plating cold blast, $2 per dozen. The prices quoted are f.o.b. London, Hamilton, Toronto, Belleville, Kingston and Montreal.

SHOT.—There is no change to note in the price of shot, and our quotations are as follows: Ordinary drop shot, A.A.A. to dust, $6.50 per 108 lb.; chilled, Nos. 1 to 10, $7 per 100 lb.; buck and seal, $7.50 per 100 lb.; ball, $8 per 100 lb. Trade discount, 15 per cent. f.o.b. Montreal, Toronto, Hamilton, London, St. John, N.B., and Halifax.

METALS.

In hardware and heavy metals there has been a brisk movement, and prompt shipments were necessary in order to satisfy the immediate requirements of retailers. Remittances have been fairly satisfactory and values incline to firmness. Iron is in a strong position. The difficulty of obtaining fuel has now been almost overcome and furnaces can be put in full operation; but in spite of the increased output resultant on this change of the situation, the market is likely to retain all its firmness as a great demand awaits all new iron and the full supply will be no more than adequate. Both domestic and foreign markets are active, and it is reported that in some lines contracts have been already placed running well in to 1904. With the opening of spring the work on bridges, buildings and railways will be pushed with greater energy, and for this, all railway and structural iron is in demand. Iron pipe is moving briskly; galvanized plates and sheets exhibit a firmer tendency; bar iron has been offered at lower rates to secure business, but there is a fair demand, and a scarcity is reported in the smaller sizes. Agricultural machinery is, of course, in active demand, and merchant steel, for the manufacture of this, is being ordered for delivery from the present well into the future. Copper is still strong and shows a tendency towards higher prices. Pig tin is also firm, and lead and zinc show strength. There is no change in the English market with the exception of galvanized iron, which is 5s. per ton higher. The market, however, is firmer, and a general advance is looked for. We quote:

BAR IRON.—A scarcity is reported in the smaller sizes, but the demand continues to be brisk. We quote: Merchants' bar, $2; horseshoe iron, $2.25 and forged, $2.30.

BLACK SHEETS.—The demand is fair and prices are steady. Our quotations are as follows: 28 gauge, $2.65; 26 gauge, $2.60; 20 to 24 gauge, $2.50; 8 to 20 gauge, $2.50

GALVANIZED IRON.—Several large orders are booked for shipment as soon as navigation opens. Our quotations are now as follows: 28 Queen's Head, $4.50; Apollo, 10¾-oz., $4.30; Fleur de Lis, $4.15; Comet, $4.10; "Bell" brand, $4.05. For less than caselots 25c. extra is charged.

LEAD PIPE.—There is a good movement in lead pipe at unchanged prices. We quote: Composition and waste, 8c. and ordinary, 7c. The discount is 30 per cent.

IRON PIPE.—The bulk of the orders that have been booked were for delivery under the new freight rates. Our quotations are as follows: Standard pipe per 100 ft., in lengths under 19 ft.: Black, ¼, $2.40; ⅜, $2.65; ½, $2.85; ¾, $3.65; 1-in., $5.20; 1¼, $7.35; 1½, $8.95; 2-in., $12.55. Galvanized, ¼, $3.20; ⅜, $3.45; ½, $3.85;

STEEL

SANDERSON'S CAST STEEL,
Full line in stock.
REELED MACHINERY,
SPRING, TIRE, TOE CAULK,
Best English and American makes. Etc.

A. C. LESLIE & CO.

509-512 Merchants Bank Building.

MONTREAL.

Our Pumps stand the Test.

They are guaranteed to work right and if they do not we want you to send the pump back and get your money.

So far we have never had to refund the money to any one.

Do you handle a line of pumps backed up by such a guarantee?

If you don't, better write us and get our catalogue and prices.

THE R. McDOUGALL CO., Limited
GALT, ONT.

Pig Iron

We offer the following brands, to arrive, viz:

No. 1 "SUMMERLEE."
" 1 "GARTSHERRIE."
" 1 "EGLINTON."
" 1 "CARNBROE."
" 1 "MIDDLESBORO'."
" 3 do.

Write for quotations.

ADAM HOPE & CO.
Hamilton, Ont.

NOVA SCOTIA STEEL & COAL CO., Limited

NEW GLASGOW, N.S.

Manufacturers of

Ferrona Pig Iron

And SIEMENS MARTIN

OPEN HEARTH STEEL

¾, $5 ; 1-in., $7.20 ; 1¼, $10.05 ; 1½, $12.20 ; 2-in., $16.85. Extra heavy pipe, plain ends, are quoted per 100 ft. as follows: Black, ½, $4.20 ; ¾, $5.25 ; 1-in., $7.65 ; 1¼, $10.55 ; 1½, $12.75 ; 2-in., $17.60. Galvanized, ½, $5.20 ; ¾, $6.65 ; 1-in., $9.55 ; 1¼, $13.25 ; 1½, $16; 2 in., $21.90. For threads and couplings on extra heavy 5 per cent. net is added. Trade discount, 5 to 7½ per cent.

TINPLATES.—No further advance is reported and the market is steady. We quote: Coke, $4.25 to $4.50 and charcoals, $5 to $5.25.

SOIL PIPE AND FITTINGS.—Inquiries are being received daily and a few large orders were booked the early part of the week. The discounts are as follows: Light soil pipe, 3 to 6 inch, 50 per cent.; medium and extra heavy soil pipe, 2 to 6-inch, 60 per cent.; extra heavy soil pipe, 8 inch, 45 per cent.; light fittings, 2 to 6-inch, 50 and 10 per cent.; medium and extra heavy fittings, 2 to 6-inch, 60 per cent.: extra heavy fittings, 8-inch, 45 per cent.

PIG IRON.—The demand is very heavy, but considerable difficulty is experienced in filling orders. We quote $33.50 to $34.50 ex store Montreal.

INGOT COPPER.—There has been no further advance in price, but the market is very firm. We quote $15.50 to $15.75 per 100 lb.

INGOT TIN.—No changes have taken place in the ingot tin market during the past week, and is still quoted at $33 to $33.25 per 100 lb.

PIG LEAD.—There is a tenhency to still further advance this market, and buyers seem very careful how they are placing orders. We quote carlots at $3.50 and less than carlots at $3.75.

STEEL.—The demand is brisk and the market is firm. We quote: Mild, $2.05 ; sleighshoe, $2.10 to $2.20 ; tire, $2.15 to $2.25 ; spring, $2.85 to $3 ; reeled machinery, $2.75 to $3 ; toecalk, $2.60 to $2.75 ; machinery (iron finish), $2.10 ; mild steel, $2.05 ; square harrow, $2.15.

TOOL STEEL.—The bulk of the business is for delivery about the end of April or the early part of May. We now quote : Black Diamond, 8 to 9c.; Sanderson's, 8 to 9c., according to the grade ; Jessop's, 13c.; Leonard's, 7½c ; Jonas & Colver's, 10 to 20c.; "Air Hardening," 50 to 65c. per lb.

CANADA PLATES.—The English market is somewhat easier this week and the local market seems to be more brisk than a week ago. Quotations are as follows : 52s, $2.60 to $2.70; 60s, $2.70 to $2.80; 75s, $2.80 to $2.85; full polished, $3.75 and galvanized, $4.25 to $4.35 ; galvanized, 60s, $4.45 to $4.55.

TERNE PLATES.—We quote the price at $7.75.

COIL CHAIN.—A brisk demand continues and prices remain at last week's figures. Our quotations are as follows : No. 6, 11½c.; No. 5, 10 to 10½c.; No. 4, 9 to 9½c.; No. 3, 8 to 8½c.; ¼-in., 6½ to 7c. per lb.; 5-16, $5 to $5.20; 5-16 exact, $5.25 ; ⅜, $4.25; 7-16, $4 ; ½, $3.95 to $4.05; 9-16, $3.85 to $3.95; ⅝, $3.65 to $3.75; ¾, $5 to $5.20; ⅞, $3.30 ; 1-in.,$3.15 to $3.25. In carlots an allowance of 10c. is made.

SOLDER.—The market continues to be firm and another rise in prices is looked for. We quote : Bar solder, 20c. and wire solder, 19c.

ZINC SPELTER.—There is a good business being done. We quote $6.25 to $6.50.

SHEET ZINC.—We quote $6.75 to $7.

SCRAP METALS.

The scrap metal market continues to improve and a fair amount of scrap is being received from country dealers. Cast iron is somewhat easier this week and the demand is not so heavy. Copper is scarce and the price is likely to advance in the course of the next week or ten days. We quote as follows : Heavy copper and wire, 10c. per lb.; light copper, 9c.; heavy red brass, 10c.; heavy yellow, 8½c.; light brass, 5c.; lead, 2 to 2¼c.; zinc, 2½ to 2¾c.; iron, No. 1 wrought, $17 to $17.50 ; No. 2, $7.50 per ton ; machinery scrap, $17.50 to $18 ; stove plate, $13 ; malleable and steel, $6 ; mixed country rags, 60 to 70c. per 100 lb.; old rubbers, 6¼ to 6¾c. per lb.

RAW FURS.

RAW FURS.—The March fur sales took place in London last week, and the changes known so far are as follows : Black bear, 20 per cent. lower than March, 1902 ; brown bear, 30 per cent. lower ; musk ox, 30 per cent. lower ; silver fox, about 35 per cent. higher ; cross fox, 20 per cent. higher ; white fox, 5 per cent, higher ; red fox and blue fox, same as last March ; beaver, same ; martin, same ; otter, 25 per cent. higher ; lynx, 40 per cent. higher ; mink, 10 per cent. higher ; wolf, 5 per cent. lower ; wolverine, 10 per cent. lower ; fisher, 20 per cent. higher. On most of the furs a higher price was realized. Offerings were fairly large on nearly all lines. Local quotations are unchanged as yet, and prices are :

The Canada Hardware Co., Limited, have received a large consignment of nickel-plated tea kettles and teapots; also hay carriers, steel tracks and pulleys.

ONTARIO MARKETS.

HARDWARE.

Toronto, April 3, 1903.

THE rush for deliveries is now on in earnest and wholesale houses are taxed to their utmost to meet requests from the trade in all parts of Ontario and the West for immediate delivery, particularly of fence wire, wire nails and spades and shovels. Much difficulty is being experienced in securing stocks of spades and shovels, as the manufacturers are behind with their orders and are not likely to catch up for some time to come. The advance in harvest tools seems to have encouraged buying. Lawn mowers are being asked for, but the manufacturers are not all ready to ship yet. Ship and boat builders are hurrying up deliveries of rivets and burrs, the early opening of navigation having caused an earlier demand for the completion of repairs and of new boats than was anticipated. Agricultural wrenches are cheaper, the discount being increased to 70 and 10 per cent. Champion scales are dearer, the discount having been reduced 5 per cent., now being 50 off. Cement is firm with an advance in manufacturers' prices to jobbers. There are no further changes.

BARB WIRE.—The demand from all over Ontario is excellent and as railways

	Large	Medi'm	Small	Kitts				
BEAVER—Labrador and choice Eastern	$6.00	$5.00	$2.75	$1-1.50	Fall Beave $2.00 to $2.50 per pound.		Spring Beav $3.00 to $3.25 per pound.	
" Territory Rocky Mountains and Western								
Strictly Prime, or, No. 1	6.00	4.00	2.00	.50-.75				
Partly Prime, or, No. 2	4.00	3.00	2.00	.50				
Unprime, or, No. 3	3.00	2.00	.75	.40				
Flat, weak, or poor, or, No. 4	2.50	.50	.25	.25				
	Large	Medi'm	Small	2	3	4	Cubs.	Yearl's
BEAR—Black—Choice only	15.00	10.00	7.50	6.00	3.00	.50	$2.00 to $8.00	
" Brown "	12.00	7.00	5.00	......	......	......	1.00 to 5.00	
	1	2	3	4				
BADGER Of all sections	.50	.25	.10	.05				
	Dark	Brown	Pale	2	3	4		
FISHER—Eastern and far North-Eastern	6.50	5.00	5.00	3.00	1.75	.50		
Territory and Western	6.50	5.00	3.50	2.00	1.00	.50		
	Large	Small	2	3	4			
FOX—Red—North-Eastern and similar fine bright red kinds	4.00	2.75	1.25	.75	.20			
" Territory and Western	4.00	2.75	1.40	.50	.20			
	Dark	Fair	Pale	2	3	4		
" Cross—Value principally as to beauty, also size & richness	10.00	7.00	4.00	2.50	1.50	.50		
" Silver—Eastern and far Northern	75.00	50.00	25.00	20.00	9.00	4.50		
" Pacific Coast, Territory and Western	50.00-60	35.00	20.00	15.00	5.00	2.50		
	Large	Medi'm	Small	2	3			
LYNX—Far North-Eastern	4.00-5.00	2 to 3.50	2.25	2.00	.75	.25		
" Territory and Western	4.00-5.00	2 to 3.50	2.25	2.00	.60	'20		
	Dark	Brown	Pale	2	3	4		
MARTEN—British Columbia, Northern Pacific and similar	7.00	5.00	2.50	1.75	1.00	.25		
" Territory and Western	3.50	2.25	1.50	1.00	.60	.20		
" Quebec and Ontario	3.00-3.50	2.25-3.00	2 to 2.25	1.00	.50	.25		
	Large	Medi'm	Small	2 Large	2 Small	3		
MINK—Halifax, far North-Eastern and choice	4.00	3.25	2.50	2.25	1.50	.40	.25	
" Territory and Western	1.50-2.00	1.50	1.00	.75		.25	.15-25	
	Spring	Winter	Fall	Kitts				
MUSKRAT—Eastern, best large		.10 to .13	8 to 10	2 to 5				
" Territory and Western		5 to .10	.07	2 to 4				
	Large	Small	2	3	4		Cubs	
OTTER—Labrador and far North-Eastern	$10-$14	7.00-10	5.00	2.50	2.00		$1.00 to $2.00	
" Territory and Western	6.00	4.50	3.50	2.25	.50		.25 to .50	
	Large	Small	2	3	4			
RACOON—	.75-1.25	.60-75	.33-50	.25	.15			
" Black—Value according to darkness, size and beauty	2.25	2.00	1.00	.50	.25			
	Black	Sh'rt St	Long St	White				
SKUNK	.75-1.25	.75	.40-.50	.05-15				
	Dark	Brown	Pale	2	3	4		
WOLVERINE—Value according to darkness, size and beauty	5.00	4.00	2.50	1.50	.75	.25		
CASTOREUM—	$5.00 to $6.00 per pound.							

HIDES.

The market is quiet and very few first-class hides are to be had. We quote : No. 1 hides, 8c.; No. 2, 7c.; No. 3, 6c. Calfskins, 9 to 11c. and lambskins, 75c.

MONTREAL NOTES

Harvest tools have advanced slightly during the week.

New price lists have been prepared for Champion scales. The discount, which was 55 per cent., is now 50 per cent.

have started taking shipments for delivery via Sarnia, Owen Sound and Collingwood to Sault Ste. Marie, Port Arthur and Fort William, the demand from Manitoba and the Northwest is heavy already. The base price is quoted as follows : $2.55 from Cleveland and 10c. less in carlots. From stock, Toronto, $2.80.

GALVANIZED WIRE.—This line is also in big request from all quarters. The prices are steady, and quotations are as follows : Nos. 6, 7 and 8, $3.15 to $3.35 per 100 lb. ; No. 9, $2.50 ; No. 10,

$3.20 to $3.40 ; No. 11, $3.25 to $3.45 ; No. 12, $2.65 ; No. 13, $2 75 ; No. 14, $3.75 to $3.95 ; No. 15, $4 30 ; No. 16, 44.55. Nos. 6 to 9 base from Cleveland are quoted at $2 27½ in less than carlots.

SMOOTH STEEL WIRE.—A big movement is recorded in this line also. Prices are steady. The base price is $2.50 per 100 lb. Oiling, 10c., coppering, 60c. and tinning, $2 per 100 lb. extra. Shipping points, Toronto, Hamilton, London and Montreal, with freights equalized on those points.

WIRE NAILS.—A good movement to all districts is recorded. Prices are firm. We quote : $2.45 per keg and 5c. less for carlots. The shipping points are Toronto, Hamilton, London, Gananoque and Montreal.

CUT NAILS.—There is an excellent demand for shingle nails, and an improvement in the request for larger sizes. We quote $2.50 per keg.

HORSE NAILS.—A fairly good demand is reported. Prices are steady, with discounts as follows : "C" brand, oval head, 40 and 10 and 7½ per cent.; on "Monarch," 60 per cent. and "Countersunk" head, 60 per cent.; on "Peerless," 45 and 7½ per cent.

HORSESHOES.—The movement is not large, but prices are firmly maintained. Quotations are as follows : Iron shoes, No. 2 and larger, light, medium and heavy, $3.45 ; snow shoes, $3.70 ; light steel shoes, $3.55 ; featherweight (all sizes), $4.95 ; iron shoes, No. 1 and smaller, light, medium and heavy (all sizes), $3.70 ; snow shoes, $4 ; light steel shoes, $3.80 ; featherweight (all sizes), $4.95.

SCREWS.—This is one of the busiest lines in the list at the moment, all kinds being in demand. We quote : Flat head bright, 87½ per cent. discount ; round head bright, 82½ per cent.; flat head brass, 80 per cent.; round head brass, 75 per cent.; round head bronze, 70 per cent.; flat head bronze, 75 per cent.

RIVETS AND BURRS.—There is a particularly good demand from ship and boat builders, while the movement to machine shops keeps large. Prices are firm. we quote . Iron rivets, 60 and 10 per cent. discount ; iron burrs, 55 per cent.; copper rivets, with usual proportion of burrs, 45 per cent.; copper burrs

BOLTS AND NUTS.—Business keeps up exceedingly well. Quotations are as follows : Carriage bolts, common (81 list), 50 and 10 per cent.; carriage bolts, full square ($2.40 list), 55 and 10 per cent.; carriage bolts, Norway iron ($3 list), 55 and 10 per cent.; machine bolts, all sizes, 50, 5 and 10 per cent.; coach screws, cone points, 66 2-3 and 10 per cent.; elevator shaft and whiffletree bolts, 50 per cent.

SPADES AND SHOVELS.—The condition predicted three weeks ago is already having its effect on the market. Manufacturers and jobbers are already behind their orders. Prices are steady. Discount is 15 per cent. and the list price has been reduced $3 per doz. for Olds' goods, $2 for Gray's and $1 for Burns'.

ROPE.—Orders are increasing and prices continue firm as follows : Pure manila, 12c.; sisal, 11c.; lathyarn, single, 11c. and double, 11½c.; sisal bed cord, 3 cord, 48 feet, 65c.; 60 feet, 80c.; 72 feet, 95c. per doz.

HARVEST TOOLS.—There is an extremely heavy movement, and many new orders are coming in. The discount is maintained at 60 per cent

CARPENTERS' TOOLS.—A good demand for immediate delivery is reported. The withdrawal of the extra 10 per cent in discount has strengthened the market, and the present discount, 55 per cent., is well maintained.

LAWN MOWERS.—Retailers are beginning to ask for quick delivery of lawn mowers, but the manufacturers do not seem to have the goods ready. Prices are unchanged. We quote : Woodyatt, 12 in. wheels, $5.50 ; Daisy, 12 in. wheels, $4.90 ; Philadelphia, 10 inch wheels, $6; Ontario, 10 inch wheels, $12.75. The discount is 50 per cent.

BRASS RODS AND TUBES.—The activity continues. Prices are as follows : Tubing, 3/16, 50c.; ¼, 35c., 5/16 to 2 in., 28c. Pipe, ¼, 35c.; ⅜, 28c.; ½ to 3 in., 25c.

BUILDING PAPERS.—Orders in this line have been large and are still coming in freely. We quote : Dry sheathing, grey or straw, 35c. per roll; tar sheathing, grey or straw, 45c. per roll ; dry fibre, 55c. per roll ; tarred fibre, 60c. per roll.

RANGE BOILERS.—The demand continues good, with prices steady. We now quote : 18 and 30 gal., $5.50 ; 35 gal., $6.50; 40 gal., $7.50; 52 gal., $12.50; 63 gal., $19; 82 gal., $23; 100 gal., $31 and 120 gal., $37.

SCREEN DOORS.—The demand continues comparatively light. We quote : Screen doors, common, two or three panel, walnut stained, 4-in. style, $6.80 ; stained, yellow or green, $7 ; in natural colors, oil finish, $8.15 ; 3-inch style, 20c. per dozen less.

CEMENT.—Prices are exceedingly firm and an excellent demand is recorded. We quote : Canadian Portland, $2.40 to $2.50 ; German, $2.30 to $2.60 and hydraulic, $1.50.

METALS

The movement continues exceedingly active and includes practically all lines. Tin and copper are easier in sympathy with lower prices in both London and New York. Pig iron continues steady, though buyers are watching keenly developments in the United States markets, where an unsettled feeling regarding future prices is manifest. Steel is firm on all markets, as are also lead, tinplates, galvanized sheets, solder and zinc sheets.

PIG IRON.—The market continues firm for immediate delivery in all markets, but there is an unsettled feeling as to the future in the United States market. This feeling has led to a cut of $1 per ton in Southern foundry iron for deliveries during the last half of the year. Regarding this The New York Journal of Commerce, of Thursday, says : "The reduction is said to have been made in pursuance of a purpose to secure trade that is now going to European makers of pig iron, especially those in Germany, who have been underselling the home producers in Eastern markets to the extent of at least 75c. per ton. It is believed that the action of the Southern furnace companies in making the cut to $16.50, basis No. 2 at the foundry, or $20.75 New York, was the result of an agreement or understanding among them. Buyers who have been withholding orders for domestic iron, or have been giving the preference to imported material pending a reduction in quotations on the former, are now expected to come in to cover their requirements for the balance of the year, and

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters
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MANUFACTURERS OF
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FOR SALE BY JOBBERS AT MFRS. PRICE

PRIEST'S CLIPPERS

Largest Variety. Toilet, Hand, Electric Power
ARE THE BEST.
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Oneida Community Goods
HALTERS, COW TIES, SNAPS, etc., etc.,
in all sizes and styles. May be had of all jobbers throughout Canada.
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The Best Door Closer is . . .
NEWMAN'S INVINCIBLE FLOOR SPRING
Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring, and has twice the wear. In use throughout Great Britain and the Colonies. Gives perfect satisfaction. Made only by
W. NEWMAN & SONS,
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..A..
STANDARD.
The cost of Axes per million feet of lumber taken out should be the best Standard. Under this Standard the CROWN JEWEL is the cheapest Axe in the market.

Dundas Axe Works, Dundas, Ont.
W. L. Haldimand, Jr., Eastern Agent, Montreal

already, although the news of the break has not yet had time to spread far, there has been a considerable increase in the demand for Southern iron, according to reports of resident agents. There is no pressure to sell for prompt or early delivery, and it is said that any iron that may be available for such deliveries finds a ready market at previous prices. There is little No. 1 offering for present delivery, but No. 2 can be had at $22.50 to $22.75. No. 2 Summerlee continues steady at $25 on track, Toronto.

STEEL BOILER PLATES – There has been a good demand and prices are firmly maintained. We quote $1.96 f.o.b. Toronto.

TOOL STEEL—A good movement continues at steady prices. Our quotations are as follows: "B C" and "Black Diamond," 10 to 11c.; Jessop's, Morton's and Firth's, 14c.; Jonas & Colver's, 10 to 20c.; ditto, "Air Hardening," 70c. per lb.; Chas. Leonard's, 8 to 9c.; Park's "Silver," 12 to 14c.; Park's "Special," 15 to 20c.

MACHINERY STEEL—A fairly good trade is reported. Prices are steady at $2 to $2.05 f.o.b. Toronto.

BAR IRON—A good movement continues. We quote: $2.05 for extras, cut to length while rolling: 2 ft. and over, 10c. per 100 lb.; 1 ft. and under 2 ft., 15c.; under 1 ft., 20c,; over 20 ft., by special agreement, according to length and size.

BLACK SHEETS—An active demand continues. We quote: Common, $3.15 for 28 gauge and dead flat; $3.50 for 26 gauge.

CANADA PLATES—The demand continues to improve. We quote: All dull, $2.90 to $3; half-polished, $2.85 to $3.10, and all-bright, $3.75 to $3.85.

GALVANIZED SHEETS—Prices are firm, as follows: Queen's Head, $4.50 for 28 gauge; American, $4.40 for 24 gauge; Bell brand, $4.30 for 28 gauge; Gordon Crown, $4.50 for 28 gauge.

TIN—The publication of monthly pig tin statistics on Wednesday had a depressing effect on the market, as they showed the consumption to be little more than this time last year, while the world's visible supply was considerable larger than a year ago and 15 per cent. larger than a month ago. There is a reduction of 25c. here. We quote $33 to $33.25.

TINPLATES—There is a brisk demand and prices are steady. We quote: Charcoals, $4.75 to $5, and cokes, $4.25 to $4.50 per box.

COPPER—The predicted reaction from the high prices has set in, and the foreign markets are considerably easier. No change is yet noted here. We quote: Ingot copper $13 and sheet copper $22 to $23 per 100 lb.

BRASS—The market is steady since the change in discounts noted last week, making the latter 10 off list.

LEAD—Business continues excellent. The firmness in the outside markets is reflected here. Quotations are as follows: $3.50 per 100 lb. for pig lead and $3.75 for bar lead.

IRON PIPE—The demand continues brisk. Quotations are: Per 100 ft.: Black pipe, ⅛-in., $3.25; ¼-in., $2.40; ⅜-in., $2.65; ½-in., $2.85; ¾-in., $3.65

"GLOBE" BRAND Files and Rasps

Manufactured from high-grade Crucible Cast Steel, by experienced mechanics.
Every file carefully tested, and warranted.
ALL CUTS. — ALL SHAPES. — ALL SIZES.

FOR ALL PURPOSES.

Sold by all prominent Hardware Merchants, from the Atlantic to the Pacific.

Manufactured by

WALTER GROSE, SELLING AGENT, MONTREAL.

NICHOLSON FILE CO., DOMINION WORKS, Port Hope, Canada.

STANDARD LIGHT-PRODUCERS.

"Banner" Cold Blast Tubular Lanterns. "Radiant Shelby" Electric Lamps.

WALTER GROSE, Selling Agent, Montreal. THE ONTARIO LANTERN CO., HAMILTON.

NEW LIGHT STEEL RAILS ALL WEIGHTS, ALL SECTIONS

We offer for immediate shipment from stock, all sections from 12 up to 56 pounds to the yard with fastenings. CORRESPONDENCE SOLICITED.

Sessenwein Bros., 103 Shannon St., Montreal

WILL IT PAY?

SINGLE FIRST FLOOR OUTFIT.

Every business transaction is weighed by one standard.

Will It Pay?

If you handle *oil of any kind* and are considering the purchase of a

BOWSER
Self-Measuring
OIL TANK

Let us ask you a few questions:

Is it worth 10 cents a Day to handle your oil without waste?

Is it worth 10 cents a Day to sell your oil without loss of time and labor?

Is it worth 10 cents a Day to have no leaky, dirty measures and funnels to handle?

Is it worth 10 cents a Day to keep your oil room neat and clean?

We might propound a hundred questions equally as pertinent. If any one of these is worth 10 cents a day, is not the combination of the many worth more than the cost of a **Bowser Self-Measuring Oil Tank,** which will give you all these advantages.

Let us give you full particulars. **Ask for Catalogue "A."**

S. F. BOWSER & CO., Factory FORT WAYNE, IND.
65 FRONT STREET EAST, TORONTO.

1-in., \$5.20 ; 1¼-in., \$7.35; 1½-in.,\$8.95; 2-in., \$12.55; 2½-in., \$21 ; 3-in., \$25 ; 3½-in., \$32 ; 4-in., \$38.

ZINC SPELTER—Prices are steady, with fair amount of business doing. We quote 6¼ to 6 c.

ZINC SHEETS—The market is still strong, owing to the comparatively light stock carried. We quote the base price as follows : Cask lots, \$6.75 to \$7, and part casks, \$7 to \$7.25.

SOLDER—The market is strengthening, but there is no change in prices. Guaranteed half-and-half is quoted at 18 to 19c. and wiping 17 to 18c.

OLD MATERIAL.

No. 1 wrought scrap is \$1 per ton higher. Other prices are firm. There is an excellent demand. We quote as follows : Heavy copper and wire, 12c. per lb.; light copper, 10c. per lb.; heavy red brass, 10c. per lb.; heavy yellow brass, 8¾c. per lb.; light brass, 5½c.; lead, 2¾c.; scrap zinc, 3c.; iron, No. 1 wrought, \$11 per net ton ; No. 2, wrought, \$5 ; machinery cast scrap, \$16 ; stove plate, \$11 ; malleable and steel, \$7 ; old rubbers, 6½c. per lb. and country mixed rags, 50c. per 100 lb.

SEEDS.

The seed market at the present time is very good, as it should be, for this is the seed season. There is no change since last week in the general market and the prices remain the same. We quote as follows : Red clover, ex warehouse here, \$6.30 to \$8 ; alsike, ex warehouse here, \$5.25 to \$8.50 ; Timothy, ex warehouse here, \$2 to \$2.75.

HIDES, SKINS AND WOOL.

There is very little change in the market since last week. The calfskin market is still strong ; the wool market remains weak, but the demand for hides has increased a little, although it is still rather poor. Prices remain unchanged. We now quote :

HIDES.—No. 1 green, 7½c.; No. 2 green, 6½c. per lb.; No. 1 green, steers, 8c.; No. 2 green, steers, 7c. per lb.; cured, per lb., 8¼ to 8¾c.

CALF SKINS.—Veal skins, No. 1, 6 to 14 lb. inclusive, 10c.; No. 2, 8c.; No. 1, 15 to 20 lb. inclusive, 9c.; No. 2, 7c. Deacons (dairies), each, 60 to 70c.; sheep skins, 80 to 90c.

WOOL.—Unwashed wool, per lb., 8½ to 9c.; fleece wool, 16c.; pulled wools, super., per lb., 15 to 17c.; ditto, extra, 19 to 20c.

TALLOW.—Tallow is very scarce. We quote 5¾ to 6c. per lb.

FOREST CITY GOSSIP.

Office of "Hardware and Metal."

WHOLESALE hardware merchants in this city all report active business. Travellers are meeting with much encouragement on the road, and all are doing well, while orders for goods per mail are numerous. Buyers are not coming into the city from outside points at present. The good weather appears to keep country merchants well occupied at home. Regular lines of shelf goods are chiefly in demand. No particular class or article is in special request, nor are there any changes in price worthy of note.

The Tin Plate Decorative Co., Limited, recently organized and set going, report already more orders than they are ready to overtake. One new machine was installed on April 1, and another is expected to be in operation this week. This will enable them to keep pace with the unexpected rush for their goods. They are much pleased with their success so far. Some 20 hands are now busily employed.

* * *

The Lambe Wire Fence Co. have bought a site in London East, and it is said will shortly commence the erection of a new factory. Fence wire and wire fence makers evidently thrive here, five factories are now in this business, and all are elbowing for more room.

* * *

George Mitchell, traveller for James Cowan & Co., is in the city this week. His ground is east of Toronto as far as the eastern townships and Quebec City. He reports a good business in many of the towns where the habitants congregate, such as Joliette, Three Rivers, Arthabaska, Drummondville, Sutton, Valleyfield, St. Hyacinthe, etc. This territory might properly be said to belong to the cities of Montreal and Quebec, but the numerous good orders being captured down there by London firms is fairly conclusive evidence that those who reach out for business and are abreast of their competitors in the swim can get their share of the available trade.

* * *

Mr. William Smith, ex-president of the National Association of Canadian Master Plumbers and Steamfitters, who has been many years in business in this city, has kindly given your correspondent some particulars about the first meeting of the Provincial Association of Master Plumbers, to be held in this city on Good Friday, April 10.

* * *

The meeting of master plumbers referred to above is looked forward to with considerable interest. Local associations will each send delegates to attend. Reports will be received from every locality, and numerous subjects at present of burning interest to the trade will be discussed. A goodly gathering is expected from all parts of Ontario, and the Grigg House, on Richmond street, will be headquarters for the visiting delegates. W. Mansell is president of the provincial association this year. Meetings are to be held in the Knights of Pythias' Hall, 213 Dundas street.

* * *

It has been rumored for some time that the Stratford Bridge Company would locate in London, and that the London Rolling Mills, recently started, would make their iron and steel.

* * *

Coal oil and gas stoves are very generally used in this city, and retailers are freely advertising them in the local press.

* * *

The London Board of Trade held a brief session on March 31. The annual meeting of the board takes place this month, when the election of officers for a year takes place. Nominations were made on Tuesday for the several committees. It being the rule that the vice-president always succeeds to the president's chair, J. R. Minhinnick will be the London Board of Trade's next president, and he will ably fill the important office. The names of Geo. B. Gerrard, of the B.N.A. Bank, and Raymond Blandford, of the James Wright Hardware Company, were submitted for membership in the Board of Trade and were accepted.

W. H. I.

The many friends of R. G. Wright, Napanee, Ont., who represents The Gurney Foundry Co., Toronto, in Eastern Ontario, will sympathize with the latter in the loss of his wife, who died at her home on Friday last, and was buried on Monday in Napanee.

THE ROOF

Gets the worst of it.

There's no shelter for it. It shelters the rest from the elements. That's why every one needs the very best shingles.

EASTLAKE SHINGLES

are absolutely fire, lightning, rust and leak proof, and easy to apply.

They've long since been proved the most reliable, perfect and longest-lasting kind to be found.

With them in stock you're certain of satisfied customers and increased business.

The Metallic Roofing Co., Limited

TORONTO MONTREAL WINNIPEG

MANITOBA MARKETS.

Winnipeg, March 30, 1903.

TRADE continues good in all lines, and prices are steady in most lines, although there have been some changes during the week. Harvest tools have advanced, being now 60 per cent. instead of 60 and 10 per cent., as formerly. Scythe snaths are now quoted at $6.75, as against $6.25, and bush snaths, $7.25, as against $6.90.

Jobbers are hoping for definite prices on binder twine soon. The reason given for the delay is that manufacturers have not yet completed the purchase of all the fibre they need. Contracts for considerable amounts have been taken at open figures, and jobbers are naturally anxious to have the prices settled.

Scrap iron is in great demand, and figures are higher than for a long time. Straight No. 1 cast iron is worth $20 to $21 ; No. 2, $8 per ton. Other lines are unchanged.

Building materials are in very active demand. A round up of the building trades shows that, taking into consideration all advances on material and labor, the general cost of building has advanced 10 per cent. over that of last year. Rash statements have been going the rounds as to an increase of 35 per cent. in building, but this is entirely erroneous. The amount of building this season will be very great, more especially in the line of large warehouses. Within a radius of four blocks there are foundations being excavated for no less than six jobbing houses, besides an equal number of business blocks.

We quote as follows :

Barbed wire, 100 lb.	$3 25
Plain twist	3 25
Staples	3 65
Oiled annealed wire 10	3 42
" 11	3 48
" 12	3 56
" 13	3 66
" 14	3 76
" 15	3 91

Annealed wires (unoiled) 10c. less.

Horsenails, 40 per cent. discount.

Horseshoes, iron, No. 0 to No 1	4 35
No. 2 and larger	4 20
Snow shoes, No. 0 to No. 1	4 60
No. 2 and larger	4 45
– Steel, No. 0 to No. 1	4 45
No. 2 and larger	4 20

Cut Nails—	
2d 1 in.	$4 10
3d Fin. 1½ in.	4 10
3d 1¼ in.	3 75
4d 1½ in.	3 50
5d 1¾ in.	3 50
6d 2 in.	3 40
8d 2½ in.	3 25
10d 3 in.	3 20
20d 4 in.	3 15
30d 4½ in.	3 10
40d 5 in.	3 10
50d 5½ in.	3 10
60d 6 in.	3 10

Wire Nails—	
1 in.	$4 20
1½ in.	4 20
1¼ "	3 85
1½ "	3 60
1¾ "	3 60
2 "	3 50
2½ "	3 35
3 "	3 30
3½ "	3 25
4 "	3 20
4½ "	3 20
5 "	3 20
5½ "	3 20
6 "	3 20

Bar iron, $2.70 basis.
Swedish iron, $4.75 basis.

Sleigh shoe steel	2 85
Spring steel	3 25
Machinery steel	3 50
Tool steel, Black Diamond, 100 lb.	8 50
Jessop	13 00
Sheet iron, black, 10 to 20 gauge, 100 lb.	3 50
18 to 22 gauge	3 75
24 gauge	3 90
26 gauge	4 00
28 gauge	4 10
Galvanized Iron, American, 16 gauge	4 00
18 and 20 gauge	4 00
22 and 24 gauge	4 50
26 gauge	4 50
28 gauge	4 75
30 gauge	5 00
Extra sheets, 36 in. wide an advance of 25 p.c. per 100 lb.	
Apollo 10¾ oz	5 00
28 gauge	4 75
26 "	4 50
24 "	4 50
22 gauge	4 50
20 and 81 gauge	4 25
16 gauge	4 00
Queen's Head, 24 gauge	4 75
26 gauge	5 00
28 "	5 25
Genuine Russian, per lb.	11
Imitation " "	07
Tinned, 24 gauge, 100 lb.	8 00
26 gauge	8 25
Tinplate, IC charcoal, 20 x 28, box	10 00
" IX "	12 00
" IXX "	14 00
Ingot tin	33
Canada plate, 18 x 21 and 18 x 24	3 25
Sheet zinc, cask lots, 100 lb	7 00
Broken lots	7 50
Pig lead, 100 lb.	5 00
Wrought pipe, black up to 2 inch	50 an 10 p.c.
" Over 2 inch	50 p.c.
Rope, sisal, 7-16 and larger, basis	$11 25
Manila, 7-16 and larger, basis	14 75
Solder	20
Axes, chopping	$7 50 to 12 00
" double bitts	12 00 to 18 00
Bluestone	5 75
Screws, flat head, iron, bright	87½
Round " "	82½
Flat " brass	80
Round " "	75
Coach	65 p.c.
Bolts, carriage	50 p.c.
Machine	50 and 5 p.c.
Tire	60 and 5 p.c.
Sleigh shoe	65 p.c.
Plough	40 p.c.
Flat head stove	60 and 5 p.c.
Round head	60 and 5 p.c.
Elevator	60 p.c.
Rivets, iron	50 p.c.
Copper, No. 8	32
" No. 12	36
Coil chain, 3-16 inch	10½
" ¼ inch	8¼
" 5-16 inch	5½
" ⅜ inch	5¼
" 7-16 inch	5
" ½ to ¾ inch	4¾
Spades and shovels	40 and 5 p.c.
Harvest tools	60 p.c.
Axe handles, turned, s. g. hickory, doz.	$2 50
No. 1	1 50
No. 2	1 25
Octagon extra	1 75
No. 1	1 25
Files common	70, and 10 p.c.
Diamond	60
Ammunition, cartridges, Dominion R.F.	50 p.c.
Dominion, C.F., pistol	30 p.c.
" military	15 p.c.
American R.F.	30 p.c.
C.F. pistol	5 p.c.
C.F. military	10 p.c. advance.
Loaded shells :	
Eley's soft, 12 gauge black	16 50
chilled, 12 gauge	18 00
soft, 10 gauge	21 00
chilled, 10 gauge	23 00
Shot, Ordinary, per 100 lb	6 00
Chilled	6 50
Powder, F.F., keg	4 75
F.F.G.	5 00
Tinware, pressed, retinned.	70 and 10 p.c.
" " plain	75 and 2½ p.c.
" pieced	
Japanned ware	37½ p.c.
Enamelled ware, white	45 p.c.
" Famous	50 and 10 p.c.
" Imperial	50 and 10 p.c.

PETROLEUM.

Water white American	26½c.
Prime white American	24½c.
Water white Canadian	24c.
Prime white Canadian	22½c.

SCRAP.

No. 1 cast iron	$20 to $21 per ton.
No. 2 "	8 "
Wrought iron scrap	5 "
Copper (heavy)	7c. per lb.
Yellow brass (heavy)	7½c.
Light brass	5c. to 6c. "
Lead pipe, or tea lead	2c. to 2½c. "
Zinc scrap	1c. "

PAINTS, OILS AND GLASS.

Turpentine, pure, in barrels	$ 97
Less than barrel lots	1 02
Linseed oil, raw	66
Boiled	69
Lubricating oils, Eldorado castor	28½
Eldorado engine	27½
Atlantic red	33½
Renown engine	42
Black oil	19½ to 21½
Cylinder oil (according to grade)	55 to 74
Harness oil	56
Neatsfoot oil	1 00
Steam refined oil	85
Sperm oil	2 00
Pure castor oil, first pressure	10
Lubricating	10

STEEL RAILS

We offer *60 pound* A.S.C.E. Standard section steel rails and angles, the product of

The Algoma Steel Company, Limited

for *prompt shipment* from Sault Ste. Marie, Ont.

Offices :

Canada Life Building, Montreal.

93 York Street, Toronto.

Drummond, McCall & Co.,

GENERAL SALES AGENTS.

The Algoma Steel Company, Limited.

Glass, single glass, first break, 16 to 25 united inches	2 25
26 to 40 ..... per 50 ft.	2 50
41 to 50 ..... " 100 ft.	5 50
51 to 60 ..... " " "	6 00
61 to 70 ..... per 100-ft. boxes	6 50
Putty, in bladders, barrel lots ..... per lb.	2½
kegs ..... "	2¾
White lead, pure ..... per cwt.	6 00
No. 1 ..... "	5 75
Prepared paints, pure liquid colors, according to shade and color, per gal.	$1 30 to $1 60

NOTES.

Mr. Sherrin, of Reston, has bought out the hardware business of E. Newby, of Holland.

A. J. Falconer, hardware merchant, of Deloraine, is putting in a multiple drawer National cash register.

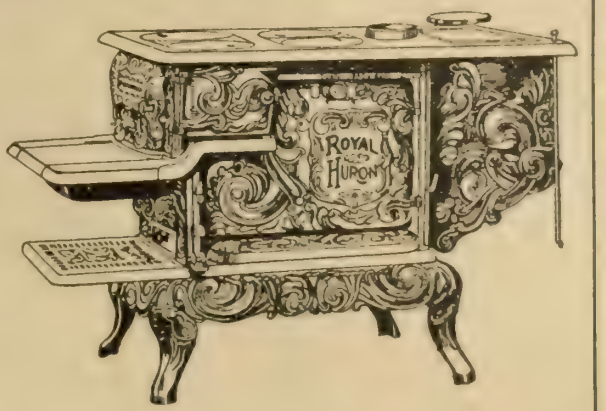
Letters patent have been issued to Jas. McDiarmid, John Carr and Isaac Pitblado, of The Winnipeg Paint and Glass Co.

The firm of Langworthy & Daniel, hardwaremen, Fort Saskatchewan, have dissolved partnership. W. F. Langworthy will continue the business.

Fairbanks, Morse & Co., of St. Paul, Minn., have opened an office in the Grain Exchange, with F. H. Crane as manager. The company handle gas and gasoline engines, steam pumps and railway supplies in general.

"ROYAL HURON" WOOD STOVE

THE Western Foundry Co., Wingham, Ont., is placing on the market a new wood stove, called the "Royal Huron," and they are now in a position to fill orders promptly. It is claimed that this stove is one of the most complete and modern of its class in the country. the oven is made of steel and is exceptionally large and roomy. The fire box is also unusually large and roomy. The reservoir is also very large, which the trade will readily recognize as a valuable feature. It is claimed to be 25 per cent. larger than in any other wood stove. The top of the stove is made is four sections with extra wide centres, the centre being lined and very heavy. The covers are also heavy. In quality, workmanship and material, the stove is first-class and promises to give the manufacturers the same reputation as they have acquired for their "Crown Huron." As the cut shows, it is fitted with a catch shelf. In appearance the stove is handsome and embodied in it is the highest perfection of stove manufacture. In spite of these many new and valuable features, the stove will sell at a moderate price.



HORSESHOERS' CONVENTION.

The Ontario Master Horseshoers' Association will meet in convention in Toronto on Friday. At 11 a.m. Mayor Urquhart will welcome the members of the Association at the City Hall, after which the regular business of the convention will be taken up.

PERSONAL MENTION.

Mr. J. R. Kinghorn, of the Montreal Rolling Mills, is spending a couple of weeks at Atlantic City.

Mr. Rosser McClure, representing the Bowser Oil Tanks, has returned to Toronto after a most successful business trip to the Old Country in the interests of his firm. Whilst there Mr. McClure succeeded in introducing the Bowser Oil Tanks into many large houses.

A TRUE "LYE" STORY.

A humorous incident occurred on Front street west, Toronto, one day last week in front of the premises of E. W. Gillett Co. Limited. A large, lifesize papier-mache sign of a colored boy sitting on a lye box is hung up inside against the area window on a level with the sidewalk, and passers-by are deceived by the natural and lifelike appearance of the sign. On the day in question two dogs, who happened to come along, suddenly caught sight of the grinning lad and made a dash for him, setting up a ferocious barking and growling, half afraid to approach nearer. After snarling and barking for a few minutes and not being molested, they slunk away.

STEEL TRACK FOR AUTOMOBILE.

Charles M. Schwab, president of The United States Steel Corporation, has given the automobile club sufficient plates, which are really wide rails, to lay nearly a mile of track, and the only obstacle remaining is the selection of a suitable site. The rails, as they are called, consist of flat pieces, nearly a foot wide, with a small flange at either side to guide the wheels. They are fastened down to the ground on a stone roadbed. Such a track was constructed some time ago in New York to test its usefulness for trucking. Experiments showed that a load hauled over the smooth surface requires only about one-third as much power to move it as those hauled over a rough roadbed. Such roads have been in operation in Germany and Spain for a number of years. They cost little to maintain and the size and speed of the loads hauled can be increased.

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 2c. a word, each insertion, cash in advance. Letters, figures, and abbreviations each count as one word in estimating cost.

SITUATIONS VACANT.

CARRIAGE painters—on gears and wheels—experienced men only need apply; open shop—ten hours working. McLaughlin Carriage Co. Limited, Oshawa. f

CARRIAGE painter, first class, steady job, state age, experience and wages to Imo Lumber Co., Imo. f

FIRST CLASS paper hanger and general house painter, state wages. F. C. Manson, Cooking wood. f

MOULDERS—on a line of work requiring a rapid as ours, there is always room for one more good moulder, steady work the year round. Good work only. The Wilkinson Plough Co., Toronto. f

ONE first class general machine hand used to running four sided sticker and tenon machine, also first class wood turner, in writing state wages expected. Central Furniture Co., Stratford, Ont. f

WE want four good hardwaremen, traveller, builders' hardware stoves and tinware and wholesale salesman. Must have first class reference; state salary expected. Correspond direct. McLennan, McFeely & Co., Vancouver, B.C. 14

TINSMITH—at once—capable man—ten dollars per week. J. B. Furniss, Sunderland. f

TINSMITH—good at plumbing and pipe fitting—state wages and experience, steady work. H. A. Havill, Walkerton. f

WANTED—at once—a competent tinsmith. Apply Jas. Elston, Austin, Man. f

CARRIAGE top assembler—good mechanic wanted—state experience. Box 705, Globe office. f

SITUATIONS WANTED.

TINSMITH wanted—at once; good wages and steady work for a first-class mechanic. Apply Stephen King, Ingersoll. f

We are headquarters for Wire Window Guards, Wire Cloth, Moulders' Riddles, Children's Cots, Bank and Office Railings, Ornamental Iron Fencing, Window Fixtures, Wire Work, Architectural Wrought Iron Work etc.

The Geo. B. Meadows Toronto Wire, Iron and Brass Works Co., Limited. Established 1851

117 King Street West, Toronto

TRADE WITH ENGLAND

Every Canadian who wishes to trade successfully with the Old Country should read

"Commercial Intelligence"

(The address is 168 Fleet St., London, England.

The cost is only 6c. per week. (Annual subscription, including postage, $1.80.)

Moreover, regular [illegible] entitled to advertise without charge in the paper. See the rules.

HARDWAREMEN WHO SELL BICYCLES.

CAMERON & CAMERON, Beaverton.

CAMERON & CAMERON, whose photos appear herewith, are retail hardware dealers in Beaverton, who have handled bicycles continuously during the past five years with more and more success each year. In a chat with A. E. Cameron, with reference to this branch of their business, he informed a representative of HARDWARE AND METAL that he considered the bicycle branch of their business as one of the best paying lines they had.

A. E. Cameron, Beaverton, Ont.

"I think," said Mr. Cameron, "that no particular credit is due us for special success in the wheel business, but feel that any hardwareman paying as much attention to bicycles and their repairs as they would and do to other branches of the business, would get like results. We have, however, always conducted the bicycle department in such a way as gave the cycle salesman and repairman plenty of room, plenty of tools, plenty of sundries and repair supplies, and plenty of show space. We don't forget to have tire tape or chain grease on hand always, nor omit stocking lamps in the fall when the nights are longer and darker, and always have carbide for the fellows who need carbide. The consequence is our customers rely on us and we're satisfied. A satisfied customer is a good ad., and in selling a good wheel it is essential that the best equipment should accompany it."

H. S. Cameron, Beaverton, Ont.

FINE ART METAL WARE.

W. WILLIS MITCHELL, representing James Cartland & Son, Limited, Birmingham, Eng., is this week visiting the principal cities of Eastern Canada and going as far West as Winnipeg in the interest of his firm. He is about concluding an interesting trip throughout the trade centres of Africa, Australasia, Southern Asia and America, he having covered 61,000 miles since leaving England.

On Tuesday Mr. Mitchell showed a representative of "Hardware and Metal" his attractive arrangement of samples at the Queen's Hotel, Toronto. These consisted of fine art metal, real brass and copper ware for constructive and ornamental furnishings.

A close observation of the exquisite patterns in gongs, hall brush sets, candlesticks and other lines suitable for wedding and birthday presents and of the chaste designs of copper and brass ware for constructive purposes will give one a revelation of the high degree of artistic and mechanical perfection the manufacture of such goods can be brought to. The designs are of the most modern type and the finish is superb; while, as the goods are made from the best gilding metal ware, they are guaranteed to withstand unusual rough usage and keep their color without cleaning. These excellent qualities have enabled James Cartland & Son, Limited, to hold their own in face of all competition and in all parts of the civilized world covered by Mr. Mitchell.

In England this class of goods are handled altogether by the ironmonger (hardwareman.) There is no reason why the same should not be the case in Canada to a much greater extent than is the case to-day. Several of the large jobbing houses handle this firm's product and any of the retailers who desire to secure stocks of the same should secure full information from these houses.

A SUCCESSFUL HARDWARE RETAILER.

THERE is an old saying, "You cannot keep a good man down," which seems to be particularly applicable to the career of A. W. Humphries, Parkhill, Ont.

Mr. Humphries was born in Hamilton, where his father was a contractor in the building of cars for the old Great Western Railway. In his early youth he moved with his parents to Strathroy, in which town he was educated in the public and high schools.

After leaving school he was engaged in various occupations before reaching his life work. He tried photography, printing; was a newspaper reporter, and taught shorthand for some time. On account of his being troubled with inflammatory rheumatism he was advised by doctors to get a situation in a hardware store and live among the iron all he could. He soon secured such a position, and for several years clerked in a hardware, lamp, stove, tinware and agricultural implement store.

Like most people who have made progress in the world, Mr. Humphries kept his eyes open from the start. Later he left for Walkerton, where for five years he was employed in a stove and tinware store. From here he went to St. Thomas, finally starting in business for himself in a small way in Parkhill during 1884.

Although he had been directed to the hardware business for his health's sake, he had so adapted himself to its needs, that his progress was steady, his business having constantly grown until now his hardware, metals and plumbing goods' stock fill closely two stores of no mean size. Two clerks, in addition to Mr. Humphries and his son and partner, W. Norman Humphries, are kept busy.

Mr. A. W. Humphries.

Last year was the largest and most satisfactory his business has experienced.

Mr. Humphries' business principles are tersely summed up in a note recently sent by him to "Hardware and Metal" in the following language:

"I have always been a believer in the free use of printers' ink (perhaps the time spent in a printing office has had something to do with it); have advertised constantly and changed my ad. in almost every issue of the paper; have made it a point to know my goods thoroughly, and then not to make a higher claim for them than the goods would stand; have always guaranteed them to be just what I claimed for them, and then if they did not prove to be right, took them back."

In addition to W. Norman, who was admitted to partnership February 1 last, Mr. Humphries has a son engaged as Musical Director of the Ontario Institute for the Blind at Brantford, Ont.

Mr. Humphries received a copy of the first issue of "Hardware and Metal" which came from the press when the publication was issued from the old Jordan street office. He says of it, "I subscribed for it that day, and have been a regular subscriber and sometimes contributor ever since. It comes into my office every Saturday morning, and is a welcome visitor. It is read by all the staff."

The Selling Qualities

Of our splendid range

The Imperial Oxford

make them the most desirable stock you can handle.

THEIR DIFFUSIVE FLUE CONSTRUCTION
FRONT DRAW-OUT GRATE
OVEN THERMOMETER
DRAW-OUT OVEN RACK

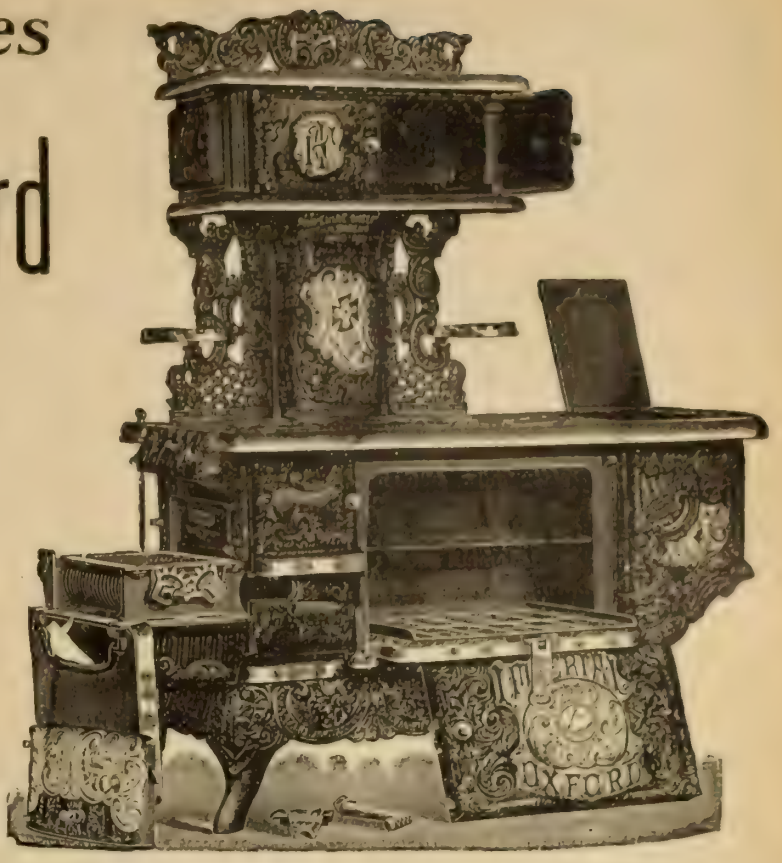
and other improved features, give them a quickly appreciated precedence over other ranges.

Housewives everywhere praise them enthusiastically.

Customers realize their superiority on sight—sales are easy.

They're the popular range of Canada.

Send us your address at once.



THE GURNEY FOUNDRY CO., Limited

TORONTO. WINNIPEG. VANCOUVER.

THE GURNEY-MASSEY CO., LIMITED, MONTREAL.

REFRIGERATORS

The "Northern"

Dry Cold Air Principle

Hardwood, Antique Floor Finish, Zinc lined throughout, with improved galvanized iron shelves, raised panels, fancy brass locks and hinges, air space and insulated with paper and wood. No nails or edges. Showing single and double doors.

Catalogue and Prices on Application.

The Thos. Davidson Mfg. Co., Limited, Montreal.

PAINT, OIL AND BRUSH TRADES

ADULTERATED PUTTY.

A FEW weeks ago "Hardware and Metal" drew attention to the fact that considerable putty was being sold on the Canadian market that was far from being pure, according to Canadian standard. It was pointed out that many ingredients other than linseed oil and whiting would be found in an analysis of the putty now offered for sale.

The Paint, Oil and Drug Review, in commenting on this statement says:

"Without attempting any discussion on the relative merits of the different putty-making processes, it might be well to refer to the fact, which, we believe, is well known to the trade on this side of the border, that some of the largest putty manufacturers by no means confine themselves to the use of whiting and linseed oil, but make liberal use of marble dust, machine oil, corn oil, paraffine, etc., and the lowest grades of whiting, and with these ingredients and their own patented or secret processes, turn out grades of putty that have a very large sale and give general satisfaction. As to the inferiority or superiority of their product, we are not informed, but it is certain that it is in demand by the most discriminating consumers. * * * * * The proof of the pudding is in the eating. The average purchaser and user of putty does not inquire into its ingredient, but observes carefully whether it works smoothly under the knife, hardens uniformly and wears well. If so, he is satisfied."

We are ready to grant that the average purchaser and user of putty does not inquire into its ingredients. We will go further, and admit that some contractors do not care whether the putty they use "wears well" so long as it "works smoothly under the knife and hardens uniformly," and is cheap. We are ready to admit of many good attributes in putty made of machine oil, corn oil, paraffine, etc., but we still insist that such putty is an inferior substitute, that it will not wear as well as the pure article. There may be a demand for it, but it is well that the trade should buy it recognizing it to be of second quality.

ARRANGEMENT REACHED.

A satisfactory arrangement has been arrived at between the master painters and the Brotherhood of Painters, Decorators and Paperhangers of Montreal.

At a meeting of the union held on Tuesday night for the purpose of discussing the question, the following terms were unanimously agreed to:

1. Resolved, that 22½c. an hour shall be the minimum wage for a day's work, to take place May 1, 1903.

2. Resolved, that nine hours shall constitute a day's work.

3. Resolved, that all overtime, after regular day's work, shall be paid time and a half, till midnight, after midnight, double time. Sunday work shall also be paid double time.

4. Resolved, that board, fare and travelling expenses be paid when sent outside the city.

5. Resolved, that the union be recognized by the master painters, and that we keep our autonomy in regard to other trade unions.

6. Resolved, that should any trouble arise between employer and employe said trouble to be settled by an arbitration board composed of three master painters and three union men, decision to be final.

THE GLASS TRADE GRIEVANCE.

CONSIDERABLE discussion has been heard during the past few weeks in regard to some objectionable features in the glass trade, being the result of an article that appeared in "Hardware and Metal" on March 14. The following are the views of one of the largest dealers in Montreal:

"The real grievance lies with the Government blinding its eyes to the rights of importers of Belgian glass which is so largely and favorably known in this market. Prior to the inauguration of the Preferential tariff in favor of English manufacturers, and under the late Government's administration, invoices for large imports of English glass were repeatedly challenged for undervaluation, but for some reason or other, this matter was condoned and the injustice is still permitted by the present Government, without any prospect of redress. The law demands that duty be paid on the selling price of an article in the country from which it is imported. English glass is imported into Canada at a lower price than it can be bought for in England. The glass importers ask for fair dealing and even justice for all. It is not demanded that the law be amended but that the law be administered.

"English goods are now admitted at a one-third lower duty than are the foreign. It is unjust that they should also be allowed to enter at an undervaluation to the detriment of the immense interests which have been laboriously built up in Canada during many years past. Should the whole trade be allowed to slip away into the hands of English makers through unjust competition? I think not. I strongly believe that the glass trade should push this matter until we obtain the redress to which we are entitled from the Government, who, above everything else, should be fair to all."

TURPENTINE AND OIL AT HALIFAX

IN the issue of The Paint, Oil and Drug Review, Chicago, the report of the turpentine and linseed oil situation in Halifax, published in "Hardware and Metal," was reproduced with the following comment: "Buyers of turpentine and linseed oil who complain of the present quoted prices of 71c. and 44c. for small lots in this market should congratulate themselves that they do not live in Nova Scotia. There the paint trade is experiencing $1 turpentine and 75c. linseed oil. Though only a few hours distant from Boston by steamer or by rail, the prices of these staples are about 50 per cent. higher than in the Eastern States."

Henderson & Potts, Halifax, answer this comment under date of March 18 as follows:

"We would call to your attention the fact that turpentine and linseed oil are quoted and sold in the United States by the wine gallon and in Canada by the imperial gallon; the imperial gallon is one-fifth more than the wine gallon, which means a considerable reduction in the discrepancy of the figures you give; moreover, the United States is the home of turpentine, whereas on entering Canada there is a duty to pay. The association price in the Maritime Provinces at present is 65c. and 68c. per imperial gallon in barrels for raw and boiled linseed oil respectively, in small lots, so that our price for this article instead of being higher, is considerably lower than the American quotations. We think it advisable to put both you and your readers right in this matter."

PAINT AND OIL NOTES.

J. B. Mitchell and D. Annand, Halifax, N.S., have started boring for oil at Cheverie, near Truro, N.S.

A Thamesville, Ont., despatch says that a 35-barrel per day oil well has been struck three miles from that place.

C. Fitzmaurice, the Montreal painter, who fell 30 feet from a scaffold a few days ago, died in the General Hospital.

The painters employed at the King Edward Hotel, Toronto, struck for 40c. per hour last week. As the contractor had to complete a contract within a prescribed time, the "hold-up" was successful.

PAINT AND OIL MARKETS.

MONTREAL.

THE firm feeling in paint and oil circles still continues, and as the summer rates came into effect on April 1, the amount of shipping is extraordinary. Most of the manufacturers have been prepared for this, and had their stock well in hand and ready for shipment, and the greatest difficulty is in getting teams to haul the freight to the point of shipping. The market for white lead is very strong, and, in fact, orders are coming to hand faster than most

MAY 22 1903

see our Book No. 8 page 96

The sun is the only drier needed with "Ark Brand Paint."

Expensive Japans, Driers and other materials are not needed to secure a hard, glossy coat of paint if "Ark Brands" are used.

That's one of the reasons that makes "Ark Brand" the cheapest paint in the long run—that makes the consumer come back for more.

We have a very attractive offer to make to dealers who are seeking a line of paint that will silence competition.

This little note is one of the many utterances of pleased dealers who carry "Ark Brand:"

Campbellton, N.B., Dec. 1.

THE FRANCIS FROST CO., Toronto.

Dear Sirs, I have been handling your "Ark Brand" Paint for three years and am very well satisfied with the results. The paint is perfectly satisfied always keeps its color, and covers more surface than any other. I have greatly increased my trade by selling your paint, and my customers will use no other.

Yours truly,

ALEX. DIGBY.

The **Francis-Frost Co.** Limited

Canadian Agents for Grippl 's Crack Filler, and "Muresco" Wall Finish.

Toronto.

Canada Linseed Oil Mills LIMITED

MONTREAL.

Manufacturers of

"GUARANTEED PURE"

Raw and Boiled

LINSEED OIL

N. B.—We are on the market to buy good, sound, oak Linseed Oil, Turpentine, Varnish and Machine Oil Barrels.

The progressive painter prefers to do business with a firm that is up to date in the goods it handles. Other things being equal, a concern that is wide awake and knows what is good in the market, is the concern which gets the orders.

One of the good things on the market, that is making a name for itself wherever kalsomining, tinting, frescoing or relief work is done, is MURESCO, and the progressive painter insists upon having it, as he knows it will produce the results claimed for it.

If you have not a stock on hand, better order before some of your old customers come in for it. You may lose their trade if you are not supplied. Let us at least submit our special offer and then we are rather sure we will get your order.

BENJAMIN MOORE & CO.

Sole Manufacturers,

248 Water Street, Brooklyn, N.Y.

111 North Green Street, Chicago, Ill.

FRANCIS-FROST COMPANY, - TORONTO, ONT.

DISTRIBUTING AGENTS FOR CANADA

[illegible] to sell. There is no [illegible] change in prices to note this week and the market generally is firm. [illegible] of lower figures at [illegible]. On the English market linseed [illegible] per ton. We quote:

GROUND WHITE LEAD.—Best brands, [illegible] standard, $5.25 to $5.50; No. 1, $4.72½ to $5.12½; No. 2, $4.65 to $4.7[illegible]; No. 3, $4.27½ to $4.37½; No. 4, [illegible] to $4, all f.o.b. Montreal. Terms, four months, or 3 per cent. off for cash in 30 days.

DRY WHITE LEAD.—$5 in casks, and in kegs, $5.25.

DRY WHITE ZINC.—Pure dry, in casks, 6¼c.; in 100-lb. kegs, 6⅜c.; No. 1, zinc, in casks, 5¼c.; in 100-lb. kegs, 5⅜c.

WHITE ZINC (ground in oil)—Pure, 25 lb. irons, 8c; No. 1, 7c.; No. 2, 6c.

PUTTY.—We quote: Bulk, in barrels, $1.60; bulk, in 100-lb. packages, $1.85; bladders, in barrels, $1.90; bladders, in 100 or 200-lb. kegs, $2.05; 25-lb. tins or irons, $2; 12½-lb. tins, $2.30. f.o.b. Montreal, Ottawa, Toronto, Hamilton, London and Guelph. Maritime Provinces, 10c. higher, f.o.b. St. John and Halifax. Three per cent. discount for cash in 30 days.

ORANGE MINERAL.—Casks, 7c.; 100-lb. kegs, 7¼c.; smaller quantities, 8¼c.

RED LEAD.—Genuine red lead, in casks, $4.50; in 100-lb. kegs, $4.75; in less quantities, $5.75 per 100 lb. No. 1 red lead, casks, $4.25; kegs, $4.50 and smaller quantities, $5.50.

LITHARGE.—Ground, casks, 5c.; less quantities, 5¼c.; flake litharge, casks, $5.25; smalls, $5.75 per 100 lb.

LINSEED OIL.—Raw, 1 to 4 barrels, 59c.; boiled, 62c.; raw, 5 to 9 barrels, 58c.; boiled, 61c. Terms, net cash in 30 days. Delivered in Ontario, between Montreal and Oshawa, at 2c. per gallon advance.

TURPENTINE.—Single barrels, 95c.; 2 to 4 barrels, 94c. Terms, net cash in 30 days.

BENZINE.—25 to 26c.

SHELLAC VARNISH.—Pure white, $2.35 to $2.45; orange, $2.25 to $2.35.

MIXED PAINTS.—$1.20 to $1.40 per gallon.

CASTOR OIL.—8¾ to 9¼c. in wholesale lots, and [illegible] additional for small lots.

SEAL OIL.—48 to 50c.

COD OIL.—35 to 37½c.

PURE CANADIAN PARIS GREEN.—Petroleum barrels, 13¼c. per lb.; arsenic kegs, 13[illegible]c.; 50 and 100-lb. drums, 14c.; 25-lb. drums, 14[illegible]; 1-lb. packages, 15c.; ½-lb. packages, 17c.; 1-lb. tins, 16c.; ½-lb. tins, 18c.

PURE ENGLISH PARIS GREEN.—Petroleum barrels, 14¼c.; arsenic kegs, 14½c.; 50 and 100-lb. drums, 15c.; 25-lb. drums, 15½c.; 1-lb. paper boxes, 16c.; 1-lb. tins, 17c.

TORONTO.

The week has been one of rising values. The turpentine situation shows that although buyers are only taking what they really need, stocks are so light that the prices have been forced up ½ to 1c. in New York, and rule firm here. White lead continues to strengthen and the majority of houses are asking 10c. more for the goods than the lowest quotations. Red lead is especially firm. Whiting is scarce and prices are well maintained. Other lines are steady. There is a good movement of all lines, particularly prepared paints. We quote:

WHITE LEAD.—Ex-Toronto, pure white lead, $5.00 to $5.25; No. 1, $4.62½ to $4.87½; No. 2, $4.25 to $4.50; No. 3, $3.87½ to $4.12½; No. 4, $3.50 to $3.75 in packages of 25 lb. and upwards; ½c. per lb. extra will be charged for 12½-lb. packages; genuine dry white lead, in casks, $5.02½.

RED LEAD.—Genuine, in casks of 560 lb., $4.75 to $5; ditto, in kegs of 100 lb., $5.25 to $5.50; No. 1, in casks of 560 lb., $4 to $4.25; ditto, in kegs of 100 lb., $4.25 to $4.50.

LITHARGE.—Genuine, 6 to 6½c.

WHITE ZINC.—Genuine, French V.M., in casks, $6 to $6.25; Lehigh, in casks, $6 to $6.25.

SHINGLE STAIN.—In five-gallon lots, 60 to 85c. per gallon.

PARIS WHITE.—90c. to $1 per 100 lb.

WHITING.—65c. per 100 lb; Gilders' whiting, 80c.

GUM SHELLAC.—In cases, 35 to 37c.; in less than cases, 40 to 42c per lb.

LIQUID SHELLAC.—Pure orange, in bbls., $2.30 to $2.40; white, $2.35 to $2.45 per gallon; in less quantities, 10c. extra.

GLUES.—Broken sheet, in 200-lb. bbls., 8 to 8½c. per lb.; cabinet glue, in bbls., 11½ to 12c.; emery glue, in bbls., 17c.; bookbinders', ground, 10½c.; finest American, white, 19c.; No. 1 American white, 15c. per lb.

PUTTY.—Bladders, in barrels, $2.10; bladders, in 100 lb. kegs, $2.25; bulk in barrels, $1.80; bulk, less than barrels, and up to 100 lb., $2.05; bladders, bulk or tins, less than 100 lb., $2.75.

PARIS GREEN.—Petroleum bbls., 13c. per lb.; arsenic kegs, 13½ to 14c.; 50 and 100-lb. drums, 14 to 14½c.; 25-lb. drums, 14½ to 15c.; 1-lb. packages, 15½c.; 2-lb. packages, 17c.; 1-lb. tins, 16c.; ½-lb. tins, 17c.

PLASTER PARIS.—New Brunswick, $2 per barrel.

PUMICE STONE.—Powdered, $2.50 per cwt. in bbls. and 4 to 5c. per lb. in less quantity; lump, 10c. in small lots and 8c. in bbls.

LIQUID PAINTS.—Pure, $1.20 to $1.40 per gallon; No. 1, $1.10 per gallon.

BARN PAINTS.—65 to 70c. per gallon.

CASTOR OIL.—English, in cases, 8 to 9c. per lb.; and 9 to 10c. for single tins.

LINSEED OIL.—Raw, 1 to 2 bbls., 61c.; boiled, 64c.; 3 to 5 barrels, raw, 60c.; boiled, 63c.; 6 to 9 barrels, raw, 58c.; boiled, 61c. delivered. To Toronto, Hamilton and London, 2c. less. All quantities of 10 barrels and over of linseed oil sold only f.o.b., Toronto, Hamilton, London and Guelph.

TURPENTINE.—Single bbls., 95c.; 2 to 3 bbls., 94c. delivered; Toronto, Hamilton and London, 1c. less. For less quantities than barrels, 5c. per gallon extra will be added, and for 5-gallon packages, 50c. and 10-gallon packages, 80c. will be charged.

WINDOW GLASS.

MONTREAL.

There is a large local trade being done and dealers expect a heavy season, as there seems to be a boom in sight in the building trade. There is also a change in price looked for in the near future. We quote: First break, 50 ft., $2; second, $2.10 for 50 ft.; first break, 100 ft., $3.80; second break, $4; third break, $4.50; fourth break, $4.75.

TORONTO.

There is a strong feeling among jobbers in favor of an advance in all sizes in sympathy with the stronger feeling in Belgium, and it is possible this feeling may crystalize in some definite action before the end of the week. Our prices are: Star, Under 26 in., $3.80; 26 to 40 in., $4; 41 to 50 in., $4.50; 51 to 60 in., $4.75; 61 to 70 in., $5; 71 to 80 in., $5.50. Toronto, Hamilton and London. Terms, four months, or 3 per cent., 30 days.

ANCHOR

LIQUID PAINT

stands first among all others on the market. It is made from the best materials. Will increase your trade. Will please your customers. The white lead used is

BRANDRAM'S B. B. GENUINE—the best in the world.

HENDERSON & POTTS

Established 1874

HALIFAX and MONTREAL

INDUSTRIAL GOSSIP

THE Long Mfg. Co., Orillia, Ont., are asking for tenders for the erection of a brick addition to their foundry premises.

John King intends to start a saw mill at Oakville, Ont.

Fire did about $1,000 damage to the St. Thomas, Ont., Brass Foundry last week.

Grundy Bros., Strathroy, Ont., are rapidly getting their plant in shape for operations, and expect to be actively engaged in all branches of foundry work in a month or so.

Considerable extensions to the Massey Harris works at Hamilton are to be made. Architect Edwards, of Hamilton, has prepared the plans.

According to several steel authorities identified with the United States Steel corporation, many of the railroads of the United States will be using steel instead of wooden ties within five years.

The Sussex Manufacturing Co. intend erecting a large foundry near their factory on Summer street, St. John, N.B., and will fix the old foundry buildings over for tenement houses.

The strike of the employes of the McLaughlin Carriage Company, Oshawa, Ont., which was inaugurated on February 18 last, has practically terminated and many of the men are returning to work.

The tinsmiths and sheet metal workers of Winnipeg formed themselves into a union Friday last at Trades hall. An application for a charter was also made to the Amalgamated Sheet Metal Workers' International Association.

Chatham, N. B., Board of Trade has recommended a loan of $20,000 to a local company which proposes to establish a wood-working factory in that [illegible]; also that the assessment on the company's works be fixed at $15,000.

The plans of the new Canadian Locomotive Works, which are to be constructed at Longue Pointe, are all ready, and work will be commenced at once and will be pushed forward rapidly. It is estimated that the company will expend about $800,000 on the buildings alone.

Friday last, March 27, was the 21st anniversary of the organization of W. F. Cockshutt & Co., Brantford. Mr. Cockshutt celebrated the occasion by a dinner to his employes at his residence, when the cordial relations between master and men were evidenced in unmistakable manner.

M'DONNELL ROLLING MILLS SOLD

The Toronto Bolt and Forging Co., of Swansea, Ont., have bought The McDonnell Rolling Mills, near Toronto, paying about $90,000 for the property. About 20 acres of land adjacent have also been secured. It is not yet announced whether the new owners will continue to operate their newly acquired property on its present site, or whether they will move it closer to their old works at Swansea.

STEEL FOR TOOL MAKING.

THE dimensions of the steel for a tool should correspond with the stoutest part of the tool, because upsetting the steel to increase the dimensions will never do good, says Styrian Notes.

Do not cut a piece for a tool from a bar without heating the bar to a dark red heat, because, by knocking off a piece cold, after notching, slight cracks may occur in the ends, which may not become apparent until after tempering.

For heating, use charcoal or coke in preference. If using coal it must be perfectly burned through until all the sulphur is gone, otherwise the steel will absorb sulphur, producing surface cracks.

Do not use too cold water. Leave large pieces in the water or oil until cooled clear through.

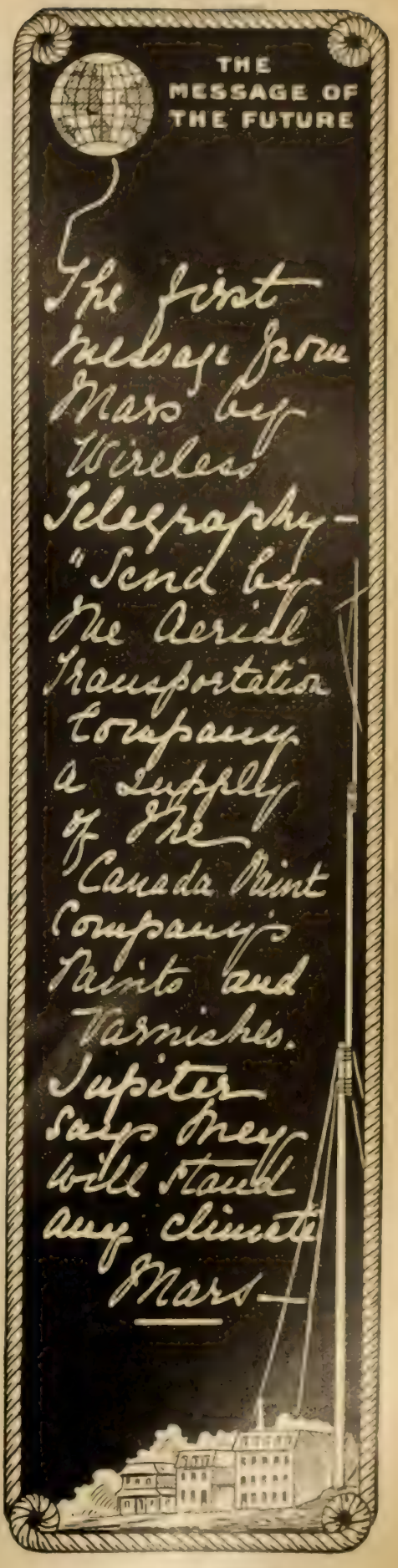
There should always be a good fire when the tool is introduced. The blast must then be lowered at once, especially with large tools, and only when the tool attains the proper temperature, depending upon the composition of the steel, should blast be again employed.

It is important that the forging heat should never be employed as the hardening heat, but, after forging, the tool should be allowed to cool, and then heated up again for hardening.

Tools of difficult shape should always be annealed before the hardening process.

Do not forge steel at a lower heat than cherry red, and heat several inches higher than it is required to be forged.

In hardening, always employ the lowest heat at which the steel will harden.



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A REVOLUTION IN TOOL STEEL.

SOME of the leading consumers are now turning their attention to "Profile" tool steel, made by J. Beardshaw & Son, Limited, Sheffield. While this has been on the market for a few years, it has not yet been pushed hard in Canada or the United States. In Great Britain it has already become an unqualified success.

It has advantages over many other steels. First of all, the great saving of labor required in converting the bar into the finished tool is of the utmost importance. The manufacturers have indeed marked an advance in the rolling of steel bars for tools, for they have entirely changed their shape, making them so near the requisite form as to necessitate the minimum of labor in obtaining a finished tool. No milling or forging is required. The drills and the rimmers are milled out in the rolling, and all that is left to do is to grind the points to a cutting edge. Thus a great deal of labor is done away with. Great progress has also been achieved in suppressing the forging, which is often done by inexperienced hands to the hurt of the steel. Nearly all tools can be made without forging the bars.

The cost of "Profile" steel, in itself, is greater than that of the best cast steel for tools; but this is much more than overcome by the fact that the bars are milled to nearly the required shape for the tool, and a good deal less steel has to be purchased. For instance, in order to make a twist drill 1⅜ inches in diameter by 18 in. long a piece of 1⅜ in. round steel, weighing 117 oz. must be used, as against a piece of twist "Profile" of the same diameter, but weighing only 49 oz. Experiments prove that "Profile" steel is 45 to 55 per cent. lighter than corresponding sizes of ordinary tool steel.

The quality of the steel is perfect, and will compare with the finest steels on the market; the shapes constitute an indisputable economy, and the steel should be well received wherever its work is shown. No better recommendation can be given it than that of several American managers of large English concerns, who state positively that if the "Profile" steel is properly pushed in the United States it is bound to have an immense sale. The same may confidently be said as regards the Canadian market. Beardshaw & Son's representative in Canada is Mr. Alexander Gibbs, Montreal.

H. S. Jones & Co., general merchants, Sanrevois, Que., have dissolved, and Jones Bros. have been registered.

THE REASONS WHY

Messrs. Push & Co. and all dealers buy and sell **Church's Cold Water**

ALABASTINE

are, because it is **time tried** and **time tested**, and they can speak with confidence when recommending it to their customers. "What's the use" they say, "of trying to sell something else, when it has to be recommended 'the same thing' or 'just as good as' **Alabastine?**"

"The Alabastine Company are the pioneers in the manufacture of wall coatings: the experimental stage is past with them. What they have forgotten, the manufacturers of kalsomines and the like are just beginning to experience."

Good goods, well advertised, fair margins, satisfied customers! These are a few of the reasons for handling **Alabastine.**

Alabastine is ready for use by adding **cold water.** This and other features are protected by Canadian Letters Patent.

Alabastine is made in Canada, and is for sale by Wholesale Hardware and Paint Dealers. Also by

The **ALABASTINE COMPANY** Limited

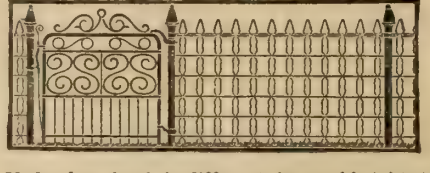
PARIS, ONT.

GLOBE PAINTS

We have been in business for eight years, and have yet to hear of a single can of our paint being returned because of poor quality. This ought to be a recommendation for your customers.

The Globe Paint Co., Limited

422-424 Adelaide St. W., Toronto.



A FENCE

to Protect and Adorn.

Made of steel rods in different sizes and heights to adapt it to the various requirements, the

Hartman Steel Picket Fence is the most popular on the market. Adapted alike to **Lawns and Private Property, Parks, Cemeteries, Schools, Church Lots, etc.** It preserves its alignment, is handsome in appearance and permanently serviceable. Catalog free on application. Write for it.

CUYAHOGA WIRE & FENCE COMPANY., Dept W, CUYAHOGA FALLS, OHIO.

GLASS

For buildings and all other purposes.

Our Specialty Art Leaded Glass.

See Our New Catalogue.

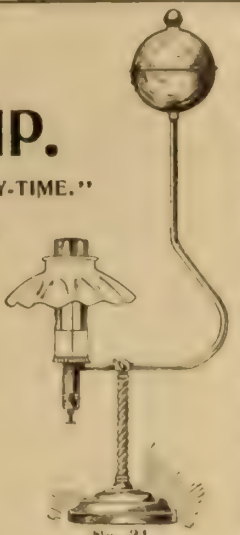
Hobbs Manufacturing Co., Limited

LONDON, ONT.

THE AUER GAS LAMP.

"TURNS NIGHT-TIME INTO DAY-TIME."

New Styles. Lower Prices.



No. 21
100 Candle Power.

Do you want a lamp which won't tire your eyes?

Do you want a lamp which makes sewing or reading a pleasure?

Do you want a lamp which gives more light than half a dozen kerosene ones for less money?

Do you want to sell the best lamp on the market?

THEN WRITE FOR OUR CATALOGUE AND DISCOUNTS.

Every Lamp Guaranteed.

AUER LIGHT CO., 1682 NOTRE DAME ST., MONTREAL.

Wise Buyers

Want...

Best Values.

Be Wise and Buy

PERFECTION WIRE CHAINS

"Every Link Guaranteed"

MADE IN
COW TIES,
HALTER CHAINS,
DOG CHAINS,
TRACE CHAINS,
HOBBLE CHAINS.

Smoothest
Strongest
HENCE THE
BEST MADE

SPREADER CHAINS and for STALL FIXTURES.

WE STAND BEHIND OUR GUARANTEE.

McKINNON DASH & METAL WORKS CO.,
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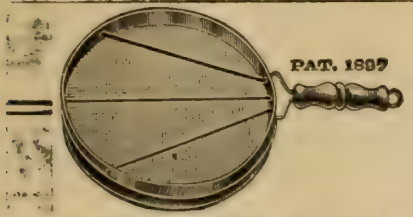

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For High-Speed Lathes, Planers, Etc. Annealed for Milling Cutters, Reamers, Etc., without equal for universal use.

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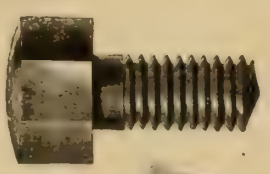

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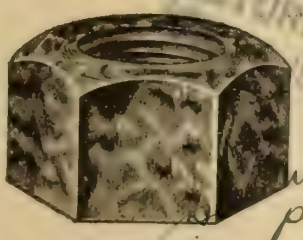

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HEATING AND PLUMBING

STEAM AND HOT-WATER HEATING.

WHERE a steady, uniform heat is required, hot water usually gives the best results, as the large volume of water, when once heated, remains warm for a long time and gives off heat as long as the temperature is higher than that of the surrounding air. It also begins to radiate heat practically as soon as the fire is started, writes C. A. Miller in National Builder.

Steam will not begin to heat up a building until the water in the boiler is boiling hot or at 212 deg. As long as there is any pressure of steam the radiators will be at this temperature, 212 deg., but the heat stops as soon as the temperature drops below 212 deg. For this reason steam will heat up a building or room quicker, if the water is already hot in the boiler. Steam is better where indirect heating is used in connection with a ventilating system, as the higher temperature of the steam heats the surrounding air more quickly. Less radiation is required for steam, owing to the higher temperature, so that the cost for radiation is less, but as a hotter fire is necessary, it usually requires more coal. Steam requires more attention possibly to keep up the pressure. Neither should get out of order easily if properly installed and cared for.

Steam is better when it is desired to use them for only a part of the time, as the pipes and radiators are empty when turned off.

Steam can be more easily distributed to considerable distances, to remote parts of a large building, or even to adjacent buildings, so that it is better for hotels and large buildings, manufacturing plants, while hot water gives better results when the piping is confined to a small area, as in private residences, small churches and buildings where the entire space is to be uniformly heated.

Either system should be carefully proportioned and designed for the particular location, and should be installed by mechanics who understand that class of work.

ELECTRICAL WORKERS' TROUBLES.

The trouble at the King Edward Hotel has not yet been settled. For four hours Wednesday night the Electrical Workers' Union considered the difficulty pending with the plumbers and steamfitters over the jurisdiction of laying conduit pipes in the King Edward Hotel, but no definite conclusion was reached. Robert Glockling, secretary of the Ontario Labor Bureau, who is endeavoring to adjust the trouble, held a conference on Thursday, with a member of the local union, who has just returned from Washington, where he submitted the case to the officers of the International Union, but a decision has hot yet been announced.

IMPROVEMENTS IN PLUMBING.

A FINE house put up nowadays would not be likely to contain less than three bathrooms, and it might have half a dozen. Houses with ten or a dozen bathrooms are in no wise remarkable ; in some houses there are fifteen or twenty bathrooms, says the Kansas City Architect and Builder.

In beauty of construction and equipment and adornment, great advances have been made in bathrooms in very recent years. People spend five times as much money on bathrooms now as they did even so recently as a dozen years ago.

One would have to be pretty rich to possess some of the bathrooms built nowadays. There is one now in course of construction in New York city the tiling alone of which will cost $20,000 or more, the work upon it occupying two years' time.

Of course, not all bathrooms run up in cost like that ; but there are plenty of them that run up into the thousands, and that are most luxurious and artistic and beautiful.

It might seem that now, indeed, as to beauty and utility, the limit had been reached in the development of the bathroom, but a man familiar with this branch of house equipment said that, while it might not be easy at the moment to say in just what manner further progress in this matter could be made, yet he had no doubt that we should continue to advance in the construction and the beautifying of our bathrooms in the future, just as we have done in the past.

As everybody knows, great improvement has been made in this country in recent years in all sorts of bathroom equipment, in the inexpensive as well as in the more costly. Here bathtubs of graceful shape and admirable design, comfortable in use as well as sightly to the eye, smoothly enamelled in white, have largely taken the place of the old-time copper or zinc tubs in a wood casing, such as were once thought good enough for anybody.

Such a modern tub with all the other fittings correspondingly good and modern placed in a room the floor of which at least is tiled, may now be found, making a very comfortable and tasteful bathroom, in flats that would scarely be classed as expensive. The very cheapest of bathroom equipments have been vastly improved.

In all these things the United States is far ahead of any other country ; there are shapes and sizes in bathroom porcelains that are not produced at all anywhere else.

PLUMBING AND HEATING NOTES.

McWhinney & Harvey, plumbers and roofers, Bank street, Ottawa, have made an assignment to Wm. A. Cole for the benefit of their creditors. The creditors meet at Mr. Cole's office, Ottawa, Monday, April 6.

The machinery for the new factory is arriving, and will soon be placed in position. Quite a quantity has already been passed through the Customs here by The Standard Ideal Sanitary Co., and more is expected shortly. It will not be long before smoke will be seen issuing from the chimney of this new industry at the harbor.—Port Hope Times.

PLUMBERS ELECT OFFICERS.

At a recent meeting of the Master Plumbers' Association of Montreal, the following officers were elected for the ensuing year : Hon. president, J. Date; president, T. O'Connell ; 1st vice-president, C. E. Thibault ; 2nd vice-president, R. Egan ; 3rd vice-president, E. Lesperance ; secretary, John A. Gordon ; English corresponding secretary, J. W. Hughes; French do., J. Lamarche ; financial secretary, F. Brunet ; treasurer, J. A. Giroux ; chairman sanitary committee, P. C. Ogilvie ; do. arbitration committee, John Watson ; do. auditing committee, J. A. Sadler ; do. legislative committee, T. Christie ; do. apprenticeship committee, T. Moll.

A. RAMSAY & SON, PAINT MAKERS

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INDELIBLO.

Read about this and learn of the Famous Cold Water Paint.

Indeliblo is a dry powder. It comes in a number of beautiful colors and a pure snow white. It only requires to be mixed with cold water to produce a splendid paint. **Indeliblo** is washable, sanitary, fire-proof, weather-proof and durable for interior and exterior on all kinds of buildings.

The white is splendid for lighting up dark corners, shafts, alleyways, elevators and everything requiring a pure white. There's money in **Indeliblo.** Send for color card and particulars.

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We make the strongest mantles.
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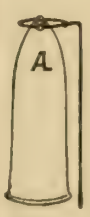
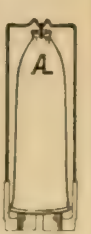
Our mantles won't shrink or fray out.
Our trade mark A is on the best mantles.





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Oil Gas Mantles.	Gasolene Mantles.
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In single, double or triple weave.

Lowest prices on Mantles, Shades, Chimneys and Sundries.

Write us if you are interested

AUER LIGHT CO., - - MONTREAL.

BUILDING NOTES.

THE Bank of Ottawa will erect an eight-storey fire-proof building at the corner of St. James street and Dollard lane, Montreal, which the bank has just purchased from G. R. Prowse for $70,000.

Ingersoll, Ont., merchants are asking the C.P.R. for a new station in that town.

Architect Rastrick, of Hamilton, is preparing plans for several dwellings in that city.

The Manchester, Robertson, Allison, Limited, St. John, N.B., are making large extensions to their premises.

E. H. Briggs & Co. have purchased a warehouse site at Winnipeg, and will probably erect a factory and warehouse.

William Dow & Co. will erect a new brewing building at the corner of Colborne and Notre Dame streets, Montreal.

A compartment house is to be erected on Hutchinson street, Montreal, and will contain 36 suites of four rooms each.

Merille & Co. and the Marks-Clanet-Dobie Co. are having plans prepared for large extensions to their new warehouse.

Ottawa building contractors are being "held up" for higher wages by the bricklayers, plasterers, stonemasons and laborers.

The authorities of Notre Dame Hospital have purchased a site on Sherbrooke street, Montreal, for the erection of an hospital for contagious diseases.

Mr. Bruce, manager of the Sovereign Bank at Newmarket, Ont., is having a residence fitted up over the bank offices in the most modern style.

The new store which The Stanley Mills Co. are building in Hamilton will be furnished after the most modern plans. Over 1,000 incandescent lights will be installed.

F. G. Wright, representing the Crown Grain Co., Chicago, stated in Winnipeg last week that his firm intends to build ten 60,000 bushel elevators along the C.P.R. line this year.

ONTARIO PLUMBERS' CONVENTION.

The Ontario Master Plumbers' Association will hold their annual convention at the Knights of Pythias Hall, London, Ont., on Good Friday, April 10.

A large attendance is looked for, as delegates are expected from Toronto, Hamilton, St. Thomas, Windsor, Brantford, Barrie, Guelph, St. Catharines, and, probably, from Ottawa, Smith's Falls and Peterboro'. New associations have been formed at Sarnia, Chatham and Stratford, and these will likely seek admission to the provincial organization. The headquarters of the convention, except for meeting purposes, will be the Gregg House.

Considerable time of the convention will be devoted to organization work, as it is desired to have all master plumbers in the province affiliated with the organization.

The officers of the association are: President, Wm. Mansell, Toronto; 1st vice-president, Wm. Clarke, Hamilton; treasurer, J. H. Wilson, Toronto; secretary, Louis L. Grow, Toronto.

A NEW ACETYLENE BURNER.

A BURNER for acetylene gas in which the usual injection of air is no longer employed has been designed by M. Javel, a French engineer, says an exchange. During some early experiments he noticed that if a single jet burner made of steatite without air injector was supplied with well purified gas while the jet pointed in an upright direction, growths of carbon soon appeared at the orifice and distorted the flame. But when the jet was fixed in a horizontal position the carbon was deposited in the form of a tube, which did not affect the shape of the flame nor the amount of gas escaping from the orifice; and when this tube attained a length of 12 or 15 mm. it fell off bodily, leaving the burner clear with the same rate of consumption as at first. Following up this result, Javal removed the metal plates from a twin Billwiller burner so as to stop injection of air, and he obtained equally satisfactory effects. At the time of reading his paper one such burner had been in use for 10 or 12 consecutive hours per day over a period of 2,071 hours, which, at three hours per day, represents a life of 23 months. This burner was never cleaned out, and its original consumption remained unchanged. Further tests with glass and metal jets were unsuccessful, carbon growths quickly appearing. It seems to be necessary that the gas orifice shall be drilled in a flat surface rather than at the apex of a conical tube because the former method of construction tends to keep the base of the flame at a distance from the body of the burner, which consequently does not get so hot. When one of the arms of a non-injector burner which was behaving perfectly was heated with a gas flame, deposition of carbon rapidly occurred at the corresponding orifice. Several years ago, at the Buda-Pesth congress, Bullier showed that the duty of a burner of the Manchester (fishtail) type could be raised if the burner were systematically cooled by surrounding it with a water jacket. These and kindred experiments need watching with considerable attention, because it must be remembered that the plan of adding air to a gas before it is consumed in any burner (except an incandescent) is wrong in principle, and though the method has proved successful in the case of acetylene, it can only be considered a compromise.

BUILDING PERMITS ISSUED.

MONTREAL.

A. Lamy, St. Denis street, three-storey building, $1,800.

E. Lafleur, Peel street, three-storey dwelling, $16,000.

Calixte Corbeau, Chausse street, three-storey dwelling, $2,700.

Mrs. J. E. Hamelin, Dorion street, two-storey dwelling, $1,800.

Antoine Brunet, Berri street, three-storey dwelling, $2,400.

Damose Lapage, St. Charles street, two-storey dwelling, $1,300.

Arthur Spraggs, Aylvin street, two-storey dwelling, $1,000.

Thos. Collins, Hutchinson street, 12 three-storey dwellings, $20,000

W. F. & P. M. Robertson, Mountain street, one-storey building, $700.

Alfred Fauteux, Sovvenir avenue, two three-storey dwellings, $6,000 each.

S. H. Ewing, corner William and King streets, alterations to factory, $1,800.

Antoine Belanger, Tupper street, two houses of three dwellings each, $12,000.

TORONTO.

Leopold Schepp, two-storey brick warehouse, on the west side of Spadina avenue, near Wellington street, $9,500.

C. H. Westwood & Co., five-storey brick warehouse, on the west side of Bay street, near Wellington street, $10,000.

E. A. Drummer, pair semi-detached brick dwellings, on the east side of Huron street, near Bernard avenue, $8,000.

BRANTFORD.

T. J. Barton, brick residence, valued at $1,000.

Mrs. Baker, brick residence on Nelson street, valued at $1,300.

John F. Grantham, brick dwelling on Huron street, valued at $1,100.

Nelles estate, alterations and repairs to building on Colborne street, amounting to $1,380.

S. Mennier & Fils, general merchants, Chambly Basin, Que., have dissolved, and a new firm has been registered.

Hardware! Hardware!

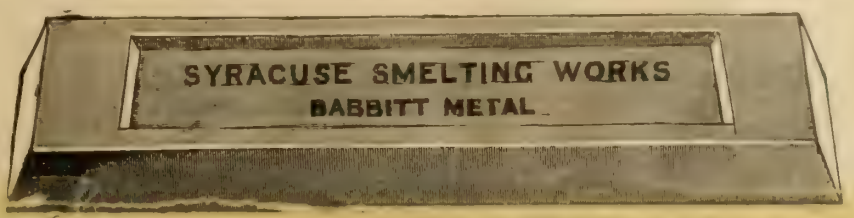
To Lumbermen, Contractors, and Merchants **Of the Ottawa Valley**—Has it ever occurred to you that you could **Save a Profit** and get exactly what the **Trade Requires** by purchasing your supplies from

THOS. BIRKETT & SON CO., Limited, Wholesale Hardware Merchants, **Ottawa, Ont.**

EVERYTHING IN HARDWARE. P. S.—SEND FOR PRICES.

Use Syracuse Babbitt Metal

IT IS THE BEST MADE.



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Wire, Triangular and Bar Solder, Pig Tin, Lead, Ingot Copper, Ingot Brass, Antimony, Aluminum, Bismuth, Zinc Spelter, Phosphor Tin, Phosphor Bronze, Nickle, etc., always in stock.

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Are the FINEST that Money,
Experience and Skill can Produce.

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Telegraph and Telephone Wire, Mattress, Broom, Weaving Wires of every description, Rail Bonds, Bale Ties, Special Wires for all purposes. Springs, Horse Shoes, Wire Rope, Cold Drawn Steel Shafting.

FINANCE AND INSURANCE

BRITISH exchanges to hand contain reports of the judgment of the Justice in the proceedings taken to prosecute Whitaker Wright, the late managing director of The Globe Finance Corporation, Limited. It came out, in the judgment delivered, that the desire of the creditors to prosecute Wright was by no means unanimous. It appears that creditors representing £650,000 desired to prosecute, while those representing £100,000 expressed themselves as neutral, while The Nichol Corporation, creditors for about £175,000, were actively opposed to proceedings being taken. The judge estimated that the expense of prosecuting Mr Wright would be £5,000, while those who were ready to prosecute him were not prepared to pay less than £1,250 into court. The amount of the admitted liabilities is about £1,665,000. It may be pointed out that the costs of the prosecution are to come out of the assets of the defunct Globe Finance Co.

* * *

The experience of the Canadian public during the past few years certainly confirms us in the belief that prompt action should be taken by the Government for the suppression of bucket shops and irresponsible brokerage offices of the same description. Several of the general managers of our leading financial institutions have recently referred to these concerns in terms of strong condemnation, deploring the consequences resulting to their patrons, and characterizing this form of speculation as the worst form of gambling. The authorities are perfectly cognizant of the evil, and we think it high time that the Government should recognize it also and enact legislation for its immediate suppression. There are plenty of reliable brokers associated with our recognized legitimate exchanges to meet the requirements of those desirous of making stock investments, and we cannot too strongly urge the Government to do its duty with reference to the others.

* * *

Referring to the money market Emilius Jarvis & Co., bankers and brokers, Toronto, in their weekly letter say: "The money market, which has such a vital effect upon the Stock Exchange, is at present somewhat of a conundrum. Since our last letter money has been scarce in New York until yesterday, when the rate was lowered towards the close of the market to 3½. In our own markets, however, it is decidedly more stringent than last week. In Montreal we are advised that many of the brokers are now charging their clients 7 per cent., based upon a general advance by the banks. The Montreal broker, as a rule, making a flat rate to his clients of 1 per cent. in excess of the amount he has to pay: whereas in our markets here the increase is only ½ per cent. The rate, as a general thing, has been increased in Toronto by the banks to 6 per cent., making the rate of buyers 6½, and at this price it is distinctly hard to negotiate new loans. Of necessity, therefore, the market is dull and professional in tone."

* * *

In The April Atlantic, Charles A. Conant deals with the stock markets and asks what would be the result if the stock markets closed. He points out that if such were possible, there would be no guide except the isolated facts gathered here and there at great trouble and expense in regard to the value of railway and other stocks. Of course, speculations of this kind are idle, for the stock market is come to stay and is a legitimate institution aside altogether from the fact that it affords an opportunity for speculation, which might sometimes be discountenanced. It is, after all, a great safeguard of the public wealth, for were there no stock markets there would no doubt be a great increase in the number of fraudulent enterprises.

* * *

BENEFITS OF TRUST CORPORATIONS.

A SHORT time ago a prosperous and well-to do merchant, doing business in Ontario, and favorably known to many of the readers of this journal, died suddenly, leaving his affairs in the hands of an executor, who, with no business qualifications or experience, was entirely incompetent for the position. Naturally, the assets of the business, which was a large and profitable one, were carelessly and improperly handled with the result that very little, if anything, was left for his family. This instance, one of many, should be a lesson to business men to at once put their affairs into a shape that would insure satisfactory realization should they suddenly be called away. The duty of administering the trusts of a will is too important to be entrusted to a friend who lacks the experience which is essential to the proper discharge of the duties of such an important nature. With efficient management, systematic methods and a directorate composed of business men of the highest character and standing in the community, the several Canadian trust corporations of the present day are in a much better position to perform the duties of trustees than a private individual.

An erroneous idea appears to prevail as to the charges made by these companies; as a matter of fact, they never exceed what any court would allow to a private executor.

In the transactions of a reliable trust company's business every species of speculation is carefully avoided, frequent and regular inspection of the books and securities of the company is made by skilled and reliable auditors, and restricting their investments to those of the highest order, their clients have the amplest guarantee that in every respect their interests will be faithfully guarded. The management of an estate by a trust institution avoids the possibility of many serious complications. The death of a private executor in one case or the removal or absconding of another, would necessitate in either event an immense amount of trouble and possible loss, and the employment of a public trust company would obviate any danger arising from any possible and probable contingencies of this nature.

* * *

CONVENIENT FOR MONEY DEPOSITORS

The deposit business of The Canada Permanent and Western Canada Mortgage Corporation, which has hitherto been confined to its Ontario branch office in Toronto, has now been extended to the Manitoba branch office, in Winnipeg, and to the Maritime Provinces branch office, in St. John, N.B. At both these branches the same liberal terms and facilities will be afforded depositors as are given at the Toronto office. The company pays interest at 3½ per cent. per annum, compounded half-yearly. As an interest bearing account may be opened with any sum from $1 upwards, the inestimable advantages of having a savings account have been placed within the reach of everyone.

Combined with this is the relief from anxiety afforded by the strength and stability of this strong financial institution with a paid up capital and reserve amounting to $7,600,000. Its invested funds amount to the very large sum of over $23,600,000. Notwithstanding this, every depositor, no matter how small his account may be, receives the same prompt and courteous attention. Experience has taught the management that, in many cases, accounts which had very small beginnings have grown to be among the best on its books. Many, which now show very handsome balances, had a most modest inception. The company has devised a system by which deposits may be made and withdrawn by mail as easily as if the bank were in the depositor's own post office. Thus, no matter where you may live, the facilities of this progressive institution are open to you. A booklet will be sent free to anyone asking for it and mentioning this journal.

* * *

FINANCIAL NOTES

The Bank of Toronto have opened a branch in Cardinal, Ont., under the management of F. E. Kimball.

The Metropolitan Bank will erect a handsome bank building on the corner of Yonge and Price streets, Toronto.

The Dominion Bank will open a branch on the property recently purchased by them, corner of Yonge and Cottingham streets, Toronto.

The Bank of Montreal has secured one of the best locations in Spokane for its branch in that city, and the opening will take place very shortly.

FOR THE PROTECTION of
DEPOSITORS and
DEBENTURE HOLDERS.

Interest paid or compounded twice a year.

Every Facility.

Deposits may be made and withdrawn by mail. Write for full particulars.

PAID UP CAPITAL
$6,000,000

RESERVE FUND
$1,600,000

ASSETS
$23,600,000

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The Canada Permanent and Western Canada Mortgage Corporation.

Toronto Street, TORONTO.

— BONDS —

PROTECTION We protect you and also save the employee from being under obligation to anyone.

PROGRESS Because we always lead and never follow

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The above refers to **THE DOMINION OF CANADA GUARANTEE AND ACCIDENT INSURANCE CO.**

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ASSOCIATION issues policies on all approved plans of Insurance, and is a prosperous and progressive Canadian Company.

PROTECTION FOR YOUR FAMILY.
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Pamphlets and full information sent on application.

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HEAD OFFICE, - TORONTO.

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Reserve Fund, $ 2,600,000.
Total Assets, $24,000,000.

Business Accounts opened on favorable terms
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Four per cent interest allowed on funds awaiting investment.

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J. J. KENNY, Vice-President and Man. Director.
C. C. FOSTER, Secretary.

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Correspondence and interviews invited.

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Managing Director.

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AMALGAMATION OF COMPANIES.*

By Howard R. Wellington.

THE subject which the committee have selected for me to night is no doubt one of the most important before the business world to-day, and is so wide and far reaching that, it is with a great deal of hesitation I undertake the task. It might be better, perhaps, to discuss the experience of an average bookkeeper in one of the amalgamating companies, and the matters which would come under his notice during the operation.

There seems to be a diversity of opinion as to there being any difference between trusts, combines, and amalgamations, although, there is no doubt some fine distinction. A trust is a combination of like industries for the sole purpose of waging war against all other manufacturers of such lines as are manufactured by the trust, and forcing such manufacturers either to sell out to the trust or go under. An amalgamation is more of a natural growing together of various industries for the purpose of self-defence against unjust competition, and, in a large majority of instances, the tendency has been to lower, rather than raise prices. The object of an amalgamation is primarily to concentrate interests, the entire business being under one executive head and management; to reduce expenses, such as managers' and foremens' salaries, travelling expenses—one traveller handling all lines manufactured, and not crossing and recrossing the routes of other travellers; and lastly, probably the most important feature, to increase profits, which may be accomplished by buying raw materials, etc., in larger quantities, hence at lower prices; with a larger capital the volume of business is increased, and, as prices are usually maintained, profits increase accordingly. It need hardly be necessary to go into the details in regard to the necessary steps leading up to the procuring of a Charter of Incorporation, as these requirements may be readily obtained from the Joint Stock Companies' Acts, but there are unavoidably a great many troublesome entries which confront the bookkeeper during, and especially after, the amalgamation, and which it might be advisable to discuss. The course of procedure with companies intending amalgamation depends largely upon the agreement with the vendors and the circumstances of each case.

Probably the first step after arrangements have been made, and the documents necessary to the transfer completed, would be for each concern to take stock of all merchandise, and value the plant and equipment, the stock being thoroughly audited by an accountant. Such stock at cost, together with plant, equipment, goodwill and other assets would be transferred to the new company and shares given in payment of same. Usually in a large business, it would be impossible to have the stock taken and audited within the short period in which the transfer is effected, and to overcome this difficulty, an estimated value, based upon previous years' stock and annual

Howard R. Wellington.

sales is arrived at, and the transfer effected accordingly.

Should the estimated value prove to be less than the actual value, when ascertained, the new company would either pay cash for the amount transferred over and above the estimate, or give additional shares for such, but, if the estimate prove to be more than the actual value, the vendors of course would have to pay the company the difference.

If the value may be readily ascertained, no such course would be necessary, the individual companies simply receiving shares in the new company in payment of the amount transferred.

The "goodwill" of each company amalgamating, which forms a part, and sometimes a very large item, of every transfer, depends entirely upon the nature of the business and its length of operation, and is arrived at simply by an agreement between the vendors themselves. In some cases all assets, both fixed and moveable, are transferred, as well as all liabilities, but the method of effecting a transfer, which meets with general favor to-day, is to arrange to have the individual companies collect all accounts receivable contracted prior to the transfer, and also pay all accounts payable and other liabilities, the new company taking over the plant, stock, etc., only.

There is some difference of opinion among accountants as to the manner in which the profits of companies intending amalgamation for the period of years under review, should be set forth in the prospectus, the prevailing method being to show the combined average yearly net profits for the three years preceding the amalgamation.

It is held by some, however, that the annual net profits should be shown for each company separately for a period of five years previous to the amalgamation, in this way showing the earning power of the individual company each year.

As the accountant's certificate influences the investment of thousands of dollars, this fact being recognized now more than ever before, great care should be exercised and serious thought given when when making up a statement of this nature.

The parties applying for Letters Patent are the provisional directors of the company until the directors are elected at the first general meeting of the shareholders. The petition for charter should set forth the objects of the amalgamating companies, and various other matters, all of which may be obtained from the Companies' Acts, but it must be very specific, as the charter will only be granted for the purposes enumerated in such petition, and no change may be effected afterwards unless through the usual formalities of applying for a Supplementary Letters Patent.

After the charter has been obtained by the provisional directors, and the prospectus, setting forth the names of directors, capital stock, prospects, objects, etc., issued, and the stock is subscribed for and allotted, a meeting of the shareholders is called by the provisional directors, to transact any business necessary to the operation of the new company; to pass by-laws and to elect officers, or, rather a board of directors, from whom the officers are elected at a special meeting of the directors usually held directly after the meeting of the shareholders.

The directors are elected from, and are accountable to, the shareholders, and are usually elected from the various officers of the different companies amalgamating. A great amount of care should be exercised in getting up a prospectus, as false statements or misrepresentations might

*Paper read at the regular meeting of the Chartered Accountants Students' Association Toronto.

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Made in 6 sizes. Best value obtainable. Specially designed for export. With or without "Emlyn" Patent Guard. Sole makers

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12, 16 and 20 Guage. Steel and Twist Barrels

Superior in Design, Workmanship and Finish, and the most popular Gun on the Market.

Simplest "Take Down" Gun Made

HARRINGTON & RICHARDSON ARMS CO.

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Established 1832. Cable Address "BLISS."

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[illegible] complications when discovered.

In every amalgamation, organization expenses such as lawyers' fees for searching deeds, records, patent rights, etc., prospectus' expenses, such as railway fare, salary, etc., charter fees, advertising, prospectus, printing, etc., are incurred, and are settled by the company on its formation. But suppose the company does not form, each provisional director or promoter binds himself by his own act only, and the subscriber for stock may recover the full amount of his deposit, unless such subscriber has signed an agreement authorizing the promoters to defray expenses of organization out of the deposit paid upon shares. Promoters are very often paid for their services in stock in the new company, the entry generally being—Organization Expense To Capital Stock Account.

Organization expenses usually form a large item in the amalgamation of companies, but it is hardly fair that the full amount be charged against the profits of the first year. To overcome this, a proportion is written off each year, and the balance carried forward as an asset until it eventually disappears. It would be impossible to give a set of opening entries, as it would depend entirely upon the arrangement made with the vendors in regard to the transfer, but, in a general way, the assets transferred should be debited, "Crediting Shareholders of Old Company;" the liabilities credited, "Debiting Shareholders of Old Company," the balance in the shareholders' account showing the amount of stock held by them in the new company, the completing entry being:

SHAREHOLDERS OF OLD COMPANY.
To CAPITAL STOCK ACCOUNT.

If stock is offered for public subscription, the entries for general ledger purposes might be made as follows:

SHAREHOLDERS.
To CAPITAL STOCK.

For amount of stock subscribed:

CASH
To SHAREHOLDERS.

as installments are received on subscriptions, thus closing "Shareholders' Account" in the general ledger.

If various classes of stock are subscribed for, such as First Preference, Second Preference, or Common, these divisions may be credited instead of simply using the term "Capital Stock." As a rule shareholders are treated collectively in the general ledger, one, two or three accounts being kept according to the class of shares subscribed for, the accounts for individual shareholders being kept in the stock ledger.

Certain books are required to be kept by law, the principal being, a book containing a copy of the Letters Patent, or Supplementary Letters Patent; a record book of all shareholders, stating occupation, address, and number of shares held by each; a record of directors' names, addresses and date of election and retirement; a register of transfers, recording all changes in shares; and a stock ledger, showing shares held by individual owners.

Probably the first difficulty with which the office man will have to contend when the amalgamated company has not taken over the accounts receivable or payable of the individual companies, will be upon receipt of a cheque, which includes accounts for both the old and new companies. Suppose, for instance, that Brown & Smith owe the old company $10, and the new company $15, subject to cash discount of 2 per cent. Upon receipt the cheque may be entered in the cash book of the new company, as follows:

Brown & Smith.....			$24 50
Less amount of Old Co. a/c...	9 80	30	$14 70

The balance, $9.80, being entered in cash book of old company in the usual way, the new company paying amount each time, or the aggregate amount due, at the end of day or week.

When goods are returned, after the amalgamation, which were charged prior to the date of transfer, the correct method (although more lengthy) would be to credit same through the books of the old company and, if necessary, transfer such credits by means of cross entries, to the books of new company, charging new company with all goods thus returned and credited, at cost, periodically. If this course were not adopted, the goods would be taken into stock by the new company and a liability assumed for the selling value, whereas such goods should be taken into stock at cost, as the old company had originally made the profit on them. The following outline of a system would no doubt answer in a general way for running the offices of the various companies after amalgamation.

Each branch shall keep its own cash book in the form of loose sheets, a duplicate sheet of each day's cash transactions being sent to head office, where it shall be checked and filed.

All books shall be kept by head office, where all posting shall be done.

Each branch to have a bank account, and all monies received shall be deposited, remittances being made by draft to head office of all over a stipulated amount.

All accounts payable shall be settled by head office, unless goods are paid for at time of purchase; every payment by branch being vouched for by manager of such branch, and voucher forwarded to head office, with the copy of cash statement.

Each branch shall do its own invoicing, in triplicate, one copy to be kept on file by branch for reference only, one to be sent to head office for posting medium, the original being sent to the customer.

All purchase invoices must be received in duplicate by head office, where the copy is kept on file until original is passed by the branch, thus assuring that all goods received are settled for, receiving books being used in each branch.

The sales of each branch are to be recapitulated, both by the head office and by the branch, which makes a sure check on the totals.

The accounts may be arranged in such a manner as to show the profit made by each branch of the business during the year, charging each branch with all goods purchased for it, and, by a system of internal invoices, charging at cost all goods delivered to it by the head office or other branches; crediting each branch with its sales, less returns; charging against the gross profit from trading account, all branch expenses and also a proportion of the general expenses, the balance being the net profit for the period.

I have endeavored to treat this wide subject in a general way, and hope that it may lead up to a discussion, as it certainly is a subject which is not easily exhausted, and which furnishes ample material for thought.

APOLLO BEST BLOOM
GALVANIZED IRON

Galvanized iron ought to be soft flat uniform true to gauge.

Apollo is guaranteed to be so.

American Sheet Steel Company, New York

Representatives for Canada
B. & S. H. Thompson & Company
53 Sulpice Street
Montreal

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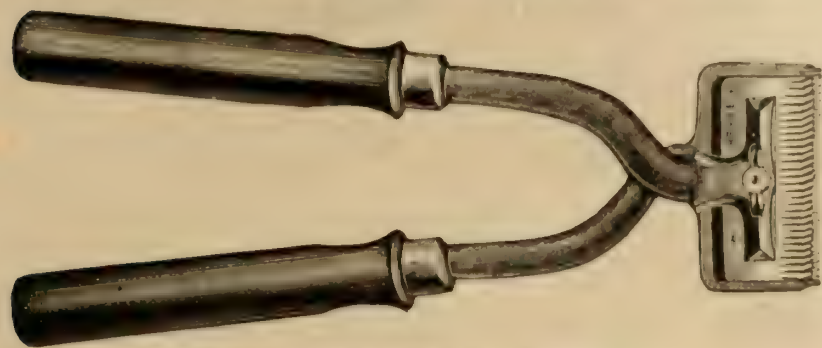

Horse Clippers

Eclipse, Gem, Ball Bearing,

GIVE EVERY SATISFACTION.

Be sure to ask your wholesale friends for "BOKER'S."

CURRENT MARKET QUOTATIONS.

April 3, 1903

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

TIN

Lamb and Flag and Straits 56 and 28-lb. ingots, 100 lb.	$33 00	$34 00

TINPLATES

Charcoal Plates—Bright

M.L.S., equal to Bradley	Per box
I C, usual sizes	$6 75
I X "	8 25
I X X "	9 75
Famous, equal to Bradley	
I C	6 75
I X	8 25
I X X	9 75
Raven and Vulture Grades	
I C, usual sizes	5 00
I X "	6 00
I X X "	7 00
I X X X "	8 00
D C, 12½x17	4 50
D X	5 25
D X X	6 00

Coke Plates—Bright

Bessemer Steel	
I C, usual size, 14x20	4 00
I C, special sizes, base	4 50
20x28	9 00

Charcoal Plates—Terne

Dean or J. G. Grade	
I C, 20x28, 112 sheets	8 50
IX, Terne Tin	10 50

Charcoal Tin Boiler Plates.

Cookley Grade	
X X, 14x56, 50 sheet bxs. } " 14x60, " } " 14x65, " }	7 00

Tinned Sheets

72x30 up to 24 gauge	8
" " 26 "	8 50

IRON AND STEEL

Common bar, per 100 lb.		2 05
Refined " "		2 45
Horseshoe Iron "		2 40
Hoop steel, 1½ to 3-in. base		2 90
Sleigh shoe steel, "		2 10
Tire steel	2 30	2 50
Reeled machinery	....	3 00
Toe calk steel	2 85	3 00
T. Firth & Co.'s tool steel, per lb.	0 12½	0 13
Jessop's tool steel		0 14
Morton's tool steel	0 12½	0 13
Black Diamond and "B C" tool steel	0 10	0 11
Chas. Leonard's tool steel	0 08	0 09
Park's "Silver" tool steel	0 12	0 14
" "Special"	0 15	0 20
Jonas & Colver's tool steel	0 10	0 20
" "Air Hardening"		0 70
Drill steel, per lb.	0 08	0 10

BOILER TUBES

	Per foot
1½, 1¾ and 4 inch	0 09
2½ in.	0 16
3 in.	0 13
3½ in.	0 16
4 in.	0 31

STEEL BOILER PLATE

¼ in.	2 50	2 60
3-16 in.	2 60	2 70
⅜ in. and thicker	2 50	2 60

BLACK SHEETS

	Com.	D.Fl.
10 and 12 gauge	2 55	2 75
18 gauge	2 85	3 00
20 "	2 85	3 00
22 to 24 gauge	2 95	3 25
26 "	3 05	3 50
28	3 15	...

COPPER WIRE

Discount, 50 per cent.

CANADA PLATES

All dull, 52 sheets	2 90	3 00
Half-polished	3 00	3 10
All bright	3 75	3 85

IRON PIPE

Black pipe—		Per 100 feet
⅛ inch	3 00	3 25
¼ "	2 30	2 40
⅜ "	....	2 65
½ "	....	2 85
¾ "		3 65
1 "		5 20
1¼ "		7 35
1½ "		8 95
2 "		12 55
2½ "		21 00
3 "	....	25 00
3½ "		32 00
4 "		38 50
4½ "		45 00
5 "		48 00
6 "		63 00
Galvanized pipe—		
¼ inch		3 20
⅜ "		3 45
½ "		3 85
¾ "		5 00
1 "		7 20
1¼ "		10 05
1½ "		12 20
2 "		16 85

Malleable Fittings—Discount 30 p.c.

Cast Iron Fittings—

On all cast iron fittings, including plugs, bushings, unions and nipples, 50 & 10 p.c. dis.

All others—discount 60 p.c.

GALVANIZED SHEETS

	G.C.	Comet	Bell	Queen's Head
16 gauge				
18 to 24 gauge	4 05	3 75	3 75	4 05
26 "	4 25	4 00	3 90	4 25
28 "	4 50	4 25	4 05	4 50

American brands, $4 40 for 28 gauge.

Less than case lots 10 to 15c. extra.

CHAIN

Proof coil, 3-16 in., per 100 lb.			
" ¼ "	7 85	8 10
" 5-16 "	5 25	5 50
" ⅜ "	4 50	4 75
" 7-16 "	4 25	4 50
" ½ "	4 20	4 50
" 9-16 "	4 05	4 50
" ⅝ "	4 00	4 50
" ¾ "	4 00	4 50

Halter, kennel and post chains, 40 to 40 and 5 per cent.

Cow ties	40 p.c.
Tie out chains	65 p.c.
Stall fixtures	35 p.c.
Trace chain	45 p.c.

Jack chain, iron, single and double, discount 35 p.c.

Jack chain, brass, single and double, discount 40 p.c.

COPPER

Ingot		Per 100 lb.
Casting		14 50
Lake Superior		
Bars		
Cut lengths, round, ½ to ⅞ in.	23 00	25 00
" round and square, 1 to 2 inches	23 00	25 00
Sheet		
Plain, 14 oz., and light, 16 oz., 14x48 and 14x60	22 00	22 50
Plain, 14 oz., and light, 16 oz., irregular sizes	22 50	23 00
Tinned copper sheet		24 00
Planished	....	32 00
Braziers' (in sheets)		
4x6 ft., 25 to 30 lb. each, per lb.		0 23
" 35 to 45 " "		0 22
" 50 lb. and above "		0 21

BOILER AND T. K. PITTS

Plain tinned, per lb.	0 28
Spun, per lb.	0 32

BRASS

Rod and Sheet, 14 to 30 gauge, 15 per cent.

Sheets, hard rolled, 2x4	0 23
Tubing, base, per lb.	0 23½

ZINC SPELTER

Foreign, per 100 lb.	6 25	6 50
Domestic " "		

ZINC SHEET

5-cwt. casks	6 25	6 50
Part casks	6 50	6 75

LEAD

Imported Pig, per 100 lb.	3 50
Bar, per lb.	0 05
Sheets, 2½ lb. sq. ft., by roll	0 06¼
Sheets, 3 to 6 lb. "	0 06

NOTE.—Cut sheets ½c. per lb., extra. Pipe by the roll, usual weights per yard, lists at 7c. per lb. and 30 p.c. dis. f.o.b. Toronto.

NOTE.—Cut lengths, net price, waste pipe 8 ft. lengths, lists at 8c.

SHOT.

Common, $6.50 per 100 lb.; chilled, $7.00 per 100 lb.; buck, seal and ball, $7.50. Discount, 15 p.c. Prices are f.o.b. Toronto, Hamilton, Montreal, St. John and Halifax. Terms, 3 p.c. cash, freights equalized.

SOIL PIPE AND FITTINGS

Light soil pipe discount 45 and 10 per cent.

" " fittings discount 40 and 10 p.c.

Med. and Extra heavy pipe and fittings, dis. 55 and 10 per cent.

7 and 8 in. pipe, discount 45 and 10 per cent.

SOLDER

		Per lb.
Bar, half and half, guaranteed		0 20
Bar, half and half, commercial	0 19	0 19½
Refined		0 19
Wiping	0 17	0 18½

ANTIMONY

Cookson's per lb.	9 00

WHITE LEAD

		Per 100 lb.
Pure	5 00	5 25
No. 1	4 62½	4 87½
No. 2	4 25	4 50
No. 3	3 87½	4 12½
No. 4	3 50	3 75
Munro's Select Flake White		5 75
Elephant and Decorators Pure		5 25
Brandram's Genuine		6 80
" Decorative		6 00
" " No. 1		5 50
"Monarch" brand		6 12½
Decorator's Pure		5 25
Essex Genuine		5 50

RED LEAD

Genuine, 560 lb. casks, per cwt.	$4 75	$5 00
Genuine, 100 lb. kegs	[illegible]	[illegible]
No. 1, 560 lb. casks, per cwt.	4 00	4 25
No. 1, 100 lb. kegs, per cwt.	4 25	4 50

WHITE ZINC

Extra Red Seal	0 06	0 08
No. 1	0 05½	0 07
No. 2	0 05	0 06

DRY WHITE LEAD

Pure, casks	[illegible] 25
Pure, kegs	[illegible]
No. 1, casks	[illegible] 00
No. 1, kegs	[illegible] 25

PREPARED PAINTS

In ½, ¼ and 1 gallon tins

Pure, per gallon		1 20
Second qualities, per gallon		1 00
Barn (in bbls.)	0 60	0 90
The Sherwin-Williams paint		1 40
Canada Paint Co.'s pure		1 2[illegible]
Toronto Lead & Color Co.'s pure		1 2[illegible]
Sanderson Pearcy's pure		1 20
Standard Paint Co.'s "New Era"		1 30
" "Globe"		1 30
" barn	60	70
The Francis Frost Co.'s "Ark" Brand		1 25
The Francis Frost Co.'s British Navy deck		1 50
Hollywood paste paint		1 40
" liquid paint		1 25
" floor paint		1 25
Henderson & Potts's "Anchor" Brand		1 35
Globe Paint Co.'s mixed		1 30
Globe Paint Co.'s barn and bridge	....	0 75

COLORS IN OIL.

25-lb. tins, Standard Quality

Venetian red, per lb.	0 05½	0 06
Chrome yellow	0 12	0 14
Golden ochre	0 07	0 10
French "		0 06
Marine black		0 04
Chrome green		0 10
French Imperial green		0 14
Signwriters' black		0 16
Umber	0 04	0 06
Sienna	0 04	0 07

COLORS, DRY

Common ochre, bbls.	1 15	1 30
Yellow ochre (J.F.L.S.), bbls.		2 00
Brussels ochre		2 00
Venetian red, bbl.	1 50	[illegible]
English oxides, per cwt.	3 00	[illegible]
American oxides, bbls.	1 25	[illegible]
Canadian oxides, bbls.	1 25	[illegible]
Super magnetic oxides, 93 p.c.	2 00	[illegible]
Burnt sienna, pure, per lb.		[illegible]
" umber, " "	[illegible]	[illegible]
Raw umber	[illegible]	[illegible]
Drop black, pure		[illegible]
Chrome yellow, pure		[illegible]
Chrome greens, pure, per lb.	[illegible]	[illegible]
Golden ochre	[illegible]	[illegible]
Ultramarine [illegible] boxes, per lb.	[illegible]	[illegible]
Fire proof [illegible]		[illegible]
Genuine [illegible]		[illegible]
Mortar [illegible]	[illegible]	[illegible]
Pure [illegible]	[illegible]	[illegible]
Whiting [illegible]	[illegible]	[illegible]
English [illegible]		[illegible]

[illegible] STONE

[illegible]	[illegible] 30
100 [illegible]	0 08

THOS. GOLDSWORTHY & SONS

MANCHESTER, ENGLAND.

EMERY { Cloth Corn Flour

We carry all numbers of Corn and Flour Emery in 10-pound packages, from 8 to 140, in stock. Emery Cloth, Nos. OO., O., F., FF., 1 to 3.

JAMES HUTTON & CO., Wholesale Agents for Canada, **Montreal.**

PUTTY

Bulk in bbls	1 70
Bulk in less quantity	1 95
Bladders in bbls	2 00
Bladders in kegs, boxes or loose	2 25
25-lb. tins	2 25
12½-lb. tins	2 50
Bladders in bulk or tins less than 100 lb.	2 50

VARNISHES

In 5-gal. lots	Per gal	Net.
Carriage, No. 1	1 50	1 60
Pale durable body	4 10	4 25
" rubbing	2 85	3 20
Gold size, japan	1 50	1 60
No. 1 brown japan	0 85	0 90
Elastic oak		1 50
Furniture, extra	1 10	1 25
" No. 1	0 90	1 00
Hard oil finish	1 35	1 50
Light oil finish	1 60	1 70
Damar	1 75	2 00
Shellac, white	2 40	2 50
" orange	2 30	2 40
Turpentine, brown japan	1 10	1 20
" black japan	1 10	1 20
" " No. 1	0 85	0 90
Elastilite varnish, 1 gal. can, each		2 00
Granitine floor finish, per gal		2 75

Maple Leaf coach enamels; size 1, $1 20; size 2, 70c.; size 3, 40c. each.

Sherwin-Williams kopal varnish, assorted case, from ½ pts. to 1 gal., $2.50.

CASTOR OIL.

British, 1st qual. in cases, per lb	0 08½	0 09½
" " small lots	0 10	0 10½

COD OIL, ETC.

Cod oil, per gal	0 50	0 55
Pure olive	....	1 40
" neatsfoot	....	0 90

GLUE.

Common	0 08	0 09
French medal	0 10	0 14
White, extra	0 18	0 22
Gelatine	0 25	0 30
Strip	0 18	0 20
Coopers	0 19	0 20
Huttner	0 15	0 16
Ground	0 12	0 16
Cologne, genuine		0 15

HARDWARE.

AMMUNITION.

Cartridges.

B. B. Caps, Dominion, 50 and 5 per cent.
Rim Fire Pistol, discount 40 p.c., American.
Rim Fire Cartridges, Dominion, 50 and 5 p.c.
Central Fire Pistol and Rifle, 10 p.c., Amer.
Central Fire Cartridges, pistol sizes, Dominion, 30 per cent.
Central Fire Cartridges, Sporting and Military, Dominion, 15 per cent.
Central Fire, Military and Sporting, American, add 5 per cent. to list. B.B. Caps, discount 40 per cent., American.
Loaded and empty Shells, "Trap" and "Dominion" grades, 25 per cent. Rival and Nitro, 10 per cent. advance on list.
Brass Shot Shells, 55 per cent.
Primers, Dom., 30 per cent.; American, $1 60.

Wads

	per lb.
Best thick white felt wadding, in ½-lb. bags	$1 [illegible]
Best thick brown or grey felt wads, in ½-lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 99
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 each, 8 gauge	0 55
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10 gauge	0 25
Thin card wads, in boxes of 1,000 each, 8 gauge	....

Chemically prepared black edge grey cloth wads, in boxes of 250 each	Per M.
11 and smaller gauge	0 60
9 and 10 gauges	0 70
7 and 8 "	0 90
5 and 6 "	1 10

Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 "	1 65
5 and 6 "	1 90

ADZES.

Discount 20 per cent.

ANVILS.

Wright's, 80-lb. and over	0 10¾
Hay Budden, 80-lb. and over	0 09¼
Brook's, 80-lb. and over	0 11¼

AUGERS.

Gilmour's, discount 65 and 5 per cent. off list

AXES.

Chopping Axes		
Single bit, per doz.	7 00	10 00
Double bit, "	10 00	18 00
Bench Axes, 40 per cent.		
Broad Axes, 25 per cent.		
Hunters Axes	5 50	6 00
Boys' Axes	6 25	7 00
Splitting Axes	7 00	12 00
Handled Axes	7 50	10 00

AXLE GREASE.

Ordinary, per gross	5 75	6 00
Best quality	13 00	15 00

BATH TUBS.

Zinc 6 00
Copper, discount 15 per cent. off revised list.

BATHS.

Standard Enameled.

5½-inch rolled rim, 1st quality	24 00
5½ " " " 2nd "	20 00

BABBIT METAL.

"Tandem," A .... per lb.	0 27
" B .... "	0 21
" C .... "	0 11½
Frictionless Metal .... "	0 23

Syracuse Smelting Works:

Aluminum, genuine	0 45
Government, "	0 44
Tough, "	0 40
Hard, "	0 40
Dynamo	0 30
Special	0 25
Harmony	0 22
Car Box	0 20
Extra	0 15

The Canada Metal Co.:

Imperial, genuine,	0 40
Metallic	0 30
Hercules	0 20
Star	0 15
No. 1	0 12
No. 2	0 10
No. 3	0 06
No. 4	0 05

BELLS.

Hand.

Brass, 60 per cent.
Nickel, 55 per cent.

Cow.

American make, discount 63¾ per cent.
Canadian, discount 45 and 50 per cent.

Door.

Gongs, Sargant's	5 50	8 00

" Peterboro', discount 46 per cent.

Farm.

American, each	1 25	3 00

House.

American, per lb.	0 35	0 40

BELLOWS.

Hand, per doz	3 35	4 75
Moulders', per doz	7 50	10 00

Blacksmiths', discount [illegible]0 per cent.

BELTING.

Extra, 60 per cent.
Standard, 60 and 10 per cent.
No. 1, not wider than 6 in., 60, 10 and 10 per cent.
Agricultural, not wider than 4 in., 75 per cent.

BITS.

Auger.

Gilmour's, discount 60 and 5 per cent.
Rockford, discount 50 and 10 per cent.
Jennings' Gen., net list.

Car.

Gilmour's, 47½ to 50 per cent.

Expansive.

Clark's, 40 per cent.

Gimlet.

Clark's, per doz	0 65	0 90
Diamond, Shell, per doz.	1 00	1 50
Nail and Spike, per gross	2 25	5 20

BLIND AND BED STAPLES.

All sizes, per lb.	0 07¾	0 12

BOLTS AND NUTS.

	Per cent.
Carriage Bolts, common ($1 list)	50 and 10
" " full sq. ($2.40 list)	55 and 10
" " Norway Iron ($3 list)	55 and 10
Machine Bolts, all sizes	50, 5 and 10
Plough Bolts	50, 5 and 10
Blank Bolts	50, 5 and 10
Bolt Ends	50, 5 and 10
Sleigh Shoe Bolts	65, 5 and 10
Coach Screws, cone point	66⅔ and 10

Nuts, square, all sizes, 3¼c. per lb. off.
Nuts, hexagon, all sizes, 4c. per lb. off.
Stove Rods, per lb., 5½ to 6c.

BOOT CALKS.

Small and medium, ball .... per M.	4 25
Small heel .... "	4 50

BRIGHT WIRE GOODS.

Discount 62½ per cent.

BROILERS.

Light, discount 65 to 67½ per cent.
Reversible, discount 65 to 67½ per cent.
Vegetable, per doz., discount 37½ per cent.

Henis, No. 8 .... per doz.	6 00
Henis, No. 9 .... "	7 00
Queen City .... "	7 50

BUTCHERS' CLEAVERS.

German .... per doz.	6 00	11 00
American .... "	12 00	20 00

BUTCHER KNIVES.

Bailey's .... per doz.	0 60	6 30

BUILDING PAPER, ETC.

Tarred Felt, per 100 lb.	1 75
Ready roofing, 2-ply, not under 45 lb., per roll	0 90
Ready roofing, 3-ply, not under 65 lb., per roll	1 15
Carpet Felt .... per ton	45 00
Dry Sheathing ..... per roll, 400 sq. ft.	0 35
Tar " " 400 "	0 45
Dry Fibre " 400 "	0 50
Tarred Fibre " 400 "	0 60
O. K. & I. X. L. " 400 "	0 65
Resin-sized " 400 "	0 4
Oiled Sheathing " 600 "	1 00
Oiled " " 400 "	0 70
Roof Coating, in barrels ..... per gal.	0 17
Roof " small packages "	0 25
Refined Tar .... per barrel	4 50
Coal Tar .... "	4 00
Coal Tar, less than barrels .... per gal.	0 15
Roofing Pitch .... per 100 lb.	1 00

BULL RINGS.

Copper, $2.00 for 2½-inch, and $1.90 for 2-inch.

BUTTS.

Wrought Brass, net revised list.

Cast Iron.

Loose Pin, discount 60 per cent

Wrought Steel.

Fast Joint, discount 65, 10 and 2½ per cent.
Loose Pin, discount 65, 10 and 2½ per cent.
Berlin Bronzed, discount 70, 70 and 5 per cent.

Gen. Bronzed .... per pair	0 40	0 65

CARPET STRETCHERS.

American .... per doz.	1 00	1 50
Bullard's .... "	....	6 50

CASTORS.

Bed, new list, discount 55 to 57½ per cent.
Plate, discount 52½ to 57½ per cent.

CATTLE LEADERS.

Nos. 31 and 32 .... per gross	8 50	9 50

CHALK.

Carpenters' Colored, per gross	0 45	0 75
White lump .... per cwt.	0 60	0 65
Red	0 05	0 06
Crayon .... per gross	0 14	0 18

CHISELS.

Socket, Framing and Firmer.

Broad's, discount 60 and 10 per cent.
Warnock's, discount 50 and 10 per cent.
P. S. & W. Extra, discount 60 and 10 per cent.

CHURNS.

Revolving Churns, metal frames -No. 0, $8 No. 1, $8.50; No. 2, $9.00; No. 3, $10.00; No. 4, $12.00; No. 5, $16.00 each. Ditto wood frames, 20c. each less than the above. Discounts: Delivered from factories, 53 per cent.; from stock in Montreal, 51 per cent. Terms 4 months or 3 per cent. cash in 30 days.

Churn frames, including bearings, levers, etc. Nos. 0, 1, 2 and 3, wood, $2.40; and 4 and 5, $2.65. Metal frames, 25c. extra. Discount 15 per cent., net 30 days.

CLIPS.

Axle, discount 65 per cent.

CLOSETS.

	Net.
Plain York or Ontario Syphon Jet	$9 60
Emb. " " "	10 20
Fittings	1 00
Plain Elgin or Teu. Syphon Washout	6 00
Emb. " " "	6 60
Fittings	1 25
Low Down Elgin or Teutonic, plain	9 60
Low " " " emb.	10 20
Plain Richelieu	3 75
Emb. "	4 00
Connections	1 25
Low Down Ontario Syphon Jet, plain	11 70
Low " " " emb'd.	12 30
Closet connection	1 25
Basins, P.O., 14-in.	0 70
Basins, oval, 17 x 14-in.	1 50
Basins, " 19 x 15-in.	2 25

COMPASSES, DIVIDERS, ETC.

American, discount 62½ to 65 per cent.

CONDUCTOR PIPE.

Plain or Corrugated.

2-inch .... per 100 feet	3 00
3 " .... " "	4 00
4 " .... " "	5 25
5 " .... " "	6 75
6 " .... " "	9 00

CRADLES, GRAIN.

Canadian, discount 20 to 25 per cent.

CROSSCUT SAW HANDLES.

S. & D., No. 3 .... per pair	0 17½
S. & D., " 5 .... "	0 22½
S. & D., " 6 .... "	0 15
Boynton pattern .... "	0 20

DOOR SPRINGS.

Torrey's Rod (15 p.c.), per doz.	....	2 00
Coil .... "	0 88	1 60
English .... "	2 00	4 00

DRAW KNIVES.

Coach and Wagon, discount 50 and 10 per cent.
Carpenters', discount 60 and 10 per cent.

Your Customers Want

something better than shingles with which to cover their roofs. Our Patent Wire-Edged Ready Roofing is more durable than shingles, costs less, is fire-proof and any person can put it on.

Don't you think it would pay you to handle this Roofing ?

The Paterson Mfg. Co., Limited

Toronto and Montreal.

DRILLS.

Hand and Breast

Millar's Falls, per doz., net list

DRILL BITS.

Morse, discount 37½ to 40 per cent
Standard, discount 50 and 5 to 55 per cent

FAUCETS.

Common, cork-lined, discount 35 per cent

EAVETROUGHS

10-inch . . . per 100 ft. 3 10

ELBOWS (stovepipe.)

and 6-inch, common . . . per doz 1 20
7-inch . . . " 1 35
Polished, 15c. per dozen extra

ESCUTCHEONS

Discount 40 per cent.

ESCUTCHEON PINS

Iron, discount 40 per cent

FACTORY MILK CANS

Discount off revised list, 40 per cent

FILES AND RASPS

Great Western	70 and 10	per cent
Arcade	70 " 10	"
Kearney & Foot	70 " 10	"
Disston's	70 " 10	"
American	70 " 10	"
J. Barton Smith	70 " 10	"
McClellan	70 " 10	"
Eagle	70 " 10	"
Nicholson, 60 and 10 to 60, 10 and 5		"
Royal	80	"
Globe	70 to 75	"

Black Diamond, 60 and 10 to 60, 10 and 5 per cent
Jowitt's, English list, 25 to 27½ per cent.
Nicholson File Co.'s "Simplicity" file handle, per gross 85c. to $1 50.

GLASS.

Window. Box Price.

Size United Inches.	Star Per 50 ft.	Star Per 100 ft.	D. Diamond Per 50 ft.	D. Diamond Per 100 ft.
Under 26	2 0	3 80	....	6 75
26 to 40	2 10	4 00	..	7 25
41 to 50	..	4 50	..	8 75
51 to 60		4 75	...	10 00
61 to 70		5 00		11 5[illegible]
71 to 80		5 50	....	12 50
81 to 85		....	..	14 00
86 to 90		....	..	16 50
91 to 95				18 00
96 to 100	....	....	....	20 00

A discount of 25 per cent is offered on "Double Diamond."

GAUGES

Marking, Mortise, Etc.

Stanley's, discount 50 to 55 per cent

Wire Gauges.

Winn's, Nos. 26 to 33 . . . each 1 65 2 40

HALTERS

Rope, ⅜-inch . . . per gross			
Rope, ⅝ " . . . "		9 00	
Rope, ⅝ to ¾-inch . . . "		14 00	
Leather, 1-inch . . . per doz	3 87½	4 00	
Leather, 1¼ " . . . "	5 15	5 20	
Web . . . "	1 87	2 45	

HAMMERS

Nail

Maydole's, discount 5 to 10 per cent. Canadian discount 25 to 27½ per cent

Tack

Magnetic . . . per doz 1 10 1 20

Sledge

Canadian . . . per lb 0 07½ 0 08½

Ball Pean

English and Canadian, per lb. 0 22 0 25

HANDLES

Axe, 2nd growth, per doz. net 3 00 4 00
Store door . . . per doz. 1 00 1 50

Fork

C. & B., discount 40 per cent., revised list

Hoe

C. & B., discount 40 per cent., revised list

Saw.

American . . . per doz. 1 00 1 25

Plane

American . . . per gross 3 15 3 75

Hammer and Hatchet

Canadian, discount 40 per cent

Cross-Cut Saws

Canadian . . . per pair 0 13½

HANGERS . . . doz. pairs.

Steel barn door . . . 5 85 6 00
Stearns, 4-inch . . . 5 00
" 5-inch . . . 6 50
Lane's covered
No. 11, 5 foot run . . . 8 40
No. 11½, 10 foot run . . . 10 80
No. 12, 10 foot run . . . 12 60
No. 14, 15 foot run . . . 21 00
Lane's O.N.T. track, per foot . . . 0 04½

HARVEST TOOLS.

Discount 60 per cent.

HATCHETS.

Canadian, discount 40 to 42½ per cent

HAT ENAMEL.

Henderson & Potts "Anchor Brand"

HINGES.

Blind, Parker's, discount 16⅔ per cent
Heavy T and strap, 4-in., per lb . . . 0 06½
" " 5-in., " . . . 0 06¼
" " 6-in., " . . . 0 06
" " 8-in., " . . . 0 05¾
" " 10-in., " . . . 0 05½
Light T and strap, discount 65 and 5 per cent
Screw hook and hinge
6 to 10 in . . . per 100 lb. . . . 4 50
12 in. up . . . " . . . 3 25
Spring . . . per gro. pairs . . . 10 50

HOES.

Garden, Mortar, etc., discount 60 per cent.
Planter . . . per doz 4 00 4 50

HOLLOW WARE

Discount 45 and 5 per cent.

HOOKS

Cast Iron.

Bird cage . . . per doz. 0 50 1 10
Clothes line . . . " 0 27 0 63
Harness . . . " 0 72 0 88
Hat and coat . . . per gro 1 00 3 00
Chandelier . . . per doz. 0 50 1 00

Wrought Iron

Wrought hooks and staples, Canadian discount 47½ per cent

Wire

Hat and coat, discount 45 per cent
Belt . . . per 1,000 0 60
Screw, bright, discount 55 per cent

HORSE NAILS

"C" brand, 40, 10 and 7½ per cent. off list } Oval
"M" brand, 50, 10 and 5 per cent } head
Countersunk, 65 per cent
"Monarch," 65 per cent
"Peerless" 50 and 7½ per cent. dis

HORSESHOES

F.O.B. Montreal

Iron Shoes	No. 2 and larger	No. 1 and smaller
Light, medium and heavy	3 35	3 60
Snow shoes	3 60	3 85
Steel Shoes		
Light	3 45	3 70
Featherweight (all sizes)	4 85	4 85

F.O.B. Toronto, Hamilton, London and Guelph, 10c. per keg additional
Toe weight steel shoes . . . 6 70

JAPANNED WARE

Discount 45 and 5 per cent. off list, June 1899

ICE PICKS

Star . . . per doz 3 00 3 25

KETTLES

Brass spun, 7½ per cent. discount off new list
Copper . . . per lb. 0 30 0 50
American, 60 and 10 to 65 and 5 per cent

KEYS

Lock, Canadian dis. 40 to 40 and 10 per cent
Cabinet, trunk and padlock,
American . . . per gross . . . 0 60

KNOBS

Door, japanned and N.P., per doz . . . 1 50 2 50
Bronze, Berlin . . . per doz 2 75 3 25
Bronze, Genuine . . . " 6 00 9 00
Shutter, porcelain, F. & L. screw . . . per gross 1 30 4 00
White door knobs . . . per doz . . . 1 00

HAY KNIVES

Net prices

LAMP WICKS

Discount, 60 per cent.

LANTERNS

Cold Blast . . . per doz 7 00
No. 3, "Wright's" . . . " 8 50
Ordinary, with O burner . . . " 4 00
Dashboard, cold blast . . . " 9 00
No. 0 . . . " 5 75
Japanning, 50c. per doz. extra

LEMON SQUEEZERS

Porcelain lined . . . per doz 2 20 5 60
Galvanized . . . " 1 87 3 85
King, wood . . . " 2 75 2 90
King, glass . . . " 4 00 4 50
All glass . . . " 0 50 0 90

LINES

Fish . . . per gross 1 05 2 50
Chalk . . . " 1 90 7 40

LAWN MOWERS

Woodyatt, 12-in. wheel . . . 7 50
Star . . . " . . . 5 50
Daisy . . . " . . . 5 50
Philadelphia, 10-in. wheel . . . 6 00
Ontario, " . . . 12 75
Discount, 50 per cent

Maxwell & Sons

10½-in. high wheel . . . 7 50 10 00
9 in . . . 5 50 6 25
8 in . . . 4 90 5 50
Discount 50 per cent

LOCKS

Canadian, 40 to 40 and 10 per cent
Russell & Erwin . . . per doz 3 00 3 25

Cabinet

Eagle, discount 30 per cent

Padlocks.

English and Am. . . . per doz 0 50 6 00
Eagle, discount 20 to 25 per cent

MACHINE SCREWS

Iron and Brass

Flat head, discount 25 per cent
Round head, discount 20 per cent

MALLETS

Tinsmiths . . . per doz 1 25 1 50
Carpenters', hickory, . . . " 1 25 3 75
Lignum Vitae . . . " 3 85 5 00
Caulking, each . . . 0 60 2 00

MATTOCKS

Canadian . . . per doz 5 50 6 50

MEAT CUTTERS

American, discount 33⅓ per cent
German, 15 per cent
Gem . . . each . . . 1 15

MILK CAN TRIMMINGS

Discount 25 per cent

NAILS	Cut	Wire
2d and 3d	3 45	3 45
3d	3 10	3 12
4 and 5d	2 85	2 95
6 and 7d	2 75	2 80
8 and 9d	2 60	2 60
10 and 12d	2 55	2 55
16 and 20d	2 50	2 50
30, 40, 50 and 60d (base)	2 45	2 45

Cut nails in carlots 5c. less
Wire nails in carlots are $2 40
Steel cut nails 10c. extra
Miscellaneous wire nails, discount 75 per cent.
Coopers' nails, discount 30 per

NAIL PULLERS

German and American . . . 1 75 3 50

NAIL SETS

Square, round and octagon, per gross . . . 3 38 4 00
Diamond . . . 1 00 2 00

POULTRY NETTING

2 in. Mesh, 19 w.g., dis. 60 per cent
2 in. Mesh, 16 w.g. and heavier, 50 per

OAKUM

U.S. Navy . . . per 100 lb. . . . 6 75
Plumbers . . . " . . . 5 00

OILERS

McClary's Model galvanized oil can, with pump, 5 gallon, per dozen . . . 10 00
Zinc and tin, discount 50, 50 and 10 per cent
Copper . . . per doz 1 25 3 50
Brass . . . " 1 50 3 50
Malleable, discount 25 per cent

GALVANIZED PAILS

Dufferin pattern pails discount 45 per cent
Flaring pattern, discount 45 per cent
Galvanized washtubs, discount 45 per cent

PIECED WARE

Discount 40 per cent off list, June, 1899
10 qt. flaring sap buckets discount 40 per cent
6, 10 and 14 qt. flaring pails dis. 40 per cent
Creamer cans, discount 40 per cent

PICKS

Per dozen . . . 6 00 9 00

PICTURE NAILS

Porcelain head . . . per gross 1 35 1 50
Brass head . . . " 0 40 1 00

PICTURE WIRE

Tin and gilt, discount 75 per cent

PINE TAR

½ pint in tins . . . per gross . . . 7 80
1 " " . . . " . . . 9 60

PLANES

Wood bench, Canadian discount 40 per cent., American discount 50 per cent
Wood, fancy Canadian or American, 37½ to 40 per cent

PLANE IRONS

English . . . per doz 2 00 5 00

PLIERS AND NIPPERS

Button's genuine, per doz. pairs, discount 37½ to 40 per cent
Button's imitation . . . per doz 5 00 9 00
German . . . " 0 60 2 60

PLUMBERS' BRASS GOODS

Standard Compression work, dis. 60 per cent
"J.M.T." Cushion work, discount 50 per cent
Fuller work, discount 65 per cent
6 dozen lots and over of the above, extra discount 10 per cent
Lever handle Stops and Waste, discount 60 per cent. With, in lots of 2 dozen and over, an extra discount of 10 per cent
"J.M.T." Globe, Angle and Check Valves, discount 55 per cent
Standard Globe, Angle and Check Valves, discount 65 per cent
"J.M.T." Radiator Valves, dis[illegible] per cent
Standard Radiator Valves, dis[illegible] per cent
Patent Quick Opening Valve[illegible] per cent
No. 1 compression bath [illegible]
No. 4 " [illegible]
No. 7 Fuller's [illegible]
No. 4½ " [illegible]
Patent Compress[illegible] cock, hot [illegible]
Patent C[illegible] cock, No. [illegible] 2 25
Square he[illegible] per cent
[illegible]
Compet[illegible] Angle and Check Valves discount [illegible]
Thompso[illegible] Machine, $25 00.

Our New

GLASS CATALOGUE

The most complete work ever issued.

Containing much useful and important information and instruction on all kinds of glass—which you ought to know—as well as a numerous variety of designs and illustrations of glass now used in modern buildings.

EVERY KIND OF PLATE AND WINDOW GLASS IN STOCK.

TORONTO PLATE GLASS IMPORTING CO.,

Hill & Rutherford

Warerooms and Offices—135 to 143 Victoria St.
Bending Works—209 to 213 Victoria St.

TORONTO

PRESSED SPIKES

Discount 20 per cent

PULLEYS

Hochouse	per doz.	0 55	1 00
Axle	"	0 22	0 33
Screw	"	0 37	1 00
Awning	"	0 35	2 50

PUMPS

Canadian cistern	1 80	3 60
Canadian pitcher spout	1 40	2 10

PUNCHES

Saddlers	per doz	1 00	1 85
Combination	"	9 00	15 00
Tinners, solid	per set		0 72
" hollow	per inch		1 00

RANGE BOILERS.

Dominion, 30 gallon	net	6 00
" 35 "	"	7 00
" 40 "	"	8 00
Ronald's Galvanized, 30 gallon,	"	7 40
" " 35 "	"	8 40
" " 40 "	"	9 60
Copper, 30 gallon	"	22 00
" 35 "	"	24 00
" 40 "	"	28 00

Discount off copper boilers 15 per cent.

RAKES

Wood	per doz net	1 20 up.

RAZORS

	per doz.	
Elliot's	4 00	18 00
Geo. Butler's & Co.'s	4 00	18 00
Bakers	7 50	11 00
" King Cutter	12 50	15 00
Wade & Butcher's	3 60	10 00
Thiele & Quack's	7 00	12 00
Barley's	6 00	12 00
Barley's Brantford	10 00	11 00
Carlo Magnetic		15 00
Griffon Barber's Favorite		10 75
Griffon, No. 65		13 00
Griffon Safety Razors		13 50
Griffon Stropping Machines		13 50
Lewis Bros. " Klean Kutter	8 50	10 50

REGISTERS

Discount 40 per cent

RIVETS AND BURRS

Iron Rivets, black and tinned, discount 60 and 10 per cent

Iron Burrs, discount 55 per cent

Extras on Iron Rivets in 1-lb cartons, ½c. per lb

Extras on Iron Rivets in ½-lb cartons, 1c. per lb

Copper Rivets with usual proportion burrs, 45 per cent. discount. Cartons, 1c per lb. extra net

Copper Burrs only, discount 30 and 10 per cent.

Extras on Tinned or Coppered Rivets, ½ lb cartons, 1c per lb

RIVET SETS

Canadian, discount 35 to 37½ per cent

ROPE, ETC

Sisal	0 12
Pure Manilla	0 14
"British" Manilla	0 12
Cotton, 3 lb inch and larger	0 16
" 5-32 inch	0 21
" ¼ inch	0 22
Russia Deep Sea	0 15
Jute	0 08
Lath Yarn, single	0 11
" double	0 11½

Sisal bed cord, 48 feet	per doz	0 65
" 60 feet	"	0 80
" " 72 feet	"	0 95

RULES

Boxwood, discount 55 per cent

Ivory, discount 37½ to 40 per cent

SAD IRONS

Mrs. Potts, No. 55, polished	per set	0 70
" No. 50, nickle-plated,	"	0 80

SAND AND EMERY PAPER

B & A sand, discount, 40 and 5 per cent

Emery, discount 40 per cent

Garnet (Raxton st), 5 to 10 per cent advance on list

SAP SPOUTS.

Bronzed iron with hooks	per 1,000	9 50

SAWS.

Hand, Disston's, discount 12½ per cent.
S & D, discount 40 per cent.
Crosscut, Disston's....per foot 0 35 0 55
S & D, discount 35 per cent. on Nos. 2 and 3.
Hack, complete.....each 0 75 2 75
" frame only 0 75

SASH WEIGHTS.

Sectional	per 100 lb.	2 50	2 75
Solid	"	1 75	2 00

SASH CORD.

Per lb	0 24	0 30

SAW SETS.

	per doz.
Lincoln and Whiting	4 75
Hand Sets, No. 1 Woodyatt (Morrill)	4 25
X-Cut Sets, No. 3 Woodyatt (Morrill)	9 50

SCALES.

Gurney Standard, 40 per cent.
Gurney Champion, 50 per cent.
Burrow, Stewart & Milne
Imperial Standard, discount 40 per cent.
Weigh Beams, discount 35 per cent.
Champion Scales, discount 50 per cent.
Fairbanks standard, discount 35 per cent.
" Dominion, discount 55 per cent.
" Richelieu, discount 55 per cent.
Warren's new Standard, discount 40 per cent.
" " Champion, discount 50 per cent.
" Weighbeams, discount 35 per cent.

SCREW DRIVERS.

Sargent's	...per doz.	0 65	1 00

SCREEN DOORS.

Common doors, 2 or 3 panel, walnut stained, 4-in. style	per doz.	6 80
Common doors, 2 or 3 panel, yellow and green stained, 4-in. style	per doz.	7 00
Common doors, 2 or 3 panel, in natural colors, oil finish	per doz.	8 15

3-in. style 20c. per dozen less.

SCREWS.

Wood, F. H., bright and steel, discount 87½ per cent.
Wood, R. H., bright, dis. 82½ per cent.
" F. H., brass, dis. 80 per cent.
" R. H., " dis. 75 per cent.
" F. H., bronze, dis. 75 per cent.
" R. H., " dis. 70 per cent.
Drive Screws, dis. 87½ per cent.

Bench, wood	per doz.	3 25	4 00
" iron	"	4 25	5 00

Set, case hardened, dis 60 per cent.
Square Cap, dis. 50 and 5 per cent.
Hexagon Cap, dis. 45 per cent.

SCYTHES.

Per doz. net	6 00	9 00

SCYTHE SNATHS.

Canadian, discount 40 per cent.

SHEARS.

Bailey Cutlery Co., full nickeled, discount and 2½ per cent.
Bailey Cutlery, Japan Handles, discount 67½ per cent.
Seymour's, discount 50 and 10 per cent.

SHOVELS AND SPADES.

Canadian, discount 45 per cent.

SINKS.

Cast iron, 16 x 24	0 85	
" 18 x 30	1 00	
" 18 x 36	1 40	

SNAPS.

Harness, German, discount 25 per cent.
Lock, Andrews 4 50 11 50

SOLDERING IRONS

1, 1½-lb.	per lb.	0 37
2 lb. or over	"	0 34

SQUARES.

Iron, No 493	per doz	2 40	2 55
" No 494	"	3 25	3 40

Steel, discount 60 to 60 and 5 per cent
Try and Bevel, discount 50 to 52½ per cent.

STAMPED WARE

Plain, discount 75 and 12½ per cent. off revised list
Retinned, discount 75 per cent off revised list.

STAPLES.

Galvanized	3 25	3 50
Plain	2 90	3 15

Coopers', discount 45 per cent.
Poultry netting staples, discount 40 per cent.

STOCKS AND DIES.

American discount 25 per cent.

STONE.

Washita	per lb.	0 28	0 60
Hindostan	"	0 06	0 07
" slip	"	0 09	0 09
Labrador	"	....	0 13
" Axe	"	....	0 15
Turkey	"	....	0 50
Arkansas	"	....	1 50
Water-of-Ayr	"	....	0 10
Scythe	per gross	3 50	5 00
Grind, 2-in., 40 to 200 lb., per ton		....	25 00
" " under 40 lb.,	"	....	28 00
" under 2 in. thick,	"	....	29 00

STOVEPIPES.

5 and 6 inch, per 100 lengths		....	7 00
7 inch	"	"	....	7 50

ENAMELINE STOVE POLISH.

No. 4, 3 doz. in case..net cash	....	4 80
No. 6, 3 doz. in ase.. "	....	8 40

TACKS, BRADS, ETC.

Carpet tacks, blued	80 and 15
" " tinned	80 and 20
" " (in kegs)	40
Cut tacks, blued, in dozens only	80
" ¼ weights	60
Swedes cut tacks, blued and tinned	
In bulk	80 and 10
In dozens	75
Swedes, upholsterers', bulk ...85, 12½ and 12½	
" brush, blued and tinned bulk	70
Swedes, gimp, blued, tinned and japanned	75 and 12½
Zinc tacks	35
Leather carpet tacks	55
Copper tacks	50
Copper nails	52½
Trunk nails, black	65 and 5
Trunk nails, tinned	65 and 10
Clout nails, blued	65 and 5
Chair nails	35
Patent brads	40
Fine finishing	40
Lining tacks, in papers	10
" " in bulk	15
" " solid heads, in bulk	75
Saddle nails, in papers	10
" " in bulk	15
Tufting buttons, 22 line, in dozens only	60
Zinc glaziers' points	5
Double pointed tacks, papers..	90 and 10
" " " bulk	40
Clinch and duck rivets	45

TAPE LINES.

English, ass skin	per doz.	2 75 5 00
English, Patent Leather		5 50 9 75
Chesterman's	each	0 90 2 85
" steel	each	0 80 8 00

TINNERS' SNIPS.

Bailey's, discount 25 per cent.

THERMOMETERS.

Tin case and dairy, discount 75 to 75 and 10 per cent.

TRAPS (steel.)

Game, Newhouse, discount 25 per cent.
Game, H & N, P. S. & W., 65 per cent.
Game, steel, 72½, 75 per cent.

TROWELS.

Disston's, discount 10 per cent.

German	per doz.	4 75	6 00

S. & D., discount 35 per cent.

TWINES.

Bag, Russian	per lb.	0 27
Wrapping, cotton, 3-ply		0 19
" " 4-ply		0 23
Mattress	per lb.	0 33 0 45
Staging	"	0 27 0 35

VISES.

Wright's	0 13½
Brook's	0 12½
Pipe Vise, Hinge, No. 1	3 50
" " " No. 2	5 50
Saw Vise	4 50 9 00

ENAMELLED WARE.

White, Princess, Turquoise, Blue and White discount 50 per cent

Diamond, Famous, Premier, discount 50 and 10 per cent

Granite or Pearl, Imperial, Crescent, discount 50, 10 and 10 per cent.

WIRE.

Smooth Steel Wire.

No. 0-9 gauge	$2 50
10 "	6c. extra.
11 "	12c. "
12 "	20c. "
13 "	30c. "
14 "	40c. "
15 "	55c. "
16 "	70c. "

Add 60c. for coppering and $2 for tinning.

Extra net per 100 lb.—Oiled wire 10c., spring wire $1.25, special hay baling wire 30c., best steel wire 75c., bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb. hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.

Fine Steel Wire, discount 25 per cent. List of extras: In 100-lb. lots: No. 17, $5—No. 18, $5.50—No. 19, $6—No. 20, $6.65—No. 21, $7—No. 22, $7.30—No. 23, $7.65—No. 24, $8—No. 25, $9—No. 26, $9.50—No. 27, $10—No. 28, $11—No. 29, $12—No. 30, $13—No. 31, $14—No. 32, $15—No. 33, $16—No. 34, $17. Extras net—tinned wire, Nos. 17-25, $2—Nos. 26-31, $4—Nos. 32-34, $6. Coppered, 5c. oiling, 10c. in 25-lb. bundles, 15c. in 5 and 10-lb. bundles, 25c. in 1-lb. hanks, 25c. in ½-lb. hanks, 38c. in ¼-lb. hanks, 50c. packed in casks or cases, 15c. bagging or papering, 10c.

Brass wire, discount 62½ per cent. off the list.

Copper wire, discount 62½ per cent. net cash 30 days, f.o.b factory.

Galvanized wire, per 100 lb. Nos. 4 and 5, $3.70 to $3.90 Nos. 6, 7, 8, $3.15 to $3.35 No. 9, $2.50 No. 10, $3.20 to $3.40 No. 11, $3.25 to $3.45 No. 12, $2.65 No. 13, $2.75—No. 14, $3.75 to $3.95—No 15, $4.30 No. 16, $4.30. Base sizes, Nos. 6 to 9, $2.27½ f.o.b. Cleveland. In carlots 12½c. less.

Clothes Line Wire, regular 7 strand, No. 17, $4.65; No. 18, $2.90; No. 19, $2.60. Hollow 6 strand, No. 17, $4.30; No. 18, $2.70; No. 19, $2.35; No. 20, $2.30, f.o.b. Hamilton, Toronto, Montreal.

WIRE FENCING.

Galvanized barb	2 80
Galvanized, plain twist	2 90
Galvanized barb, f.o.b. Cleveland, $2 67½ in less than carlots, and $2 55 in carlots.	

COILED SPRING WIRE.

High Carbon, No. 9	$2 75
" No. 11	3 40
" No. 12	2 95

WIRE CLOTH.

Painted Screen, per 100 sq. ft., net	1 40

Terms, 3 per cent. off 30 days.

WASTE COTTON.

Colored	per lb.	0 6
White	"	0 08

WRENCHES.

Acme, discount 35 to 37½ per cent.
Agricultural, discount 60 per cent.
Coe's Genuine, discount 20 to 25 per ce.
Towers' Engineer.....each 2 00 7 00
" S.....per doz. 5 80 6 00
G. & K.'s Pipe..... " 3 40
Burrell's Pipe.....each 3 00
Pocket.....per doz. 0 25 2 90

WRINGERS.

Leader	per doz.	30 00 33 00
Royal Canadian	"	.... 24 00
Royal American	"	.... 24 00
Sampson	"	.... 24 00
Lightning	"	.... 27 00

Terms, 4 months, or 3 per cent. 30 days

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Canadian make, discount 40 per cent.

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Every Blade Fully Warranted.

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Steel, Metallic, Linen, Pocket, Ass Skin, Pat. Leather, Bend Leather, Etc.

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Has already made a record for itself. It is *a seller* beyond question.

In *improvements, artistic design* and *modern features* it *outranks* anything made.

The "Crown Huron" contains *distinct features* not found in any other Range. It stands in a class by itself above all others.

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"Redstone" Sheet Packing

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Does not Burn out or Blow out and requires no following up.

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BEST ENGLISH CEMENT—"WHITES."
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Standard Railway and Carriage Varnishes
Standard Boat and Spar Varnishes
—Won't turn white from the effects of water and sun
Standard Piano, Furniture and Decorative Varnishes
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Use LANGWELL'S BABBIT, - MONTREAL.

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HARDWARE
AND METAL MERCHANT

The Weekly Organ of the Hardware, Metal, Heating, Plumbing and Contracting Trades in Canada.

VOL. XV. MONTREAL AND TORONTO, APRIL 11, 1903. NO 15.

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MANUFACTURER OF
ARROW BRAND
REGISTERED TRADE MARK
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SPECIALITIES OF ALL DESCRIPTIONS
PLYERS VICES
For Sale by Leading Wholesale Hardware Houses.

STEEL SHEETS.

"Queen's Head" and **"Southern Cross"** brands of dead flat or ordinary finish. No better sheets made anywhere. Blue Polished or Imitation Russian Sheets, Electrical Sheets, Tack Sheets, Etc.

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A. C. LESLIE & CO., MONTREAL Managers Canadian Branch.

"Safford" Radiators

Manufactured for Heating all classes of Buildings by Hot Water or Steam. Made in different heights, beautiful designs. Plain or Ornamental.

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SUPPLIES

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Write for Prices.

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Antimony.

Brass—Sheets, Soft and Hard.
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Copper—Bar and Ingot.
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Sheathing, Roofing and Brazier's.

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Black and Tinned Sheet.
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Russia, Genuine and Imitation.

Iron Pipe—Black and Galvanized.

Lead—Bar, Pig and Sheet. **Lead Pipe**

Solder—Half and Half and Standard.

Steel Sheets—Common and Dead Flat.

Tin Plates—Charcoal and Coke.

Tin—Bar. Ingot, "L & F" and Straits.

Wire—Brass and Copper.
Bright Iron and Coppered Iron.

Zinc—Sheets and Block.

FOR IMPORT—Pig Iron, Structural Iron and Steel, Angles, Beams, Channels, etc.

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ALWAYS READY FOR USE

NO HONING
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The CARBO MAGNETIC Razor.

No Hard Blades
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No Returned Blades to the dealer—
Will Shave for Years Without Requiring Honing

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if you'll ask for a copy with trade discount.

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RED RUBBER PACKING

FOR HIGH-GRADE WORK

Good Packing **Good Price**
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Send for samples, prices and advertising matter.

The Canadian Rubber Co.

MONTREAL TORONTO WINNIPEG

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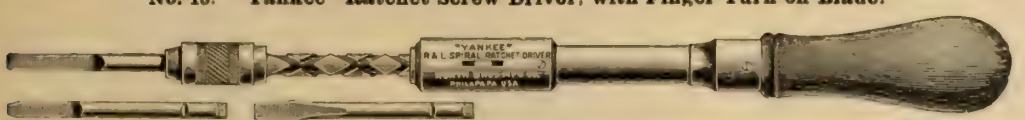
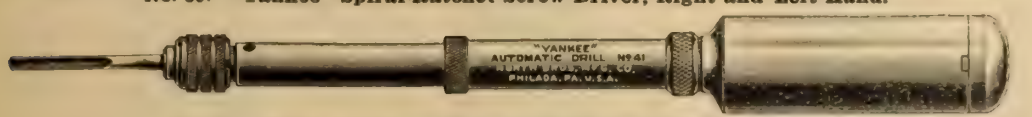
"YANKEE TOOLS"

ARE BETTER

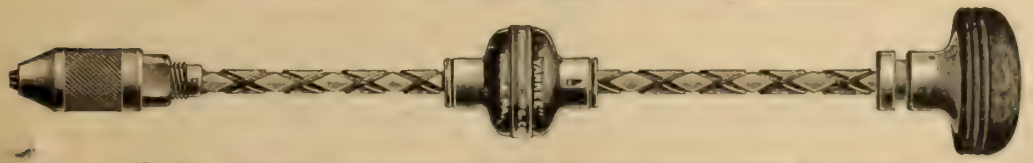
No. 15. "Yankee" Ratchet Screw Driver, with Finger Turn on Blade.



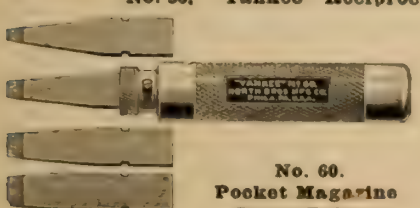
No. 30. "Yankee" Spiral-Ratchet Screw Driver, Right and Left Hand.



No. 41. "Yankee" Automatic Drill, Eight Drill Points in Handle.



No. 50. "Yankee" Reciprocating Drill for Iron, Steel, Brass, Wood, etc.



No. 60. Pocket Magazine Screw Driver.

Our "YANKEE" Tool Book tells all about them. Mailed free on application. . . . . .

Manufacturers also of

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Fluting Machines, Hand Fluters.

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NORTH BROS. MFG. CO.,

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New Gem Safety Razor, in tin box, complete, $2.00
Razor with two blades, in leather case, - 3.50
Automatic Stropping Machine and Strop, - 2.00

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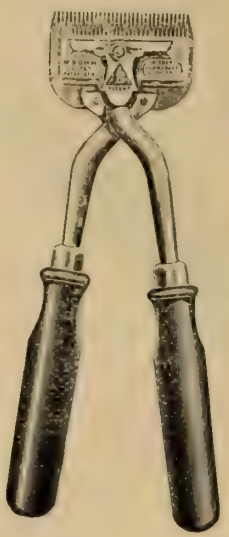

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may now be obtained from all jobbers.

Detachable Plates.
Improved Cap with Long Bearing.
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Accurately Machined and Perfectly Fitted.

All Parts Interchangeable.

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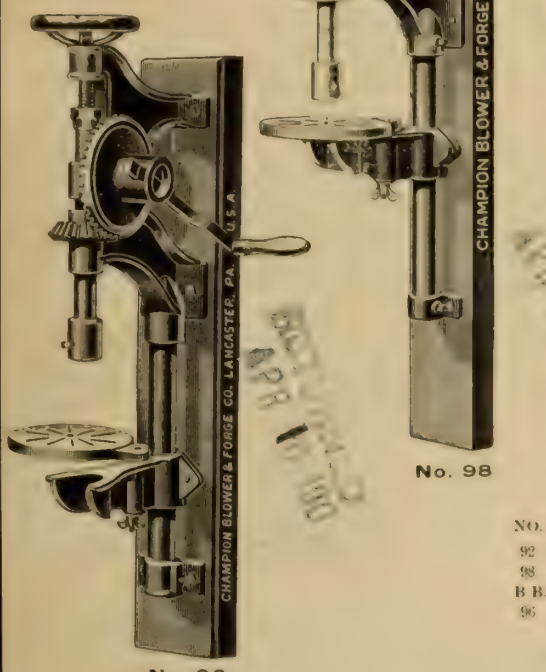
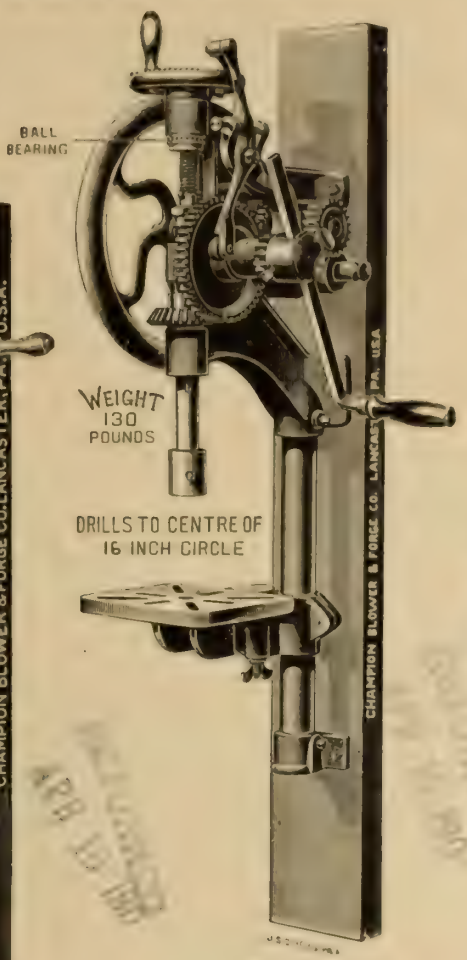
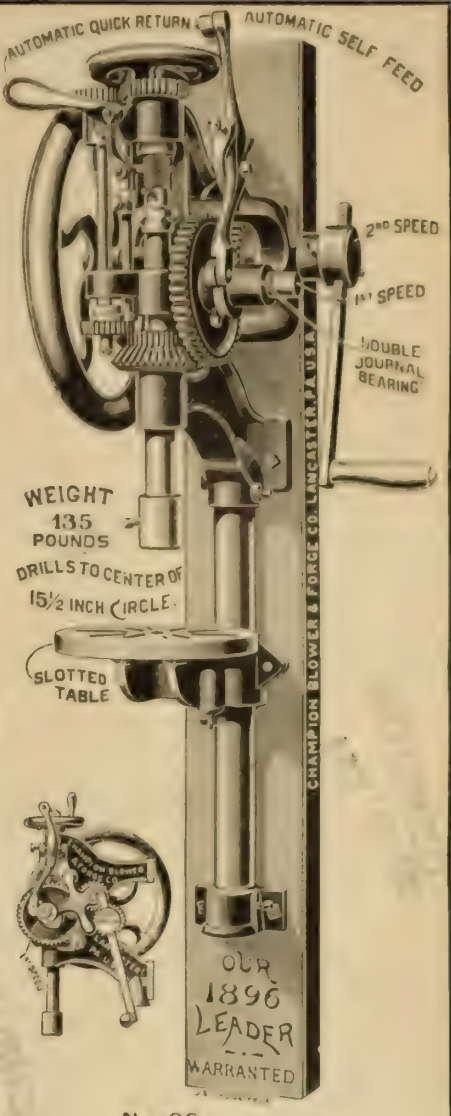


No. 92

No. 98



Ball Bearing



No. 96

NO.	SPEEDS	GEAR	FEED	DRILLS HOLES TO	CENTER OF CIRCLE	SIZE DRILL	VERTICAL MOTION	WEIGHT
92	one	...	hand	⅝ in.	14 in	½ in. shank	5 in.	65 lbs.
98	"	back	self	1 in.	14 in	⅝ "	5 in.	95 "
B.B.	two	"	"	1¼ in.	16 in.	½ " "	5½ in.	130 "
96	"	"	"	1¼ in.	15½ in.	½ "	5 in.	135 "

Nos. 92 and **98** have ball-bearings all ground out of solid metal.

The **BALL-BEARING** (B.B.) drill effects a saving of power of from 20 to 50 per cent depending on size of hole to be bored; it is also fitted with double journal bearings to all working parts.

We have complete stocks of
BLACKSMITHS' VISES,
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STOCKS AND DIES,
SCREW PLATES,
TIRE BENDERS AND UPSETTERS,
FORGES, BELLOWS,

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For Telegraph, Telephone, Trolley and Transmission Lines.

BRASS WIRE
Of all kinds and for all purposes.

PLAIN WIRE
Annealed, Annealed and Oiled, Tinned, Coppered, Bright and Coppered Spring Wire.

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For Telegraph and Telephone—Barb Wire, Plain Twist Galvanized Coiled Spring Fencing; Galvanized Wire, straightened and cut any length for fence purposes.

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For Lathes, Shingles, Pulp, Hay, Rags, etc. (Straightened, cut any length.

WIRE NAILS
of all kinds and for all purposes

WOOD SCREWS
Flat Head, Round Head, Bright and Brass.

BRIGHT STEEL WIRE GOODS
Gate Hooks and Eyes—Screw Hooks, Screw Eyes.
Jack Chain—Single Steel and Brass.
Jack Chain—Double Steel and Brass.
"Crescent" Hat and Coat Hooks.
Wire Door Pulls, Cotter Pins.

STAPLES
Poultry Netting, Barrel, Blind, Bed and Fence. Special Staples made to order.

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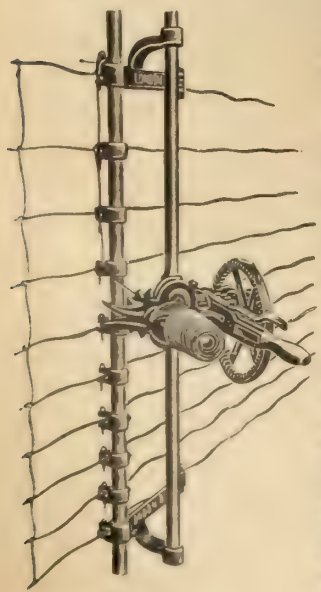

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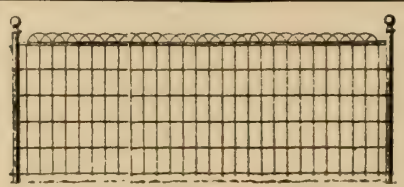

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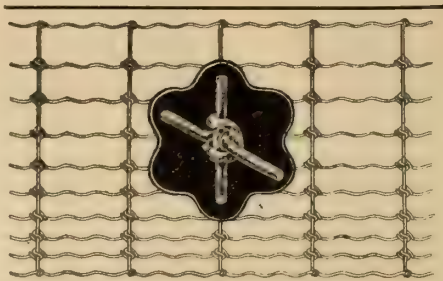

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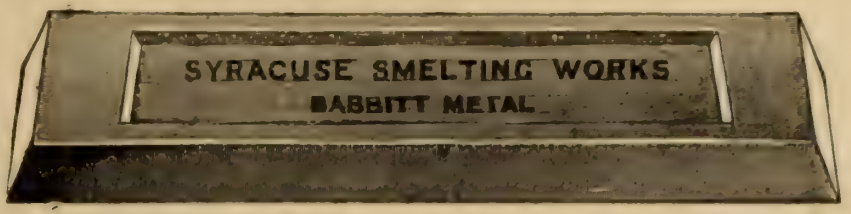

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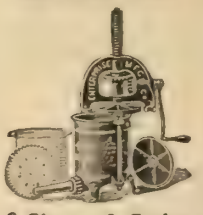

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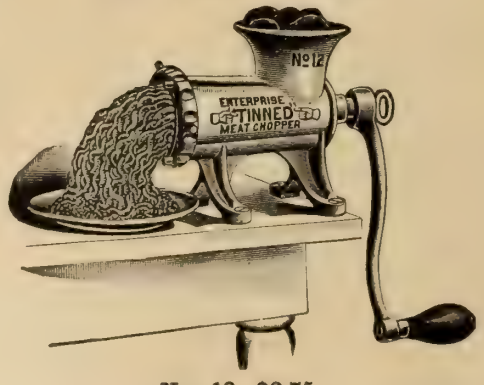

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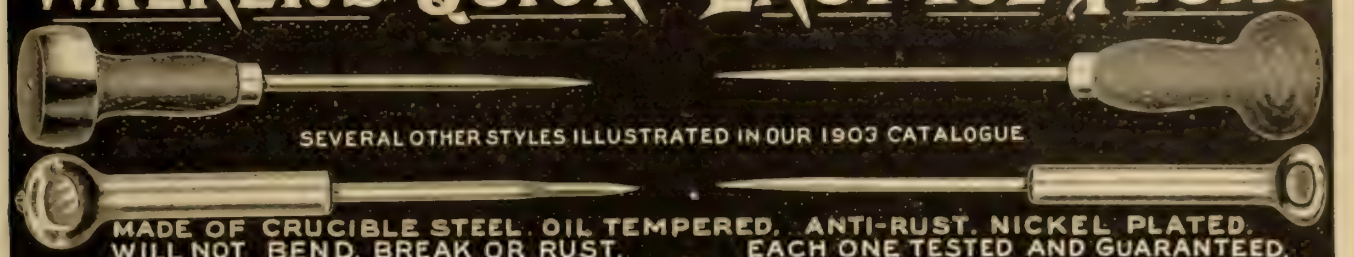

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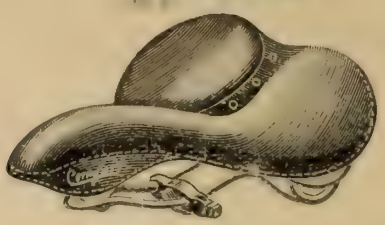

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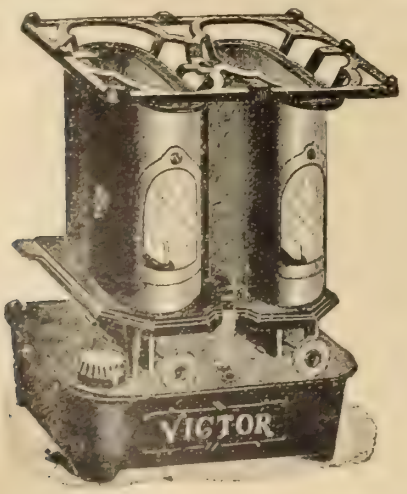

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HARDWARE AND METAL

VOL. XV. MONTREAL AND TORONTO, APRIL 11, 1903. NO. 15.

ON PARLIAMENT HILL

Ruminations by "Zed."

SO diversified are Canadian industries, and apparently so numerous their wants, that before the average bewildered legislator has had time to peruse one half of the literature with which he has been deluged on some particular subject, another with its attendant pamphlets and interviewers is upon him.

Under these circumstances we may say that nothing keeps the centre of the stage long at Ottawa, and further that proceedings are rather on the scale of the modern circus with three rings in which simultaneous performances take place, and where, having paid your money you take your choice.

The Coal Tariff.

Having already had skirmishes with regard to salt, binder twine, coal oil, beet sugar, steel rails, and a pitched battle or two on the wide subject of increased protection all along the line, we are now asked to turn our jaded attention to the very important and interesting question of bituminous coal. Each member has received a communication worded as follows:

The following resolution was passed unanimously at the Mining Convention, held in the Board of Trade on February 17 and 18, 1903: "Whereas, the Province of Ontario is largely dependent upon foreign coal as a source of power, and the mining and other industrial interests of the Province are unable by reason of our distance from the mines to purchase Canadian coal at any but prohibitory prices, and the present duty on foreign coal is a direct burden upon the mining, metallurgical and industrial interests, and in no way extends the use of Canadian coal in Ontario; Resolved, that the present duty on bituminous coal should be repealed, and that this convention use every means in its power to procure from the Dominion Government the repeal of the same."

The probable cause of the present agitation as above expressed is to be found in the action of the United States Government, action resulting from the great coal strike of last year, whereby for a year to come a rebate equal to the amount of the import duty is to be allowed by that government on coal going into the United States. This, it is thought, affords a good opportunity for negotiation with the American Government, with the object of procuring by treaty for a term of years the abolition of the import duty on coal.

The Maritime Provinces take very strong ground against the abolition of the Canadian import duty because of the year of grace accorded by our neighbors, and their reason is not far to seek. At the end of the year we have no assurance that the time will be extended, and meantime settled avenues of trade which have taken years to develop will be very much upset.

At present the coal miners of the Maritime Provinces have the Canadian market as far as Montreal, and this, owing to the protection accorded to them by the section of the Tariff which provides that "Coal, bituminous, round and run of mine, shall pay fifty-three cents per ton of 2,000 lb. (being the equivalent of sixty cents per ton of 2,240 lb.)" With a removal of this protection, they could not hold this trade for a day against the American coal, and unless a binding treaty for several years to come secured for them the entry into the New England market, their business would be utterly ruined.

In Nova Scotia particularly coal mining is of such vast importance to the whole province, that any blow at its healthy condition would raise a small rebellion. Thousands upon thousands of persons are engaged in it, millions of money are invested in it, the farmers get a large home market for their produce in the mining towns, and lastly the Provincial Government, by its royalty of ten cents per ton, derives a substantial revenue from it, of which every inhabitant of the province gets a very direct benefit in the schools of the country.

Now the people of the Maritime Provinces are largely importers of flour and its kindred products, upon the former of which there is a duty of sixty cents per barrel (including the duty on the barrel itself), and this is furnished to them by the Upper Provinces. The minute you mention the abolition of the duty on coal they reply, "certainly, as soon as you abolish the duty on flour." They claim, at least some of them do, for on this point they are more or less divided, that even with reciprocity in coal, unless the duty were done away with on flour, a profitable trade with New England could not be carried on, because the ships carrying it would get no adequate return cargo. Others say that this would not be an insuperable difficulty, as the coal is now being carried in large vessels of ever increasing tonnage, which, as the return trip would take only from two to three days and they would thus be idle so to speak only for that short time in each round trip, could not afford to wait a lengthy lading, which almost any freight other that coal would entail. The majority seem to feel that a reciprocity in coal for a period of from ten to twenty years would be all right in any case, with or without flour on the free list, although of course they are fully alive to the benefit that change would be to the consumers of the province.

The reason assigned for naming ten years as the shortest time for which a reciprocity treaty could be accepted is that to develop this new trade very large sums indeed would have to be expended for improved facilities at both the shipping points and the destinations, for which a trade for a short period would by no means furnish the necessary sinking fund.

Soft coal is, of course chiefly used in connection with manufacturing purposes, the anthracite going in large part to do-

domestic furnaces and stoves, so that it is interesting to note the fact that while in 1896 we consumed in Canada, native and imported, 5,845,511 tons, we used in 1901 (see p. 156 Statistical Year Book of Canada; the volume for 1902 not yet being available) 9,718,272, a splendid showing for the enterprise with which Canadian manufacturers have enlarged their business operations in five short years.

From the general standpoint of Canada the question of the loss of revenue entailed by putting soft coal on the free list must not be lost sight of. In the case of the proposed legislation to abolish the sale, importation, and manufacture of cigarettes, a motion approving of which was by the way carried by nearly two votes to one, a loss of revenue to the extent of $400,000 was involved, but in that case it was felt that the future health of the community demanded a drastic course, and the question of the shrinkage was never even mentioned in the debate, which moved along higher lines. In the financial year ending June 30th, 1902, the revenue from soft coal and coal dust (anthracite is, of course, already on the free list) amounted to the very large sum of $1,652,993.50. It may be said that with large annual surpluses this sum might very well be foregone as a remission of taxation. The fact remains, however, that while there have been numerous large surpluses of late of revenue over ordinary expenditure, there have been since Confederation but three surpluses of revenue over all expenditure, that is, ordinary and capital account combined. The country is growing rapidly, and like all growing countries the requirements for public works, transportation facilities, and a thousand and one other things are heavy and bound to continue so. Curtail the revenue and you must either leave undone those things which ought to have been done, or spend the money and add to the public debt, a course only permissible when actually necessary. If, in the interests of commerce any tax must be remitted, then the loss of revenue must be borne, but where there are two sections of the country so strongly opposed in a measure as that proposed, where we find the Maritime Provinces arrayed so to speak against old Canada, it behooves any government to move with caution, for we must remember Confederation, our desire for a United Canada, and that no advantage must be taken of our superior voting power in the Upper Provinces to deal unjustly with our good friends down by the sea.

* * *

SO intimately is the wheat trade bound up with the transportation question that we can scarcely discuss the one without introducing the other, and as wheat, if not "King" in Canada, is certainly at the least "Heir Apparent," anything concerning it must be of interest to all engaged in every kind of trade in the Dominion.

The Wheat Trade.

Now no commerce can flourish which gives a full cargo one way only, and hence if the immense wheat crops of Manitoba and the Territories are in large part to go out through American channels, many of them crossing the boundary as far west as Manitoba itself, we cannot reasonably expect a profitable trade with the west in the products of the east. In a word, the grain of that great country must come to the Canadian seaboard, and the cars and ships transporting it must go back laden with the factory output of older Canada. While tens of millions have been spent already in supplying railway and water facilities for the west, it is freely stated that of last year's crop 25,000,000 bushels remain still unmoved, and with the prospect of a large increase in the growth of the coming season, the problem becomes more and more serious.

One of three things will happen :—First, the surplus grain will go through American channels with the attendant loss of return trade from old Canada outlined as above, or second, it will go through Canadian channels to Canadian sea-ports owing to large increase in facilities both by land and water, or thirdly, it will find an inadequate outlet through both, with a consequent set-back to the settlement of the country, which would be the most disastrous blow imaginable to the present and increasing prosperity of Canada. It is pleasing to know that while much remains to be done, present improvements in our lake ports are beginning to bear fruit. On March 26th Mr. Holmes asked the Minister of Customs as to grain shipments from Port Arthur and Fort William during the years of 1901 and 1902, and elicited the following most encouraging information :

GRAIN SHIPMENTS OF TWO YEARS.

	Bushels. 1901.	Bushels. 1902.
Port Arthur.....	709,032	6,801,209
Fort William.....	13,856,168	29,400,652

of which in 1901 Port Arthur shipped to other Canadian ports, mainly to Parry Sound, Meaford, Collingwood, Point Edward, Sarnia, Kingston, Goderich, Montreal, Midland, Owen Sound and Depot Harbor 665,444 bushels, and in 1902, 4,955,023 bushels, while Fort William shipped to Canadian ports in 1901 9,181,978, and in 1902 18,096,575.

And this brings us very naturally to the large and important delegation from Port Arthur, North Bay, and other neighboring points, which on March 27th waited upon the Premier and the Minister of Railways and Finance to urge upon the Government the improvement of the French River navigation so that a deep water-way might be provided from the Georgian Bay to North Bay on Lake Nipissing.

This, it is said, could be accomplished for $5,000,000. It would greatly shorten the route east and would relieve the congestion in the upper lake ports. Even if it never went further, the expenditure it is claimed would be justified, but by many it is hoped that this would be but the first step towards the building of the Georgian Bay Canal, which, taking advantage of the configuration of the country near North Bay, and later in its course utilizing the splendid stretches of the Ottawa, would eventually reach the sea-board at Montreal, immensely shortening distances and providing means of outlet for the enormous crops which in ten years the westerners will be harvesting.

The latter part of the scheme is undoubtedly very ambitious, for it would involve the expenditure of from 75 to 100 millions of money, although the present estimate is, of course, somewhat less.

The Hon. Mr. Tarte strongly supported the delegation, and the Minister appeared as sympathetic as gentlemen in their responsible positions ever allow themselves to be.

The Premier remarked that railways and waterways had each their special advocates as transportation channels, but in his opinion both would be required for the trade of Canada.

He remarked that the transportation question was as old as Canada itself, and instanced the primitive canal at the Soo, a section of which is still retained as an historical relic, an endeavor in the early traders of those days to lighten the labor of their fur-trading industry by avoiding the arduous portage at that point. He took issue with the statement that Canada was behind the United States in liberality of appropriation for purposes such as these, and maintained that in proportion to wealth and population the comparison was all in our favor.

Mr. Tarte spoke vigorously against allowing any of our great national water-

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TACKS
WIRE
Prompt Shipment
The ONTARIO TACK CO.
Limited
HAMILTON, ONT.

ways to pass into private hands, for while railways could always be duplicated and the necessary competition thus procured, it would be impossible to meet a "water" monopoly in that way. He proclaimed Midland and Depot Harbor as the rivals of Buffalo, and if trade continues to increase in these and neighboring ports as it has done in the last two years, his contention will before a great while be justified, although it is of course always difficult to wrest trade from well established channels. He made an extremely good point when he said the United States have no right to any of our grain trade, but we have a right to some of theirs, because we have the shortest route.

Mr. Kendal, of Sydney, Cape Breton, one of the best informed members in the House, said that the building of the Ottawa & Georgian Bay Canal would make it possible for the manufacturing towns of western and new Ontario to use the coal of the Maritime Provinces, as it could be shipped by an all-water route for about fifty cents per ton per thousand miles, whereas by rail that was the cost per hundred miles. As the Government has pledged itself to the appointment of a transportation commissioner to report on the best methods of improving our present position along these lines, it is pretty certain that no very extensive new work will be undertaken until after the report of the gentlemen composing it has been presented and very carefully considered.

* * *

IN busy Canada nearly every man is a borrower, and this condition is likely to continue as long as many tempting chances for investments of all kinds exist. "Tight money," is the constant complaint; more capital is what we need—the ever present cry—and so any legislation which permits to loan companies a wider lending discretion, always provided it be along conservative lines, will be welcome to all.

Loan Companies.

The Act "to extend the power of loan companies," introduced by Mr. Thompson, of Haldimand, has for its object the widening of the loaning powers of certain companies, that they may be placed on an equal footing with other corporations of a similar nature. Many of the longest established loan companies were created under the old Companies Act. Subsequent to that, in 1899, a Loan Companies Act was passed, which was not retroactive, which gave much larger powers to companies incorporated under it. Thus it came about that new comers in the field found themselves with more valuable rights than old timers possessed, and it is to wipe away this injustice that legislation is now sought. The most interesting extension of the present rights of the old companies is a permission to lend up to a certain percentage on its own permanent paid up stock.

Many stock-holders who require money for a temporary purpose only, and who do not wish to sell out good stocks, will no doubt be glad of this new extension to their credit.

* * *

One of the recent deputations to wait upon the Government for an increased duty, came from the salt manufacturers of Ontario. At present all salt imported from British possessions comes in duty free, and the duty on salt imported from other countries is 7½ cents per hundred pounds on package, and 5 cents per hundred pounds on coarse. The deputation asked that the duty be made the same as in the United States, to wit 12 cents on package and 8 cents on coarse per hundred, and that this should be on all importations from whatever country, British or foreign. The reason generally assigned for the admission of British salt free is that the salt is needed for the fish trade, chiefly in the Maritime Provinces, but as no provision was made in the Act restricting the exemption to salt used for those purposes alone, all consumers got the benefit. Not wishing to interfere in the raw material of the fishermen, the deputation proposed that in the event of the imposition of the duty as asked, a rebate equal to the full amount of the duty should be allowed to those engaged in that trade. It was pointed out that the salt manufacturers were heavily taxed in the import duties of many articles required in the production of their output, as, for instance, soft coal, which at 53 cents per ton duty means a cost of about 4 cents per barrel.

The Salt Tariff.

At present American salt has been quoted at Fort William as low as 52 cents per barrel, and it would cost some

MAR-NOT
REGISTERED

Mar-not, a durable floor varnish, is the result of special attention and study, and is absolutely unequalled as a perfect floor finish.

There is no similar line of goods that you can sell so satisfactorily as Mar-not. It is right in every respect. Every can of it used will be an advertisement and trade-getter for your paint and varnish business.

Mar-not is a varnish for the painter and householder. We are advertising it directly to them. It is a varnish that will bring them to your store.

If you are not now handling Mar-not, write us for prices and full information. Do it to-day.

THE SHERWIN-WILLIAMS CO.
PAINT AND VARNISH MAKERS.

CLEVELAND, CHICAGO, NEW YORK, NEWARK, BOSTON, KANSAS CITY, SAN FRANCISCO, LOS ANGELES, MINNEAPOLIS, MONTREAL, TORONTO, WINNIPEG.

CANADIAN DIVISION

HEADQUARTERS, & PAINT FACTORY, 21 St. Antoine Street, Montreal.
VARNISH FACTORY, St. Patrick Street, Montreal.
TORONTO DEPOT, 86 York Street.
WINNIPEG DEPOT, 147 Bannatyne St., East.

[illegible] cents per barrel to deliver salt from the Canadian fields to that point; put the cost of the barrel at twenty five more and, of course, trade becomes an impossibility.

It is said that the above quotation for American salt is, however, an exceptional one and represents a sale well below cost a sale made in an endeavor to drive a couple of American independent concerns into a large combine in that country, and that before a very long time trade will resume its normal conditions again.

Be this as it may, the salt industry of Ontario is not under even ordinary conditions in a flourishing state. It is of very considerable magnitude, two of the largest concerns, Ransford Bros., of Clinton, and Henderson, of Windsor, having a capacity of one thousand barrels of salt per day, so that the proposals of the deputation are well worth the consideration of the Government, which, as usual, has of course been promised.

We may say that about 750,000 bbls. of salt manufactured in British possessions now comes in duty free, while the Canadian production is about 350,000 bbls.

ORDERS FOR CANADIAN RAILS.

Shipbuilders in all the chief centres of the industry have recently booked orders for new tonnage, which, in the aggregate, must reach a very respectable total, and as a result the outlook along the Clyde and northeast coast is brighter than was the case a few weeks ago, while hopes are entertained that still more business may be released. Resulting from the placing of these orders the plate trade is in rather a better position, and where there was a dearth of work in sight some good business has been booked, and the outlook is spoken of in more encouraging terms than for a number of months. The engineering trades generally must also participate in the improvement. We understand that the order for 25,000 tons of rails for Canada placed with a Glasgow merchant house was not given to works in this country. The order entrusted to Cammel & Co., and referred to in last week's issue, was for a smaller lot, but the big order has been split up among a number of continental makers at about 92s. 6d., f.o.b.—Ironmonger, London.

George Harris, a Brampton blacksmith, has a patented locknut, which promises to be of very great value, to railways in particular, but to machinists in general. The device is intended to prevent nuts shaking from bolts on moving trains, thereby lessening the possibility of danger from this cause. A company is being formed to put the article on the market

IVER JOHNSON REVOLVERS

Distinguished for Mechanical Excellence

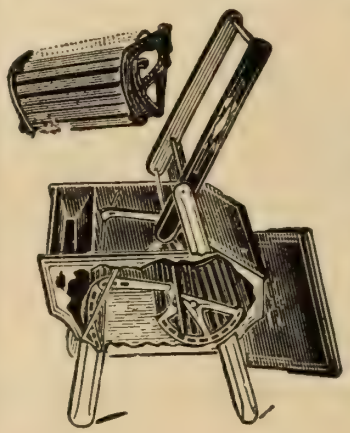
Renowned for Safety and Accuracy.

Accidental Discharge is Impossible.

Send for Catalogue—Mailed Free upon Application.

Iver Johnson's Arms & Cycle Works,

New York Office: 99 Chambers St. FITCHBURG, MASS.



Vollmar Improved Perfect Washer

It has a most enviable record. A perfection of its kind—will wash more clothes in less time, do it better and easier, with less wear and tear, than any other machine. Prices on application.

COLBORNE, Sept. 10th, 1902,

Messrs. WORTMAN & WARD MFG. CO., LONDON,

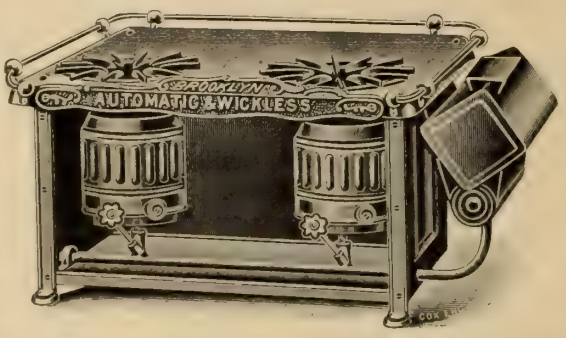
DEAR SIRS,—We have used the washer again and find that further use increased its value to us. The girls are simply delighted with it, as they can do the washing and be presentable for callers if need be.

MRS. R. WEEKS.

The above is a sample of the many kind words said about the Vollmar. (Use the street No. when addressing us.)

The Wortman & Ward Mfg. Co., Limited

No. 1500 William Street, London, Ont.



BROOKLYN Oil Stoves

1, 2, and 3 Burners

E. T. WRIGHT & CO.

Hamilton and Montreal.

Flatware ! Flatware !

Many beautiful designs in HIGH-GRADE SILVER PLATE that will please you and your patrons. Write for CATALOGUE and Price List.

E. W. GILMORE & BRO.,

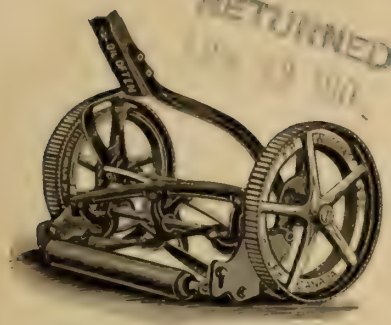
IMPORTERS OF SILVER-PLATED WARE, Etc.

86 Bay St., Toronto, Ont.

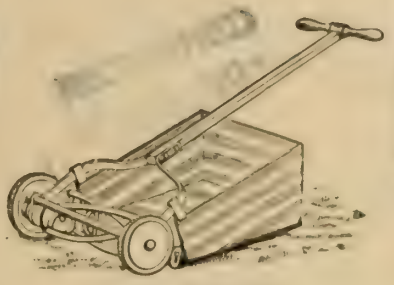
H. S. HOWLAND, SONS & CO., LIMITED

WHOLESALE ONLY — 37-39 West Front Street, **Toronto.** — ONLY WHOLESALE

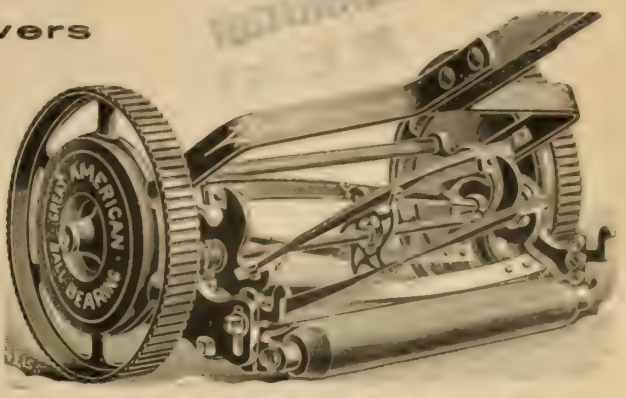
Lawn Mowers



"STAR" LAWN MOWERS.
"WOODYATT" LAWN MOWERS.

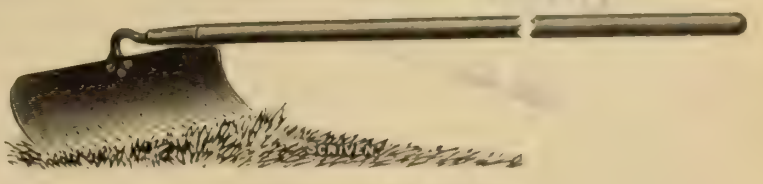


GRASS CATCHERS.



THE "GREAT AMERICAN" LAWN MOWERS.
High Wheels, Five Knives, Ball Bearings.
Sizes: 15, 17, 19, 21 inches.

"QUEEN" LAWN RAKES.
24 Steel Tinned Teeth.

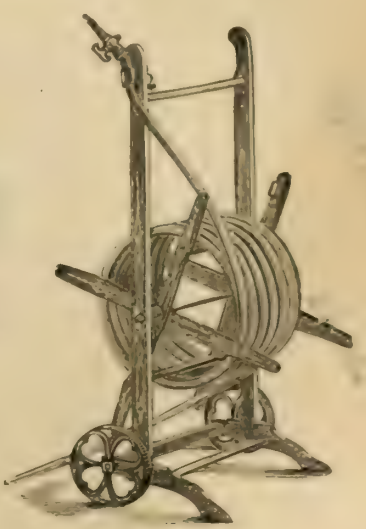


"DUNN'S" LAWN RAKES.
The best Rake made for cleaning a lawn or removing dandelion heads or anything of like nature

BRASS NOZZLES.

RUBBER HOSE.

LAWN SPRINKLERS.



HOSE REELS.

FOR FULLER PARTICULARS SEE OUR HARDWARE CATALOGUE.

H. S. HOWLAND, SONS & CO. LIMITED, **Toronto.**

OUR PRICES ARE RIGHT. — **Graham Nails are the Best.** — WE SHIP PROMPTLY.

Factory: Dufferin Street, Toronto

MACHINERY

THE ADVENT OF THE TURBINE.

THERE is nothing new under the sun, and it is difficult to say whether some of the latest mechanical inventions are not merely adaptations of principles well known in thousand years ago. Many principles carried in this age to a fine point of perfection were commonplace to the ancients, and the main reason for their non-development was the disturbed condition of national and social affairs, and the lack of communication, in itself sufficient to isolate each country or province or state from the rest of the world.

In these days, an idea that has proved commercially economical in its adaptation is at once the servant of the whole world, thanks to the interchange of thought that has been so marked a feature of the last century.

James Watt directed the trend of mechanical invention along the line of utilization of the expansive power of steam, the main facts of which he made use having been known to the Chinese for ages. After following slavishly the application of steam power as suggested by Watt in the reciprocating action of piston and crank, and carrying this idea to the zenith of its perfection, or at least to a point beyond which improvement is no more economical, modern mechanical inventiveness reverts to a type that preceded Watt's discovery by hundreds of years.

In the common form of steam engine, the piston is forced outwards by the pressure of steam in the cylinder, to the end of its "stroke." Steam is then automatically admitted to the other end of the cylinder, and the piston is forced back again.

In converting this horizontal or vertical motion into circular motion, two serious losses occur: first, there are two "dead points" over which the momentum of the fly-wheel carries the piston and crank; next, the momentum acquired by the piston in its linear thrust must be destroyed at each end of the stroke, and the power necessary to accomplish this is lost completely, so far as utility is concerned.

To offset this, double, triple and quadruple expansion cylinders are used, in which the steam is almost fully expanded before leaving the engine: condensers are also attached, producing a negative or vacuum pressure to assist in overcoming the piston's momentum. Rotary engines are but a partial solution of the difficulty, and the intricacy of their construction has militated against their adoption.

In the steam turbine, the power is applied directly to the periphery of the wheel, in much the same manner as water is admitted to the wheel-pit of the more common water turbine.

The general form of all turbines is a drum with peripheral slanting flanges, which the water, in passing, causes to rotate. Single water and steam turbines differ only in details belonging to the realm of advanced mechanics. Compound or parallel-flow steam turbines are, in a sense, triple-expansion engines, the steam first passing longitudinally along the flanges of the drum, then returning along an outer series of parallel flanges, and so on until its energy is expended.

Machinery is steadily receiving more attention from hardware retailers. During March an Eastern Ontario hardware firm fitted several cheese factories with boilers, machinery and tools.

The first compound turbine was made in England in 1884 by the C. A. Parsons Company, and so successful was it that by 1890 there were 360 such plants in existence, varying from 4 to 120 h.p. At the present time plants aggregating not far short of 350,000 h.p. have been set up.

The Metropolitan and District Railways of London, Eng., are installing 10 turbo-generators of 5,000 h.p. each.

The economic results of the steam turbine in the generation of electricity compares very favorably with those of the reciprocating engine, the chief claims being less steam-consumption, running cost, up-keep, oil, attendance and initial cost, and greater efficiency. Another point not to be overlooked is the durability of the "turbo." No such contingency as a broken cross-head, causing the cylinder-end to go 'way back and sit down in an undignified manner can arise with a turbo, and dead centre is a term with as little significance to the turbineer as the sea serpent is to an Arizona ranchman.

Since the building of the "Turbinia," Parsons' first turbine-propelled boat, marine experts have been closely watching the progress of these "rotifer engines," as they have been called, and it may be that ere long Atlantic liners will use the turbo as the means of propulsion.

Whether this latter view is too optimistic or not, it is safe to say that notwithstanding the vested interests in modern triple-expansion engines, the steam turbine has come to stay.

ENGINE FOR THE "MIDLAND KING"

IN the Bertram Shipbuilding Company's shop at Toronto, a monster marine engine for the new leviathan of the lakes, the "Midland King," is nearing completion. The foreman, Ed. Verney, under whose supervision the giant engine is being built, explained the special features to our representative with justifiable pride.

The engine is of the triple-expansion type, with 20, 33½ and 55-in. cylinders. A new feature is the placing of the low-pressure cylinder fore instead of aft, the object being to throw the weight forward, the low-pressure being, of course, the largest and heaviest of the three cylinders. The pistons have a 60-in. stroke, and directly connected with a horizontal piston beam are two condenser pumps. There are double port valves in the intermediate and low-pressure cylinders, and a piston valve in the high-pressure.

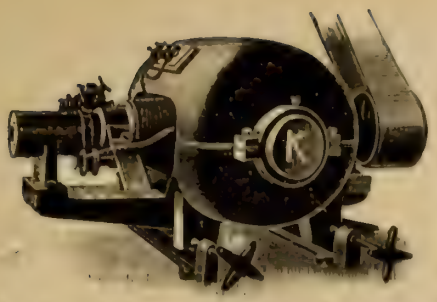
The construction of the engine has occupied, with the preparing of patterns, etc., nearly a year, and it is expected the whole contract will be ready for shipment to Collingwood in about a week.

The Bertrams are also building two incline tug engines for the side-wheel steamers they recently shipped in sections to Lake Temiskaming. These are compound condensing engines, with 24, 40, and 21, 48 in. cylinders respectively.

VANCOUVER IRONWORKERS' WAGES

The demand of the various trades employed in and about the iron foundries and machine shops of Vancouver for a nine-hour day with the same pay as given for a ten hour day has been granted by the employers, going into effect April 1.

Several meetings between the men and the employers occurred within the past two weeks, and as a result the demands



Kay Electric Dynamo and Motor Co., Limited

Manufacturers of Dynamos and Motors for all purposes, both direct and alternating currents. Special attention given to repairs.

Office and Works, 219-221 Queen St. East, Toronto.
Phone Main 1251. Estimates cheerfully given.

PETRIE'S LIST OF MACHINERY.

(See change next issue)

WOOD WORKING MACHINERY

- No. 1 Lane Circular Saw Mill
- 36-in. Circular Re-saw, Galt Make
- 40-in. Band Re-saw, Berlin Make, New
- Double Spindle, Iron Top Wood Shaper
- 12-in. Doig Pony Planer, New
- 24-in. Major Harper Planer and Matcher
- 24-in. Revolving Bed Planer, Berlin Make, New
- 24-in. Heavy Planer and Smoother, New
- Merritt Veneer Cutting Machine, 28-in. Knife, New
- 12-in. Balantyne, 4 Side Molder, Nearly New.

STONE CRUSHERS

- No. 4 Sawyer and Massey, Portable, Nearly New.
- No. 2 Dodge Stone Crusher.
- Rotary Screen for Crusher.

WATER WHEELS

- 12-in. Archimedian Brass, Waterous
- 12-in. Right Hand Farrar, New
- 21-in. " " Burnham
- 23-in. " " Leffel
- 25-in. " " Farrar, New
- 30-in. Left " Perfection
- 48-in. Right " Vulcan

Prices and full specifications of above, also Catalogue of Factory Supplies sent on request.

H. W. PETRIE

131-145 Front St. West, 8-22 Station St., Toronto.

DIAMOND EXTENSION FRONT GRATE.

Ends Slide in Dovetails similar to Diamond Stove Back.

Diamond Adjustable Cook Stove Damper

Patented March 14th, 1893

Patented December 22nd, 1891

EXTENDED.
4 x 11 to 6 x 21.

For Sale by Jobbers of Hardware.

Manufactured by THE ADAMS COMPANY, Dubuque, Iowa, U.S.A
" TAYLOR-FORBES CO., Limited, Guelph, Ontario.

"THE PEERLESS"

is the best Bolster Spring ever produced. A fine line for the hardware trade. **Write Us for Prices**

JAMES WARNOCK & CO., - GALT, ONT.

YALE AND TOWNE CHAIN BLOCKS ARE GOOD SELLERS.

The Triplex Block used 1 hour daily saves 300 hours, or 30 days each year.

See Cut book 3 Page 65

Easier work for the man who pulls the chain, and an additional saving through the prompt delivery to the waiting machine.

DIFFERENTIAL DUPLEX TRIPLEX

A STORY WITHOUT WORDS.

Half a minute's labor with Yale & Towne's Blocks. Send for prices. No trouble to answer enquiries.

SOLE CANADIAN AGENTS.

The Fairbanks Company, Montreal, Winnipeg, Vancouver.

of the men were awarded to. The men will hereafter work 50 hours per week. The trades affected are the machinists, blacksmiths, boilermakers, moulders and blacksmiths. All the shops in the city have work ahead for several months.

Vancouver Province.

MECHANICAL WINDOW DISPLAY.

ANYONE passing along King street, Toronto, during the last few days, must have been struck with the unusual crowd gathered in front of the Canada Cycle and Motor Company's store. The specific appeal to one's innate curiosity is made through the medium of one of the cleverest conceptions in the way of advertising seen in many a long day.

Mounted upon two Massey-Harris wheels of similar build are two dummy cyclists, slowly pedalling their machines over a road that knows no ending, as it consists of two rotating drums with

CUSHION FRAME PARTS. 1—Spiral Spring, which keeps the cushion distended. 2—Brass Cartridge, in which the lower and large end of the spring is seated. 3—Plunger, in which the upper and small end of the spring is seated. 4—Bushing, into which the plunger fits. 5—Upper Rear Tube. 6—Leather Washer. 7—Steel Washer. 8—Dust Cap.

longitudinal cleats to give an interesting variety to the evenness of the surface.

The expression on the face of one of these wheelmen is similar to that we imagine Tantalus must have worn when the water surrounding him receded beyond reach every time he stooped to martyrdom is not far to seek, for the most casual observer will readily perceive that as the rugged cleats come around and pass under the rear tires, one machine receives a nasty little jerk that is almost enough to jump the rider from his saddle, while the other sits in smiling contentment, without a trace of vibration. The secret of it all is in the hygienic cushion spring fitted in the frame of one of the machines, and no amount of oral demonstration could ever be so effective as this mechanical portrayal of the troubles of that man who shall ignore the merits of the latest improvement in cycles.

The mechanism is driven by a belt from a small dynamo, running over a wooden pulley on one of the drums. The models are life-size, and the motions most natural.

A sectional view of the hygienic cushion device is given above. It is placed between the seat and fork of the back bay.

AN ENCOURAGING OUTLOOK.

THE excuse for pessimistic forebodings among Canadian business men is rapidly passing, and the man who does not look with confidence on the signs of the times will soon enjoy a commercial ostracism he richly deserves. Existing firms are pulling down their barns to build greater; new enterprises are springing up on every side, and success is assured them from the first. Messrs. James & Reid have found it necessary to add a $1,000 lathe to their new equipment at Perth, and the growth of this firm from a pay-roll of one man and a boy, has been little short of phenomenal.

It would appear as if an old truism had been reversed, for it was not necessity, but prosperity, that gave Mr. Thompson, of the Dickson Company's saw mill at Peterborough, the idea of inventing a new boom anchor to supplant the unsightly cribs usually built out from the lake shore to secure the boom-sticks. Mr. Thompson took a number of great stones that had lain on the beach for centuries, and drilled them with holes; chains were run through these holes, and the stones carried out and sunk, thus forming a cheap and invisible anchorage.

Davidson and Thackeray will start a new saw-mill at Pontiac, Ottawa.

The Perrin Plow Company have more orders than they can fill, and are increasing staff and plant.

Burridge and Cooper have been literally forced out of their premises in Winnipeg by the unprecedented development of their Western trade, and are building a new store on Henry avenue.

The farmers of Ladner, B.C., are forming a joint-stock company to build and operate a grist-mill.

Brandon business has grown so much that the Hanbury Mfg. Co. are installing a new planing mill and sash and door factory.

AN AGGRESSIVE CANADIAN FIRM.

It is a pretty sure sign of Canada's awakening and advancement that several enterprising firms have been able to scale the high protective tariff wall Uncle Sam has built along his borders, and have descended on the American side of the boundary with a disposition to stay and enter into friendly competition with American producers.

Not the least notable among such aggressive establishments are the Canada Carriage Company, of Brockville, who, if the advertising space they carry in American trade papers counts for aught, find the market south of the line a profitable one.

There can be but one reason for the company's successful operation in the States, and that is, Americans know a good thing when they see it.

MACHINERY AND ELECTRICAL NOTES.

Machinery for the Mersey Tunnel is being shipped from America by the Westinghouse Electric Company, of Pittsburg.

The Hamilton Herald states that at the present time 60,000 persons in Canada are employed in the various lines of electrical business.

The Laurentide Mica Co., of Ottawa, have started operations with a staff of 50 girls. The product of this factory is sent to the Westinghouse Electrical Co., Pittsburg, Pa.

The differences between E. Leonard & Sons, London, Ont., and their boilermakers and helpers, have been amicably adjusted, and the strike, which lasted a day, is now an event of the past. By the settlement the helpers get 15c. per day advance, and the boilermakers 20c.

The shareholders of the Montreal Light, Heat & Power Company have authorized the issue of bonds and debentures to the amount of $4,000,000 for the acquisition of the Lachine Hydraulic & Land Company, the Standard Light & Power Company, and the Citizens' Light & Power Company.

Toronto's list of civil engineers has had a decided acquisition this week in the person of Mr. Alfred J. Stevens, Mem. Can. Soc. C.E., who has opened an office in the Temple Building. Mr. Stevens was formerly assistant engineer with the Intercolonial Railway, and while so employed, designed and constructed many of the important works on that road. He intends giving particular attention to the erection of power and construction of contractors' plants, draught apparatus and hot glass system of heating.

ELECTRICAL SUPPLIES CATALOGUE

If the style and printing of their recent catalogue be an indication of the class of work turned out by them, Veritys Limited, makers of electrical supplies, are in the forefront of high-class machinery factors. Their motors and dynamos are well known in England, and one of the best electric organ-blowing outfits is their "Astor-Lundell," which has given complete satisfaction wherever it has been installed.

EMPIRE MACHINE AND METAL STAMPING CO.

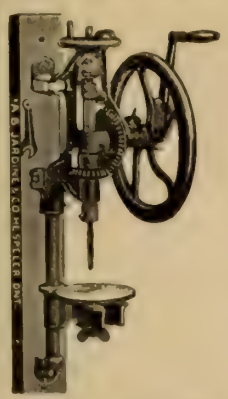
1012 Yonge Street, TORONTO. LIMITED

Experts in

METAL STAMPING of every description.

We work all kinds of Sheet Steel, Brass, Aluminum and Copper to any shape.

If you have trouble with **Castings of any kind,** send us your samples, and we will give you prices on same **Stamped in Steel,** which will be **Stronger, Lighter** and **Cheaper.**



TRADE MARK J REGISTERED

Blacksmiths' Hand Drills.

The very best.

A. B. JARDINE & CO.
HESPELER, ONT.

"Build to-day then, strong and sure
With a firm and ample base."
—Longfellow.

DO YOU?

Wish thus to build an advertisement in the CONTRACT-RECORD, TORONTO will bring you tenders from the best contractors.

STANDARD TIN WORKS
MANUFACTURERS OF
TINWARE AND TIN CANS

Fruit Cans, Meat Cans,
Jacketed Oil Cans,
Baking Powder Cans,
Lard Pails, Etc.

JAS. A. McGOLPIN
156-162 Duke Street. TORONTO.

USE **CANADIAN BABBIT**

Imperial Hercules
Metallic Star

The highest grade babbits made.

THE CANADA METAL CO., WILLIAM STREET, **TORONTO.**

SEASON 1903

INVINCIBLE BRAND **HORSE BLANKETS**

Burlington-Stay-On Stable Blankets. BISHOP FUR ROBES AND COATS.

PLUSH AND WOOLLEN KNEE RUGS.

Our travellers are on the road with samples of the above for next season. We make a specialty of these goods and are large dealers in them. If you are not on our list of customers, write us. We are always pleased to show samples and quote prices.

Established 1866. SAMUEL TREES & CO., TORONTO

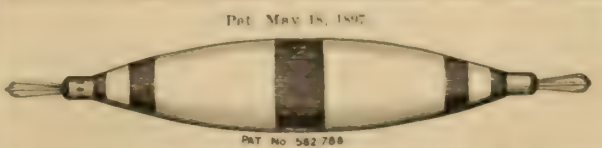
CELEBRATED **HEINISCH** SHEARS

Tailors' Shears,
Trimmers' Shears,
Tinners' Snips, etc.

ACKNOWLEDGED THE BEST.

R. HEINISCH'S SONS CO. NEW YORK OFFICE, 90 Chambers St. NEWARK, N.J., U.S.A.

Not connected with any Shear Combination.



BEST FLOAT AFLOAT

Sold with our other lines of traps by all leading Canadian Jobbers

J. M. MAST MFG. CO., Lititz, Pa., U.S.A.

EDWIN H. GRENFELL & CO., LONDON, CANADIAN AGENTS.

DEPARTMENT OF ADVERTISING SUGGESTION AND CRITICISM

Edited by **W. Arthur Lydiatt,** TORONTO.

NOTE. Herein are discussed the principles and practice of advertising. Subscribers are invited to send Mr. Lydiatt specimens of their newspaper and other advertising, for the purpose of review in this department. Address care of Department of Advertising, HARDWARE AND METAL.

What are you doing to advertise your store? What methods have you found most successful in increasing business, and what schemes have you tried that didn't pan out just as you thought they would?

Take a half hour some day and write me—tell me what you are doing and what you have done toward extending the scope of your business. Then I can tell other readers about the things you have done that turned out successfully, and warn them against schemes that meant "wasted money." Don't hang back—tell your experience first. Make this department the medium for the exchange of ideas so that we may all profit by each other's experiences.—THE EDITOR.

ABOUT fifty per cent. of those retailers who make any effort to do good advertising use syndicate ads. Syndicate newspaper ads are ready-made ads. covering all the principal lines of retail trade, which are regularly sent to as many as will take them and pay for them.

The subject matter, while written for some particular trade or another, is usually of a general character, and with a few slight changes, might be used with equal effectiveness by merchants in any one of a half dozen trades.

Some of these ads are very good—and some are very bad.

The majority are neither.

They are written to meet the requirements of a great many different stores, so that it is next to impossible to inject any degree of individuality into them.

Used as written, they do not make for good advertising. But used as they ought to be used—merely as suggestions for ads.—they can be made of inestimable value to every retailer.

Looking through over a thousand of these ads. I found about 50 which were really good. Two or three hundred more of them could, with slight changes, be made useful. Most of the remaining ones offered suggestions for the subjects of as many ads., but in order to be of any use would have to be entirely re-written.

Most syndicate ads. are illustrated. In fact, it is usually for the purpose of selling the cuts for the illustrations that the ads. are written.

These illustrations are proportionately good, bad and indifferent, like the reading matter, though perhaps uniformly worse. The drawings are, as a rule, poorly executed, and the pictures devoid of interest, in many instances being absolutely meaningless.

Now it is pretty generally conceded that good illustrations are essential to effective advertising. An illustration when used in accordance with the meaning of the headline or text of the ad, conveys an idea to the mind of the reader quicker than would simple type argument.

But the trouble with most of these syndicate illustrations is that they do not illustrate.

The meaning of the word illustrate is to make plain—to simplify, and unless the illustration embodies this meaning, it would be far better for the advertiser to depend altogether on plain type.

Here's a "syndicate" illustration which was used to illustrate an ad. for a dairy:

The old gentleman is connected with a nursing bottle by the usual coupling, while the youngster gleefully puffs at a cigarette. It is called "Another Absent-minded Beggar" but might better be called "Another Absent-minded Sucker"—which appellation might fittingly be applied to the party who drew the picture, and to the man who would use it to advertise his business. It illustrates an ad. about milk, but might just as well be used to advertise a brand of cigarettes, a livery stable, or a circus.

The main purpose of an illustration in an advertisement is to convince the reader that the article offered possesses merit.

Still there are advertisers who think that pictures are used solely to attract attention, and believing this, they write their copy to fit the picture, whereas the picture should always be made to illustrate the copy. The copy is of primary importance—the picture is always secondary.

The text of the ad. and the illustration should always have a close connection, especially if the picture is intended to illustrate the article or articles advertised. The text should describe the article—the illustration picture it.

Of course, there are illustrations which are used for the same reason that a border is used—to make the ad. attractive in appearance—in which case it is not necessary that the picture should illustrate the text or the article advertised. And perhaps after all, this is the purpose of "syndicate" illustrations, but since an attempt is made to illustrate something (what that something is, is usually a puzzle) we feel justified in judging them critically.

Here is another syndicate illustration and headline, which is taken from an ad. about butter and eggs. This reproduction illustrates an illustration that does not illustrate.

A Sign of Quality.

The animal looks like one of those little Noah's ark cows we used to play with when we were children—or perhaps it's an "animal" biscuit. The whole picture might be a prize drawing from a kindergarten class.

It illustrates neither butter nor eggs, nor the headline, nor anything connected with the text of the ad.

And it is called "A Sign of Quality."

While illustrating syndicates are able to sell illustrations like this for ads., there is surely great room for improvement in retail advertising.

I'll have something more to say along this line in later issues.

A hardware dealer can't advertise garden tools too much just now. After the

snow has melted and the ground becomes soft a man's thoughts turn to his garden. He needs garden tools. He'll either use his old ones or buy some new ones and if you tell him about the kinds you have, and how much they cost, chances are he will come to you to get them.

An ad. something like the following, with a few prices added, ought to do:

EASY WORK
TO FIX THE GARDEN

if you have the right sort of **Garden Tools.**

Takes good tools to do good work at prices like these they're inexpensive.

We have anticipated your wants, and have a complete stock of the substantial kind of Spades, Hoes, Rakes, etc.

(PRICES AND PARTICULARS)

NEED ANY?

Hard, Ware & Co.,
246-8 Main St., - IRONTOWN.

THE UPS AND DOWNS OF BUSINESS.

WHEN does a hardwareman become discouraged? Hardware Hints answers with the following instances: "When there is such a hard wear on his book that they become heavy with uncollected accounts. When his stoves won't draw trade. When the scythes he bought last summer cut nothing but profits. When his girl stenographer asks him to razor wages, especially if he is temporarily strapped. When he finds that the guns won't go off, which may cause him to explode with wrath. When he can't get a head on his nails, or fails to see the point about a reduction. And finally, when the only advertisement with his name attached is inserted by the sheriff.

"But he has reason for rejoicing: When he counts his cash and discounts his bills. When he attaches credit to his name by not lending it. When his range of good lines includes a good line of ranges. When he doesn't allow the tail of expense to wag the dog of profit. When he keeps his eyes open to profit and does not countenance too many prophets who tell him he should buy goods whether he wants them or not. When he strikes a balance and never becomes unsteady on his footings. When he walks the chalk line in management but does not chalk up too many bad accounts, and lastly, but chiefly, when he and his books are posted and there are no deductions to be made for bad judgment and uncollected accounts."

Walton & Moulton have succeeded the hardware firm of Butchard & Co., Carman, Man.

PRINCE EDWARD ISLAND'S WINTER SERVICE.

By Frank S. Murdoch of the Canada Paint Co.

A TRIP to Prince Edward Island in winter is not always a pleasure excursion. Towards the end of December the heavy ice which forms in the gulf drifts into the straits and fills up the passage. At the time of confederation the Canadian Government promised to maintain a winter steamship service with Prince Edward Island. With this end in view they had an ice-breaking ship built and named her Northern Light. The Northern Light was a wooden steamship and did fairly good service for a number of years, but sometimes got stuck in the heavy ice, and was at times out as long as six weeks, making a trip which in good weather takes from five to six hours. Her route was from Pictou, N.S., to Georgetown, P.E.I.

Finding the Northern Light a failure, the Government sent to Scotland and had a steel ship of the most modern ice-breaking type built. This ship, in honor of the Governor-General at the time, was called Stanley. The Stanley did good work, but also, at times, found the heavy drift ice, which is sometimes 15 to 20 ft. thick, too much for her.

Three years ago, finding that this ship was not giving good satisfaction, still another steamer was ordered from the Clyde. She was called Minto, and has been giving good satisfaction until this winter. The Stanley started in December to make daily trips between Cape Tormentine, N.B., and Summerside, P.E.I., but early in January got stuck in the ice, and drifted down to the Nova Scotia Coast, off Pictou. The Minto, which was on the Pictou-Georgetown route, went to her rescue, but lost her propellor, which, of course, made her helpless. Both steamers were frozen in the ice for a month, and consequently communication with the island was cut off entirely.

Before the Northern Light was built, the mails and passengers crossed in iceboats from Cape Tormentine, N.B., to Cape Traverse, P.E.I. These boats have ever since been kept in reserve for emergencies. They are odd-looking craft, being a combination of a sleigh and a boat.

The ice boats are 18 to 20 feet long, Lapstreak build, and are sheathed from stem to stern with heavy tin plate. On the bottom of each boat is a pair of runners.

The boats' fitting out consists of three pairs of oars, two paddles, a small square sail and a water keg. Arranged along the sides are ten straps, five on each side. These are for the crew of six and the passengers, which are limited to four for each boat. When good ice is encountered the boat is hauled upon the ice field and all hands securely fastened to the boat by means of these straps, for perchance there may be a hole in the ice and if a man drops in one of these holes it would be impossible to fish him out as he would be rapidly carried away under the ice by the heavy tide. All hands haul the boat over the ice until water is again reached, when they launch their little craft and row or sail to the next ice, when there is more walking and more hauling.

The distance between the capes is only nine miles, but boats' crews have been known to be out for 24 hours, and have suffered severely from frost bites. The average time for crossing is from three to four hours. Anything under three hours is considered an extra good crossing.

When the steamers got stuck this year the ice boats with their jolly, hardy crews were called out, and the mails and passengers transferred for the first time in years by the "Capes."

WANT CHANGE IN MINING LAWS.

The Executive Committee of the British Columbian Mining Organization, will present a resolutions to the Provincial Government on April 20.

The special points covered are: The appointment of a competent geologist, modification of charter fees for organized companies, abolition of the existing 2 per cent. mineral tax, rebate of timber dues, the framing of a safe code of mine signals, exemption of Crown-land grants from taxation, establishment of fair income tax, rigorous treatment by the Government of those making fraudulent statements of British Columbian mining properties, boiler inspection reform, and details regarding Indian reserves and roads and trails.

HE KEPT KNIVES FOR YEARS.

"Do you keep knives?" asked an innocent-looking newspaper boy, popping his head into a well known hardware shop one evening.

"Oh, yes, we've kept them for years," returned the shopkeeper.

"Well," shouted the young imp, preparing to fly, "you should advertise 'em, and then you wouldn't keep 'em so long."

TRADE OBSERVATIONS

By Rambler.

Up from the south there cometh a voice,
Up from the south, where the soft winds blow,
It whispers a word and the brown old earth
Throbs and thrills with the tender glow,
Of telling again the grand old story
Of waking from sleep to spring-time glory.

SPRING is coming with all her beauties and attractions. These bright, warm days we have been having lately suggest to our mind that the season for the budding of all the different plants and flowers is drawing near. The woods and fields will soon be bright with the numerous kinds of wild flowers; the meadows will be yellow with dandelions; the shady hillside will be blue with violets, and the rivers and marshes will be beautiful in the sunshine with the blue and white fleur-de-lis waving in the breeze and the pretty yellow buttercups nestling in among the reeds and grasses.

* * *

With this pretty sight in our mind's vision, the thought naturally comes to us of how we are going to lay out our garden in order to have a repetition—although perhaps, a poor one—of nature's beauty within sight of our windows. We begin to look up all our old gardening tools, and find, perhaps, that the rake has disappeared in some mysterious way; that the hoe is weak and the handle split; that the spade is in fairly good condition, but might be better, and that the watering-can is entirely demoralized. Ah! next time we are down town we must remember to purchase these necessary articles.

* * *

Now is the hardware merchant's time to make a good window display of gardening tools, but "How to do it?" is the question. Of course there are very many and good ways which the merchant can think of and adopt. A scheme which would, I think, attract the attention of the public comes to my mind. The idea represented is unique although simple, and for that reason it would make a very suitable window display. The window is roughly made to represent a garden; this can be done well enough for the purpose without any elaborate fixings. The back of the window is closed in by an imitation fence; the floor of the window is covered with sand to represent a gravel path in the garden; and two stands of blooming plants in pots are placed in the window, one, the larger, being set across the corner made by the fence and the wall and the other right against the fence. A small hose coming through a hole made in the fence, although not being necessary, would give things a more real appearance. Now the window is all ready for the tools. I will not say anything about that arrangement, but let the dresser use his own judgment. He, having everything in front of him, can easily try different arrangements until he gets the most suitable. One word only! Make them appear as if they had just been thrown down there after use.

* * *

Now is the time for merchants, who handle sporting goods, to make a display of fishing tackle. With the return of spring comes the keen desire of the true sporting fisherman to be splashing through pools and wading rivers while "playing" the trout or salmon. The desire takes possession of him and he cannot resist it—it seems to be running through his blood; he must go and fish. It is not only the "true sportsman" who has this feeling when the fishing season opens. The little urchins, who are too small and unimportant to have the title of "sportsmen" to be applied to them, are also interested, and a striking display of fishing luxuries would appeal strongly to them. They would not be satisfied until they had coaxed enough from their dadys—or perhaps, in most cases, from their indulgent mothers—to buy the coveted articles.

* * *

A window neatly dressed with fishing goods of all kinds makes a pretty and striking appearance, especially to the eyes of the sportsman. He catches sight of the window and stops to feast his eyes on the —to him— enchanting sight. First he admires, then he wants. He tries to reason with himself somewhat in the following manner: "What do I want with those things? I have some pretty good ones at home. But say! it would be fine to have that fishing rod; mine isn't nearly so good. That basket would also be very much handier than that little, awkward thing I use. Hang it all, I must have that rod anyway!" He goes in and gets it. The next sport that comes along, having reasoned somewhat in the same way, finally purchases the basket, perhaps. The next is struck with some other article in the window. There is nothing like attracting people's attention to things in order to make sales. If people really want a ceratin article they will, of course, ask for it, but very often people forget their wants unless they are reminded of them; and window dressing is one very good way of doing so. Besides, even if people are not really in need of certain things they are very often persuaded to buy merely by having their attention drawn to them.

FOREST CITY GOSSIP.

LONDON, April 8, 1903.

Office of HARDWARE AND METAL.

INFORMATION regarding the condition of the hardware and metal trade, both in wholesale and retail branches, is this week a repetition of last. Shelf goods are still moving, but sales of fence wire and paints are a long way ahead. From far and near travellers' orders and letter orders keep dropping in by every mail.

* * *

The strike at Leonard's boiler works, which took place early in the month, when 45 men went out of work, has now been satisfactorily settled; the men state that their demands had been practically met by the firm, and they were content.

* * *

Alfred Watts and Wm. Lowry were at the Canadian Fire Engine Co.'s factory this week made the recipients of costly presents. These gentlemen will be much missed by their former associates, who wish them every success in their new occupation.

* * *

W. H. Edgecomb, of James Cowan & Co., hardware merchants, leaves this week on a three months business trip to the coast.

* * *

Mr. James Morrison, a merchant for over a quarter of a century on Dundas street east, died suddenly of apoplexy on Monday morning.

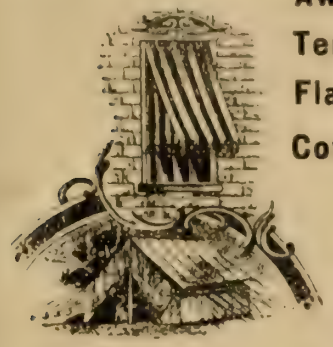
* * *

Lord Dundonald, of South African fame, and commander-in-chief of our Canadian militia, who is now visiting this city in his official capacity for the first time, was dined at the barracks last evening by officers of this district.

W. H. L.

W. D. Mace, Tamworth, Ont., has purchased Henry Hilton's interest in the Boyce Carriage Co., Winnipeg. Mr. Mace took over the management on April 1.

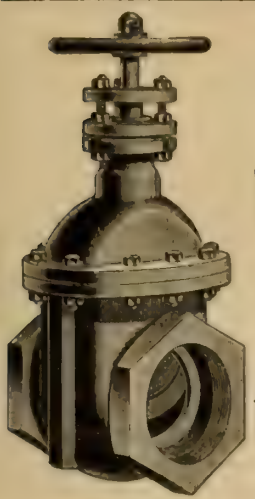
BUY OF THE MANUFACTURERS . . .



Awnings
Tents
Flags and
Covers.

WRITE FOR QUOTATIONS.

RAYMOND BROS., Windsor, Ont.



BUY KERR VALVES.

They give satisfaction every time,

Catalogue on application.

The Kerr Engine Co.
LIMITED
Walkerville, Ont.

G. A. Crosby & Co. of Ontario,
SARNIA, ONT. LIMITED

Manufacturers of

Patent Automatic Can Making Machinery, Presses, Dies and Special Machinery for Working Sheet Metal.

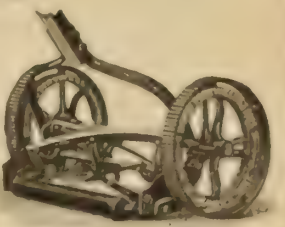
H. W. Petrie, 141-145 Front Street West, TORONTO—Selling Agent.

Steel Frame Churn.

DAVID MAXWELL & SONS,
ST. MARYS, ONT., CANADA.

"Maxwell Favorite Churn"

Patented Features: Improved Steel Stand, Roller Bearings, and Foot and Hand Lever Drive, and Detachable Driving Link. Improved for season of 1903. Steel or Wood Frame as desired.



"THE MAXWELL" LawnMower.
High Wheel 10 inches.

LAWN MOWERS.

High and Low Wheels, from 12-in. to 20-in. widths. Cold Rolled Steel Shafting, Crucible Steel Knives and Cutting Plate.

If your Wholesale House does not offer you these articles

SEND DIRECT TO US.

Wheelbarrows. In four different sizes.

MAXWELL MOWER.
8-inch Low Wheel

Spring-Time Demands Woodenware in Variety.

The dealer should therefore stock only the best goods. No line affords so much genuine satisfaction to the seller and the buyer as

Cane's Newmarket Woodenware

because it is absolutely perfect in material and construction. Among the many lines of special interest for Spring Trade are:

Screen Doors and Windows, Butter Bowls, Laundry Tubs, Pails, Clothespins and Washboards.

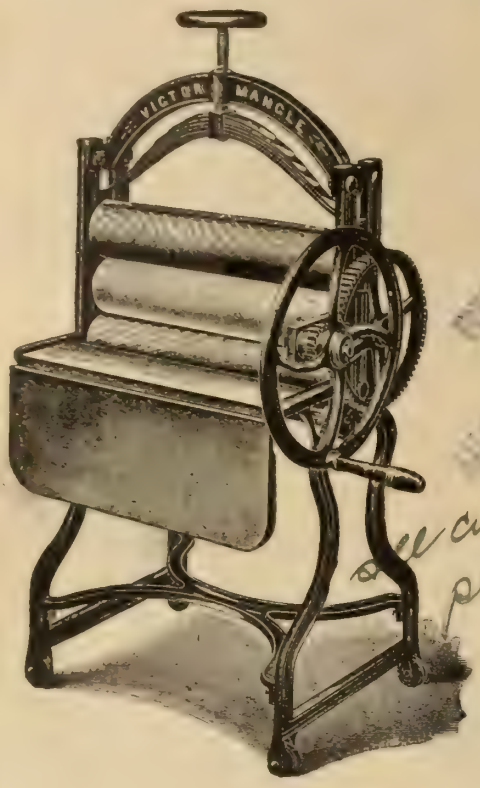
This is but a few of our many lines of high-class goods which stand out as Canada's best manufactures.

OPERATING:
Boeckh's Toronto Factories.
Bryan's London Factories.
Cane's Newmarket Factories.

UNITED FACTORIES,
Head Office: **TORONTO.** LIMITED.

MONTREAL BRANCH: 1 and 3 DeBresoles St. LONDON BRANCH: 71 Dundas St.

THE VICTOR MANGLE



Once tried always used. Rolls and Table of special selected hardwood, oil finished. Springs of best cast steel. Especially adapted for use in the home, also laundries and hotels. Are elegant in design, finely finished and painted in durable, attractive colors.

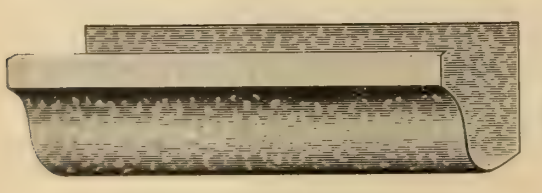
Kept in stock by the leading jobbers.

MANUFACTURED BY

TAYLOR-FORBES COMPANY,
LIMITED

GUELPH, CANADA.

Eavetrough and Conductor Pipe.



WITH SQUARE BEAD.

O. G. EAVETROUGH—Made in 26 and 28 gauge galvanized iron, in 5 sizes, with square or round bead.

HALF ROUND—Made of 26 and 28 gauge galvanized iron with round head on outside.

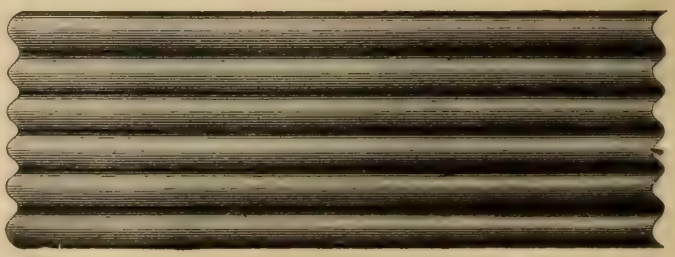
CONDUCTOR PIPES.

Corrugated and plain round galvanized iron.

Corrugated Iron.

Painted and Galvanized.

All sizes and gauges.



The McClary Manufacturing Co.

LONDON, TORONTO, MONTREAL, WINNIPEG, VANCOUVER, AND ST. JOHN, N.B.

"Everything for the Tinshop."

HARDWARE AND METAL

President:
JOHN BAYNE MacLEAN,
Montreal.

The MacLean Publishing Co.
Limited

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, North-West Territories, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

OFFICES.

MONTREAL - - - 232 McGill Street. Telephone 1255.
TORONTO - - - 10 Front Street East. Telephones 2701 and 2702.
LONDON, ENG. - - 109 Fleet Street, E.C. W. H. Miln.
MANCHESTER, ENG. - 18 St. Ann Street. H. S. Ashburner.
LONDON, ONT. - - - Hiscox Building. Walter H. Lindsay.
ST. JOHN, N.B. - - No. 3 Market Wharf. J. Hunter White.
NEW YORK - Room 802 New York Life Bldg. W. T. Robson.

Subscription, Canada and United States, $2.00.
Great Britain and elsewhere - - 12s

Published every Saturday.

Cable Address { Adscript, London. Adscript, Canada.

LAKE AND RAIL FREIGHTS.

NAVIGATION is opening up this year as early as has been the case for many seasons. Practically all the railway and boat lines have completed their arrangements, at least for the first of the season. Generally speaking, rates are the same both as to summer rail service throughout Ontario and Quebec and for lake and rail service to points west of Port Arthur. The Canadian Pacific Railway have issued a circular stating that from Tuesday next, April 14, their boats, "Alberta," "Athabasca" and "Manitoba," will leave Owen Sound every Tuesday, Thursday and Saturday, and that agents commence at once to accept lake and rail freight for Port Arthur, Fort William and points beyond, also for Georgian Bay ports and Sault Ste. Marie.

The Northwest Navigation Co. have issued their schedule of sailings from Sarnia for Sault Ste. Marie, Port Arthur, Fort William and Duluth. Their boats will leave Sarnia on Mondays, Wednesdays and Fridays, starting next Monday. This line provides G. T. R. connection to Lake Superior points and Ontario connections for the Canadian Northern at Port Arthur; the C. P. R. at Fort William; the Great Northern and the Northern Pacific at Duluth. The Canadian Northern offers freight service via this line as far as Erwood, N.W.T. and Grand View, Man.

The Northern Navigation Co. start their service for Georgian Bay ports, connecting with the Canada Atlantic at Depot Harbor, on Monday, April 13. The "Soo" division of this line starts its sailings from Collingwood on Tuesday, April 14, and will continue on each succeeding Tuesday, Thursday and Saturday, giving both C. P. R. and G. T. R. connections at Georgian Bay ports, and C. N. R. and C. P. R. connections at Port Arthur and Fort William.

THE BOOM IN IMMIGRATION.

THE enthusiasm manifested in all parts of Canada over the remarkable increase of immigration to the Dominion, particularly from Great Britain and the United States, is neither surprising nor unwarranted.

For years we bewailed the "exodus" of the young men of the older provinces to the United States. For decades the cry has been, "All that Canada needs is population." It is but natural, therefore, when, instead of the "exodus," we have an "influx," an "American Invasion"; when we see our fertile lands of the Northwest filling with a population of the most desirable class, that patriotic Canadians should have visions of our Canada taking her rightful place as one of the first countries of the earth; that keen-sighted Canadian business men should see ahead an era of progress and prosperity, and that all Canadians should extend an enthusiastic welcome to the newcomers.

One of the most satisfactory features of the situation is that Canada has something concrete and valuable to offer the army of settlers daily arriving. These men have not been brought to Canada on any false representations—in the hope of a success in life that is not justified by existing conditions. True, there may be a bad crop year in the Northwest, but judging (and the judgment is fair and sound) from the past, the many fat years so much more than compensate for the few lean ones, that the immigrant who is capable of hard work and of adapting himself to the conditions need have no fear of his future.

SOCIETY AND THE BICYCLE.

THERE is an impression held by a number of people in Canada, as well as in the United States, especially in the larger cities, that the wealthy, or rather the fashionable, people have given up the bicycle; that they do not use it for either pleasure or business; that messenger boys and mechanics are the only people who use the bicycle to-day.

Needless to say, an even superficial study of the conditions would readily show the fallacy of this idea. True, the fad made of the bicycle by the fashionable set a few years ago soon spent its force, and now the "100" have ceased to form clubs, organize runs, parades, etc., yet, to say that the bicycle has been discarded by society is far from the truth, for both men and women of this class use the bicycle for pleasure and for exercise in the open air. Instead of the parade in the city, as in days gone by, the bicycle is used at the country places of the wealthy to an extent that would surprise one who judges from what he sees in the cities.

Neither golf nor the automobile has superseded the bicycle in the minds of those seeking health and pleasure. If it has been neglected it has been by the imitators of the fashionable, who so readily "caught on" to the idea of party runs and parades, and who literally covered the roads during the fad days. These to-day have dropped out, but now the wealthy are taking advantage of the excellent roads adjacent to the city and of the highly improved bicycle as at present constructed to derive a pleasure which is secured in no other way than in bicycling.

Hardware dealers should thoroughly recognize this fact, and should be ready to use it in meeting the arguments of those who say that the bicycle is "out of date" for pleasure purposes. It will be found that the more clearly this argument is met by the bicycle dealer the more ready will the average buyers be to recognize the real merit of the bicycle.

Knowledge acquired at school and college is not well secured until the possessor of it has had years of experience in practical life.

GIVE ENCOURAGEMENT TO LOCAL INDUSTRIES.

THERE is no class of merchant that should take a more comprehensive and intelligent interest in the matters which affect the prosperity and growth of the municipality in which he does business than the retail hardwareman. If the people of his town are busy and are receiving good wages; if new families are continually coming into his neighborhood, his business is bound to expand and his profits are sure to increase. It is, therefore, but reasonable to expect that when any matter of public interest is broached, the retail dealers of the locality will be at least interested, and that they will, if possible, lend their energies to effect any improvement suggested.

For this reason the extracts quoted below from The St. John, N.B., Sun, should receive the most serious consideration of the business men of that city:

In shipbuilding days, St. John was the greatest industrial centre in Eastern British America. The lumber industry is now by far the greatest that is carried on in this neighborhood. That, like shipbuilding, is a trade to which our people naturally turn. For it we have abundant raw material. We have cheap water power and steam power, cheap transport for logs, and for the produce of the mill and factory. Why not, then, develop this industry as far as it will go, and ship the product in the most advanced condition? * * * St. John is not more than holding its own, if it is even doing that, as a manufacturing centre. As a seaport, a great advance has been made by the development of the winter business. As a commercial and distributing centre, this city has kept well to the front. But, as an industrial centre, there has been no considerable development during the last decade. Some industries have expanded and prospered. Others have continued without much increase or decrease in the number of hands employed. In some industrial lines there is less activity than 10 or 20 years ago.

The matter which suggested these remarks on the part of The Sun was a proposition that encouragement should be given to a furniture factory. It is pointed out that the greater part of the soft wood shipped from New Brunswick is sent to Great Britain in the form of deals, and that the least possible amount of labor and skill is expended in the province on the hardwood products sent abroad.

While there is no direct connection between the retail hardware business and the manufacture of furniture or other products from lumber, yet the encouragement of such an industry with the resulting increase of industrial activity in St. John would be bound to have its effect on the local hardware trade. Therefore, the retail hardware merchants of the town should lend what influence they have to encourage any such proposals of new industries. And what is true in this case of St. John is true in a score of cases of other towns.

ATTRACTIVE HARDWARE STORES.

MUCH has been said and written about the improvement which has been made during recent years in the appearance of Canadian hardware stores. Window display and interior decoration have received a large share of attention, with the result that the majority of retailers' stores have a much more inviting appearance than was the case a few years ago.

Yet, there is room for still greater improvement. The average hardware store is neat and clean, but it lacks—in the cities in any case—the attractive and pleasing appearance that makes any kind of store popular with the ladies.

Is there any hope of making a hardware store popular in the sense that a dry goods, a florist's or a jewellery store is popular in Canada? The answer must be in the affirmative, for the reason that hardwaremen in several Canadian towns have made their stores as attractive and well-patronized as any in the town.

In many cases, however, hardwaremen have apparently not made any attempt to win the attention and approval of the ladies. In arranging their stock on shelves, counters, floors, and even in their window displays, there seems to be an entire lack of method or purpose. In a few cases the goods seem to have been thrown or shoved into place. More frequently the merchant and clerks have had due regard for neatness, but do not seem to realize that artistic effects are possible or would be appreciated in a hardware store.

There are, nevertheless, many lines which the hardwareman sells which could be made to add to the attractiveness of his store, both from the masculine and feminine standpoint. It would be folly to try to make artistic a display of staples such as nails, rope, window glass, metals, etc., but if such lines as cutlery, silverware, house-furnishings, lamps and sporting goods were bought wisely and attractively arranged in the store they could be made as interesting a feature as could be shown by any class of merchant. But the hardwareman who makes of these lines as inviting a display as might be done is rare indeed.

The representative of a large English brass and copper art furnishings house remarked to the writer this week that Canadian hardwaremen did not make nearly as good use of house-furnishings as is done by the English ironmonger. With the latter this line not only directly adds to his aggregate trade and to his net income, but it is made one of the most popular features of his store, because of its own beauty and attractiveness. The English ironmonger's store is consequently, he believes, a more popular store with all classes than the Canadian hardware store.

If attractive displays of cutlery, silverware, lamps, etc., as well as housefurnishings, were part of a hardware stock, there would be, no doubt, a greater possibility of making the appearance of the whole store more pleasing than is the case to-day.

This would probably necessitate extensive alterations to many stores, for it would be useless to try to make a display of these lines without proper facilities. But to the hardwareman who can find the money for such an advance this step would unquestionably be a wise one; money so spent would be well invested, for if the hardware dealer is to preserve his trade against the catalogue houses he must make his store so attractive that the ladies will like to buy goods in it.

NEW BANK AT CARDINAL.

There is no question of the enterprise of Canadian banking establishments. A few weeks ago arguments were advanced in these columns, at the suggestion of a wide-awake traveller, showing the opening for

a branch of some prominent bank at Cardinal, Ont.

Since that time representatives of several banks have been to Cardinal to look over the field. The Bank of Toronto has already opened a bank, with Mr. Kimball, late of the Gananoque branch, as manager.

The business men and general public of Cardinal and district are to be congratulated in having a branch of such a progressive institution in their midst.

SPRING CLEANING.

HOUSE-CLEANING season is here. The custom of making a thorough overhauling of the moveable articles in the house, cleaning the carpets, the curtains, the furniture, windows, shelves and every nook and corner, is a good old custom that men would never have thought of if they alone were the inhabitants of the earth, but owes its origin to that particularly cleanly animal, woman.

But since the worse half of each couple has been taught that it is necessary in the house, might he not awaken to the fact that such an operation would do much good to the house he rules over, namely, his store. The hygienic standard of a home is not necessary in a store; but cleanliness is as necessary in one place as the other for the sake of the goods and to give a favorable impression to customers.

A thorough overhauling of the goods, not only to dust them, as is done in every store, but to rearrange them in order to give them something of the appearance of "newness," will do much good. Even their place in the store can be changed from one side to the other, at the rear or in the centre, according to their importance. The counters and showcases, if moveable, can be rearranged so as to give a different look to the store interior. The old advertisements, showcards, pictures, and all the rest of them can be removed and be replaced by others. Such a change can be produced in this way that customers will look around them with pleased surprise at first; and afterwards look around to see what they can see, since they have found out that they didn't know all the merchant had to show them.

This shifting of things from place to place is a bother, no doubt, but it comes no oftener than Christmas, and very little is ever obtained without bother anyway. A fresh appearance is an excellent thing for a retail store, and this is the way to get it.

THE TURPENTINE MARKET.

TOWARDS the end of last week the Savannah turpentine market, which has been controlled by local manipulators for several months, and which has maintained a remarkable firmness during that period, showed its first tendency to weakness, prices being lowered slightly. Each day since the weakness has been more apparent, and while offerings have not been large, buyers have held back so consistently that holders are now offering prices 10 to 11c. lower than prevailed the week previous.

At the moment a steadier feeling is manifest both in New York and at Savannah, but there seems to be no disposition to advance prices to the level which has been ruling for some time. The local market has not felt the effect of this change in conditions at the primary markets, as the stocks here were bought at old prices and are so light that holders are not disposed to reduce prices until offerings bought in Savannah at current quotations start to arrive here freely.

Local jobbers maintain that the demand, while of a hand-to-mouth nature, is bound to consume present holdings before cheaper turpentine can be offered here.

AN ADVANCE IN PARIS GREEN.

AN advance of 3c. per lb. has been made by the largest Canadian manufacturer of paris green. The new price, however, cannot yet be accepted as the sole market quotation, for the reason that jobbing houses who have good stocks bought at a lower range of values, and who have been unable to dispose of the same owing to the severe cutting which has prevailed during the season, are now disposed to clear out at least some of this stock before advancing their quotations to meet those of the manufacturers. It is quite probable, however, that the market has seen the last, for some time at least, of the ridiculously low prices that have been prevailing.

Several retailers, who had fairly large stocks left over from last year's poor season, have not yet placed orders for this year, and if there should be a good crop of potato bugs, there will be, in all probability, considerable business done yet, and jobbers who have not raised their prices hope to clear out much of their surplus for this trade.

A PREMIUM FOR QUICK WORK.

A PAPER was recently read before the Institute of Mechanical Engineers in Great Britain on the premium system as applied to engineering shops. The system, in brief, is the stipulating of a certain time in which a workman is supposed to complete a certain job. If he completes it inside the time allotted he is allowed a premium thereon, in proportion to the ordinary wages which he receives. For instance, suppose a man is allowed 16 hours to do a job, but saves four-sixteenths of the time allowed, that is 25 per cent., and accordingly his wages would be increased for the time worked. The time allowed includes all time necessary to procure tools, set up machine and obtain material for doing the job. Should the workman not complete the article in the time allowed he of course loses the premium, but there is no reduction made in his regular wages. If he has several jobs on hand and loses the premium on one it does not effect the premium on the others. A defect in the article also means the loss of the premium only and nothing in the regular wage rate.

Each workman, on starting a job, receives a job ticket, on which is a description of the job, the time when started and the time allowed. When the job is finished, he returns his ticket to the foreman, who, if satisfied with the work, initials and writes on it the time when finished.

There is much in the system which should commend itself to all who are interested in economical questions. It may not apply to every phase of industrial life, but, it seems to us, could be made to apply to a great many. Possibly it may not meet with the approval of some champions of organized labor, with whom the tendency appears to be to produce as little work as possible, but it certainly is in the interest of the working man, as well as that of the employer. it encourages him to do his work more promptly without at the same time risking its efficiency, while to himself there comes reward in the shape of increased remuneration.

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

HARDWARE.

Montreal, April 9, 1903.

THE new freight rates having taken effect on April 1 heavy shipments seem to be the most prominent feature in the hardware markets this week. All the wholesale men are filling orders which were booked as far back as February 1st for shipment after the summer rates came into effect. Owing to the scarcity of material used in the manufacture of wheelbarrows and the high prices paid for same, together with the increase in wages, the price of wheelbarrows has advanced from $2 to $3 per dozen. The fixed price on oiled and annealed wire is $2.50 base, 10 per cent. off, and bright wire $2.50 base, 2 per cent. thirty days, or sixty days net. Heavy strap hinges have advanced 25c, and sizes 6, 8, 10 in. now sell for $1.50, and 12 in. and over, $3.50. The new list on Champion scales, which we mentioned in our last report, has been issued, and reads as follows: Even balance 4 lb., $5.00, stamping, 30c.; even balance 10 lb., $7.50, stamping, 50c.; union, 240 lb., $10.50, stamping 50c.; platform, 600 lb., $28.00, stamping, $1.00; platform, 1,200 lb., $33.00, stamping, $1; platform, 2,000 lb., $40.00, stamping, $1; platform drop lever, 2,000 lb., $48.00, stamping $1; discount 50 per cent. on scales, stamping, net. The market generally is reported to be firm, and nearly all lines are moving rapidly.

AGRICULTURAL WRENCHES.—The market is firm, and several good orders have been booked during the week. Our quotations are as follows: No. 6, $9; No. 8, $10; No. 10, $12; No. 12, $14; No. 15, $24; No. 18, $30; No. 21, $36. Discount 70 per cent.

CANT HOOKS.—Exceptionally large orders for cant hooks have been received by several houses since April 1. Our quotations are as follows: No. 12, $10.00; No. 8, $11.50; No. 8a, $11; No. 2, $12; No. 7a, $16; No. 6a, $14.50; No. 5a, $11.50.

LAWN MOWERS.—There has been a falling off in orders during the past few days, but dealers anticipate a much better season than last. Our quotations are as follows: 10½-in. wheel x 12-in. cutter, $7.50; by 14-inch cutter, $8.00; by 16-inch do, $8.50; by 18-inch do, $9.00; by 20-inch do, $10.00. Star, 9-inch wheel by 12-inch cutter, $5.50; by 14-inch do, $5.75; by 16-inch do, $6. Daisy, 8-inch wheel by 12-inch cutter, $4.90; by 14-inch do, $5.10; by 16-inch do, $5.30. Philadelphia pattern, 7½-inch wheel by 10-inch cutter, $6; by 12-inch do, $6.50; by 14-inch do, $7; by 16-inch do, $7.50. Grass boxes are quoted as follows: 12-inch, $2.25; 14-inch, $2.25; 16-inch, $2.50; 18-inch, $2.50; 20 inch, $2.75. The discount on all the above is 50 per cent. off.

BARB WIRE.—A brisk movement is reported in barb wire for immediate shipment. We are still quoting as follows: $2.80 per 100 lb. f.o.b., Montreal, $2.45 f.o.b. Cleveland in carlots of 15 tons, and $2.67½ f.o.b. Cleveland in smaller lots.

GALVANIZED WIRE.—The demand is only fair and prices are steady. Quotations are as follows: No. 5, $3.70; No. 6, 7 and 8, $3.15; No. 9, $2.55; No. 10, $3.20; No. 11, $3.25; No. 12, $2.65; No. 13, $2.75; No. 14, $3.75. In carlots, f.o.b. Cleveland: No. 5, $2.20; Nos. 6, 7, 8 and 9, $2.15; No 10, $2.20; No. 11, $2.25; No. 12, $2.30; No. 13, $2.40; No. 14, $2.50. In less than carlots, 12½c. per 100 lb. extra is charged.

SMOOTH STEEL WIRE.—Fixed prices have been arranged on both oiled and annealed wire and bright wire. Prices are still as follows: Bright and annealed, $2.50 per 100 lb. f.o.b. Montreal, Toronto, Halifax, London, Hamilton and St. John. Net extras per 100 lb. are now as follows: Coppered wire, 60c.; tinned wire, $2; oiling, 10c.; spring wire, $1.25; best steel wire, 75c.; bright soft drawn, 15c.; special hay-baling wire, 30c.

FINE STEEL WIRE.—The movement in this line continues good with a firm feeling as regards prices. The discount is 25 per cent. with the following extras: 1 and 2-lb. hanks, 25c. per 100 lb.; ½-lb. hanks, 37½c. and ¼-lb. hanks, 50c.

BRASS AND COPPER WIRE.—There is a fair demand for brass and copper wire at unchanged prices. The discount is 60 per cent.

PRESSED SPIKES.—A decided improvement is noted in this market, and the quotations are firm. The discount is 20 per cent, f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax.

FENCE STAPLES.—There is a small movement reported, but few orders are being booked. Quotations are as follows: $3.00 per 100-lb. keg for galvanized staples and $2.80 for bright, with 25c. extra for 25 and 50-lb. packages.

WIRE NAILS.—The market is still firm but as yet no advance is reported. We quote: Carlots, $2.40 and small lots, $2.45 per keg f.o.b. Gananoque, Montreal, London, Hamilton, Toronto, Brantford, Windsor, Ont., and St. John.

HORSE NAILS.—There is no change in prices, and the amount of business being done is considered good for this season of the year. Quotations are as follows: "M" brand, "Oval" and "New City" heads, 55 per cent.; "Countersunk" heads, prices quoted on application. "C" brand, 40, 10 and 7½ per cent. off; "Monarch," 60 per cent. and "Peerless," 50 per cent.

HORSESHOES.—Only a limited amount of trade is doing, and prices are steady. Quotations are as follows: Iron shoes, light and medium pattern, No. 2 and larger, $3.40; No. 1 and smaller, $3.65; snow pattern, No. 2 and larger, $3.65; No. 1 and smaller, $3.90; X L steel shoes, new light pattern, sizes 1 to 5, No. 2 and larger, $3.55; No. 1 and smaller, $3.80; featherweight, all sizes, 0 to 4, $5.10; toe weight, all sizes, 1 to 4, $6.35. Shoes, more than one size in a keg, 10c. per keg extra f.o.b. Montreal only.

RIVETS AND BURRS.—The prices remain unchanged and discounts are: Best iron rivets, section carriage, and wagon box, black rivets, tinned do., coopers' rivets and tinned swedes rivets, 60 and 10 per cent.; swedes iron burrs are quoted at 55 per cent. off; copper rivets, with the usual proportion of burrs, 45 per cent. off and coppered iron rivets and burrs, in 5-lb. carton boxes are quoted at 60 and 10 per cent. off list.

BOLTS AND NUTS.—Prices remain very firm, owing to the scarcity of nuts. The discounts are as follows: Norway carriage bolts, 55 per cent.; common, 50 and 10 per cent.; full square carriage bolts, 55 per cent.; machine bolts, 50 and 5 and 10 per cent.; coach screws, 66 2-3 per cent.; sleighshoe bolts, 65 and 5 per cent.; blank bolts, 50 and 5 per cent.; bolt ends, 50 and 5 per cent.; plough bolts, 50, 5 and 10 per cent. Tire bolts, 67½ per cent.; stove bolts, 67½ per cent. Nuts, square, 3¼c. per lb. off list; hexagon nuts, 3¾c. per lb. off list. To all retailers an extra discount of ½c. per lb. is allowed.

SCREWS.—The market is steadier than for weeks past. Quotations are as follows: Round head bright, 82½ per cent.; flat head bright, 82½ per cent.; brass, round head, 75 per cent.; brass, flat head, 80 per cent.

CORDAGE.—British pure Manila has been reduced ½c. during the past week. We quote: Pure manila, 14c.; British pure manila, 12c.; sisal, 11c.; double lathyarn, 10½c.; single lathyarn, 10c.

BUILDING PAPER.—There is a good inquiry for building paper, and as a boom is looked for in the building trade during the coming summer dealers look for a heavy season. Quotations are as follows: Tarred felt, $1.75 per 100 lb.; 2-ply, ready-roofing, 90c. per roll; 3-ply, $1.15 per roll; carpet felt, $2.25 per 100 lb.; dry sheathing, 35c. per roll; tar sheathing, 45c. per roll; dry fibre, 55c. per roll; tarred fibre, 60c. per roll, O K and I X L, 65c. per roll; heavy straw and sheathing, $30 per ton; slaters' felt, 60c. per roll.

SCREEN WIRE CLOTH.—A very active market is reported and shows a tendency to increase. At present the ruling price is $1.40 per 100 square feet.

FIREBRICK.—Several orders have been booked since our last report. We quote: English, $16 to $22, and Scotch, $17 to $22 per 1,000.

CEMENT.—Inquiries are being received daily and the market is more active. We now quote as follows: Canadian cement, $1.90 to $2.25; German, $2.25 to $2.40; English, $2.15 to $2.25; Belgian, $1.70 to $1.95 per bbl. ex-store, and American, $2.20 to $2.40 ex-cars.

COAL HODS.—The quotations are as follows: Japanned, 16-in., $4.50 per doz.; 17-in., $4.80; 18-in., $5.10; with gold band, 17-in., $5.10; 18-in., $5.40. Galvanized, 16-in., $6.20; 17-in., $6.50; 18-in., $6.80 per doz. The discount is 45 per cent.

FIRE SHOVELS.—The following are the discounts on fire shovels: No. 70, 38½ to 40c. per doz.; No. 55, 55 to 60c.; No. 57, 82½ to 90c.; No. 60, 82½ to 90c.;

PORTLAND CEMENT

CANADIAN, ENGLISH, GERMAN and BELGIAN.

FIRE BRICKS, FIRE CLAY, ENAMELLED BRICKS, all colors. BUILDING BRICKS.

SEWER PIPES, CULVERT PIPES, WHEELBARROWS, FOUNDERS' and CONTRACTORS' SUPPLIES.

F. HYDE & CO.

31 WELLINGTON ST., MONTREAL

. . FULL STOCK . .

Salt Glazed Vitrified

Double Strength Culvert Pipe a Specialty.

THE CANADIAN SEWER PIPE CO.

HAMILTON, ONT. TORONTO, ONT. ST. JOHNS, QUE.

Deseronto Iron Co.

LIMITED

DESERONTO, ONT.

Manufacturers of

CHARCOAL PIG IRON

BRAND "DESERONTO."

Especially adapted for Car Wheels, Malleable Castings, Boiler Tubes, Engine Cylinders, Hydraulic and other Machinery where great strength is required; Strong, High Silicon Iron, for Foundry Purposes.

"MIDLAND"

BRAND

Foundry Pig Iron.

Made from carefully selected Lake Superior Ores, with Connellsville Coke as Fuel, "Midland" will rival in quality and grading the very best of the imported brands.

Write for Price to Sales Agents

Drummond McCall & Co.

MONTREAL, QUE.

or to

Canada Iron Furnace Co.

MIDLAND, ONT. Limited

No. 65, $1.37½ to $1.45; No. 80, 50 to 55c.; "Duplex," No. 7, $1.21; No. 9 $1.52; No. 11, $1.82.

LANTERNS.—A small trade is being done at last week's quotations, which are Tilt, lift or hinge, No. 0, $4 per doz.; Cold Blast, $7.00 per dozen; dash board, No. 0, $5.75 per dozen; cold blast dashboard, $9 per dozen. Extras are as follows: Japanning, 50c. per dozen; copper plating cold blast, $2 per dozen. The prices quoted are f.o.b. London, Hamilton, Toronto, Belleville, Kingston and Montreal.

SHOT.—The market is steady and no further advances are looked for at present. We quote: Ordinary drop shot, A.A.A. to dust, $6.50 per 100 lb.; chilled Nos. 1 to 10, $7 per 100 lb.; buck and seal, $7.50 per 100 lb.; ball, $8 per 100 lb. Trade discount, 15 per cent. f.o.b. Montreal, Toronto, Hamilton, London, St. John, N.B., and Halifax.

METALS.

The iron market shows marked improvement, as the difficulty of scarcity of fuel and lack of transportation facilities is gradually being overcome. The movement in structural iron, railway and agricultural implement iron and steel keeps up well, and indications point to continued activity well on into the year 1901, unless the movement is arrested by strikes or diminished by cancellation. Most metals are firm. A good inquiry is reported for cements, the season being now far enough advanced for the movement in this line to start, and a contract involving some 20,000 barrels was placed with an American firm by the Montreal Light, Heat & Power Co. for their Chambly works. Sheet zinc is very scarce in Montreal and prices are looked upon to advance at any moment, although it can be bought cheaper to-day in the United States than some time ago. The foreign market is without feature and no advances are reported. The demand is brisk, and according to a letter received a few days ago the supply is booked well into the summer. Canada plates are very brisk on the English market, and the prices are firm.

BAR IRON.—The supply is more plentiful than for some time past. We quote as follows: Merchants' bar, $2; horshoe iron, $2.25, and forged, $2.30.

BLACK SHEETS.—Prices are steady with a brisk demand. Our quotations are as follows: 28 gauge, $2.65; 26 gauge, $2.60; 20 to 24 gauge, $2.50; 8 to 20 gauge, $2.50

GALVANIZED IRON.—With the opening of navigation dealers will be taxed to their utmost to fill orders already booked. We quote: 28 Queen's Head, $4.50; Apollo, 10¾-oz., $4.30; Fleur de Lis, $4.15; Comet, $4.10; "Bell" brand, $4.05. For less than caselots 25c. extra is charged.

LEAD PIPE.—The lead pipe market is very brisk and the prices firm. We quote: Composition and waste, 8c. and ordinary, 7c. The discount is 30 per cent.

IRON PIPE.—Several large shipments have been made during the week. We quote as follows: Standard pipe per 100 ft., in lengths under 19 ft.: Black, ¼, $2.40; ⅜, $2.65; ½, $2.85; ¾, $3.65; 1-in., $5.20; 1¼, $7.35; 1½, $8.95; 2-in., $12.55. Galvanized, ¼, $3.20; ⅜, $3.45; ½, $3.85; ¾, $5; 1-in., $7.20; 1¼, $10.05; 1½, $12.20; 2 in., $16.85. Extra heavy pipe,

Wire Rope.

Whitecross Company's make.

BEST QUALITY AT LOWEST PRICES FOR IMPORT.

A. C. LESLIE & CO.

509-512 Merchants Bank Building,

MONTREAL.

Our Guarantee

states that if goods are not exactly as represented they will be taken back and the money refunded, but so far we have never had to refund the money for any of our pumps.

Don't you think it a pretty good record?

Would you like to handle a line of pumps that stand the test?

If so, write us and find out all about them.

THE R. McDOUGALL CO., Limited

GALT, ONT.

Pig Iron

We offer the following brands, to arrive, viz:

No. 1 "SUMMERLEE."
" 1 "GARTSHERRIE."
" 1 "EGLINTON."
" 1 "CARNBROE."
" 1 "MIDDLESBORO'."
" 3 do.

Write for quotations.

ADAM HOPE & CO.

Hamilton, Ont.

NOVA SCOTIA STEEL & COAL CO., Limited

NEW GLASGOW, N.S.

Manufacturers of

Ferrona Pig Iron

And SIEMENS MARTIN

OPEN HEARTH STEEL

THE MARKETS

plain ends, are quoted per 100 ft. as follows: Black, ½, $4.20; ¾, $5.25; 1-in., $7.55; 1¼, $10.55; 1½, $12.75; 2-in., $17.00. Galvanized, ½, $5.20; ¾, $6.65; 1-in., $9.55; 1¼, $13.25; 1½, $16; 2-in., $21.90. For threads and couplings on extra heavy 5 per cent. net is added. Trade discount, 5 to 7½ per cent.

TINPLATES.—The market is steady and a fair trade doing. We now quote: Coke, $4.25 to $4.50 and charcoals, $5 to $5.25.

SOIL PIPE AND FITTINGS.—A few orders were booked the first of the week, but as yet there is not much doing. The discounts are as follows: Light soil pipe, 3 to 6 inch, 50 per cent.; medium and extra heavy soil pipe, 2 to 6-inch, 60 per cent.; extra heavy soil pipe, 8 inch, 45 per cent.; light fittings, 2 to 6-inch, 50 and 10 per cent.; medium and extra heavy fittings, 2 to 6-inch, 60 per cent.: extra heavy fittings, 8-inch, 45 per cent.

PIG IRON.—Considerable difficulty is experienced in filling the orders on hand. We quote $33.50 to $34.50 ex-store, Montreal.

INGOT COPPER.—The market continues firm, but no further advance has taken place. We quote $15.50 to $15.75 per 100 lb.

INGOT TIN.—This market remains unchanged in price, but the demand is somewhat heavier than last week. The ruling price is $33 to $33.25 per 100 lb.

PIG LEAD.—A strong feeling exists on the pig lead market, and small lots are being ordered. We quote carlots at $3.50 and less than carlots at $3.75.

STEEL.—Structural steel shows a decided improvement. Our quotations are as follows: Mild, $2.05; sleighshoe, $2.10 to $2.20; tire, $2.15 to $2.25; spring, $2.85 to $3; reeled machinery, $2.75 to $3; toecalk, $2.60 to $2.75; machinery (iron finish), $2.10; mild steel, $2.05; square harrow, $2.15.

TOOL STEEL.—A scarcity is reported in some quarters, but the majority of local dealers claim they can fill all orders. We quote, Black Diamond, 8 to 9c.; Sanderson's, 8 to 9c., according to the grade; Jessop's, 13c.; Leonard's, 7½c.; Jonas & Colver's, 10 to 20c.; "Air Hardening," 50 to 65c. per lb.

CANADA PLATES.—A much easier feeling is noted on the English market, and the local market is steady. We quote: 52s $2.60 to $2.70; 60s, $2.70 to $2.80; 75s, $2.80 to $2.85; full polished, $3.75 and galvanized, $4.25 to $4.35; galvanized, 60s $4.45 to $4.55.

TERNE PLATES.—The current price is $7.75.

COIL CHAIN.—There is a good movement in coil chain, principally with lumber and navigation men. Quotations are: No. 6, 11½c.; No. 5, 10 to 10½c.; No. 4, 9 to 9½c.; No. 3, 8 to 8½c.; ¼-in., 6½ to 7c. per lb.; 5-16, $5 to $5.20; 5-16 exact, $5.25; ⅜, $4.25; 7-16, $4; ½, $3.95 to $4.05; 9-16, $3.85 to $3.95; ⅝, $3.65 to $3.75; ¾, $5 to $5.20; ⅞, $3.30; 1-in., $3.15 to $3.25. In carlots an allowance of 10c. is made.

SOLDER.—No further advance has taken place, but the market is very active, and has a tendency to go higher. We quote: Bar solder, 20c., and wire solder, 19c.

ZINC SPELTER.—A fair trade is reported. We quote $6.25 to $6.50.

SHEET ZINC.—A great scarcity in sheet zinc is noted and an advance may be looked for. We quote $6.75 to $7.

SCRAP METALS.

A large amount of scrap metals is daily arriving, and the local dealers say that there is an abundance of all kinds with the exception of copper, which continues to be scarce, and shows every indication of an advance in price. Cast iron, which showed a scarcity a few weeks ago, has fallen off considerably in sales, and a good supply is now on hand. Our quotations are as follows: Heavy copper and wire, 10c. per lb.; light copper, 9c.; heavy red brass, 10c.; heavy yellow, 8½c.; light brass, 5c.; lead, 2 to 2¼c.; zinc, 2½ to 2⅝c.; iron, No. 1 wrought, $17 to $17.50; No. 2, $7.50 per ton; machinery scrap, $17.50 to $18; stove plate, $13; malleable and steel, $6; mixed country rags, 60 to 70c. per 100 lb.; old rubbers, 6¼ to 6⅜c. per lb.

HIDES.

There has been no change in the hide market during the past week. Calfskins seem to be firm at 11 cents, but sales are small. We quote as follows: No. 1 hides, 8c.; No. 2, 7c.; No. 3, 6c.; calfskins, 9 to 11c.; and lambskins, 75c.

RAW FURS.

Further changes in the price of raw furs at the March sales in London include: black muskrat, 10 per cent. higher than March, 1902; fall muskrat, 20 per cent. higher; winter muskrat, 10 per cent. higher; spring muskrat, same as last January; Kangaroo, wombat and wallaby, same as last January; real and bastard chinchilla, same as last January; Australian opossum, 7½ per cent. higher than last January; American opossum, same as last March; squirrel, 40 per cent. higher than last March. The sales showed pretty general advances and the outlook is for dearer furs. We quote:

	Large	Medi'm	Small	Kitts	Fall Beave $2.00 to $2.50 per pound.		Spring Beav $3.00 to $3.25 per pound.
BEAVER—Labrador and choice Eastern	$6.00	$5.00	$2.75	$1-1.50			
" Territory Rocky Mountains and Western							
Strictly Prime, or, No. 1	6.00	4.00	2.00	.50-.75			
Partly Prime, or, No. 2	4.00	3.00	2.00	.50			
Unprime, or, No. 3	3.00	2.00	.75	.40			
Flat, weak, or poor, or, No. 4	2.50	.50	.25	.25			
	Large	Medi'm	Small	2	3	4	Cubs. Yearl's
BEAR—Black—Choice only	15.00	10.00	7.50	6.00	3.00	.50	$2.00 to $8.00
" Brown "	12.00	7.00	5.00	......	......	......	1.00 to 5.00
	1	2	3	4			
BADGER—Of all sections	.50	.25	.10	.05	......	......	......
	Dark	Brown	Pale	2	3	4	
FISHER—Eastern and far North-Eastern	6.50	5.00	5.00	3.00	1.75	.50	
Territory and Western	6.50	5.00	3.50	2.00	1.00	.50	
	Large	Small	2	3	4		
FOX—Red—North-Eastern and similar fine bright red kinds	4.00	2.75	1.25	.75	.20		
" Territory and Western	4.00	2.75	1.40	.50	.20		
	Dark	Fair	Pale	2	3	4	
" Cross—Value principally as to beauty, also size & richness	10.00	7.00	4.00	2.50	1.50	.50	
" Silver—Eastern and far Northern	75.00	50.00	25.00	20.00	9.00	4.50	
" Pacific Coast, Territory and Western	50.00-60	35.00	20.00	15.00	5.00	2.50	
	Large	Medi'm	Small	2	3		
LYNX—Far North-Eastern	4.00-5.00	2 to 3.50	2.25	2.00	.75	.25	
" Territory and Western	4.00-5.00	2 to 3.50	2.25	2.00	.60	.20	
	Dark	Brown	Pale	2	3	4	
MARTEN—British Columbia, Northern Pacific and similar	7.00	5.00	2.50	1.75	1.00	.25	
" Territory and Western	3.50	2.25	1.50	1.00	.60	.20	
" Quebec and Ontario	3.00-3.50	2.25-3.00	2 to 2.25	1.00	.50	.25	
	Large	Medi'm	Small	2 Large	2 Small	3	
MINK—Halifax, far North-Eastern and choice	4.00	3.25	2.50	2.25	1.50	.40	.25
" Territory and Western	1.50-2.00	1.50	1.00	.75		.25	.15-25
	Spring	Winter	Fall	Kitts			
MUSKRAT—Eastern, best large		.10 to .13	8 to 10	2 to 5			
" Territory and Western		5 to .10	.07	2 to 4			
	Large	Small	2	3	4		Cubs
OTTER—Labrador and far North-Eastern	$10-$14	7.00-10	5.00	2.50	2.00		$1.00 to $2.00
" Territory and Western	6.00	4.50	3.50	2.25	.50		.25 to .50
	Large	Small	2	3	4		
RACOON—	.75-1.25	.60-75	.33-50	.25	.15		
" Black—Value according to darkness, size and beauty	2.25	2.00	1.00	.50	.25		
	Black	Sh'rt St	Long St	White			
SKUNK	.75-1.25	.75	.40-.50	.05-15	......	......	......
	Dark	Brown	Pale	2	3	4	
WOLVERINE—Value according to darkness, size and beauty	5.00	4.00	2.50	1.50	.75	.25	
CASTOREUM—	$5.00 to $6.00 per pound.						

ONTARIO MARKETS.

HARDWARE.

Toronto, April 10, 1903.

BUSINESS continues exceptionally active, orders coming in for the delivery at once of all lines booked for May and June, both for Ontario and Northwest account. Materials for building purposes and for use in manufacturing are in particularly good request. In screws, the demand on forward account has been larger than usual, and is well cleaned up, but good orders are coming in daily for present delivery. Wire nails present a unique feature. Very heavy booking has been reported for some time throughout Ontario and during the past fortnight several large orders have been received from the Northwest. As a result all mills are behind their orders and are likely to continue so for some time. Owing to the firm feeling in the United States, and to the fact that according to present quotations it would cost about $2.90 per keg to lay down nails from the United States on this market, it is maintained in some quarters that the Canadian nail manufacturers could easily secure an advance of 10 to 50 cents over present quotations, yet there have not been any indications of such an advance being made. Manufacturers of axe, fork and shovel handles have, owing to the advance in the price of hickory, put up the price of these goods. An advance is anticipated in Vaughn's post hole augurs. White door knobs have been advanced 20c per dozen. Barn door hinges are 25 to 50c. higher. The discounts on malleable fittings have been cut in two within ten days and are now 15 per cent. Cast iron fittings are also dear. In other lines the market shows a decidedly firm tone but is without change.

BARB WIRE.—An excellent trade continues from all quarters, shipments to the West being particularly large. The base price is quoted as follows: $2.25 from

MONTREAL NOTES

An advance of 25c. has taken place in the price of strap hinges.

Large shipments have been received during the month by the Canada Hardware Co., Limited, of King air rifles, cast iron hammers and hatchets.

Cleveland and 10c. less in carlots. From stock, Toronto, $2.80.

GALVANIZED WIRE. A good trade is also doing in this line. The prices are firm throughout. Quotations are as follows: Nos. 6, 7 and 8, $3.15 to $3.35 per 100 lb.; No. 9, $2.50; No. 10, $3.20 to $3.40; No. 11, $3.25 to $3.45; No. 12, $2.65; No. 13, $2.75; No. 14, $3.75 to $3.95; No. 15, $4.30; No. 16, 4.55. Nos. 6 to 9 base from Cleveland are quoted at $2.27½ in less than carlots.

SMOOTH STEEL WIRE. The demand for oil and annealed continues excellent, while the sale of tinner's wire has improved materially. The base price is $2.50 per 100 lb. Oiling 10c.; coppering 60c.; and tinning, $2 per 100 lb. extra. Shipping points, Toronto, Hamilton, London and Montreal, with freights equalized on those points.

WIRE NAILS.—Business has been so brisk that practically all the mills in the country are behind their orders. Prices are firm, but have not advanced in anything like the same proportion as the price is quoted as follow .25 from this market and the United States. We quote: $2.45 per keg and 5c. less for carlots. The shipping points are Toronto, Hamilton, London, Gananoque and Montreal.

CUT NAILS. There is considerable improvement in the demand for all sizes, particularly shingle nails. An advance of five cents per keg is noted in the United States, but the market here is unchanged at $2.50 per keg.

HORSE NAILS. A good steady trade is doing, with prices firm, and discounts as follows: "C" brand oval head, 40 and 10 and 7½ per cent.; on "Monarch," 60 per cent. and "Countersunk" head, 60 per cent.; on "Peerless," 45 and 7½ per cent.

HORSE SHOES.—An improvement in the demand is noted and prices are steady, as follows: Iron shoes, No. 2 and larger, light, medium and heavy, $3.45; snow shoes, $3.70; light steel shoes, $3.55; featherweight (all sizes), $4.95; iron shoes, No. 1 and smaller, light, medium and heavy (all sizes), $3.70; snow shoes, $4; light steel shoes, $3.80; featherweight (all sizes), $4.95.

SCREWS.—There is an excellent demand for immediate delivery and the mills are likely to be kept going to the limit for some time. We quote: Flat head bright, 87½ per cent. discount; round head bright, 82½ per cent.; flat head brass, 80 per cent.; round head brass, 75 per cent.; round head bronze, 70 per cent.; flat head bronze, 75 per cent.

RIVETS AND BURRS. All classes of buyers are paying considerable attention to this line, manifesting a continuance in manufacturing activity. Prices are firm. we quote: Iron rivets, 60 and 10 per cent. discount; iron burrs, 55 per cent.; copper rivets, with usual proportion of burrs, 45 per cent.

BOLTS AND NUTS. A good steady trade is reported with prices stiffening throughout. Quotations are as follows: Carriage bolts, common ($1 list), 50 and 10 per cent.; carriage bolts, full square ($2.40 list), 55 and 10 per cent.; carriage bolts, Norway iron ($3 list), 55 and 10 per cent.; machine bolts, all sizes, 50, 5 and 10 per cent.; coach screws, cone points, 66 2-3 and 10 per cent.; elevator shaft and whiffletree bolts,

SPADES AND SHOVELS. The principal feature of this line is the trouble retailers are experiencing in securing their supplies. Discount is 15 per cent and the list price has been reduced $3 per dozen for Old's goods, $2 for Gray's and $1 for Burns'.

HARVEST TOOLS. The movement continues large and the advance in shovel and fork handles has given a further impetus to buying. Discount is 60 per cent.

REFRIGERATORS. An excellent trade is opening up in this line. Prices are ranging slightly higher than last year.

CARPENTER'S TOOLS. There is an excellent trade doing. The discount is steady at 55 per cent.

LAWN MOWERS. Manufacturers are not yet caught up with orders, which continue to come in nicely. We quote: Woodyatt, 12 in. wheels, $5.50; Daisy, 22 in. wheels, $4.90; Philadelphia, 10 in. wheels, $6; Ontario, 10 in. wheels, $12.75. The discount is 50 per cent.

BUILDING PAPERS. There is an excellent trade doing. Prices are steady as follows: Tarred felt, $1.75 per 100 lb.; 2-ply ready roofing, 90c. per roll; 3-ply, $1.15 per roll; carpet felt, $2.25 per 100-lb. dry sheathing, 35c. per roll; tar sheathing, 45c. per roll; dry fibre 50c. per roll; tarred fibre, 60c. per roll, O K and I X L, 65c. per roll; heavy straw and sheathing, $30 per ton; slaters' felt, 60c. per roll.

RANGE BOILERS. The demand for this line from Ontario points continues large and an improvement is noted on North Western account. We now quote: 18 and 30 gal., $5.50; 35 gal., $6.50; 40 gal., $7.50; 52 gal., $12.50; 63 gal., $19; 82 gal., $23; 100 gal., $31 and 120 gal., $37.

SCREEN DOORS. Trade is moderate, with prices firm. Our quotations are: Screen doors, common, two or three panel, walnut stained, 4-in. style, $6.80; stained, yellow or green, $7; in natural colors, oil finish, $8.15; 3-inch style, 20c. per dozen less.

CEMENT.—The market has been stiffening for some time and now prices for large quantities are about ten cents higher than was the case when the season opened. Several large contracts have been made on municipal account, while the demand for building purposes throughout the country generally continues to manifest a steady growth. Prices are unchanged for ordinary quantities. We quote: Canadian Portland, $2.40 to $2.50; German, $2.30 to $2.60 and hydraulic, $1.50.

METALS

An exceedingly good movement is recorded, notwithstanding the fact that tin, copper and antimony are lower on both English and United States and easier here. The pig iron market is steady as far as present deliveries are concerned, but buyers hesitate to place orders too far ahead, as opinion differs as to which way the market is likely to turn. The tin market has gradually weakened during the week, having lost £4 per ton on the London market in the week. On Wednesday it steadied up, gaining back over £1 of this reduction. There is no change in any prices here.

PIG IRON. The market is somewhat unsettled, but a big business is doing for

OAKEY'S 'WELLINGTON' KNIFE POLISH

The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters.

JOHN OAKEY & SONS, LIMITED

MANUFACTURERS OF

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:

JOHN FORMAN, 644 Craig Street

MONTREAL

COVERT MFG. CO.

West Troy, N.Y.

Auto Screw Jack

Harness Snaps, Chain, Rope and Web Goods, etc.

FOR SALE BY JOBBERS AT MFRS. PRICES

PRIEST'S CLIPPERS

BALL BEARINGS

Largest Variety. Toilet, Hand, Electric Power

ARE THE BEST.

Highest Quality Grooming and Sheep-Shearing Machines

WE MAKE THEM.

SEND FOR CATALOGUE 40

American Shearer Mfg. Co., Nashua, N.H., U.S.A.

Oneida Community Goods

HALTERS, COW TIES, SNAPS, etc., etc.,

In all sizes and styles. May be had of all Jobbers throughout Canada.

Factory—NIAGARA FALLS, ONT

Don't Forget the Name. . .

NEWMAN'S INVINCIBLE FLOOR SPRINGS

Strong, Quick, Reliable, Effective.

Will close a door against any pressure of wind Far ahead of ordinary door springs, pneumatic or otherwise. Ask your wholesaler.

W. NEWMAN & SONS, Birmingham.

..A..

STANDARD.

The cost of Axes per million feet of lumber taken out should be the best Standard. Under this Standard the CROWN JEWEL is the cheapest Axe in the market.

Dundas Axe Works, Dundas, Ont.

W.L. Haldimand, Jr., Eastern Agent, Montreal

The Old Reliable;
The Horseshoers' Friend.

HORSE KEARNEY & FOOT, K&F RASPS.

MANUFACTURED BY

Trade Mark

The above brand of Horse Rasps has won a universal reputation, on account of having sharp, tough, elastic teeth—the result of many years experience—and are in demand all over the continent.

Ask for the "K. & F. Rasp, which is standard and is warranted.

For sale by Wholesale Hardware Merchants and Dealers in Blacksmiths' Supplies.

Walter Grose, Selling Agent, MONTREAL.

Manufactured by **Nicholson File Co.,** PORT HOPE, CANADA.

present deliveries. There is little No. 1 offering for future delivery, but No. 2 can be had at $22.50 to $22.75. No. 2 Summerlee continues steady at $25 on track, Toronto.

STEEL BOILER PLATES—There has been a good demand and prices are firmly maintained. We quote $1.96 f.o.b. Toronto.

TOOL STEEL—A good movement continues at steady prices. Our quotations are as follows: "B C" and "Black Diamond," 10 to 11c.; Jessop's, Morton's and Firth's, 14c.; Jonas & Colver's, 10 to 20c.; ditto, "Air Hardening," 70c. per lb.; Chas. Leonard's, 8 to 9c.; Park's "Silver," 12 to 14c.; Park's "Special," 15 to 20c.

MACHINERY STEEL—A fairly good trade is reported. Prices are steady at $2 to $2.05 f.o.b. Toronto.

BAR IRON—The demand is improving. Prices are firm. We quote: $2.05 for extras, cut to length while rolling.; 2 ft. and over, 10c. per 100 lb.; 1 ft. and under 2 ft., 15c.; under 1 ft., 20c.; over 20 ft., by special agreement, according to length and size.

BLACK SHEETS—An active demand continues. We quote: Common, $3.15 for 28 gauge and dead flat; $3.50 for 26 gauge.

CANADA PLATES—The demand has fallen off considerably and is now quiet. We quote: All dull, $2.90 to $3; half-polished, $2.85 to $3.10, and all-bright, $3.75 to $3.85.

GALVANIZED SHEETS—A good demand is reported. Prices keep firm, as follows: Queen's Head, $4.50 for 28 gauge; American, $4.40 for 24 gauge; Bell brand, $4.30 for 28 gauge; Gordon Crown, $4.50 for 28 gauge.

TIN—There is a considerable movement in small lots. Outside markets are depressed, showing a material reduction in the week. We quote $33.00 to $33.25.

TIN PLATES—The market is decidedly strong, as United States mills have been unable to keep up with their orders and Welsh mills are maintaining prices firmly. We quote: Charcoals, $4.75 to $5, and cokes, $4.25 to $4.50 per box.

NEW LIGHT STEEL RAILS ALL WEIGHTS, ALL SECTIONS

We offer for immediate shipment from stock, all sections from 12 up to 56 pounds to the yard with fastenings. CORRESPONDENCE SOLICITED.

Sessenwein Bros., 103 Shannon St., **Montreal**

WILL IT PAY?

SINGLE FIRST FLOOR OUTFIT.

Every business transaction is weighed by one standard.

Will It Pay?

If you handle ***oil of any kind*** and are considering the purchase of a

BOWSER
Self-Measuring
OIL TANK

Let us ask you a few questions:

Is it worth 10 cents a Day to handle your oil without waste?

Is it worth 10 cents a Day to sell your oil without loss of time and labor?

Is it worth 10 cents a Day to have no leaky, dirty measures and funnels to handle?

Is it worth 10 cents a Day to keep your oil room neat and clean?

We might propound a hundred questions equally as pertinent. If any one of these is worth 10 cents a day, is not the combination of the many worth more than the cost of a **Bowser Self-Measuring Oil Tank,** which will give you all these advantages.

Let us give you full particulars. **Ask for Catalogue "A."**

S. F. BOWSER & CO., Factory FORT WAYNE, IND.

COPPER—Trade in ingot copper is quiet, but the demand for sheet copper is excellent. We quote: Ingot copper $13 and sheet copper $21 to $22 per 100 lb.

BRASS—The market is steady, with the discount unchanged at 10 per cent.

LEAD—Business continues excellent. The firmness in the outside markets is re-

flected here. Quotations are as follows: $3.50 per 100 lb. for pig lead and $3.75 for bar lead.

IRON PIPE—The demand continues brisk. Quotations are: Per 100 ft.: Black pipe, 1/8-in., $3.25; 1/4-in., $2.40; 3/8-in., $2.65; 1/2-in., $2.85; 3/4-in., $3.65; 1-in., $5.20; 1 1/4-in., $7.35; 1 1/2-in., $8.95; 2-in., $12.55; 2 1/2-in., $21; 3-in., $25; 3 1/2-in., $32; 4-in., $38.

ZINC SPELTER—The market is firm, with a big trade doing. We quote 6 1/4 to 6 1/2c.

ZINC SHEETS—A steady trade is reported, with stocks moderate. We quote the base price as follows: Cask lots, $6.75 to $7, and part casks, $7 to $7.25.

SOLDER—The market is strengthening, but there is no change in prices. Guaranteed half-and-half is quoted at 18 to 19c. and wiping 17 to 18c.

OLD MATERIAL.

A good demand is noted for all materials. Prices are firm. We quote as follows: Heavy copper and wire, 12c. per lb.; light copper, 10c. per lb.; heavy red brass, 10c. per lb.; heavy yellow brass, 8 3/4c. per lb.; light brass, 5 1/2c.; lead, 2 3/4c.; scrap zinc, 3c.; iron, No. 1 wrought, $14 per net ton; No. 2, wrought, $5; machinery cast scrap, $16; stove plate, $11; malleable and steel, $7; old rubbers, 6 1/2c. per lb. and country mixed rags, 50c. per 100 lb.

SEEDS.

The seed market still remains very good There is nothing special to note in regard to the general market except that clover is a little closer this week. We quote as follows: Red clover, ex warehouse here, $6.30 to $8; alsike, ex warehouse here, $5.25 to $8.50; Timothy, ex warehouse here, $2 to $2.75.

HIDES, SKINS AND WOOL.

The market remains much about the same as last year. The calf skin market is strong; the wool and hide market remains weak. Sheep skins have gone up 10c. each. Unwashed wool has fallen in price 1/2c per lb. and pulled wool has also come down a little.

HIDES.—No. 1 green, 7 1/2c.; No. 2 green, 6 1/2c. per lb.; No. 1 green, steers, 8c.; No. 2 green, steers, 7c. per lb.; cured, per lb., 7 3/4 to 8 1/4c.

CALF SKINS.—Veal skins, No. 1, 6 to 14 lb. inclusive, 10c.; No. 2, 8c.; No. 1, 15 to 20 lb. inclusive, 9c.; No. 2, 7c. Deacons (dairies), each, 60 to 70c.; sheepskins, 90 to $1.10.

WOOL.—Unwashed wool, per lb., 8 to 9c.; fleece wool, 15 to 16c; pulled wools, super., per lb. 15; ditto, extra, 18c.

TALLOW.—Tallow is very scarce. We quote 6 to 6 1/4c. per lb.

THE ROOF

Gets the worst of it.

There's no shelter for it. It shelters the rest from the elements. That's why every one needs the very best shingles.

EASTLAKE SHINGLES

are absolutely fire, lightning, rust and leak proof, and easy to apply.

They've long since been proved the most reliable, perfect and longest-lasting kind to be found.

With them in stock you're certain of satisfied customers and increased business.

The Metallic Roofing Co., Limited

TORONTO MONTREAL WINNIPEG

NOVA SCOTIA MARKETS

HALIFAX, April 7, 1903.

THE hardware trade, which has been remarkably strong since February 1, continues to be very active in nearly every line. The greatest activity, however, is shown in the business done in outfitting the fishermen for their season's work. A very large number of vessels find it very convenient to come here for their outfitting and do their business direct with the firms specially dealing in their lines. This business is now about over, and other lines will have to be worked on if the general activity continues. Besides the outfitting here, considerable orders were previously shipped to dealers on the south shore, where considerable outfitting was done at the various home ports—Liverpool, Lunenburg, Clarke's Harbor, etc. In the summer season considerable of this trade goes to St. John, but at this season there is easier communication with Halifax.

* * *

An advance of 10 per cent. is reported on a number of lines of haying tools and farmers' implements. The travellers on the road have booked considerable orders in these lines, and a good business is expected this season as the time works round for the provincial dealers to stock up. There is evidence, however, that there will not probably be as great a sale in these lines as last season. Money is not so plentiful as it should be, and no doubt the drainage of the country through the "stock slump" partially accounts for this. Provincial dealers are conservative in their orders, and this idea suits the wholesalers.

* * *

Turpentine and linseed oil are still firm at the high prices previously quoted, and there has been a corresponding advance in paints and varnishes. There is not likely to be any easier feeling in these for the present, and contractors are complaining that the high prices will materially affect the value of contracts entered into last fall before the advances took place.

* * *

Builders' material is still in heavy demand and as spring opens up it is found that very few of the building operations throughout the province, planned during the winter, have been called off, and the trade in all lines of building materials will be quite as good for the season as has been anticipated from the reports sent in by the various travellers on their early trips of the year. Spring has opened up early and building operations in Halifax are in full swing, creating an unusual demand, both for the wholesaler and the retailer.

* * *

This is also the season when householders commence to brighten up their homes and premises, and the retailers of tinned paints, varnishes, brushes, glass, putty and other sundries report a good trade even this early in the season. The hardware men who handle bicycles, sporting (athletic) goods, etc., are doing a fair trade, and there has been the usual general demand for fishing gear.

R. C. H.

ADVANCE IN POCKET CUTLERY.

Owing to a large increase in the price of pearl, the principal English and German manufacturers have been forced to raise the prices on their pocket cutlery with pearl scales. The price of pearl scales has advanced all the way up to 33 1/3 per cent., and that even at these price scales are hard to procure, as the supply seems to be limited. In consequence of this a number of increases on pearl scale knives have taken place, and these advances average between 5 and 10 per cent.

MANITOBA MARKETS.

Winnipeg, April 7, 1903.

TRADE is good in all lines and shipments of spring stock are now well forward. There is a good inquiry for bluestone for treating seed grain. The only change in the whole hardware list is the advance of 5c. on Champion scales on which the discount is now 45 per cent.

In paints, oils and glass, the interest of the week is the enormous advance in turpentine. The advance is 6c. per gallon, making the price $1.03 for barrels and $1.08 for less than barrel lots.

We quote :

Barbed wire, 100 lb	$3 25
Plain twist	3 25
Staples	3 65
Oiled annealed wire ... 10	3 42
" ... 11	3 48
" ... 12	3 56
" ... 13	3 66
" ... 14	3 76
" ... 15	3 91

Annealed wires (unoiled) 10c. less.

Horsenails, 40 per cent. discount.

Horseshoes, iron, No. 0 to No 1	4 35
No. 2 and larger	4 20
Snow shoes, No. 0 to No. 1	4 60
No. 2 and larger	4 45
Steel, No. 0 to No. 1	4 45
No. 2 and larger	4 20

Cut Nails—		Wire Nails—	
2d 1 in	$4 10	1 in	$4 20
3d Fin. 1⅛ in	4 10	1⅛ in	4 20
3d 1¼ in	3 75	1¼ "	3 85
4d 1½ in	3 50	1½ "	3 60
5d 1¾ in	3 50	1¾ "	3 60
6d 2 in	3 40	2 "	3 50
8d 2½ in	3 25	2½ "	3 35
10d 3 in	3 20	3 "	3 30
20d 4 in	3 15	3½ "	3 25
30d 4½ in	3 10	4 "	3 20
40d 5 in	3 10	4½ "	3 20
50d 5½ in	3 10	5 "	3 20
60d 6 in	3 10	5½ "	3 20
		6 "	3 20

Bar iron, $2.70 basis.
Swedish iron, $4.75 basis.

Sleigh shoe steel	2 85
Spring steel	3 25
Machinery steel	3 50
Tool steel, Black Diamond, 100 lb	8 50
Jessop	13 00
Sheet iron, black, 10 to 20 gauge, 100 lb.	3 50
18 to 22 gauge	3 75
24 gauge	3 90
26 gauge	4 00
28 gauge	4 10
Galvanized Iron, American, 16 gauge	4 00
18 and 20 gauge	4 00
22 and 24 gauge	4 50
26 gauge	4 50
28 gauge	4 75
30 gauge	5 00
Extra sheets, 36 in. wide an advance of 25 p.c. per 100 lb.	
Apollo 10¾ oz	5 00
28 gauge	4 75
26 "	4 50
24 "	4 50
22 gauge	4 50
20 and 81 gauge	4 25
16 gauge	4 00
Queen's Head, 24 gauge	4 75
26 gauge	5 00
28 "	5 25
Genuine Russian, per lb	11
Imitation " "	07
Tinned, 24 gauge, 100 lb	8 00
26 gauge	8 25
Tinplate, IC charcoal, 20 x 28, box	10 00
" IX "	12 00
" IXX "	14 00
Ingot tin	33
Canada plate, 18 x 21 and 18 x 24	3 25
Sheet zinc, cask lots, 100 lb	7 00
Broken lots	7 50
Pig lead, 100 lb	5 00
Wrought pipe, black up to 2 inch	50 an 10 p.c.
" Over 2 inch	50 p.c.
Rope, sisal, 7-16 and larger, basis	$11 25
Manila, 7-16 and larger, basis	14 75
Solder	20
Axes, chopping	$7 50 to 12 00
" double bitts	12 00 to 18 00
Bluestone	5 75
Screws, flat head, iron, bright	87½
Round " "	82½
Flat " brass	80
Round " "	75
Coach	65 p.c.
Bolts, carriage	50 p.c.
Machine	50 and 5 p.c.
Tire	60 and 5 p.c.
Sleigh shoe	65 p.c.
Plough	40 p.c.
Flat head stove	60 and 5 p.c.
Round head	60 and 5 p.c,
Elevator	60 p.c.
Rivets, iron	50 p.c.
Copper, No. 8	32
" No. 12	36
Coil chain, 3-16 inch	10½
" ¼ inch	8¼
" 5-16 inch	5½
" ⅜ inch	5¼
" 7-16 inch	5
" ½ to ¾ inch	4¾
Spades and shovels	40 and 5 p.c.
Harvest tools	60 p.c.
Axe handles, turned, s. g. hickory, doz.	$2 50
No. 1	1 50
No. 2	1 25
Octagon extra	1 75
No. 1	1 25
Files common	70, and 10 p.c.
Diamond	60
Ammunition, cartridges, Dominion R.F.	50 p.c.
Dominion, C.F., pistol	30 p.c.
" military	15 p.c.
American R.F.	30 p.c.
C.F. pistol	5 p.c.
C.F. military	10 p.c. advance.

Loaded shells :

Eley's soft, 12 gauge black	16 50
chilled, 12 gauge	18 00
soft, 10 gauge	21 00
chilled, 10 gauge	23 00
Shot, Ordinary, per 100 lb	6 00
Chilled	6 50
Powder, F.F., keg	4 75
F.F.G.	5 00
Tinware, pressed, retinned.	70 and 10 p.c.
" " plain	75 and 2½ p.c.
" pieced	
Japanned ware	37½ p.c.
Enamelled ware, white	45 p.c.
" Famous	50 and 10 p.c.
" Imperial	50 and 10 p.c.

PETROLEUM.

Water white American	26½c.
Prime white American	24½c.
Water white Canadian	24c.
Prime white Canadian	22½c.

SCRAP.

No. 1 cast iron	$20 to $21 per ton.
No. 2 "	8 "
Wrought iron scrap	5 "
Copper (heavy)	7c. per lb.
Yellow brass (heavy)	7½c.
Light brass	5c. to 6c. "
Lead pipe, or tea lead	2c. to 2½c. "
Zinc scrap	1c. "

PAINTS, OILS AND GLASS.

Turpentine, pure, in barrels	$ 1 03
Less than barrel lots	1 08
Linseed oil, raw	66
Boiled	69
Lubricating oils, Eldorado castor	28½
Eldorado engine	27½
Atlantic red	33½
Renown engine	42
Black oil	19½ to 21½
Cylinder oil (according to grade)	55 to 74
Harness oil	56
Neatsfoot oil	1 00
Steam refined oil	85
Sperm oil	2 00
Pure castor oil, first pressure	10
Lubricating	10
Glass, single glass, first break, 16 to 25 united inches	2 25
26 to 40 ... per 50 ft.	2 50
41 to 50 ... " 100 ft.	5 50
51 to 60 ... " " "	6 00
61 to 70 ... per 100-ft. boxes	6 50
Putty, in bladders, barrel lots ... per lb.	2½
kegs ... "	2¾
White lead, pure ... per cwt.	6 00
No. 1 ... "	5 75
Prepared paints, pure liquid colors, according to shade and color, per gal.	$1.30 to $1.90

NOTES.

W. C. Bond, of Gladstone, is opening a branch at Plumas and has added a lumber business as a side line, having purchased the yard of Munro & Shirray at that point.

E. H. Briggs & Co., brushes and brooms, have purchased a warehouse site fronting on Adelaide street and in the rear of their present building. It is their intention to build a new broom factory and warehouse during the coming season.

Tenders are being called for the addition of two storeys to The McClary Company's building. This will give them five storeys and basement. It is not three years since they moved into their present quarters, and already they are seriously hampered for room.

One of the men who for the past 21 years have been connected with hardware and oil stove trade of the West, is J. Thompson Black, who, throughout that entire time, has been with The McClary Manufacturing Co. Mr. Black has accepted the position of office manager for Clare & Brodgett, who are the western representatives of Clare Bros. and The Metallic Roofing Co.

TRAVELLERS HAVE AN ORGAN.

The Commercial Traveller and Hotel News is the name of the new official organ of the N. W. C. T. A. The first number is well gotten up, well printed and a bright newsy little sheet. The publishers, Messrs. S. M. Fisher, and J. Evans, are both well known in the newspaper circles of the west and they have received many congratulations on their new venture. The paper will issue on the 10th of each month and will be devoted "to the interests of the commercial travellers of Canada". Already the travellers of the west have shown marked appreciation of the new sheet and the publishers have been successful in securing an excellent line of advertising.

PERSONAL MENTION.

Mr. Walter Grose, Montreal, sails from Boston on Saturday for England. He will spend some ten weeks visiting his childhood's home in Cornwall, and touring through the British Isles. He is expected back about the middle of June.

OBITUARY.

OTTO LAURSEN.

THE death of Mr. Otto Laursen is announced from Vancouver. Mr. Laursen has been travelling in California for his health, but no benefit accrued and consumption claimed him. He was a son of Mr. J. U. Laursen, of Mount Pleasant, and had carried on the plumbing business for several years in Vancouver.

J. A. WEBSTER.

There passed away recently in New Westminster, B. C., one of its oldest pioneers, John Alfred Webster. Mr. Webster was born in Wellingborough, Northamptonshire, England, in 1838 and came to British Columbia in 1861. In his early days he was a merchant but later engaged in the sawmill business. Deceased was a director of the Westminster and Vancouver Tramway Company and the Westminster Slate Company.

GEORGE H. RICHARDS.

George H. Richards, a well known young business man of Halifax, N. S., and a member of the hardware firm of H. H. Fuller & Co., died very suddenly March 17th. Deceased for several years travelled for H. H. Fuller & Co. and after the death of Mr. Fuller was admitted into partnership. He was 39 years of age and unmarried. Pneumonia was the cause of his death.

SPECULATION IN NOVA SCOTIA.

This matter of stock speculation in Nova Scotia—and it may be somewhat the same elsewhere—has been carried to such an extent that Mr. Justice Weatherbe, of the Supreme Court, a week ago, in addressing the Grand Jury on a stock case that was come before them, severely condemned the whole business of speculating on margin. Nova Scotia's favorite stock for the last year or so has been Dominion Iron and Steel. Hundreds all over the province held anywhere from 10 to 100 shares on a ten point margin. Much of this stock was bought between 45 and 60. I know of one case of a party who put up his margin at 57 ; two weeks ago he had put up in all $25 more ; last week he was again called on, and on his ten shares has now put up $45 a share — nearly double what the stock could be bought for outright. It is estimated that of those who were thus speculating, one third dropped out when their first margin disappeared ; another third dropped out when a second ten dollar margin disappeared, while possibly one third or less would be able to margin up indefinitely or buy out the stock. That the loss in this respect throughout the province has been enormous, and will seriously affect the business of the coming summer cannot be doubted, nor can its extent be wholly estimated at present.

BETTER TELEPHONE SERVICE.

Douglas & Ratcliff, dealers in paper and paper bags, of West Market street, Toronto, on account of the large increase of city customers, have been compelled to instal an additional telephone, the number of which is 1375.

ELECTRICAL POWER FOR A SMALL MILL.

The experience of A. Bowen & Sons, Andrewsville, Ont., will be of interest to many Canadian manufacturers. This firm has a 100 barrel flour mill and a 75 barrel oatmeal mill, but for some time past the cost of motive power has been eating up their profits. After mature consideration it was decided to instal an electric plant at a suitable power near by and to make it capable of lighting the village of Kemptville, Ont., as well as operating the mill. Last week power was turned on, and although the circuit is 15 miles in length, everything has proved extremely satisfactory. Now the firm have cheap motive power and a revenue for supplying Kemptville with light.

DEPARTMENT OF RAILWAYS AND CANALS

TRENT AND CORNWALL CANALS.

NOTICE TO MANUFACTURERS OF AND DEALERS IN PORTLAND CEMENT.

SEALED TENDERS addressed to the undersigned, and endorsed "Tender for Portland Cement" will be received at this office up to 16 o'clock on Monday, the 6th April, 1903, for the supply and immediate delivery of 37,000 barrels, or any portion thereof, of Portland Cement, on the Trent and Cornwall Canals as per Specification.

Specifications and Forms of Tender and full information can be obtained by the parties tendering at the office of the Chief Engineer of Railways and Canals, Ottawa.

The Department does not, however, bind itself to accept the lowest or any tender.

By order,

L. K. JONES.

Secretary.

Department of Railways and Canals,
Ottawa, March 31st, 1903

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 2c. a word each insertion, cash in advance. Letters, figures, and abbreviations each count as one word in estimating cost.

SITUATIONS VACANT.

TINSMITH wanted — State experience and wages. N. B. Gerry, Blyth, Ont. f

TINSMITH wanted — One who can do plumbing, good wages to right man, steady job. Apply to S. L. McKay, Kingsville, Ont. f

MOULDERS — In a business increasing as rapidly as ours, there is always room for one more good moulder, steady work the year around, floor work only. The Wilkinson Plough Co., Toronto. f

MOULDERS wanted — A few good floor hands, steady work. Crowe Iron Works, Guelph. f

MACHINISTS — Six first-class lathe and vise hands, on engine work. John Inglis Co., Limited. f

WANTED — General blacksmith, also blacksmith's apprentice with one or two years experience; steady job. Address Wm. H. Humphries & Son, Walton. f

TINSMITH — Wanted at once good on shop and job work, state wages. Permanent job. Torrance & Kaufman, Almonte. f

TINSMITH — Wanted at once man of about four years' experience, strictly temperate, used to furnace work and eavestroughing, wages $2 per day for eight months, if satisfactory. Telegraph J. G. Rattray, Pipestone, Man. f

WANTED — Tinsmith, experienced hand, steady work; state wages. John Ritter, Millbank. f

TINSMITH — Wanted at once two or three years' experience, steady job to good man. Apply J. J. Metcalf, Shelburne, Ont. f

TINSMITH — Good furnace man, some knowledge of pipe fitting; good wages and steady work to good man. A. P. Brown, Morden, Manitoba. f

A few good live hardware merchants to act as agents for the sale of Wire Window Guards, Wire Cloth, Moulders' Riddles, Children's Cots, Bank and Office Railings, Ornamental Iron Fencing, Window Fixtures, Wire Work, Architectural Wrought Iron Work, etc.

The Geo. B. Meadows Toronto Wire, Iron and Brass Works Co., Limited. Established 1851.

117 King Street West, Toronto

FOR SALE.

GOOD brick carriage and blacksmith shops and lumber sheds; with ½ acre land in Uxbridge; doing good business for 20 years and surrounded by good farming community. Reasons for selling. Apply S. B. Todd [illegible]

POWER PLANT.

Elevating and Conveying Machinery for Coal and Merchandise. HEATING AND VENTILATING.

ALFRED J. STEVENS, Engineer and Contractor, Temple Building, Toronto.

TRADE IN COUNTRIES OTHER THAN OUR OWN.

PIG TIN HIGHER.

THE London pig tin market took an upward turn yesterday, recovering £1 2s. 6d., or nearly half of the previous day's decline by noon, but later made no further progress and closed quiet. In New York the disposition on the part of buyers to hold off was still marked and very little business was done. However, the close was steadier in sympathy with London advices, the closing quotations being 29.25c. bid and 29.75c. asked for spot to June. The Minneapolis arrived from London with 160 tons.—New York Journal of Commerce, April 8.

WIRE NAILS IN THE STATES.

Demand keeps up well, and the market is strong at present quotations. An outside mill have been quoting $2.05 as their lowest price for two or three weeks, and it is understood that they are sold ahead for two or three months. Improvement in delivery is noticed in so far as isolated cases of lost cars are not so frequent, but there does not appear to be much general improvement in shipments being received promptly.

LIVERPOOL TINPLATE TRADE.

The market continues firm. The inquiry during the week has been fully up to the average, and a very fair business all around has resulted for delivery over the next six months. Prices are well maintained; 14 by 20 Bessemer cokes have again been done at 12s., 12s. 1½d., and 12s. 3d. per box f.o.b. Wales, and are now quoted as follows: Bessemer steel, 12s. 1½d. to 12s. 4½d. per box; Siemens' steel, 12s. 3d. to 12s. 6d. per box f.o.b. Wales, with lights and crosses at the usual differences.—Iron and Coal Trades Review, March 27.

CUT NAILS HIGHER IN THE UNITED STATES.

At a meeting of the Cut Nail Manufacturers' Association held in Pittsburgh on Wednesday, March 25, the price of steel and iron cut nails was advanced 5c. per keg for April shipment. The market is firm and the demand is quite large. It is understood, says Iron Age, that a few of the larger cut nail manufacturers were opposed to any advance in prices, but some of the mills insisted that the present high prices for steel and fuel warranted an advance. We have revised quotations, and quote as follows: Steel cut nails $2.15, base, in carloads and $2.20 in less than carloads; iron cut nails, $2.25, base, in carloads and $2.30 in less than carloads, plus freight in tube rate book to point of destination, 60 days, less 2 per cent. off in 10 days.

MANUFACTURED IRON AND STEEL IN GREAT BRITAIN.

Although the advance in prices which has taken place in this branch of the iron and steel trades reversed the usual order of things, beginning in pig iron and extending to finished material, instead of following the opposite course, it appears to be substantially founded upon a real improvement of trade, and, far from showing any unfavorable signs, seems likely to continue. Several upward movements have been made during the past week, and in other directions, where there is no quotable change, there is a stronger feeling. The brighter prospects of the shipbuilding industry, and, consequently, of shipbuilding material, has resulted in the price of ship plates on the Tees being firmly maintained, and steel ship plates in that district are now at £5 15s. and iron ship plates are at £6 10s., less 2½ per cent. in both cases. In Scotland platemakers have advanced their quotations, and steel ship plates are now at £6 and boiler plates at £6 2s. 6d. to £6 5s. A steady trade is doing in bar iron. Scotch merchant qualities are now quoted at £6 2s. 6d. to £6 5s. for ordinary brands and angle iron and £6 8s. 9d. to £6 12s. 6d. for selected, all f.a.s. Glasgow.—Iron and Coal Trades Review, March 27.

PIG IRON DEPRESSED.

The influence of the recent reduction in prices on Southern foundry pig iron for delivery during the last half of the year seems to become more pronounced in the matter of unsettling the confidence of buyers and inducing them to withhold orders. Added to this, cable advices of a considerable decline in the English markets within the past few days has created a fear that foreign sellers will seek an enlarged outlet for their product here by cutting under the reduced prices of the American furnaces. The market is reported to be very dull and the tone as easy. Advices from the South, however, are to the effect that it is asserted by leading factors there that there will be no further reduction in prices. Supplies of iron available for spot delivery are small in this section and the furnaces are reported to be well sold up for the first half of the year, so that if deliveries are taken up promptly prices on deliveries in the first half of the year are not likely to change materially. It is generally understood, however, that the market is in a transitory state and that it will take time for the trade to accommodate itself to the changed conditions. The unsettled condition of the market for the base material is reflected in the uncertainty prevailing in the market for finished lines. The mills are reported to have a good deal of work in their books, but specifications are said to be rather slow and there is no difficulty in getting good deliveries on new business. But the demand, partly as a result of the labor situation, is not active and the market is held to be barely steady.

The downward movement in prices in the British iron market is becoming more pronounced. Late advices by mail state that while there is a considerable tonnage in pig iron to be shipped to this side on old contracts, few new orders are being received from the United States. Yesterday's closing prices on Scotch pig iron warrants in Glasgow were 2s. a ton below those at the close of last week, and 2s. 4d. lower than on March 30. In Middlesborough foundry iron the decline has been even greater within the past eight days, yesterday's quotation showing a decline of 3s. a ton since March 30.—N. Y. Journal of Commerce, April 8.

BINDER TWINE PRICES IN THE UNITED STATES

The International Harvester Co. announce the new schedule of prices for binder twine, effective April 1, f.o.b. Chicago, in less than carload lots, as follows:

	Cts. per lb.
Jute	8¼
Sisal	10½
Standard	10½
Standard manila, 550 ft	11¼
Manila	12
Pure manila	13

Carload lots ¼c. per lb. less.

April 1 had been the date set when the combined factories would announce prices. The majority of orders taken without price in the West, it is understood, called for April 1 as the date upon which the price was to be quoted, when if satisfactory to the buyers the orders were to stand. Thus the long wait for the announcement of prices is ended, and binder twine business can be carried forward intelligently.—Iron Age.

HAVE REMOVED THEIR OFFICE

The Montreal Rolling Mills Co., A. H. Hough, representative, and The Hamilton Powder Co., have removed their office from 56½ King street west to room 408 Temple Building, Toronto.

The Selling Qualities

Of our splendid range

The Imperial Oxford

make them the most desirable stock you can handle.

THEIR DIFFUSIVE FLUE CONSTRUCTION
FRONT DRAW-OUT GRATE
OVEN THERMOMETER
DRAW-OUT OVEN RACK

and other improved features, give them a quickly appreciated precedence over other ranges.

Housewives everywhere praise them enthusiastically.

Customers realize their superiority on sight—sales are easy.

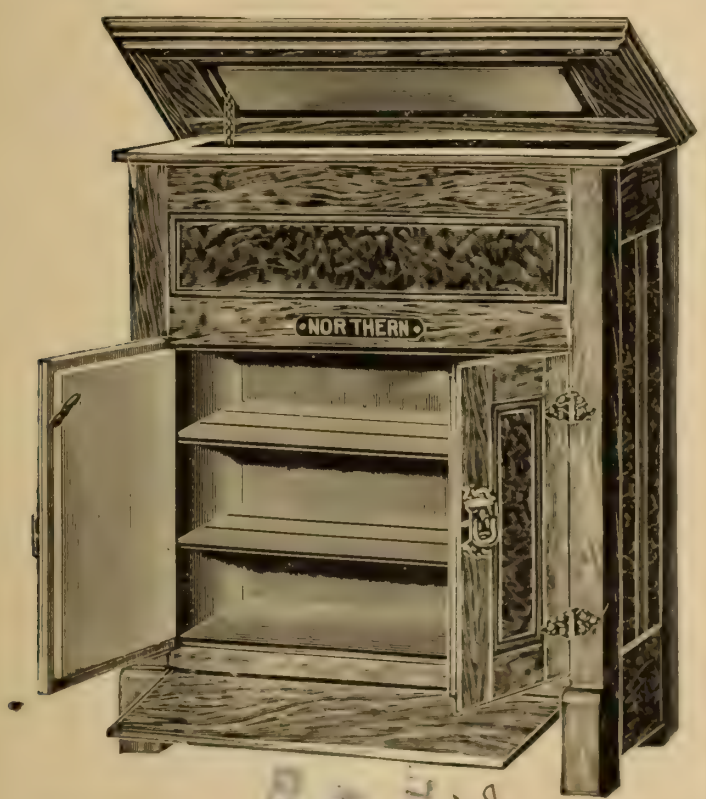
They're the popular range of Canada.

Send us your address at once.

THE GURNEY FOUNDRY CO., Limited

TORONTO. WINNIPEG. VANCOUVER.

THE GURNEY-MASSEY CO., LIMITED, MONTREAL.



REFRIGERATORS

The "Northern"

Dry Cold Air Principle

Hardwood, Antique Floor Finish, Zinc lined throughout, with improved galvanized iron shelves, raised panels, fancy brass locks and hinges, air space and insulated with paper and wood. No nails or edges. Showing single and double doors.

Catalogue and Prices on Application.

The Thos. Davidson Mfg. Co., Limited, Montreal.

PAINT, OIL AND BRUSH TRADES

LAKES AND ANILINE COLORS.

IN a paper on "The Chemistry of Well Known Colors," Dr. Max Lock gave the following information re lakes and aniline colors. "Brilliant pigments which are more or less transparent, and generally made from organic dyes, precipitated or mineral basis, are termed "lakes," and the oldest and perhaps best known of these lakes is carmine. Carmine has been known for three centuries. It is the coloring matter of the dried cochineal bug, which is precipitated with alumina. This coloring matter is practically an acid, which, combined with alumina, forms an alumina lake. Pure carmine is completely soluble in ammonia and is non-poisonous. In former years it was used to a very large extent as a decorative paint, but the aniline colors have practically driven it out. It is, however, used as a coloring matter for candies and syrups. The aniline lakes are all precipitated in much the same way as carmine, depending, however, largely on their chemical compositions. Some are treated with chloride of barium, some with tannic acid, some with lead salt and some developed.

When coal tar is distilled one of the first derivatives is known as benzole and is well described in the benzoin series. When this benzole is treated with nitric acid nitro-benzole is formed, and when nitro-benzole is again treated with iron in the presence of hydrochloric acid an aniline oil is then produced which is the progenitor of certain aniline colors. The subject of aniline colors is too vast for extended reference here. Many of them are acted upon by acids and alkalies, only to form different colors; some of them are developed and others are made by direct fusion and melting, and still others are made synthetically by low temperature in the presence of ice."

NEW METAL POLISH.

The Francis-Frost Co., Limited, Toronto, are placing on the market the "Canadian Militia" metal polish, which is recommended for general use by the permanent force in Canada. This polish can be used on all metal surfaces by applying with a soft cloth, then after drying, rubbing to a polish with a brush.

THE SUN VARNISH.

Owing to the great demand for the cabinet containing 10 gallons of Sun varnish, the Canada Paint Company have been forced to order the second supply. The cabinet is exceedingly handsome, and probably the finest ever issued for this purpose. Customers who have not already ordered will do well to order early, as when the incoming supply is exhausted no more will be issued, as this company is pushed for space for their heavy spring importations, which will arrive by the first steamers. The manufacture of Sun varnish will continue as long as the sun shines.

PAINT AND OIL NOTES.

Halifax painters are asking $12 per week, their former wages having been $10.

Kingston, Ont., journeymen painters have struck for $2 per day of eight hours.

The Winnipeg Paint and Glass Co., Winnipeg, are building a warehouse at the foot of Thistle street, Winnipeg. James McDiarmid is the contractor.

CREATING A DEMAND FOR GOODS

THE ground taken by "Hardware and Metal," that the paint and oil business can be largely extended by energetic pushing, that a demand for these lines can be created, is sustained by the following article from "Good Paint," published by John Lucas & Co., the Chicago paint concern: "A clever retail business man is one who knows how to create a demand for the goods he sells. Where his cleverness comes in is very plain. In every town and village there are from three to a half dozen dealers selling, we will say, practically the same kind of wares. But out of the whole number it is generally the case that one or two sell as much as all the rest together. These successful dealers have discovered the way to create a demand for their goods, and this is why they are successful.

The man who waits for the demand to be created for goods usually keeps on waiting, and nothing is truer than that a retailer who does not know how or makes no effort to attract the attention of people to his goods will, and is, finding himself greatly outdistanced by competitors and the pace too swift. And this is why advertising or, in other words, intelligent business publicity, is a subject progressive retailers to-day study closely at every opportunity. They study it in order that they may learn best how to create a demand for their goods. This demand once created, they know that the hardest part of their work is over in establishing a profitable business."

PAINT AND OIL MARKETS.

MONTREAL.

OWING to the sharp advance in chemicals there has been a jump in pure Canadian Paris green of three cents per pound, and our quotations have necessarily been changed to meet this advance. Paris green is not only used for the potato bugs, but a large quantity is consumed in spraying trees, and in this way the demand is yearly increasing. Quotations for linseed oil and turpentine keep remarkably steady, and there is no change to note in either of these staples. An excellent demand for dry colors is reported, and orders have been freely shipped for the last two weeks. Immense quantities of lead have left Montreal since April 1, and some very heavy booking has been made for May shipment. The recent advance does not seem to have checked the demand in the least. We quote as follows:

GROUND WHITE LEAD.—Best brands. Government standard, $5.25 to $5.50; No. 1, $4.52½ to $5.12½; No. 2, $4.65 to $4.75; No. 3, $4.27½ to $4.37½; No. 4, $3.90 to $4., all f.o.b. Montreal. Terms, four months, or 3 per cent. off for cash in 30 days.

DRY WHITE LEAD.—$5 in casks, and in kegs, $5.25.

DRY WHITE ZINC.—Pure dry, in casks, 6¼c.; in 100-lb. kegs, 6¾c.; No. 1, zinc, in casks, 5¼c.; in 100-lb. kegs, 5¾c.

WHITE ZINC (ground in oil)—Pure, 25-lb. irons, 8c.; No. 1, 7c.; No. 2, 6c.

PUTTY.—We quote: Bulk, in barrels, $1.60; bulk, in 100-lb. packages, $1.85; bladders, in barrels, $1.90; bladders, in 100 or 200-lb. kegs, $2.05; 25-lb. tins or irons, $2; 12½-lb. tins, $2.30. f.o.b. Montreal, Ottawa, Toronto, Hamilton, London and Guelph. Maritime Provinces, 10c. higher, f.o.b. St. John and Halifax. Three per cent. discount for cash in 30 days.

ORANGE MINERAL.—Casks, 7c.; 100-lb. kegs, 7¼c.; smaller quantities, 8¼c.

RED LEAD.—Genuine red lead, in casks, $4.50; in 100-lb. kegs, $4.75; in less quantities, $5.75 per 100 lb. No. 1 red lead, casks, $4.25; kegs, $4.50 and smaller quantities, $5.50.

LITHARGE.—Ground, casks, 5c.; less quantities, 5½c.; flake litharge, casks, $5.25; smalls, $5.75 per 100 lb.

A Good Guide

As the compass guides the sailor, so should the label and name on a tin of Paint, and the reputation of the firm that makes the paint, guide a discriminating buyer or user. You cannot find better Paint for outside or inside use than

"ARK Brand Paint."

SEND US A TRIAL ORDER AND BE CONVINCED.

THE FRANCIS-FROST CO. LIMITED TORONTO

Canadian Agents for Grippin's Crack Filler, and "Muresco" Wall Finish.

Canada Linseed Oil Mills LIMITED

MONTREAL.

Manufacturers of

"GUARANTEED PURE"

Raw and Boiled

LINSEED OIL

N. B.—We are on the market to buy good, sound, oak Linseed Oil, Turpentine, Varnish and Machine Oil Barrels.

McArthur, Corneille & Co.

MONTREAL

Glue and Gelatine

In extensive assortment, to suit all requirements.
WILL BE PLEASED TO SUBMIT SAMPLES AND PRICES.

MANUFACTURERS AND IMPORTERS OF . . .

White Lead, Oils and Colors, Prepared Paints, Window Glass, Varnishes, Etc.

SELLING AGENTS IN CANADA

For the GENUINE
Imperial French Green
of JOHN LUCAS & CO., PHILADELPHIA.

And CELEBRATED
English Varnishes
of CHAS. TURNER & SON, LONDON.

LINSEED OIL.—Raw, 1 to 4 barrels, 72c.; boiled, 62c.; raw, 5 to 9 barrels, 58c.; boiled, 61c. Terms, net cash in 30 days. Delivered in Ontario, between Montreal and Oshawa, at 2c. per gallon advance.

TURPENTINE.—Single barrels, 95c.; 2 to 4 barrels, 94c. Terms, net cash in 30 days.

BENZINE.—25 to 26c.

SHELLAC VARNISH.—Pure white, $2.35 to $2.45; orange, $2.25 to $2.35.

MIXED PAINTS.—$1.20 to $1.40 per gallon.

CASTOR OIL.—8¾ to 9¼c. in wholesale lots, and ½c additional for small lots.

SEAL OIL.—48 to 50c.

COD OIL.—35 to 37½c.

PURE CANADIAN PARIS GREEN.—Petroleum barrels, 16¼c.; per lb.; arsenic kegs, 16½c.; 50 and 108 lb. drums, 17c.; 25-lb. drums, 17½c.; 1-lb. packages, 18c.; ½ lb. packages, 20c.; 1 lb. tins, 19c.; ½ lb. tins, 21c.

PURE ENGLISH PARIS GREEN.—Petroleum barrels, 14½c.; arsenic kegs, 14½c.; 50 and 100 lb. drums, 15c.; 25-lb. drums, 15½c.; 1-lb. paper boxes, 16c.; 1 lb. tins, 17c.

TORONTO.

The demand for general lines continues brisk, the movement of prepared paints, varnishes and general sundries being extremely large. There is, however, not much doing in Paris green, turpentine or linseed oil. Spring orders for Paris green have been about covered and an advance of 2 to 3c. has been announced by Canadian manufacturers. The advance has not yet been followed by the local jobbers, some of whom have good stocks yet on hand. Turpentine is weakening at Savannah, a decline of 5 to 6c. being reported on that market. Yet, as turpentine of the new crop has not been offered here prices have not been changed locally. Linseed oil is also lower in London and weaker in the United States, but unchanged here. White lead is the strongest article on the list, the majority of dealers quoting an advance of 10 to 15c. this week. Other lines are unchanged. We quote:

WHITE LEAD.—Ex-Toronto, pure white lead, $5.00 to $5.25: No. 1, $4.62½ to $4.87½; No. 2, $4.25 to $4.50; No. 3, $3.87½ to $4.12½; No. 4, $3.50 to $3.75 in packages of 25-lb. and upwards; ½c. per lb. extra will be charged for 12½-lb. packages; genuine dry white lead, in casks, $5.02½.

RED LEAD.—Genuine, in casks of 560 lb., $4.75 to $5; ditto, in kegs of 100 lb., $5.25 to $5.50; No. 1, in casks of 560 lb., $4 to $4.25; ditto, in kegs of 100 lb., $4.25 to $4.50.

LITHARGE.—Genuine, 6 to 6½c.

WHITE ZINC.—Genuine, French V.M., in casks, $6 to $6.25; Lehigh, in casks, $6 to $6.25.

SHINGLE STAIN.—In five-gallon lots, 60 to 85c. per gallon.

PARIS WHITE.—90c. to $1 per 100 lb.

WHITING.—65c. per 100 lb; Gilders' whiting, 80c.

GUM SHELLAC.—In cases, 35 to 37c.; in less than cases, 40 to 42c per lb.

LIQUID SHELLAC.—Pure orange, in bbls., $2.30 to $2.40; white, $2.35 to $2.45 per gallon; in less quantities, 10c. extra.

GLUES.—Broken sheet, in 200-lb. bbls., 8 to 8½c. per lb.; cabinet glue, in bbls., 11½ to 12c.; emery glue, in bbls., 17c.; bookbinders', ground, 10½c.; finest American, white, 19c.; No. 1 American white, 15c. per lb.

PUTTY.—Bladders, in barrels, $2.10; bladders, in 100-lb. kegs, $2.25; bulk in barrels, $1.80; bulk, less than barrels, and up to 100 lb., $2.05; bladders, bulk or tins, less than 100 lb., $2.75.

PARIS GREEN.—Petroleum bbls., 13 to 15½c. per lb.; arsenic kegs, 13½ to 15½c.; 50 and 100-lb. drums, 14 to 16c.; 25 lb. drums, 14½ to 16½c.; 1 lb. packages 15½ to 17c.; 2 lb. packages, 17 to 18c.; 1 lb. tins, 16 to 18c.; ½ lb. tins, 17 to 19c.

PLASTER PARIS.—New Brunswick, $2 per barrel.

PUMICE STONE.—Powdered, $2.50 per cwt. in bbls. and 4 to 5c. per lb. in less quantity; lump, 10c. in small lots and 8c. in bbls.

LIQUID PAINTS.—Pure, $1.20 to $1.40 per gallon; No. 1, $1.10 per gallon.

BARN PAINTS.—65 to 70c. per gallon.

CASTOR OIL.—English, in cases, 8 to 9c. per lb.; and 9 to 10c. for single tins.

LINSEED OIL.—Raw, 1 to 2 bbls., 61c.; boiled, 64c.; 3 to 5 barrels, raw, 60c.; boiled, 63c.; 6 to 9 barrels, raw, 58c.; boiled, 61c. delivered. To Toronto, Hamilton and London, 2c. less. All quantities of 10 barrels and over of linseed oil sold only f.o.b., Toronto, Hamilton, London and Guelph.

TURPENTINE.—Single bbls., 95c.; 2 to 3 bbls., 94c. delivered; Toronto, Hamilton and London, 1c. less. For less quantities than barrels, 5c. per gallon extra will be added, and for 5-gallon packages, 50c. and 10-gallon packages, 80c. will be charged.

ST. JOHN.

In burning oil there continues to be a large sale, though season is late. There is no sign of any change from the present high prices. The active line is lubricating oil. The early business has been very large. The very firm market has caused larger orders than usual for early in the season to be placed. In paint and oils there is an increased sale. Linseed oil is low, but the high price of turpentine somewhat evens matters up. We quote: Petroleum, American water white, 22½c.; best Canadian, 21½c. prime, 20½c.; linseed oil, raw, 64c.; boiled, 67c.; turpentine, 95 to 96c.; cod oil 29 to 31c.

WINDOW GLASS

MONTREAL.

The local market shows a decided improvement during the past week and jobbers seem to think that the local sales during the coming season will be much heavier than a year ago, as contractors are of the opinion that there will be more building done in Montreal this year than for several years past. As yet no change has taken place in the prices. We quote as follows: First break, 50 ft., $2; second, $2.10 for 50 ft.; first break, 100 ft., $3.80; second break, $4; third break, $4.50; fourth break, $4.75.

TORONTO.

There is a good business doing, but nothing new as to prices has developed. We quote as follows: Star, under 26 in., $3.80; 26 to 40 in. $4; 41 to 50 in., $4.50; 51 to 60 in., $4.75; 61 to 70 in., $5; 71 to 80 in., $5.50. Toronto, Hamilton and London. Terms, four months, or 3 per cent., 30 days.

THE GREATEST SELLER

the paint trade has ever offered

"ANCHOR"

STRAW HAT ENAMEL

Quick-drying, will not wash, rub or chip off
We furnish a handsome framed card with each order.

Originators and Sole Manufacturers

HENDERSON & POTTS

Established 1874

HALIFAX and MONTREAL

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, AND COMPROMISES.

LOUIS Robuck, tinsmith, Gretna, Que. is offering to compromise at 35c. on the dollar.

Chartrand & Turgeon are curators for Leopold Leger, contractor, Lachine, Que.

H. C. Killins, general merchant, Dunnville, Ont., has assigned to C. S. Scott.

Gonzague Gagnon, general merchant, Thurso, Que., has effected a compromise.

The receiver is in charge of the general business of Young & Morrison, Thamesford, Ont.

The assignment of Ed. Paterson, general merchant, Hillsburg, Ont., has been transferred to Osler Wade, Toronto.

M. Daignault, general merchant, St. Etienne de Beauharnois, Que., is offering to compromise at 30c. on the dollar. cash.

Jacob Kellert has been appointed provisional guardian of the general business of George B. Reid, Glacefield, Que., and a meeting of the creditors will be held on April 11.

INCORPORATIONS AND CHANGES.

The Winnipeg Paint & Glass Co., Winnipeg, have been incorporated.

The Kettle River Lumber Co., Limited, Grand Forks, has been incorporated.

C. Finkleman, general merchant, Selkirk, has opened a branch at Emerson.

Arthur & Cote, general merchants, South Durham, Que., have been registered.

The L. Huel Co., Limited, general merchants, Findlay, have been incorporated.

Wm. Ansley, lumber merchant, Rondeau, has been succeeded by Ansley & Stewart.

Bain Engelvin, general merchant, St. Claude, has been succeeded by C. J. H. Arbez.

The Elk Lumber and Manufacturing Co. Limited, Fernie, B.C., has been incorporated.

Wm. C. Miller, lime, plaster, etc., Russell, Ont., has added sash and door factory.

L. Wood, agricultural implements and pool room, Russell, Ont., has added bakery.

Samuel Topley, lumber merchant, Rosebank, Que., has been succeeded by James H. Jones.

Francois David, hardware and grain merchant, St. Louis De Mile End, Que., is retiring.

H. W. Legare, general merchant, Labelle, Que., has opened a branch at L'Annonciation.

C. A. Laflamme, general merchant, L'Annonciation, Que., has been succeeded by H. W. Legare.

Elizabeth Hainault and Ernest Q Rondeau, Montreal, have been registered as sewer contractors.

G. T. Foules, agricultural implement merchant, Collingwood, Ont., has been succeeded by Archie McAllister.

PARTNERSHIPS FORMED AND DISSOLVED

F. A. Olmstead & Co., general merchants, Sutton, Que., have dissolved.

Patenaude & Langlois, general merchants, Stottsville, Que., have dissolved

Latange & Provencher, general merchants, Plessisville, Que., have dissolved partnership.

Hicks & Wilkin, agcl. implements, Balgonie, Man., have dissolved, and J. R Hicks continues.

Innisfail Hardware Co., Innisfail, have dissolved; C. F. Peterson retires, and P. T. Coulter continues.

May Bros., hardware merchants, Montreal, have dissolved partnership, and a new registration has been granted.

McCormick & McCarthy, general merchants, Blackville, N.B., have dissolved, and Thomas J. McCarthy continues.

SALES MADE AND PENDING.

Wm. Carter, general merchant, Minto, has sold out.

Edward Newley, hardware merchant, Holland, Man., has sold out.

Robert McDonald, sash and door factory, Russell, Ont., has sold out.

A. Mainer, confectioner, Toronto, has sold out to Hales & Dunlop.

David Irwin, general merchant, Elgin, has sold his stock to F. P. Jackson.

John Millet, crockery and tinware merchant, Sherbrooke, Que., has sold out to Jas. Thompson.

The general business of J. & E. A. Farr, Chilliwack, B.C., is advertised for sale; E. A. Farr deceased.

J. O. Bastien, general merchant, St. Leonard de Port Maurice, Que., has sold out and removed to St. Louis de Mile End.

The general stock of Blais & Proulx, St. Anne de la Pocatiere, Que., has been sold to Gaspard Rochette at 61 and one half cents on the dollar.

FIRES.

D. Conboy, mfr. carriage tops, etc., Toronto, suffered a slight damage by fire; fully insured.

DEATHS.

E. A. Farr, of the firm of J. & E. A. Farr, general merchants, Chilliwack, B.C., is dead.

The Berlin and Preston Street Railway have agreed to convert their line into an electrical railway.

EASTER

- 1903 -

"Her feet beneath her petticoat
"Like little mice stole in and out.
"As if they feared the light.
"But O, she dances such a way!
"No sun upon an *Easter Day*
"Is half so fine a sight."

SIR J. SUCKLING.

THE CANADA PAINT COMPANY, LIMITED,

Sincerely wish their many friends and customers

A HAPPY AND JOYOUS EASTER!

CHAT

CHAS Gough has purchased the blacksmith business of W. F. Johnston, Indian Head, N.W.T.

Charles F. Boyd, hardware merchant, Simcoe, Ont., who was taken suddenly ill recently, is able to be out again.

H. C. Holland, Carman, Man., has moved to Roland, where he will be in the employ of Mr. Mason, hardware merchant.

George Munn, manufacturer and retailer of tinware, 356 Spadina Ave., is gradually extending his business, and has lately put in a stock of hardware.

R. Chappell, of Fleming, has remodelled his hardware store in a way which adds to its inside appearance and allows a better arrangement of his heavy stock.

An entrance was made to Drysdale's hardware store, 645 Craig street, Montreal, by burglars last Thursday night and it is said that about $40 in cash was taken from the register.

E. M. Shildrick, formerly of the firm of Shildrick & Collver, hardware merchants, Waterford, Ont., is leaving that place to locate in Paris, where he has purchased the stock of L. D. Haney.

J. E. Ryan, who has been a member of the hardware firm of Skinner & Ryan, Pembroke, Ont., is now senior partner in the business, and the firm name has been changed to Ryan & Co.

The death of Mr. Joseph K. Dunlop, formerly engaged extensively in the shipbuilding industry, took place in St. John, N.B., on April 4th. The deceased is survived by a widow and three children.

Sergt. Jas. Pringle, of Stanley, N. B., who for some time has been employed with the firm of Douglas Bros., of that place, has accepted a position in Fredericton in the hardware store of Jas. S. Neill.

Mr. Anderson, has purchased the hardware business of B. Gerry, Goderich, Ont., and has added to this stock a good supply of up to date goods. Mr. Anderson was formerly employed with Mr. Gerry.

J. F. Black, who for 21 years has filled the position of cashier to the McClary Manufacturing Co., Winnipeg, has severed his connection with that firm, and has taken over the management of the local agency of the Clare Bros. Co., at Preston Ont.

Mr. Charles D. Waldon, of the J. F. Pease Furnace Co., Toronto, was in town this week, arranging the agency of the Pease furnace here, and has appointed Mr. G. Gerry, Wallace street, as their representative, where one of their Economy coal furnaces will be on exhibit.—Listowel Banner.

THE SUCCESSFUL MERCHANT

is the one who not only stocks with goods for which there is a demand, but sees well to it that his stock is kept well assorted. Church's Cold Water

ALABASTINE

is conceded to be **always wanted,** but at no time of the year is there so much of a hurry for it as in Spring and Fall housecleaning time.

To forget to order means loss of sales.

Trade lost because assortment of colors is not complete, is money thrown away. The dealer who does the business is the one who has the goods to hand out when called for.

Is your assortment complete? The trade supplied by wholesale hardware and paint dealers. Also by

THE ALABASTINE CO., LIMITED, PARIS, ONT.

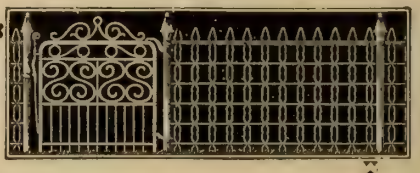
We have been in business for eight years, and have yet to hear of a single can of our paint being returned because of poor quality. This ought to be a recommendation for your customers.

The Globe Paint Co., Limited

422-424 Adelaide St. W., Toronto.

HARTMAN

Steel Rod Picket Fences



stand up erectly, preserve their alignment, are most attractive in appearance and permanently serviceable. Specially adapted to **Parks, Cemeteries, Schools, Churches, Lawns and Public and Private Enclosures.** Three sizes, five styles and seven heights of picket with ornamental posts and gates meet all requirements. Free catalogue and price list on application.

CUYAHOGA WIRE & FENCE CO., DEPT. W, CUYAHOGA FALLS, OHIO.

TRADE

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Nobles & Hoare,

CORNWALL ROAD STAMFORD STREET.

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Manufacturers of

HIGH-CLASS VARNISHES ONLY

Which can be obtained direct from the works or from the principal Color Dealers in Canada.

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PERFECTION WIRE CHAINS

"Every Link Guaranteed"

MADE IN
COW TIES,
HALTER CHAINS,
DOG CHAINS,
TRACE CHAINS,
HOBBLE CHAINS

Smoothest Strongest
HENCE THE
BEST MADE

SPREADER CHAINS and for STALL FIXTURES.

WE STAND BEHIND OUR GUARANTEE.

McKINNON DASH & METAL WORKS CO.,

ST. CATHARINES, ONT. Limited

FOR SALE BY LEADING JOBBERS.

THE "SUN" BRAND PORTLAND CEMENT.

We make only one quality and that the best. Ask us for quotations.

The Sun Portland Cement Co., Limited
OWEN SOUND

JAS. A. CLINE, Managing Director.

The FAIRGRIEVE GAS TOASTER

Retails at 25c. The only Toaster guaranteed to toast on gas, gasoline or blue flame oil stoves without taste or smell. Write for prices.

THE FAIRGRIEVE MAN'FG. CO.,
295 COLLEGE ST., TORONTO.
U. S. Branch: 289 Jefferson Ave., DETROIT.

"NOVO" Air-Hardening Steel

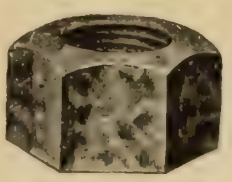
For High-Speed Lathes, Planers, Etc. Annealed for Milling Cutters, Reamers, Etc., without equal for universal use.

WILLIAM ABBOTT, Agent,
334 ST. JAMES ST., MONTREAL

"Pullman" Lawn Sprinkler

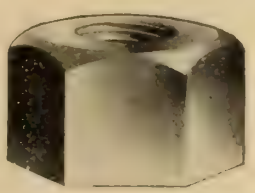
IS YOUR ORDER IN?
Send for Folder No. 14.

PULLMAN MNFG. CO.
Rochester, N.Y., U.S.A.



THE JOHN MORROW MACHINE SCREW COMPANY, Limited

Manufacturers of
Set and Cap Screws, Special Milled Work, Engine Studs, Etc. Cold Punched Nuts of every variety of finish.
INGERSOLL, ONT.



Cold Pressed NUTS

Finished, semi-finished and case-hardened. Send for Price List 1001. Special Discounts to the trade.

CANADA FOUNDRY COMPANY, Limited, 14-16 King St. E., Toronto

STEVENS

WE MANUFACTURE

RIFLES—PISTOLS—SHOTGUNS

THE FINEST LINE FOR THE RETAILER

YOUR JOBBER CAN SUPPLY OUR LINE | SEND FOR OUR LATEST CATALOGUES.

J. STEVENS ARMS & TOOL CO., Chicopee Falls, Mass, U.S.A.

HEATING AND PLUMBING

BUILDING NOTES.

WILLIAM YULE has secured a permit for the erection of a glass blowing factory at the corner of Guy and St Luke streets, Montreal.

S. B. Weber, Berlin, will erect eight or ten houses for rental, this spring.

An exceptionally busy season is expected by the large saw mills along the Ottawa river.

The Aleck Black Lumber Co. has purchased the property in stock of the Rat Portage Lumber Co.

A. O. Boehmer has purchased central property in Berlin, upon which he will erect large buildings.

J. J. Reilley & Sons, are erecting an office building on St. John street, Montreal, at a cost of $11,200.

The Hudson Bay Knitting Company, Montreal, are spending $10,000 on their new factory on Lagauchetierre street.

Strang & Co. will erect a new warehouse on Fort street, near Graham street. The building will be 120 x 35 ft.

E. Long, Orillia, intends building a brick addition to his foundry the coming summer, and is asking for tenders for the same.

The new building of the Eastern Townships Bank, corner of St. James and McGill streets, Montreal, will be eight storeys high.

The Capital Brewing Co., of Olympia, Wash., will erect in Vancouver this summer, extensive buildings for bottling and cold-storage purposes.

A new seven-storey building, to cost $54,000, is to be erected during the coming summer at the corner of St. Catherine and University streets, Montreal.

A SERIOUS GASOLINE EXPLOSION

An unfortunate accident happened at the general post-office, Melbourne, which resulted in the serious injury of three men employed on the sewerage connections. Owing to the impossibility of using live fires in the building, gasoline and kerosene stoves were used for the heating of wiping metal, etc. A gasoline stove, which had been in use for some time, was being lit by one of the assistants. The trap screw, through which the reservoir is filled, had been fitted with a leather washer, which soon became defective; and when the furnace was lit the gasoline ignited at this point. This was not at once attended to, as it should have been, and the heat generated at this point melted the solder of the reservoir, with the result that the gasoline in the reservoir ignited. A small bag was thrown over the furnace, but this unfortunately was removed in order to replace it with a larger bag. As soon as the bag was lifted the flames from the burning gasoline rose to the ceiling, and out through the windows and door, three workmen being severely burned. Another mishap, but fortunately of a less serious nature, occurred a few days later. Another small contract was being carried on at the same building and molten lead was used for fixing wrought iron brackets into the stone wall. A workman was melting old lead pipe in the large melting pot, and the pipe being wet outside, lifted the hot lead out of the pot on to several interested bystanders. Beyond some splattering of lead on to the clothes and faces of two men, no damage was done. The practice of putting old lead, especially pipe, into hot lead is very dangerous, particularly if the old pipe is not first heated.

PLUMBING AND HEATING NOTES.

Richards Bros., plumbers, Toronto, are overhauling their new premises at 500 Yonge street. Their shop will be a good one when finished.

Contract work has not yet opened up in Toronto as well as should be the case, owing to the labor troubles, but an improvement is expected within a fortnight.

M. Osborne, Brandon, Man., has the contract for installing heating systems in Christie's bookstore and in the "Times" office, and for overhauling the steam heating of A. E. Philip's residence.

James Greenway, plumber, having purchased the property, No. 370 King street, Toronto, has removed his business from the old stand on Dundas street, and can now be found at the above address, where he intends to carry on his business for the future.

The Beach Foundry Co., Limited, Winchester, Ont., capital $50,000; directors, B.C. Beach, J. W. Nesbitt, Salem Coons and Robert Hall, of Winchester, and M. H. Beach, of Iroquois; purpose to manufacture and sell stoves, furnaces and acetylene-gas-machines and to do general foundry and machine work.

BUILDING PERMITS ISSUED.

MONTREAL.

N. Brasseur, St. Etienne lane, two-storey dwelling, $2,000.

Arthur Spraggs, Aylwin street, two storey dwelling, $1,000.

Wm. Yuile, Guy street, four-storey clothing house, $30,000.

James Ross, McTavish street, alteration to dwelling, $1,500.

F. R. Branliem, Demontigny street, four three-storey buildings, $7,000.

Alfred Fanteux, Souvenir Ave., two three-storey dwellings, $6,000 each.

J. J. Reilley & Sons, St. John street, two-story office building, $11,200.

Emery Lesperance, Laval street, two three-storey dwellings, $4,000 each.

A. Beck & Co., St. Charles, Borromie street, alterations to factory, $2,000.

E. M. Renouf, corner St. Catherine and University streets, seven-storey building, $54,000.

F. A. Lacombe, M.D., corner Rachel and Sydenham streets, three-storey dwelling, $6,000.

Hudson Bay Knitting Company, alterations to building on Lagauchetierre street for their new factory, $10,000.

TORONTO.

John Falconer, residence, Woodbine avenue, to cost $2,000.

King Bros., residence Woodbine avenue, to cost $1,200.

R. B. Cromarty, residence, 1918 Queen street east, to cost $2,000.

R. S. Williams, three additional stories to store, 143 Yonge street, $3,000.

John O'Neill, jr., two-storey laundry, 187 and 189 Parliament street, $2,500.

Geo. T. Mitchell, residence, 266 St. George street; D. Roberts, architect; cost, $11,000.

W. R. White, residence at Queen's Park, near St. Albans street; G. W. Gouinlock, architect; cost $1,500.

Sun Fire Insurance Company, additional story to building, 15 East Wellington street; G. W. Gouinlock, architect; cost, $16,000.

COLD AIR FOR THE FURNACE.

The carefully tabulated results of a series of exhaustive tests made with the object of collecting reliable data on the rate of combustion and the velocity of

A. RAMSAY & SON, PAINT MAKERS

Write us. MONTREAL. Est'd. 1842.

INDELIBLO.

Read about this and learn of the Famous Cold Water Paint.

Indeliblo is a dry powder. It comes in a number of beautiful colors and a pure snow white. It only requires to be mixed with cold water to produce a splendid paint. **Indeliblo** is washable, sanitary, fire-proof, weather-proof and durable for interior and exterior on all kinds of buildings.

The white is splendid for lighting up dark corners shafts, alleyways, elevators and everything requiring a pure white. There's money in **Indeliblo.** Send for color card and particulars.

AGENTS:

A. RAMSAY & SON, - - - - MONTREAL
THE J. H. ASHDOWN HARDWARE CO., Limited, - WINNIPEG
McLENNAN, McFEELY & CO., - - - VANCOUVER

Makers

THE MURALO COMPANY, New Brighton, Borough of Richmond, New York.

Booth Copper Co., Limited

Cuts Copper and Brass

SHEETS—TUBES—RODS

to any size.

FULL STOCK ALWAYS ON HAND.
PROMPT SHIPMENTS.

The BOOTH COPPER CO., Limited

119-123 Queen St. East,
TORONTO.

THE AUER GAS LAMP

"Turns night-time into day-time"

NEW MODELS. LOWER PRICES.

We offer you the best made lamp on the market, built scientifically.

We offer you a lamp that will light your store for half the cost of kerosene.

We offer you a lamp that is safer than a coal oil one.

We offer you a lamp which you can sell at a good profit.

No. 25
100 Candle Power.

Do you want the Agency for it?

THEN WRITE FOR OUR CATALOGUE AND DISCOUNTS.

EVERY LAMP GUARANTEED.

AUER LIGHT CO., 1682 NOTRE DAME ST., MONTREAL.

air in furnace heating systems, would [illegible] to melt air according to a paper by W. G. Snow in "The Metal Worker." Dead it is advantageous to supply air at a low temperature, say 120 degrees in zero weather, rather than to heat the supply to a high temperature.

Of course, a greater volume of air is necessary at the lower temperature, but it tends to fill the room more evenly, whereas superheated air rises rapidly to the ceiling.

A source of annoyance in furnace heating systems is the control of the air supply, an insufficient supply causing injury to the furnace from overheating and an unwholesome air supply from the same cause. Happily a successful device for automatically controlling the cold air supply may now be applied to any furnace, which, combined with a temperature regulator, leaves little to be done by the attendant but to put on coal and remove ashes.

LONDON PLUMBING GOSSIP.

THE Stevens Manufacturing Co. has recently had some changes and is now controlled by other capital, but no change will be made at present in the style of the firm. Mr. A. W. Mann, for many years with The James Robertson Co., Limited, of Toronto, who, as mentioned by "Hardware and Metal" recently, has assumed the management, states that in conjunction with all lines now manufactured by the Stevens Co., a complete range of plumbers' supplies will be added, and everything will be up to date, and business will be energetically pushed. Mr. Mann also says the factory is very busy and working overtime at nights to overtake and keep up with orders.

A new manufacturing concern named the Empire Brass Foundry Company has been formed here with Thomas Stevens, I. R. Muhlinnick, and Geo. D. Trudell as directors. The old premises of J. Wright & Co., on Talbot, north of Carling street, are being utilized, and the necessary machinery plant will soon be completely installed, and operations begun.

Negotiations between the master plumbers and journeymen have been going on for the last two weeks to arrange the scale of wages and hours of labor. They have had several meetings, and prospects for an early settlement are good.

The master plumbers of the city are working hard to make it pleasant for all who may attend the provincial convention to be held in London on Good Friday, April 10.

W. H. L.

AN EXTREME OF UNIONISM.

The love that the union plumbers of Buffalo have for other plumbers is demonstrated by one of the demands which they have made on their employers. They insist that only members of the local union shall be employed by Buffalo master plumbers, no matter in what cities the master plumbers may do work. It would be only logical if the plumbers of other places were to ask where they came in. The Buffalo plumbers, not content with protecting themselves at home, would go much further and protect themselves abroad.

TORONTO PLUMBERS' MEETING.

The meeting of the Toronto Master Plumbers' Association on Monday evening was attended by nearly eighty members, President Ross occupying the chair. The association has several important matters under consideration at the moment, but nothing is yet ready for publication. The meeting closed with some new yarns by some of the older members.

NEW PRICES ON PLUMBING GOODS.

During the past week advances have been made in several lines.

The discount on malleable fittings, which was recently reduced from 30 per cent. to 20 per cent., has again been decreased, now being 15 per cent.

The discount on cast iron fittings has been lowered to 50 per cent. for all fittings but unions and nipples. The discount for unions is now 55 per cent. and on nipples, 60 per cent.

The discount on standard radiator valves, which has been 65 per cent., is now 60 per cent.

The general feeling is that prices on practicaliy all lines will continue stiff for some time to come.

THE PROVINCIAL CONVENTION.

According to all reports the convention of the Ontario Master Plumbers' and Steamfitters' Association at the Pythian Hall, London, Ont., on Friday and Saturday this week is to be a meeting to be remembered. Word has not been received from all local associations up to the time of our going to press, yet all answers, particularly those from Western Ontario towns, were enthusiastic and the attendance is likely to be large. Many of the supply houses will be represented at some of the meetings.

FROST AND ACETYLENE APPARATUS.

FROM The Acetylene Journal we reprint the following, by J. E. Strayer, Waterloo, Iowa, in reference to protecting acetylene generators from frost and thawing them out with safety when necessary:

"Without exception, I believe a dwelling house where acetylene will be used should have a cellar or frost-proof room, and there is where the generator should be placed. But it is not really necessary that such room should be perfectly frost proof. Generating apparatus will work at some degrees below freezing. In the generating chamber no harm can be done unless a cover of ice is formed thick enough to hold up the carbide, or that it might freeze hard enough that the expansion would burst the apparatus. In the bell a similar amount of cold would do no particular harm.

"Perhaps a recital of some experiences will give a clearer idea. About a year ago I set up an apparatus in an improvised hall where a farmers' institute was to be held in a room used for storing machinery. Unknown to myself the workmen had filled the generator and let the water remain for three days of the coldest weather of the season, and when I arrived just before the time of meeting I found that the apparatus was full of ice. But a few kettles of hot water poured into the bell and over the sides of the generating chamber put it in operation. There was an occasional hitch in the movement of the bell, which was fully accounted for when the apparatus was emptied after the close of the meeting and some chunks of ice were found in the bell, although it had all been dissipated from the generating chamber. Of course the continuous operation of a generator under such conditions would not be advisable, but this experience shows that considerable cold does little harm.

"During the past summer I had a generator in operation in the open, and kept it there until late in November. Frequently in the morning I found a heavy covering of ice around the bell, but after breaking the same with a hammer or loosening it with hot water, the apparatus worked perfectly. Whatever ice may have formed in the generating chamber did no damage. Occasionally it may be necessary to permanently place a generator where there is no protection from the cold. I have one such in a church where there is no fire from one week until the next. In this case there has been built a box around the apparatus large enough for the attendant to get inside. Such a box may be covered and lined with paper, or anything to make it warm, and it does not require much to make the small place frost proof. It should be remembered that at such times as the lights are on considerable heat is developed in the process of generation.

"Last fall I installed an acetylene plant in an all night restaurant, where conditions made it necessary to place the generator in an old building on the first floor and little protected from cold. But as the apparatus is in continuous use no ice has been formed to do any damage. I would therefore reiterate the statement that under ordinary conditions no trouble should be experienced from freezing where the generator is within a building. As acetylene is a 'fixed' gas and neither heat nor cold affects it, it does not matter how much the pipes are exposed, provided there is suitable provision for the drainage of condensation."

Hardware! Hardware!

To Lumbermen, Contractors, and Merchants **Of the Ottawa Valley**—Has it ever occurred to you that you could **Save a Profit** and get exactly what the **Trade Requires** by purchasing your supplies from

THOS. BIRKETT & SON CO., Limited, Wholesale Hardware Merchants, **Ottawa, Ont.**

EVERYTHING IN HARDWARE. P. S.—SEND FOR PRICES.

ATKINS HIGH-GRADE, CROSS-CUT **SAWS** ARE SUPERIOR TO ALL OTHERS IN MATERIAL, TEMPER, WORKMANSHIP, FINISH AND CUTTING QUALITIES.

OUR VICTOR, TUTTLE TOOTH AND SEGMENT GROUND SAWS ARE THE FAVORITES IN THE CAMPS

E. C. ATKINS & CO., INCORPORATED.

LEADING MANUFACTURERS OF HIGH-GRADE, CROSS-CUT, HAND, BAND, CIRCULAR, HACK, BACK, WOOD AND SMALL SAWS OF ALL KINDS.

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Lucas Greens

are clear, fresh, brilliant, and exceptionally the best in fineness of texture, body, or covering capacity and durability.

They're acknowledged as the "Old Reliable" throughout the United States, Canada and the West Indies.

Beware of counterfeits. None genuine without the Lucas brand stamped in the head of every package. Dry and in oil.

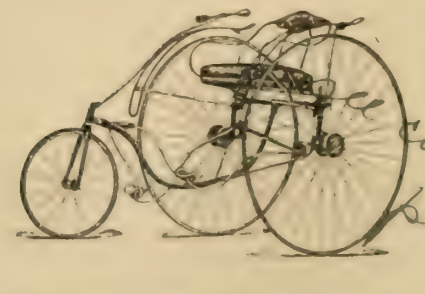
Write to-day for Samples and Prices.

JOHN LUCAS & CO.

Paint, Varnish and Color Manufacturers

New York Philadelphia Chicago

Children's Wheel Goods



The special features of our new line of Steel Box Wagons, Velocipedes and Tricycles are fully explained in our

"SPRING GOODS" CATALOGUE.

Write for it.

NERLICH & CO.,

146-8 Front St. West, Toronto, Ont.

(OPPOSITE UNION STATION).

INDUSTRIAL GOSSIP

The Canadian Pacific Co. will build shops at Nelson, B.C., for the repairing of rolling stock on the Crow's Nest Pass line, and the different branches.

The Rand Evans Co., Sherbrooke, Que., have leased the Sherbrooke stove foundry, which they will operate. Mr. Evans will represent the firm on the road.

The strike of the six hundred men employed at the Collingwood steel shipbuilding yards has been settled; and the men have received an advance of 2½c. per hour.

A big strike movement is hovering over Hamilton. The moulders of that city are demanding an increase in wages of 10 per cent. all round, and they have been refused point blank.

It is possible that the Montreal shipping companies will have serious labor trouble this spring. The ship laborers are completing an organization with the purpose of asking considerably higher wages.

Wm. Broomall proposes to invest $15,000 in the Cream Separator Factory at Durham, Ont., and to employ thirty workmen if the town will grant him a free site, tax exemption for ten years and a loan of $7,000.

The Canadian Pacific Railway Company have placed a contract for 50 new steel bridges with the Canada Foundry Co. The contract price is a very large one and means the employment of a big staff of Toronto workmen.

The employes of the Canadian Bridge Co., Walkerville, Ont., have struck for higher wages. The firm was so busy that they asked the men to work overtime whereupon they immediately asked for an all round advance of 10 per cent.

M. G. Lonner, Montreal, representing several German steel manufacturers, states that ten steamers will leave Antwerp and Rotterdam for Canada during April with cargoes of billets, structural steel, steel sheets, axles, hooks and hand rails.

Wm. Coyne, traffic manager of the Dominion Coal and Steel Company, Halifax, has resigned to accept a position as traffic manager of the Clergue system at Sault Ste. Marie. J. R. McIsaac, at present assistant traffic manager, will likely succeed Mr. Coyne.

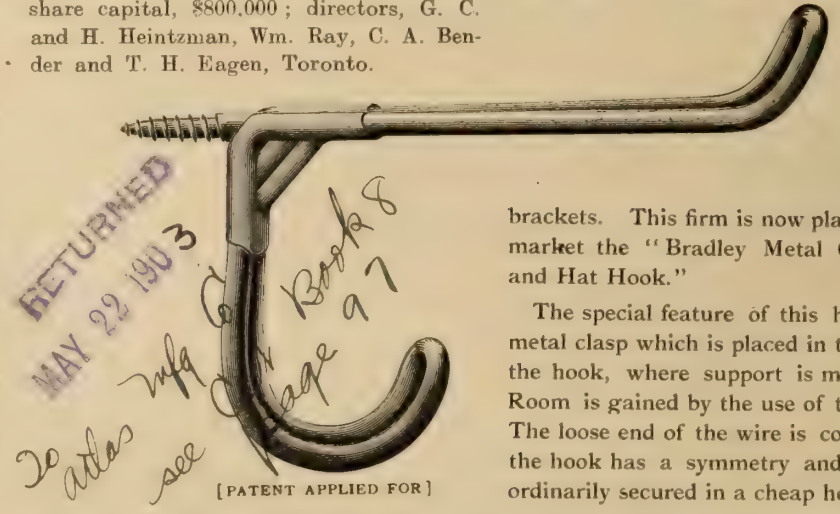
It seems that the industries in Perth, Ont., are booming just now. The employes at the car shops, at the woollen mills, at the Fay knitting mill, at James & Reid's machine shops and at James Bros'. foundry are all working overtime in order to fill all orders.

A meeting of the shareholders of the Walkerton Binder Twine Company was held recently at which a thorough investigation of the company's business was made. It was agreed that the business was far from being a failure. A vote of confidence in, and loyalty to, the present directorate was unanimously carried.

The present conditions would warrant the establishment in Canada of a large works for the manufacture of freight cars of all kinds. The Grand Trunk Railway has placed an order with the American Car & Foundry Company, of New York, for 500 freight cars for early delivery. Such an order should never have been sent outside the Dominion.

NEW COMPANIES INCORPORATED.

Heintzman & Co., Limited, Toronto: share capital, $800,000; directors, G. C. and H. Heintzman, Wm. Ray, C. A. Bender and T. H. Eagen, Toronto.



The Canadian Broom Co., Limited, Ottawa; capital, $40,000; directors, T. H. Blow, T. F. Sullivan, W. J. Usher, J. D. McCann, W. N. Condell, all of Ottawa.

The Hanover Portland Cement Co., Limited, Hanover, Ont., capital, $500,000; directors, Daniel and Joshua E. Knechtel, James Henry Adams, Henry Peppler and Jacob Stadelbauer Knechtel, all of Hanover.

The Erie Oil Co., Limited, St. Thomas, Ont.; capital, $100,000; directors, C. F. Maxwell, R. J. Miller, G. K. Crocker, F. N. Griffin and S. Chant, J. Fulton, D. A. McKillop, J. H. Coin, of St. Thomas; purpose, to prospect for and sink oil wells.

Fader's Screwless Doorknobs, Limited, Orillia, Ont.; capital, $100,000; directors, Silas Fader, R. J. Sanderson, R. H. Montgomery, T. H. Sheppard and Thos. Vennar, of Orillia, Ont.; purpose, to manufacture and sell doorknobs, locks, builders' and other hardware.

The Princess Royal Gold Mining Co., Rothesay, N.B., capital, $1,250,000; directors, Hon. A. I. Trueman, James Robinson, Hon. Wm. Pugsley, Wm. H. White and Wm. A. Ewing, of St. John, N.B; purpose, to purchase and acquire mines, mining areas, licenses and leases, also to carry on a business as general merchants and traders.

The Grand River Metal Works Co., Limited, of Galt, Ont.; capital, $40,000; directors, J. E. Wescott and George Hancock, jr. This company will manufacture hardware specialties of various sorts, which are now, as a rule, imported from the United States. Some intricate and costly machinery is being installed in their new factory. At present carpet stretchers are being turned out.

NEW COAT AND HAT HOOK.

THE Atlas Manufacturing Co., New Haven, Conn., have won an enviable reputation for their hardware specialties, particularly their steel shelf brackets. This firm is now placing on the market the "Bradley Metal Clasp Coat and Hat Hook."

The special feature of this hook is the metal clasp which is placed in the angle of the hook, where support is most needed. Room is gained by the use of this device. The loose end of the wire is covered, and the hook has a symmetry and finish not ordinarily secured in a cheap hook.

It will be noticed from the cut that the lower hook has a slight fulness at the back. This will strike the wood first as the hook is screwed in, and, being made of spring wire, will offer considerable pressure, and at some distance from the screw, thus providing a most practical device for keeping the hook in place.

There is also much less tendency to scratch the wood than in those hooks which bear first near the screw, or which are made rigid, offering no chance to spring. These hooks are made in three sizes: No. 15, japanned, $2.25 per gross; No. 25, coppered, $2.40, and No. 35, tinned, $3.40 per gross.

FRANK MILLER'S

HARNESS PREPARATIONS.

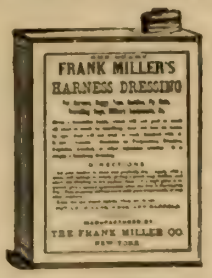
FRANK MILLER'S

HARNESS DRESSING

Recognized as

"THE STANDARD."

Produces a brilliant jet black gloss which will not peel or smut and to which dirt will not stick.



Frank Miller's

Harness Soap

Unrivaled for cleaning and softening Harness. Put up in cakes, pans, boxes and tubs.

FRANK MILLER'S

Harness Oil.

Preserves and softens the leather, thus adding life.

The highest quality of oil on the market.

"SOLARINE"

Strictly High-Grade **METAL POLISHES.**

A ready seller. Removes tarnish, rust and verdigris. Produces the highest and most lasting lustre on all metals. A trial convinces. Reliable hardware dealers wanted in each place as general agents.

WRITE TO-DAY

Solarine Depot: 62 George St., Toronto.

We are creating a demand to be supplied through the **REGULAR TRADE.**

Our line comprises :

Selkirk Fence Machines and Outfits, High-Grade Coiled and Plain Wires, and The Selkirk Patent Steel Gates.

Write for our catalogue and trade discounts.

Selkirk Fence Co., Welland, Ont.

"THE EMLYN" SAW BENCH

Made in 6 sizes. Best value obtainable. Specially designed for export. With or without "Emlyn" Patent Guard. Sole maker—

CHARLES D. PHILLIPS,

Cables—"Machinery," Newport. Emlyn Engineering Works, Newport, Mon., England.

ONTARIO SILVER CO.,

Limited,

NIAGARA FALLS, CANADA.

Manufacturers of **FLATWARE, CUTLERY and ELECTRO PLATE.**

Ask for our Catalogue and Quotations.

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Hardware and Metal Merchant.

Steward & Romaine Mfg. Co.

EXPANSION and TOGGLE BOLTS

For fastening all kinds of material to Brick, Stone or Cement.

124 North Sixth St., Philadelphia, Pa.

GALVANIZING

Our plant is modern, and capacity large. Prices O.K. Other branches

WINDMILLS, PUMPS, TANKS, FOUNDRY WORK ETC., ETC.

Ontario Wind Engine & Pump Co., Limited, 805 Atlantic Ave., Toronto.

STOVE BRICK

Fire Clay and Asbestos, Furnace Cement

All kinds of Fire Clay products made to order from patterns. Write for Price List.

JONES BROS., BRACONDALE, P.O., ONT. (NEAR TORONTO)

H. & R. SINGLE GUN AUTOMATIC AND NON-EJECTING.

12, 16 and 20 Guage. Steel and Twist Barrels

Superior in Design, Workmanship and Finish, and the most popular Gun on the Market.

Simplest "Take Down" Gun Made

HARRINGTON & RICHARDSON ARMS CO.

Also makers of H. & R. Revolvers.

Catalog on request. Worcester, Mass., U.S.A.

CHAS. P. CLARK, President. **JARED CHITTENDEN, Treasurer.**

...ESTABLISHED 1849...

BRADSTREET'S

Capital and Surplus, $1,500,000. **Offices Throughout the Civilized World.**

Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claim as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

Subscriptions are based on the service furnished, and are available only by reputable wholesale, jobbing and manufacturing concerns, and by responsible and worthy financial, fiduciary and business corporations. Specific terms may be obtained by addressing the Company at any of its offices. **Correspondence Invited.**

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HALIFAX, N.S. HAMILTON, ONT. LONDON, ONT. MONTREAL, QUE.
OTTAWA, ONT. QUEBEC, QUE. ST. JOHN, N.B. TORONTO, ONT.
VANCOUVER, B.C. WINNIPEG, MAN.

THOS. C. IRVING, Gen. Man. Western Canada, Toronto.

Established 1832. Cable Address. "Bliss."

MANUFACTURERS

Wood Turnings, Hand, Bench and other Screws Mallets, Handles, Vises Clamps, Tool Chests Croquet, Lithographs Wood Toys, Novelties

and also the celebrated

Wood's Patent Car Gate

For Street and Steam Railroad Cars.

The R. BLISS MFG. CO.

Pawtucket, R.I., U.S.A.

Canadian Representative: ALEXANDER GIBB, 13 St. John St., MONTREAL.

75 YEARS *ESTABLISHED 1825.* *75 YEARS*

THE OFFICE

DEVOTED TO THE OFFICE STAFFS OF BUSINESS ESTABLISHMENTS

OFFICE MANAGEMENT.

By W.N.H.

ONE of the most surprising facts that one meets in the management of the average retail hardware store, and indeed, the same applies to a great many other retail stores, is the sad need of a proper office arrangement and systematic management. The drummer can tell you into how many stores he goes where perhaps a small desk in the corner of the shop constitutes the whole "office" of the establishment. On it, besides a limited supply of poor writing material, will be found the books, which, in all probability, will tell what each credit customer owes, and nothing more. Even then, it is likely to waste the patience of a customer who wishes to pay his bill, to find his name and the amount he owes with an itemized account of the articles bought.

A file, in the shape of a single bent wire, will often be found to contain the entire correspondence for many months back. Letters, statements, quotations, copies of orders, and even invoices, will all be stored away on the same wire, regardless of date or alphabetical arrangement. And still this same man will often wonder why it is that he cannot put his hands on a letter or quotation of weeks ago, which, if he could find instantly, might be of vital importance in making a sale, if not in saving much of his valuable time and temper. Besides, it is unbusinesslike, and to be businesslike always pays in the end, even though one may not see returns for his trouble in the little things just at the time.

And still you will find men who will laugh at such ideas and say that a set of books, properly kept in balance, whereby a man can, at the close of his business year, tell to a cent his yearly profit, the expenses of every department, and his net gain since he last took stock, is all quite unnecessary. True, the merchant who knows the total value of his stock and his collectable accounts and deducts the amount of his liabilities, knows what he is worth, and in this way, from year to year, how much he has made or lost. But if he were able to carefully review a statement of the year's business, showing in what proportion his expenses were divided, and the profits yielded by each department of his store, he could very often regulate the management of the next year's business to far greater advantage.

Many will tell you that it is a waste of time and money to spend the price of a few "Shannon" or "Eclipse" files, and every few days take time enough to sort out the accumulation of papers into their respective places, so they can be found on a moment's notice, even to dates of years ago, long since put away in the binding cases. They say that such system is not necessary in the case of a retail business of average size. Certainly it would be hard to imagine anything approaching a wholesale business run on such lines But, if a large business needs care and system in the financial end of its management, why will it not also pay in proportion in the case of a smaller one?

Count up the expense of fitting up an office in which you can keep your business matters well and neatly arranged and your books kept on correct principles. It need not be expensive, for all the requisites can be purchased at comparatively small cost. You will find it to be a profit earning expense, and your constant satisfaction at knowing exactly where you are at any time will fully repay you for your trouble.

The merchant who runs his business on the principles of a larger one throughout, keeping, of course, his expenses in reasonable proportion, will succeed far quicker than he who aims low and then grumbles because his business does not increase. Whatever be the means employed, the schemes which will in the end produce profit, must come from the brain of the man who oversees, unless, perhaps, he uses the ideas of those who work for him, and the man who is too narrow-minded to see that he can make more by properly superintending the activities of others, but thinks he must do everything himself, without using his brain, is not likely to become a captain of industry or increase his own business to very large proportions.

VALUE OF COMMERCIAL EDUCATION.

THE principal of a Westmount, Montreal, school, has been making inquiries by circular as to the advantages to a student of a knowledge of typewriting and shorthand when entering upon a business career. Replies have been received from various leading business men, managers of banks, railway companies and other large concerns, all of which are to the effect that a knowledge of shorthand and typewriting would be of much value to a young man with a business career in view, and that, other things being equal, the beginner so equipped would probably command a larger salary than others. It is also stated that the school which pays most attention to the commercial subjects confers much more benefit on students of this kind than any other.

All the writers indicated also that as far as the Province of Quebec was concerned, one of the most important subjects should be the study of the French language. They state that the average French boy is better equipped for a commercial career than the average English boy, as, in most cases, the former understands both languages, which can seldom be said of the latter.

A CANADIAN INSTITUTION.

Incorporated under Canadian laws, with a purely Canadian directorate, the Canadian College of Correspondence is well entitled to the support of the young men of the Dominion. The faculty list includes the best of British and Canadian teachers, and the agricultural department is looked after by professors of the Ontario Agricultural College, Guelph. It is the only institution thoroughly preparing students for chartered accountant, civil service and insurance examinations, and the greatest care and attention are given to all branches of commercial education.

The list of correspondence students is already large, and it is worthy of note that the institution gives every promise of success.

Mr. Merchant

Don't you think it would pay you to have your printing and advertising done by a specialist in an up-to-date city office? Style and finish, that's it

1,000 Envelopes, $1.00. 1,000 Billheads or Statements, $1.50

WEESE & CO., 54 Yonge Street, TORONTO.

"All kinds of ideas for any kind of printing"

WHEN YOU STOP TO THINK

how much the success of your business and the comfort of your household depend on communication with others you will appreciate the fact that telephone service is worth a great deal more than it costs.

Metallic Circuit Service—efficient, rapid, constant.

The Bell Telephone Co. of Canada

FIRE AND BURGLAR-PROOF SAFES.

Great fires often cause ruination. Protect against what may come by buying a

CARY Fireproof Safe.

We are the only Importers and Dealers in Canada of the celebrated world-famous **Cary** Safes. The only safe sold in Canada where the filling is warranted not to depreciate; being a dry filling, will last a life time. No refilling required when you buy a **Cary** safe. See our seven-flanged, double underlocking, tongue and grooved door with asbestos packing, making them water and air tight. See our latest improved up-to-date Safes before buying. Catalogues and prices sent on application. Money saved by consulting

Ford & Featherstone,

IMPORTERS AND DEALERS,

10 John St., North, - HAMILTON, ONT.

SPARE TIME STUDY

will open the door to opportunity and success.

EDUCATE FOR BUSINESS

Chartered Accountants' (Inter Exam.	$35.00
Regular Commercial Course (including books.	38.00
Bookkeeping (including books	20.00
Arithmetic	12.00
Commercial Law	8.00
Penmanship	6.00
Business Correspondence	5.00

Courses may be paid for by the instalment plan. Write to-day for full particulars.

Address, **COMMERCIAL DEPARTMENT**

CANADIAN CORRESPONDENCE COLLEGE, Limited

Canada Life Bldg., TORONTO, ONT.

ESTABLISHED 1855

TAYLOR'S

DOUBLE TONGUE & GROOVE

SAFES

145 & 147 FRONT ST. EAST. TORONTO.

A Course in Advertising by Mail for

One Dollar

The most practical instruction possible to receive may be had by reading each issue of Impressions regularly. Live articles by the very best authorities. One dollar a year.

The Print Shop

St. Catharines, Ontario

OUR TRADE A MARK

AUER LIGHT MANTLES

LONGEST LIFE & BRIGHTEST

OUR TRADE A MARK

A COMPARISON

TRASH A cheap mantle gives a fair light for a few nights, then grows dim and shrinks up to a "wasp-waist" like this:

The "Wasp-Waist"

Cheap chemical.

This is caused by the cheap chemicals which the manufacturer used.

QUALITY A good mantle, which cannot shrink, made of the purest chemicals, is the only kind we put our trade mark A on. It guarantees you the best that is made and will satisfy your customers.

The Auer Light Mantle

Pure chemicals.

Lowest prices on mantles, shades, chimneys, globes and sundries.

Write us if you are ...

AUER LIGHT CO., MONTREAL

CATALOGUES, BOOKLETS, ETC.

STEVENS' RIFLE TELESCOPES.

THE J. Stevens Iron and Steel Co., Chicopee Falls, Mass., have issued a catalogue, showing their compre[illegible] range of rifle telescopes. This, they state is the largest and most complete line of telescopes they have yet shown and that while heretofore telescope manufacturers have not been able to furnish a telescope of merit for less than about $20.00, they are now placing the "Favorite" line on the market for $8, $9, and $10, and the "Ideal" line at $12 and $18, and are, moreover, prepared to furnish scopes fitted to rifles of any standard make, ranging in price from $8 to $40. This firm can also furnish scopes for pistols, etc., as noted in the catalogue they are now sending out. Hardware dealers can have a copy of this catalogue on request, also any electrotypes which they might desire for local advertising putposes.

MANN'S BONE CUTTER.

The F. W. Mann Co., Milford, Mass., are sending out to the trade an exceedingly attractive catalogue, showing the many different styles of green bone and vegetable cutters manufactured by them, and so well known to the trade. The catalogue is one that would be of much interest to poultry dealers and to hardware men, who supply the former with green bone, which is recognized as so valuable in the egg producing business.

IDEAL FEED MILLS.

The Stover Mfg. Co., Freeport, Ill., are sending out to the trade their annual catalogue, showing their feed mills, crushers, elevators, corn and cob mills, feed mill and horse power combined, and other valuable machinery for the farm. As this catalogue is artistically illustrated it would be a very useful one for hardware men selling these goods. A copy can be had on application by all readers of "Hardware and Metal."

EMPIRE CREAM SEPARATORS.

The increase of dairying throughout Canada has been such that the up to date farmer in many districts has found the cream separator an essential adjunct to success in his work. The Empire Cream Separator Co., Bloomfield, N. J., have gotten up a neat catalogue, showing in addition to the general appearance of their separator many illustrations, giving practically the details of every part or movement. Readers of "Hardware and Metal" should write for this.

A HARDWARE PERIODICAL.

The enterprise of Emerson & Fisher, St John, N.B., is abundantly shown by their publication from time to time of an illustrated periodical devoted to the lines of hardware, housefurnishings, kitchen utensils and labor-saving novelties, sold by that firm. It is an eight page paper, slightly larger than the pages of this paper and is entitled, "Household News." In the issue just to hand are illustrations of enamelled ware, cutlery, washing and ironing utensils, kitchen supplies, bathroom fixtures, mantels and tiles, oil stoves, lawn mowers and refrigerators, shown in a manner likely to win the attention of the buying public and to extend their trade.

THE QUALITIES OF SILOXICON.

A DESPATCH from Niagara Falls, N.Y., describes Siloxicon, which E. G. Acheson, of that place, recently compounded. "Siloxicon is," according to the despatch, "a compound of silicon, carbon and oxygen. It is not found in Nature; not a hint of it. It is a greenish white powder and it is formed in the electric furnace at the intense heat of 4,500 and 5,000 degrees. Its uses are manifold. It happens that just at this time the rapidly increasing uses of firebrick and refractory furnace linings demand something in the way of a substance that will withstand great heat and prove infusible far beyond what ordinary clays can produce. Siloxicon will supply this need.

"For 100 extensive uses manufacturers have wanted a material that should be insoluble metals, incombustible, neutral in slags and holding its shape under great heat. Siloxicon, from important tests, just fills the bill. Clay is not neutral to slags, and this being the case, the fireclays are acted on by the slags and become fusible, so that metal workers find great difficulty in its use. Siloxicon comes opportunely. It is cheap, it possesses all those qualities that a refractory lining should possess. No heat save that of the electric furnace, which gives it birth, produces any effect on it. It is self binding. It solves a dozen minor problems.

"Mr. Acheson discovered that just before his mass of sand and coke became carborundum it went into a peculiar form. Experimenting with this he so regulated a furnace that the product just stopped short of being carborundum. The substance thus formed is siloxicon.

"Its use promises to be enormous. Although self-binding and thus forming a substance that can be moulded into shape for crucible use, it is found that when mixed with a refractory clay it gives much better results. This introduces Mr. Acheson's otner discovery, which is considered of very far-reaching effects.

While investigating the subject the use of straw by the Egyptians was thought of. It has been generally believed that this straw was used to bind the bricks together. Mr. Acheson treated clay with an extract of straw and found that the bricks made from it were wonderfully strong. The patent he has obtained is for the treating of clay with tanning substances. Tests show that clays thus treated possess about 50 per cent. higher tensile strength than clays not so treated, that they shrink less and that the plasticity of the clay is greatly increased. Practically, the discovery affects the clay and pottery interests of the whole world.

"Tests have been made to show that brick made of clay thus treated and dried at an ordinary temperature is stronger than bricks expensively burned in a furnace."

American Sheet Steel Company
Battery Park Building
New York
Manufacturers of all varieties of
Iron and Steel Sheets
Black and Galvanized
Plain and Painted
Flat, Corrugated and
"V" Crimped

Apollo Best Bloom Galvanized Sheets
W. Dewees Wood Company's
Planished Iron
W. Dewees Wood Company's
Refined Iron
Wellsville Polished Steel Sheets

Representatives for Canada
E. & S. H. Thompson & Company
58 St. Sulpice Street
Montreal

THERE ARE OTHERS — BUT

—— BOKER'S LEAD

ASK YOUR JOBBER FOR QUOTATIONS.

CURRENT MARKET QUOTATIONS.

April 10, 1903.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

TIN.

Lamb and Flag and Straits 56 and 28-lb. ingots, 100 lb.	$33 00	$34 00

TINPLATES.

Charcoal Plates Bright.

M.L.S., equal to Bradley	Per box.
I C, usual sizes	$6 75
I X "	8 25
I X X "	9 75
Famous, equal to Bradley	
I C	6 75
I X	8 25
I X X	9 75
Raven and Vulture Grades	
I C, usual sizes	5 00
I X "	6 00
I X X "	7 00
I X X X "	8 00
D C, 12½x17	4 50
D X	5 25
D X X	6 00

Coke Plates Bright.

Bessemer Steel	
I C., usual size, 14x20	4 00
I C., special sizes, base	4 50
20x28	9 00

Charcoal Plates Terne

Dean or J. G. Grade	
I.C., 20x28, 112 sheets	8 50
IX., Terne Tin	10 50

Charcoal Tin Boiler Plates

Cookley Grade	
X X, 14x56, 50 sheet bxs. } " 14x60, " } " 14x65, " }	7 00

Tinned Sheets.

72x30 up to 24 gauge	8
" " 26 "	8 50

IRON AND STEEL.

Common bar, per 100 lb.	....	2 05
Refined " "	....	2 45
Horseshoe Iron "	....	2 40
Hoop steel, 1½ to 3-in. base	....	2 90
Sleigh shoe steel, "	....	2 10
Tire steel	2 30	2 50
Reeled machinery	...	3 00
Toe calk steel	2 85	3 00
T. Firth&Co.'s tool steel, per lb	0 12½	0 13
Jessop's tool steel	...	0 14
[illegible]ton's tool steel	0 12½	0 13
Black Diamond and "B C." tool steel	0 10	0 11
Chas. Leonard's tool steel	0 08	0 09
Park's "Silver" tool steel	0 12	0 14
" " Special"	0 15	0 20
Jonas & Colver's tool steel	0 10	0 20
" "Air Hardening"		0 70
Drill steel, per lb	0 08	0 10

BOILER TUBES.

	Per foot
1½, 1¾ and 4 inch	0 09
2½ in	0 16
3 in	0 13
3½ in	0 16
4 in	0 31

STEEL BOILER PLATE.

¼ in	2 50	2 60
3-16 in	2 60	2 70
⅜ in and thicker	2 50	2 60

BLACK SHEETS

	Com.	D.Fl.
10 and 12 gauge	2 55	2 75
18 gauge	2 85	3 00
20 "	2 85	3 00
22 to 24 gauge	2 95	3 25
26 "	3 05	3 50
28	3 15	...

COPPER WIRE.

Discount, 50 per cent.

CANADA PLATES.

All dull, 52 sheets	2 90	3 00
Half-polished	3 00	3 10
All bright	3 75	3 85

IRON PIPE.

Black pipe	Per 100 feet.	
⅛ inch	3 00	3 25
¼ "	2 30	2 40
⅜ "	....	2 65
½ "	....	2 85
¾ "	....	3 65
1 "	....	5 20
1¼ "	....	7 35
1½ "	....	8 95
2 "	....	12 55
2½ "	....	21 00
3 "	....	25 00
3½ "	....	32 00
4 "	....	38 50
4½ "	....	45 00
5 "	....	48 00
6 "	....	63 00
Galvanized pipe		
¼ inch	....	3 20
⅜ "	....	3 45
½ "	....	3 85
¾ "	....	5 00
1 "	....	7 20
1¼ "	....	10 05
1½ "	....	12 20
2 "	....	16 85

Malleable Fittings—Discount 15 p.c.
Cast Iron Fittings

On unions, 55 per cent.; on nipples, 60 per cent.; on all others, 50 per cent.

GALVANIZED SHEETS.

	G.C.	Comet	Bell.	Queen's Head
16 gauge	...	...	...	
18 to 24 gauge	4 05	3 75	3 75	4 05
26 "	4 25	4 00	3 90	4 25
28 "	4 50	4 25	4 05	4 50

American brands, $4 40 for 28 gauge.
Less than case lots 10 to 15c. extra.

CHAIN.

Proof coil, 3-16 in., per 100 lb.	..	.
" ¼ "	7 85	8 10
" 5-16 "	5 25	5 50
" ⅜ "	4 50	4 75
" 7-16 "	4 25	4 50
" ½ "	4 20	4 50
" 9-16 "	4 05	4 50
" ⅝ "	4 00	4 50
" ¾ "	4 00	4 50

Halter, kennel and post chains, 40 to 40 and 5 per cent.

Cow ties	40 p.c.
Tie out chains	65 p.c.
Stall fixtures	35 p.c.
Trace chain	45 p.c.

Jack chain, iron, single and double, discount 35 p.c.
Jack chain, brass, single and double, discount 40 p.c.

COPPER

Ingot.	Per 100 lb.	
Casting		14 50
Lake Superior		..
Bars.		
Cut lengths, round, ½ to ¾ in.	23 00	25 00
" round and square, 1 to 2 inches	23 00	25 00
Sheet.		
Plain, 14 oz., and light, 16 oz., 14x48 and 14x60	22 00	22 50
Plain, 14 oz., and light, 16 oz., irregular sizes	22 50	23 00
Tinned copper sheet	....	24 00
Planished		32 00
Braziers' (in sheets)		
4x6 ft., 25 to 30 lb. each, per lb	..	0 23
" 35 to 45 " "	..	0 22
" 50-lb. and above "	.	0 21

BOILER AND T K PITTS

Plain tinned, per lb	0 28
Spun, per lb	0 32

BRASS

Rod and Sheet, 14 to 30 gauge, 15 per cent.

Sheets, hard-rolled, 2x4	0 23
Tubing, base, per lb	0 23½

ZINC SPELTER.

Foreign, per 100 lb	6 25	6 50
Domestic " "	....	

ZINC SHEET

5-cwt. casks	6 25	6 50
Part casks	6 50	6 75

LEAD

Imported Pig, per 100 lb.	3 50
Bar, per lb	0 05
Sheets, 2½ lb. sq. ft., by roll	0 06¼
Sheets, 3 to 6 lb. "	0 06

NOTE.—Cut sheets ½c. per lb., extra. Pipe, by the roll, usual weights per yard, lists at 7c. per lb. and 30 p.c. dis. f.o.b. Toronto.

NOTE.—Cut lengths, net price, waste pipe 8-ft. lengths, lists at 8c.

SHOT.

Common, $6.50 per 100 lb.; chilled, $7.00 per 100 lb.; buck, seal and ball, $7.50. Discount, 15 p.c. Prices are f.o.b. Toronto, Hamilton, Montreal, St. John and Halifax. Terms, 3 p.c. cash, freights equalized.

SOIL PIPE AND FITTINGS

Light soil pipe, discount, 45 and 10 per cent.
" " fittings, discount 50 and 10 p.c.
Med. and Extra heavy pipe and fittings, dis. 55 and 10 per cent.
7 and 8 in. pipe, discount 45 and 10 per cent.

SOLDER.

		Per lb.
Bar, half-and-half, guaranteed		0 20
Bar, half and half, commercial	0 19	0 19½
Refined		0 19
Wiping	0 17	0 18½

ANTIMONY

Cookson's per lb	9 00

WHITE LEAD

	Per 100 lb.	
Pure	5 00	5 25
No. 1	4 62½	4 87½
No. 2	4 25	4 50
No. 3	3 87½	4 12½
No. 4	3 50	3 75
Monroe's Select Flake White		5 75
Elephant and Decorators Pure		5 25
Brandram's Genuine		6 50
" Decorative		6 00
" " No. 1.		5 50
"Monarch" brand		6 12½
Decorator's Pure		5 25
Essex Genuine		5 50

RED LEAD

Genuine, 560 lb. casks, per cwt.	$4 75	$5 00
Genuine, 100 lb. kegs, "	[illegible]	[illegible]
No. 1, 560 lb. casks, per cwt.	4 00	4 25
No. 1, 100 lb. kegs, per cwt.	4 25	4 50

WHITE ZINC

Extra Red Seal	0 06	0 08
No. 1	0 05½	0 07
No. 2	0 05	0 06

DRY WHITE LEAD

Pure, casks	5 25
Pure, kegs	5 75
No. 1, casks	5 00
No. 1, kegs	5 25

PREPARED PAINTS

In ¼, ½ and 1 gallon tins

Pure, per gallon		1 20
Second qualities, per gallon		1 00
Barn (in bbls.)	0 60	0 90
The Sherwin Williams paints		1 40
Canada Paint Co.'s pure		1 25
Toronto Lead & Color Co.'s pure		1 25
Sanderson Pearcy's pure		1 20
Standard Paint Co.'s "New Era"		1 30
"Globe"	....	1 30
" barn	60	70
The Francis Frost Co.'s "Ark" Brand		1 25
The Francis Frost Co.'s British Navy deck		1 50
Hollywood paste paint		1 40
" liquid paint		1 25
" floor paint		1 25
Henderson & Potts's "Anchor" Brand		1 35
Globe Paint Co.'s mixed		1 30
Globe Paint Co.'s barn and bridge	....	0 75

COLORS IN OIL

25 lb. tins, Standard Quality

Venetian red, per lb	0 03½	0 05
Chrome yellow	0 12	0 14
Golden ochre	0 07	0 10
French "		0 06
Marine black		0 04
Chrome green		0 10
French Imperial green		0 14
Signwriters' black		0 16
Umber	0 04	0 06
Sienna	0 04	0 07

COLORS, DRY

Common ochre, bbls	1 15	1 30
Yellow ochre (J F L S), bbls		2 00
Brussels ochre		2 00
Venetian red, bbl	1 50	[illegible]
English oxides, per cwt	3 00	[illegible]
American oxides, bbls	1 [illegible]	[illegible]
Canadian oxides, bbls	1 [illegible]	[illegible]
Super magnetic oxides, 93 p.c.	[illegible]	[illegible]
Burnt sienna, pure, per lb.		[illegible]
" umber, " "	[illegible]	[illegible]
Raw umber	[illegible]	[illegible]
Drop black, pure		[illegible]
Chrome yellow, pure		[illegible]
Chrome greens, pure, per lb.	[illegible]	[illegible]
Golden ochre	[illegible]	[illegible]
Ultramarine blue [illegible] boxes, per lb	[illegible]	[illegible]
Fire proof [illegible]		[illegible]
Genuine Eng. [illegible]		[illegible]
Mortar color, [illegible]	[illegible]	[illegible]
Pure Indian red, No. [illegible]	[illegible]	0 10
Whiting [illegible]	[illegible]	0 60
English vermilion [illegible]		0 85

BLUESTONE.

Casks, for spraying [illegible]	5 50
100 lb. lots, [illegible] per lb.	0 08

WADE & BUTCHER'S "SPECIAL" Razors

Are unequalled for quality and finish.

JAMES HUTTON & CO., - MONTREAL

Sole Agents for Canada.

PUTTY.

Bulk in bbls	1 70
Bulk in less quantity	1 95
Bladders in bbls	2 00
Bladders in kegs, boxes or loose	2 25
25-lb. tins	2 25
12½-lb. tins	2 50
Bladders in bulk or tins less than 100 lb.	2 50

VARNISHES.

In 5-gal. lots	Per gal.	Net.
Carriage, No. 1	1 50	1 60
Pale durable body	4 10	4 25
" rubbing	2 85	3 20
Gold size, japan	1 50	1 60
No. 1 brown japan	0 85	0 90
Elastic oak		1 50
Furniture, extra	1 10	1 25
" No. 1	0 90	1 00
Hard oil finish	1 35	1 50
Light oil finish	1 60	1 70
Damar	1 75	2 00
Shellac, white	2 40	2 50
" orange	2 30	2 40
Turpentine, brown japan	1 10	1 20
" black japan	1 10	1 20
" " No. 1	0 85	0 90
Elastilite varnish, 1 gal. can, each		2 00
Granitine floor finish, per gal		2 75

Maple Leaf coach enamels: size 1, $1 20; size 2, 70c.; size 3, 40c. each.
Sherwin Williams kopal varnish, assorted case, from ½ pts. to 1 gal., $2.50.

CASTOR OIL.

British 1st quality, in cases, per lb	0 08½	0 09½
" " small lots	0 10	0 10½

COD OIL, ETC.

Cod oil, per gal	0 50	0 55
Pure olive		1 40
" neatsfoot		0 90

GLUE.

Common	0 08	0 09
French medal	0 10	0 14
White extra	0 18	0 22
Gelatine	0 25	0 30
Strip	0 18	0 20
Coopers	0 19	0 20
[illegible]	0 15	0 16
[illegible]	0 12	0 16
[illegible]		0 15

HARDWARE.

AMMUNITION.

Cartridges.

B. B. Caps Dominion, 50 and 5 per cent.
Rim Fire Pistol, discount 40 p.c., American.
Rim Fire Cartridges, Dominion, 50 and 5 p.c.
Central Fire Pistol and Rifle, 10 p.c., Amer.
Central Fire Cartridges, pistol sizes, Dominion, 30 per cent.
Central Fire Cartridges, Sporting and Military, Dominion, 15 per cent.
Central Fire Military and Sporting, American, add 5 per cent to list. B.B. Caps, discount 40 per cent., American.
Loaded and empty Shells, Trap and "Dominion" grades, 25 per cent. Rival and Nitro, 10 per cent. advance on list.
Brass Shot Shells, 55 per cent.
Primers, Dom., 30 per cent. American, $1.60.

Wads.	per lb.
Best thick white felt wadding, in ½-lb. bags	$1 00
Best thick brown or grey felt wads, in ½-lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 99
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 each, 8 gauge	0 55
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10 gauge	0 25
Thin card wads, in boxes of 1,000 each, 8 gauge	....

	Per M.
Chemically prepared black edge grey cloth wads, in boxes of 250 each	
11 and smaller gauge	0 60
9 and 10 gauges	0 70
7 and 8 "	0 90
5 and 6 "	1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 "	1 65
5 and 6 "	1 90

ADZES.

Discount 20 per cent.

ANVILS.

Wright's, 80-lb. and over	0 10¾
Hay Budden, 80-lb. and over	0 09¾
Brook's, 80-lb. and over	0 11¼

AUGERS.

Gilmour's, discount 65 and 5 per cent. off list.

AXES.

Chopping Axes		
Single bit, per doz.	7 00	10 00
Double bit, "	10 00	18 00
Bench Axes, 40 per cent.		
Broad Axes, 25 per cent.		
Hunters' Axes	5 50	6 00
Boys' Axes	6 25	7 00
Splitting Axes	7 00	12 00
Handled Axes	7 50	10 00

AXLE GREASE.

Ordinary, per gross	5 75	6 00
Best quality	13 00	15 00

BATH TUBS.

Zinc 6 00
Copper, discount 15 per cent. off revised list.

BATHS.

Standard Enameled.

5½-inch rolled rim, 1st quality	24 00
5½ " " " 2nd "	20 00

BABBIT METAL.

"Tandem," A	per lb.	0 27
" B	"	0 21
" C	"	0 11½
Frictionless Metal	"	0 23

Syracuse Smelting Works:

Aluminum, genuine	0 45
Government, "	0 44
Tough, "	0 40
Hard, "	0 40
Dynamo	0 30
Special	0 25
Harmony	0 22
Car Box	0 20
Extra	0 15

The Canada Metal Co.:

Imperial, genuine,	0 40
Metallic	0 30
Hercules	0 20
Star	0 15
No. 1	0 12
No. 2	0 10
No. 3	0 06
No. 4	0 05

BELLS.

Hand.

Brass, 60 per cent.
Nickel, 55 per cent.

Cow.

American make, discount 63¾ per cent.
Canadian, discount 45 and 50 per cent.

Door.

Gongs, Sargant's	5 50	8 00

Peterboro, discount 46 per cent.

Farm.

American, each	1 25	3 00

House.

American, per lb	0 35	0 40

BELLOWS.

Hand, per doz	3 35	4 75
Moulders', per doz.	7 50	10 00

Blacksmiths', discount 40 per cent.

BELTING.

Extra, 60 per cent.
Standard, 60 and 10 per cent.
No. 1, not wider than 6 in., 60, 10 and 10 per cent.
Agricultural, not wider than 4 in., 75 per cent.

BITS.

Auger.

Gilmour's, discount 60 and 5 per cent.
Rockford, discount 50 and 10 per cent.
Jennings' Gen., net list.

Car.

Gilmour's, 47½ to 50 per cent.

Expansive.

Clark's, 40 per cent.

Gimlet.

Clark's, per doz	0 65	0 90
Diamond, Shell, per doz.	1 00	1 50
Nail and Spike, per gross	2 25	5 20

BLIND AND BED STAPLES.

All sizes, per lb.	0 07¾	0 12

BOLTS AND NUTS.	Per cent.
Carriage Bolts, common ($1 list)	50 and 10
" " full sq. ($2.40 list)	55 and 10
" " Norway Iron ($3 list)	55 and 10
Machine Bolts, all sizes	50, 5 and 10
Plough Bolts	50, 5 and 10
Blank Bolts	50, 5 and 10
Bolt Ends	50, 5 and 10
Sleigh Shoe Bolts	65, 5 and 10
Coach Screws, cone point	66⅔ and 10

Nuts, square, all sizes, 3¼c. per lb. off.
Nuts, hexagon, all sizes, 4c. per lb. off.
Stove Rods, per lb., 5½ to 6c.

BOOT CALKS.

Small and medium, ball	per M.	4 25
Small heel	"	4 50

BRIGHT WIRE GOODS.

Discount 62½ per cent.

BROILERS.

Light, discount 65 to 67½ per cent.
Reversible, discount 65 to 67½ per cent.
Vegetable, per doz., discount 37½ per cent.

Henis, No. 8	per doz.	6 00
Henis, No. 9	"	7 00
Queen City	"	7 50

BUTCHERS' CLEAVERS.

German	per doz.	6 00	11 00
American	"	12 00	20 00

BUTCHER KNIVES.

Bailey's	per doz.	0 60	6 30

BUILDING PAPER, ETC.

Tarred Felt, per 100 lb.		1 75
Ready roofing, 2-ply, not under 45 lb., per roll		0 90
Ready roofing, 3-ply, not under 65 lb., per roll		1 15
Carpet Felt	per ton	45 00
Dry Sheathing	per roll, 400 sq. ft.	0 35
Tar "	" 400 "	0 45
Dry Fibre	" 400 "	0 50
Tarred Fibre	" 400 "	0 60
O. K. & I. X. L.	" 400 "	0 65
Resin-sized	" 400 "	0 4
Oiled Sheathing	" 600 "	1 00
Oiled "	" 400 "	0 70
Roof Coating, in barrels	per gal.	0 17
Roof " small packages	"	0 25
Refined Tar	per barrel	4 50
Coal Tar	"	4 00
Coal Tar, less than barrels	per gal.	0 15
Roofing Pitch	per 100 lb.	1 00

BULL RINGS.

Copper, $2.00 for 2½-inch, and $1.90 for 2-inch.

BUTTS.

Wrought Brass, net revised list.

Cast Iron.

Loose Pin, discount 60 per cent.

Wrought Steel.

Fast Joint, discount 65, 10 and 2½ per cent.
Loose Pin, discount 65, 10 and 2½ per cent.
Berlin Bronzed, discount 70, 70 and 5 per cent.

Gen. Bronzed	per pair	0 40	0 65

CARPET STRETCHERS.

American	per doz.	1 00	1 50
Bullard's	"	....	6 50

CASTORS.

Bed, new list, discount 55 to 57½ per cent.
Plate, discount 52½ to 57½ per cent.

CATTLE LEADERS.

Nos. 31 and 32	per gross	8 50	9 50

CHALK.

Carpenters' Colored, per gross	0 45	0 75
White lump, per cwt.	0 60	0 65
Red	0 05	0 06
Crayon, per gross	0 14	0 18

CHISELS.

Socket, Framing and Firmer.

Broad's, discount 60 and 10 per cent.
Warnock's, discount 50 and 10 per cent.
P. S. & W. Extra, discount 60 and 10 per cent.

CHURNS.

Revolving Churns, metal frames—No. 0, $8; No. 1, $8.50; No. 2, $9.00; No. 3, $10.00; No. 4, $12.00; No. 5, $16.00 each. Ditto wood frames, 20c. each less than the above. Discounts: Delivered from factories, 53 per cent.; from stock in Montreal, 51 per cent. Terms 4 months or 3 per cent. cash in 30 days.

Churn frames, including bearings, levers, etc. Nos. 0, 1, 2 and 3, wood, $2.40; and 4 and 5, $2.65. Metal frames, 25c. extra. Discount 15 per cent., net 30 days.

CLIPS.

Axle, discount 65 per cent.

CLOSETS.	Net.
Plain York or Ontario Syphon Jet	$9 60
Emb. " " "	10 20
Fittings	1 00
Plain Elgin or Teu. Syphon Washout	6 00
Emb. " " "	6 60
Fittings	1 25
Low Down Elgin or Teutonic, plain	6 00
Low " " " emb.	6 50
Plain Richelieu	4 25
Emb. "	4 50
Connections	1 25
Low Down Ontario Syphon Jet, plain	11 70
Low " " " emb'd.	12 30
Closet connection	1 25
Basins, P.O., 14-in	0 70
Basins, oval, 17 x 14-in.	1 50
Basins, " 19 x 15-in.	2 25

COMPASSES, DIVIDERS, ETC.

American, discount 62½ to 65 per cent.

CONDUCTOR PIPE.

Plain or Corrugated.

2-inch	per 100 feet	3 00
3 "	" "	4 00
4 "	" "	5 25
5 "	" "	6 75
6 "	" "	9 00

CRADLES, GRAIN.

Canadian, discount 20 to 25 per cent.

CROSSCUT SAW HANDLES.

S. & D., No. 3	per pair	0 17½
S. & D., " 5	"	0 22½
S. & D., " 6	"	0 15
Boynton pattern	"	0 20

DOOR SPRINGS.

Torrey's Rod (15 p.c.), per doz.	....	2 00
Coil "	0 88	1 60
English "	2 00	4 00

DRAW KNIVES.

Coach and Wagon, discount 50 and 10 per cent.
Carpenters', discount 60 and 10 per cent.

Your Customers Want

something better than shingles with which to cover their roofs. Our Patent Wire-Edged Ready Roofing is more durable than shingles, costs less, is fire-proof and any person can put it on.

Don't you think it would pay you to handle this Roofing ?

The Paterson Mfg. Co., Limited

Toronto and Montreal.

DRILLS.

Hand and Breast

Millar's Falls, per doz., net list

DRILL BITS.

Morse, discount 37½ to 40 per cent
Standard, discount 50 and 5 to 55 per cent.

FAUCETS

Common, cork-lined, discount 35 per cent

EAVETROUGHS

10-inch .... per 100 ft 3 10

ELBOWS (stovepipe.)

and 6-inch, common ... per doz. 1 20
7-inch ... " 1 35
Polished, 15c. per dozen extra

ESCUTCHEONS

Discount 40 per cent.

ESCUTCHEON PINS.

Iron, discount 40 per cent.

FACTORY MILK CANS.

Discount off revised list, 40 per cent.

FILES AND RASPS.

Great Western .... .70 and 10 per cent.
Arcade ..... .70 " 10 "
Kearney & Foot ..... .70 " 10 "
Disston's ..... .70 " 10 "
American ..... .70 " 10 "
J. Barton Smith ..... .70 " 10 "
McClellan ..... .70 " 10 "
Eagle ..... .70 " 10 "
Nicholson, 60 and 10 to 60, 10 and 5 "
Royal ..... .80 "
Globe ..... .70 to 75 "
Black Diamond, 60 and 10 to 60, 10 and 5 per cent.
Jowitt's, English list, 25 to 27½ per cent.
Nicholson File Co's "Simplicity" file handle, per gross 85c. to $1.50.

GLASS.

Window. Box Price.

Size United Inches.	Star Per 50 ft.	Star Per 100 ft.	D. Diamond Per 50 ft.	D. Diamond Per 100 ft.
Under 26	2 0	3 80	....	6 75
26 to 40	2 10	4 00	...	7 25
41 to 50	....	4 50	...	8 75
51 to 60	...	4 75	...	10 00
61 to 70		5 00	....	11 5
71 to 80	...	5 50	....	12 50
81 to 85	...	....	....	14 00
86 to 90		....	...	16 50
91 to 95	...	...	....	18 00
96 to 100	....	....	...	20 00

A discount of 25 per cent is offered on "Double Diamond."

GAUGES.

Marking, Mortise, Etc.

Stanley's, discount 50 to 55 per cent.

Wire Gauges.

Winn's, Nos. 26 to 33 each 1 65 2 40

HALTERS.

Rope, ⅜-inch ..... per gross .... ..
Rope, ½ " ..... " 9 00
Rope, ¾ to ⅞ inch ... " 14 00
Leather, 1-inch ..... per doz. 3 87½ 4 00
Leather, 1¼ " ..... " 5 15 5 20
Web ..... " 1 87 2 45

HAMMERS

Nail

Maydole's, discount 5 to 10 per cent Canadian discount 25 to 27½ per cent

Tack

Magnetic ..... per doz 1 10 1 20

Sledge.

Canadian ..... per lb 0 07½ 0 08½

Ball Pean

English and Canadian, per lb 0 22 0 25

HANDLES

Axe, 2nd growth, per doz. net 3 00 4 00
Store door ..... per doz. 1 00 1 50

Fork

C. & B., discount 40 per cent., revised list.

Hoe

C. & B., discount 40 per cent., revised list.

Saw.

American ..... per doz 1 00 1 25

Plane

American ..... per gross 3 15 3 75

Hammer and Hatchet.

Canadian, discount 40 per cent.

Cross-Cut Saws.

Canadian ..... per pair ... 0 13¾

HANGERS. doz. pairs.

Steel barn door 5 85 6 00
Stearns, 4-inch 5 00
" 5-inch 6 50
Lane's covered
No. 11, 5-foot run 8 40
No. 11½, 10-foot run 10 80
No. 12, 10-foot run 12 60
No. 14, 15-foot run 21 00
Lane's O.N.T. track, per foot ... 0 04½

HARVEST TOOLS.

Discount 60 per cent.

HATCHETS.

Canadian, discount 40 to 42½ per cent.

HAT ENAMEL.

Henderson & Potts' "Anchor Brand"

HINGES.

Blind, Parker's, discount 16⅔ per cent.
Heavy T and strap, 4-in., per lb 0 06½
" " 5-in., " 0 06¼
" " 6-in., " 0 06
" " 8-in., " 0 05¾
" " 10-in., " 0 05½
Light T and strap, discount 65 and 5 per cent
Screw hook and hinge
6 to 10 in. ..... per 100 lb. 4 50
12 in. up ..... " 3 25
Spring ..... per gro pairs 10 50

HOES.

Garden, Mortar, etc., discount 60 per cent.
Planter ..... per doz. 4 00 4 50

HOLLOW WARE.

Discount 45 and 5 per cent.

HOOKS.

Cast Iron.

Bird cage ..... per doz. 0 50 1 10
Clothes line ..... " 0 27 0 63
Harness ..... " 0 72 0 88
Hat and coat ..... per gro 1 00 3 00
Chandelier ..... per doz 0 50 1 00

Wrought Iron.

Wrought hooks and staples, Canadian discount 47½ per cent.

Wire.

Hat and coat, discount 45 per cent.
Belt ..... per 1,000 .... 0 60
Screw, bright, discount 55 per cent

HORSE NAILS

"C" brand, 40, 10 and 7½ per cent off list } Oval
"M" brand, 50, 10 and 5 per cent } head
Countersunk, 65 per cent
"Monarch," 65 per cent
"Peerless," 50 and 7½ per cent dis

HORSESHOES

F.O.B. Montreal

Iron Shoes.	No. 2 and larger	No. 1 and smaller
Light, medium and heavy	3 35	3 60
Snow shoes	3 60	3 85
Steel Shoes		
Light	3 45	3 70
Featherweight (all sizes)	4 85	4 85

F.O.B. Toronto, Hamilton, London and Guelph, 10c. per keg additional
Toe weight steel shoes. 6 70

JAPANNED WARE

Discount 45 and 5 per cent off list, June 1899

ICE PICKS

Star ..... per doz 3 00 3 25

KETTLES

Brass spun, 7½ per cent discount off new list
Copper ..... per lb 0 30 0 50
American, 60 and 10 to 65 and 5 per cent

KEYS

Lock, Canadian dis 40 to 40 and 10 per cent
Cabinet, trunk and padlock, American ..... per gross ... 0 60

KNOBS

Door, japanned and N.P., per doz. 1 50 2 50
Bronze, Berlin ..... per doz. 2 75 3 25
Bronze, Genuine ..... " 6 00 9 00
Shutter, porcelain, F. & L. screw ..... per gross 1 30 4 00
White door knobs ..... per doz. ... 1 00

HAY KNIVES.

Net prices.

LAMP WICKS.

Discount, 60 per cent.

LANTERNS.

Cold Blast ..... per doz. 7 00
No 3, "Wright's" ..... " 8 50
Ordinary, with O burner ..... " 4 00
Dashboard, cold blast ..... " 9 00
No. 0 ..... " 5 75
Japanning, 50c. per doz. extra.

LEMON SQUEEZERS.

Porcelain lined ..... per doz. 2 20 5 60
Galvanized ..... " 1 87 3 85
King, wood ..... " 2 75 2 90
King, glass ..... " 4 00 4 50
All glass ..... " 0 50 0 90

LINES

Fish ..... per gross 1 05 2 50
Chalk ..... " 1 90 7 40

LAWN MOWERS

Woodyatt, 12-in. wheel 7 50
Star " 5 50
Daisy " 5 50
Philadelphia, 10-in. wheel 6 00
Ontario, " 12 75
Discount, 50 per cent.

Maxwell & Sons

10½-in. high wheel 7 50 10 00
9-in 5 50 6 25
8-in. 49 0 5 50
Discount 50 per cent.

LOCKS

Canadian, 40 to 40 and 10 per cent
Russell & Erwin ..... per doz 3 00 3 25

Cabinet

Eagle, discount 30 per cent

Padlocks

English and Am ..... per doz 0 50 6 00
Eagle, discount 20 to 25 per cent

MACHINE SCREWS

Iron and Brass

Flat head, discount 25 per cent
Round head, discount 20 per cent

MALLETS

Tinsmiths ..... per doz 1 25 1 50
Carpenters', hickory, " 1 25 3 75
Lignum Vitae ..... " 3 85 5 00
Caulking, each 0 60 2 00

MATTOCKS

Canadian ..... per doz 5 50 6 50

MEAT CUTTERS

American, discount 33⅓ per cent
German, 15 per cent.
Gem ..... each ... 1 15

MILK CAN TRIMMINGS

Discount 25 per cent

NAILS	Cut	Wire
2d and 3d	3 45	3 45
3d	3 10	3 12
4 and 5d	2 85	2 95
6 and 7d	2 75	2 80
8 and 9d	2 60	2 60
10 and 12d	2 55	2 55
16 and 20d	2 50	2 50
30, 40, 50 and 60d (base)	2 45	2 45

Cut nails in carlots 5c. less
Wire nails in carlots are $2 40.
Steel cut nails 10c. extra
Miscellaneous wire nails, discount 75 per cent
Coopers' nails, discount 30 per

NAIL PULLERS

German and American ..... 1 75 3 [illegible]

NAIL SETS

Square, round and octagon, per gross 3 38 4 00
Diamond 1 00 2 00

POULTRY NETTING

2-in. Mesh, 19 w.g., dis. 60 per cent
2-in. Mesh, 16 w.g. and heavier, 50 p.c.

OAKUM

U.S. Navy ..... per 100 lb 6 75
Plumbers ..... " 3 00

OILERS

McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 00
Zinc and tin, discount 50, 50 and 10 per cent
Copper ..... per doz 1 25 3 50
Brass ..... " 1 50 3 50
Malleable, discount 25 per cent

GALVANIZED PAILS

Dufferin pattern pails, discount 45 per cent
Flaring pattern, discount 45 per cent
Galvanized washtubs, discount 45 per cent

PIECED WARE

Discount 40 per cent off list, June, 1899
10-qt. flaring sap buckets, discount 40 per cent
6, 10 and 14-qt. flaring pails, dis. 40 per cent
Creamer cans, discount 40 per cent

PICKS

Per dozen 6 00 9 00

PICTURE NAILS

Porcelain head ..... per gross 1 35 1 50
Brass head ..... " 0 40 1 00

PICTURE WIRE

Tin and gilt, discount 75 per cent

PINE TAR

½ pint in tins ..... per gross 7 80
1 " " ..... " 9 60

PLANES

Wood bench, Canadian discount 40 per cent., American discount 50 per cent
Wood, fancy Canadian or American, 37½ to 40 per cent

PLANE IRONS

English ..... per doz 2 00 5 00

PLIERS AND NIPPERS

Button's genuine, per doz. pairs, discount 37½ to 40 per cent
Button's imitation ..... per doz 5 00 9 00
German ..... " 0 60 2 60

PLUMBERS' BRASS GOODS

Standard Compression work, dis. 60 per cent
"J.M.T." Cushion work, discount 50 per cent
Fuller work, discount 65 per cent
6 dozen lots and over of the above, extra discount 10 per cent
Lever handle Stops and Waste, discount 60 per cent. With, in lots of 2 dozen and over, an extra discount of 10 per cent
"J.M.T." Globe, Angle and Check Valves, discount 55 per cent
Standard Globe, Angle and Check Valves, discount 65 per cent
"J.M.T." Radiator Valves, discount [illegible] per cent.
Standard Radiator Valves, discount [illegible] per cent
Patent Quick-Opening Valves, discount 7[illegible] per cent
No. 1 compression bath cock ..... 2 [illegible]
No. 4 " ..... [illegible]
No. 7 Fuller's ..... [illegible]
No. 4½ " ..... [illegible]
Patent Compression [illegible] cock, hot and [illegible] ..... [illegible]
Patent Compression [illegible] cock, No. [illegible] ..... 2 [illegible]
Square head [illegible] 40 per cent
[illegible]
Competition Globe, Angle and Check Valves discount [illegible]
Thompson [illegible] Machine, $25 00.

Our New **GLASS CATALOGUE**

The most complete work ever issued.

Containing much useful and important information and instruction on all kinds of glass—which you ought to know—as well as a numerous variety of designs and illustrations of glass now used in modern buildings.

EVERY KIND OF PLATE AND WINDOW GLASS IN STOCK.

TORONTO PLATE GLASS IMPORTING CO.,

Hill & Rutherford

Warerooms and Offices—135 to 143 Victoria St.
Bending Works—209 to 213 Victoria St.

TORONTO

PRESSED SPIKES.

Discount 20 per cent.

PULLEYS.

Hothouse .... per doz. 0 55 1 00
Axle .... " 0 22 0 33
Screw .... " 0 27 1 00
Awning .... " 0 35 2 50

PUMPS.

Canadian cistern 1 80 3 60
Canadian pitcher spout 1 40 2 10

PUNCHES.

Saddlers .... per doz. 1 00 1 85
Conductors .... " 9 00 15 00
Tinners, solid .... per set 0 72
" hollow .... per inch 1 00

RANGE BOILERS.

Dominion, 30 gallon .... net 6 00
" 35 " .... " 7 00
" 40 " .... " 8 00
Ronald's Galvanized, 30 gallon, " 7 40
" " 35 " " 8 40
" " 40 " " 9 60
Copper, 30 gallon .... " 22 00
" 35 " .... " 24 00
" 40 " .... " 28 00
Discount off copper boilers 15 per cent.

RAKES.

Wood .... per doz. net 1 20 up.

RAZORS. per doz.

Elliot's 4 00 18 00
Geo. Butler's & Co.'s 4 00 18 00
Boker's 7 50 11 00
" King Cutter 12 50 15 00
Wade & Butcher's 3 60 10 00
Theile & Quack's 7 00 12 00
Bailey's 6 00 12 00
Bailey's Brantford 10 00 11 00
Carr's Magnetic 15 00
Grafton Barber's Favorite 10 75
Grafton No. 65 .... 13 00
Grafton Safety Razors 13 50
Grafton Stropping Machines 13 50
Lewis Bros. "Klean Kutter" 8 50 10 50

REGISTERS.

Discount 40 per cent.

RIVETS AND BURRS.

Iron Rivets, black and tinned, discount 60 and 10 per cent.
Iron Burrs, discount 55 per cent.
Extras on Iron Rivets in 1-lb. cartons, ½c. per lb.
Extras on Iron Rivets in ½-lb. cartons, 1c. per lb.
Copper Rivets, with usual proportion burrs, 45 per cent. discount. Cartons, 1c. per lb. extra net.
Copper Burrs only, discount 30 and 10 per cent.
Extras on Tinned or Coppered Rivets, ½-lb. cartons, 1c. per lb.

RIVET SETS.

Canadian, discount 35 to 37½ per cent.

ROPE, ETC.

Sisal 0 12
Pure Manilla 0 14
"British" Manilla 0 12
Cotton, 3-16 inch and larger 0 16
" 5-32 inch 0 21
" ¼ inch 0 22
Russia Deep Sea 0 15
Jute 0 08
Lath Yarn, single 0 11
" double 0 11
Sisal bed cord, 48 feet .... per doz. [illegible]
" " 60 feet .... [illegible]
" " 72 feet .... [illegible]

RULES.

Boxwood, discount 75 per cent.
Ivory, discount 37½ to 40 per cent.

SAD IRONS.

Mrs. Potts, No. 55, polished .... per set 0 70
" No. 50, nickle-plated, " 0 80

SAND AND EMERY PAPER.

B. & A. sand, discount, 40 and 5 per cent.
Emery, discount 40 per cent.
Garnet (Rurton's), 5 to 10 per cent. advance on list.

SAP SPOUTS.

Bronzed iron with hooks .... per 1,000 9 50

SAWS.

Hand, Disston's, discount 12½ per cent.
S. & D., discount 40 per cent.
Crosscut, Disston's. .... per foot 0 35 0 55
S. & D., discount 35 per cent. on Nos. 2 and 3.
Hack, complete .... each 0 75 2 75
" frame only 0 75

SASH WEIGHTS.

Sectional .... per 100 lb. 2 50 2 75
Solid .... " 1 75 2 00

SASH CORD.

Per lb. 0 24 0 30

SAW SETS. per doz.

Lincoln and Whiting 4 75
Hand Sets, No. 1 Woodyatt (Morrill) 4 25
X-Cut Sets, No. 3 Woodyatt (Morrill) 9 50

SCALES.

Gurney Standard, 40 per cent.
Gurney Champion, 50 per cent.
Burrow, Stewart & Milne
Imperial Standard, discount 40 per cent.
Weigh Beams, discount 35 per cent.
Champion Scales, discount 50 per cent.
Fairbanks standard, discount 35 per cent.
" Dominion, discount 55 per cent.
" Richelieu, discount 55 per cent.
Warren's new Standard, discount 40 per cent.
" " Champion, discount 50 per cent.
" Weighbeams, discount 35 per cent.

SCREW DRIVERS.

Sargent's .... per doz. 0 65 1 00

SCREEN DOORS.

Common doors, 2 or 3 panel, walnut stained, 4-in. style .... per doz. 6 80
Common doors, 2 or 3 panel, yellow and green stained, 4-in. style .... per doz. 7 00
Common doors, 2 or 3 panel, in natural colors, oil finish .... per doz. 8 15
3-in. style 20c. per dozen less.

SCREWS.

Wood, F. H., bright and steel, discount 87½ per cent.
Wood, R. H., bright, dis. 82½ per cent.
" F. H., brass, dis. 80 per cent.
" R. H., " dis. 75 per cent.
" F. H., bronze, dis. 75 per cent.
" R. H., " dis. 70 per cent.
Drive Screws, dis. 87½ per cent.
Bench, wood .... per doz. 3 25 4 00
" iron .... " 4 25 5 00
Set, case hardened, dis. 60 per cent.
Square Cap, dis. 50 and 5 per cent.
Hexagon Cap, dis. 45 per cent.

SCYTHES.

Per doz. net 6 00 9 00

SCYTHE SNATHS.

Canadian, discount 40 per cent.

SHEARS.

Bailey Cutlery Co., full nickeled, discou and 2½ per cent.
Bailey Cutlery, Japan Handles, discount 67½ per cent.
Seymour's, discount 50 and 10 per cent.

SHOVELS AND SPADES.

Canadian, discount 45 per cent.

SINKS.

Cast iron, 16 x 24 .... 0 85
" 18 x 30 .... 1 00
" 18 x 36 .... 1 40

SNAPS.

Harness, German, discount 25 per cent.
Lock, Andrews 4 50 11 50

SOLDERING IRONS.

1, 1½ lb. .... per lb. 0 37
2 lb. or over .... " 0 34

SQUARES.

Iron, No. 493 .... per doz. 2 40 2 55
" No. 494 .... " 3 25 3 40
Steel, discount 60 to 60 and 5 per cent.
Try and Bevel, discount 50 to 52½ per cent.

STAMPED WARE.

Plain, discount 75 and 12½ per cent. off revised list.
Retinned, discount 75 per cent. off revised list.

STAPLES.

Galvanized 3 25 3 50
Plain 2 90 3 15
Coopers', discount 45 per cent.
Poultry netting staples, discount 40 per cent.

STOCKS AND DIES.

American discount 25 per cent.

STONE.

Washita .... per lb. 0 28 0 60
Hindostan .... " 0 06 0 07
" slip .... " 0 09 0 09
Labrador .... " 0 13
" Axe .... " 0 15
Turkey .... " 0 50
Arkansas .... " 1 50
Water-of-Ayr .... " 0 10
Scythe .... per gross 3 50 5 00
Grind, 2-in., 40 to 200 lb., per ton 25 00
" " under 40 lb., " 28 00
" under 2 in. thick, " 29 00

STOVEPIPES.

5 and 6 inch, per 100 lengths 7 00
7 inch .... " " 7 50

ENAMELINE STOVE POLISH.

No. 4, 3 doz. in case.. net cash 4 80
No. 6, 3 doz. in case.. " 8 40

TACKS, BRADS, ETC.

Carpet tacks, blued .... 80 and 15
" " tinned .... 80 and 20
" " (in kegs) 40
Cut tacks, blued, in dozens only 80
" ½ weights 60
Swedes cut tacks, blued and tinned
In bulk .... 80 and 10
In dozens 75
Swedes, upholsterers', bulk....85, 12½ and 12½
" brush, blued and tinned bulk 70
Swedes, gimp, blued, tinned and japanned .... 75 and 12½
Zinc tacks 35
Leather carpet tacks 55
Copper tacks 50
Copper nails 52½
Trunk nails, black .... 65 and 5
Trunk nails, tinned .... 65 and 10
Clout nails, blued .... 65 and 5
Chair nails 35
Patent brads 40
Fine finishing 40
Lining tacks, in papers 10
" " in bulk 15
" " solid heads, in bulk 75
Saddle nails, in papers 10
" " in bulk 15
Tufting buttons, 22 line, in dozens only 60
Zinc glaziers' points 5
Double pointed tacks, papers.. 90 and 10
" " " bulk.... 40
Clinch and duck rivets 45

TAPE LINES.

English, ass skin ..... per doz. 2 75 5 00
English, Patent Leather 5 50 9 75
Chesterman's .... each 0 90 2 85
" steel .... each 0 80 8 00

TINNERS' SNIPS.

Bailey's, discount 25 per cent.

THERMOMETERS.

Tin case and dairy, discount 75 to 75 and 10 per cent.

TRAPS (steel.)

Game, Newhouse, discount 25 per cent.
Game, H. & N., P. S. & W., 65 per cent.
Game, steel, 72½, 75 per cent.

TROWELS.

Disston's, discount 10 per cent.
German .... per doz. 4 75 6 00
S. & D., discount 35 per cent.

TWINES.

Bag, Russian .... per lb. 0 27
Wrapping, cotton, 3-ply 0 19
" " 4-ply 0 23
Mattress .... per lb. 0 33 0 45
Staging .... " 0 27 0 35

VISES.

Wright's 0 13½
Brook's 0 12¾
Pipe Vise, Hinge, No. 1 .... 3 50
" " " No. 2 .... 5 50
Saw Vise 4 50 9 00

ENAMELLED WARE.

White, Princess, Turquoise, Blue and White discount 50 per cent ....
Diamond, Famous, Premier, discount 50 and 10 per cent ....
Granite or Pearl, Imperial, Crescent, discount 50, 10 and 10 per cent.

WIRE.

Smooth Steel Wire.

No. 0-9 gauge $2 50
10 " .... 6c. extra.
11 " .... 12c. "
12 " .... 20c. "
13 " .... 30c. "
14 " .... 40c. "
15 " .... 55c. "
16 " .... 70c. "

Add 60c. for coppering and $2 for tinning.

Extra net per 100 lb. Oiled wire 10c., spring wire $1.25, special hay baling wire 30c., best steel wire 75c., bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb. hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.

Fine Steel Wire, discount 25 per cent. List of extras: In 100-lb. lots: No. 17, $5 No. 18, $5.50 No. 19, $6 - No. 20, $6.65—No. 21, $7—No. 22, $7.30—No. 23, $7,65—No. 24, $8—No. 25, $9—No. 26, $9.50—No. 27, $10—No. 28, $11—No. 29, $12—No. 30, $13 No. 31, $14—No. 32, $15—No. 33, $16—No. 34, $17. Extras net—tinned wire, Nos. 17-25, $2—Nos. 26-31, $4—Nos. 32-34, $6. Coppered, 5c. - oiling, 10c. in 25-lb. bundles, 15c. in 5 and 10-lb. bundles, 25c. in 1-lb. hanks, 25c. —in ½-lb. hanks, 38c.—in ¼-lb. hanks, 50c.—packed in casks or cases, 15c.—bagging or papering, 10c.

Brass wire, discount 62½ per cent. off the list.

Copper wire, discount 62½ per cent. net cash 30 days, f.o.b. factory.

Galvanized wire, per 100 lb.—Nos. 4 and 5, $3.70 to $3.90—Nos. 6, 7, 8, $3.15 to $3.35 No. 9, $2.50 No. 10, $3.20 to $3.40 —No. 11, $3.25 to $3.45 – No. 12, $2.65 —No. 13, $2.75—No. 14. $3.75 to $3.95—No 15, $4.30 No. 16. $4.30. Base sizes, Nos. 6 to 9, $2.27½ f.o.b. Cleveland. In carlots 12½c. less.

Clothes Line Wire, regular 7 strand, No. 17, $4.65; No. 18. $2.90; No. 19, $2.60. Hollow 6 strand, No. 17, $4.30; No. 18, $2.70; No. 19, $2.35; No. 20, $2.30, f.o.b. Hamilton, Toronto, Montreal.

WIRE FENCING.

Galvanized barb 2 80
Galvanized, plain twist 2 90
Galvanized barb, f.o.b. Cleveland, $2 67½ in less than carlots, and $2 55 in carlots.

COILED SPRING WIRE.

High Carbon, No. 9 .... $2 75
" No. 11 .... 3 40
" No. 12 .... 2 95

WIRE CLOTH.

Painted Screen, per 100 sq. ft., net.. 1 40
Terms, 3 per cent. off 30 days.

WASTE COTTON.

Colored .... per lb. 0
White .... " 0 08

WRENCHES.

Acme, discount 35 to 37½ per cent.
Agricultural, discount 60 per cent.
Coe's Genuine, discount 20 to 25 per cent.
Towers' Engineer .... each 2 00 7 00
" S. .... per doz. 5 80 6 00
G. & K.'s Pipe .... " 3 40
Burrell's Pipe .... each 3 00
Pocket .... per doz. 0 25 2 90

WRINGERS.

Leader .... per doz. 30 00 33 00
Royal Canadian .... " 24 00
Royal American .... " 24 00
Sampson .... " 24 00
Lightning .... " 27 00
Terms, 4 months, or 3 per cent. 30 days.

WROUGHT IRON WASHERS

Canadian make, discount 40 per cent.

ALEXANDER GIBB

Manufacturers' Agent and Metal Broker,
13 St. John Street, Montreal

Representing British and American Manufacturers. Correspondence invited from firms wishing to be represented in Canada.

KNOX HENRY

Heavy Hardware and Metal Broker
Room 32 Canada Life Bldg., MONTREAL.

Samples sent free on application.

HORSE NAILS – "C" Brand Horse – Nails
Canada Horse Nail Co.
"BRASSITE" GOODS – Gunn Castor Co. Limited Birmingham, Eng.

BAILEY BRAND RAZORS HIGHEST QUALITY

Most Satisfactory to Customer.

Most Profitable to Retailer.

Every Blade Fully Warranted.

Complete Lines in Shears, Scissors, Tinners' Snips, Butcher Knives and Razors.

BAILEY CUTLERY CO.
BRANTFORD, ONT. Limited

LUFKIN MEASURING TAPES

Steel, Metallic, Linen, Pocket, Ass Skin,
Pat. Leather, Bend Leather, Etc.

ARE THE FIRST AND MOST POPULAR TAPES IN THE WORLD.
YOUR STOCK IS NOT COMPLETE WITHOUT THEM.

LUFKIN RULE CO., Saginaw, Mich, U.S.A.

New York City Branch—280 Broadway.

For sale by ALL PROMINENT CANADIAN HARDWARE JOBBERS.

"QUALITY FIRST AND ALWAYS."

Every Improvement that Improves

Is found in "Huron" Stoves and Ranges. They are made of best materials, by highly skilled workmen in the most modern stove factory in Canada.

Every Stove Fully Guaranteed.

THE WESTERN FOUNDRY CO., Wingham, Ont.

LIMITED.

Est. 1868. Inc. 1895.

Black Diamond File Works

G. & H. Barnett Company

PHILADELPHIA

Twelve Medals

Awarded
By **JURORS** at
International Expositions
Special Prize
Gold Medal at Atlanta, 1895

RUBBER HOSE

FOR

Water	Air	Suction
Steam	Acids	Fire Protection
Gas	Brewers	Pneumatic Tools

SUPERIOR IN QUALITY.
SATISFACTORY IN SERVICE.

"Redstone" Sheet Packing

for High Pressures.

Does not Burn out or Blow out and requires no following up.

THE GUTTA PERCHA AND RUBBER MFG. CO.

OF TORONTO, LIMITED.

Head Office and Warerooms—
45-47-49 West Front St.

TORONTO,

Factories—115-165 West Lodge Ave.
124-148 Queen Ave. CANADA.

Portland Cement

For import orders we are now prepared to quote prices for

BEST ENGLISH CEMENT—"WHITES."
BEST GERMAN CEMENT.
BEST BELGIAN CEMENT.
NATURAL BELGIAN CEMENT.

BARRELS or SACKS

B. & S. H. THOMPSON & CO.

LIMITED

53 St. Sulpice Street, MONTREAL.

VARNISHES AND JAPANS

McCASKILL, DOUGALL & CO.

Manufacturers MONTREAL

Standard Railway and Carriage Varnishes
Standard Boat and Spar Varnishes
—Won't turn white from the effects of water and sun
Standard Piano, Furniture and Decorative Varnishes
Zanzerine Transparent Wood Finishes and Varnishes
Architectural Varnishes

OFFICES:

161 Summer St., BOSTON, Mass., U.S.A.
30 St. John St., MONTREAL.

Unsurpassed for Value and Service.
Use LANGWELL'S BABBIT, - MONTREAL.

CANADIAN
HARDWARE
AND METAL MERCHANT

The Weekly Organ of the Hardware, Metal, Heating, Plumbing and Contracting Trades in Canada.

VOL. XV. MONTREAL AND TORONTO, APRIL 18, 1903. NO 16

POCKET KNIVES
H. BOKER & COS
IMPROVED
TREE BRAND
TRADE MARK
RAZORS CUTLERY SCISSORS
FOR SALE BY LEADING WHOLESALE HARDWARE HOUSES.

"QUEEN'S HEAD"
GALVANIZED IRON.

Established and maintains its reputation purely on merit.

JOHN LYSAGHT, Limited, Makers, BRISTOL, ENG.
A. C. LESLIE & CO., MONTREAL Managers Canadian Branch.

"Safford" Radiators

Manufactured for Heating all classes of Buildings by Hot Water or Steam. Made in different heights, beautiful designs. Plain or Ornamental.

THE DOMINION RADIATOR CO., Limited
Head Office and Works: DUFFERIN ST. TORONTO, CAN.

SPORTING GOODS

We have just received our new stock of

SUPPLIES	Baseball	SUPPLIES	Cricket	SUPPLIES
	Lacrosse		Bicycle	
	Football		Lawn Bowling	
	Golf		Fishing	
	Tennis		Gun and Rifle	

Write for Prices.

RICE LEWIS & SON

LIMITED

TORONTO.

SAMUEL, SONS & BENJAMIN, - - London and Liverpool, England.

M. & L. SAMUEL, BENJAMIN & CO.

General Importers and Exporters and Metal Merchants

27 Wellington St. West, TORONTO, ONT.

We carry in stock a full line of the following goods:

Antimony.

Brass—Sheets, Soft and Hard.
Rods and Tubes.

Canada Plates.

Copper—Bar and Ingot.
Pitts.
Rods and Tubes.
Sheathing, Roofing and Brazier's.

Copperine and Babbitt.

Cotton Waste.

Crucibles.

Eave Trough—Also Spikes and Cond. Hooks.

Iron—Band, Hoop and Rod.
Black and Tinned Sheet.
Galvanized, "Gordon Crown."
Russia, Genuine and Imitation.

Iron Pipe—Black and Galvanized.

Lead—Bar, Pig and Sheet. **Lead Pipe**

Solder—Half and Half and Standard.

Steel Sheets—Common and Dead Flat.

Tin Plates—Charcoal and Coke.

Tin—Bar. Ingot, "L & F" and Straits.

Wire—Brass and Copper.
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Cedar Pails with Electric Welded Wire Hoops.
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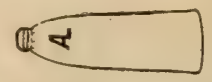

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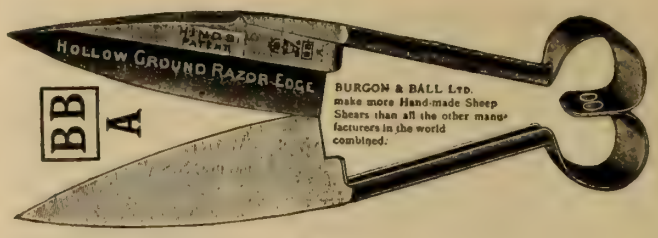

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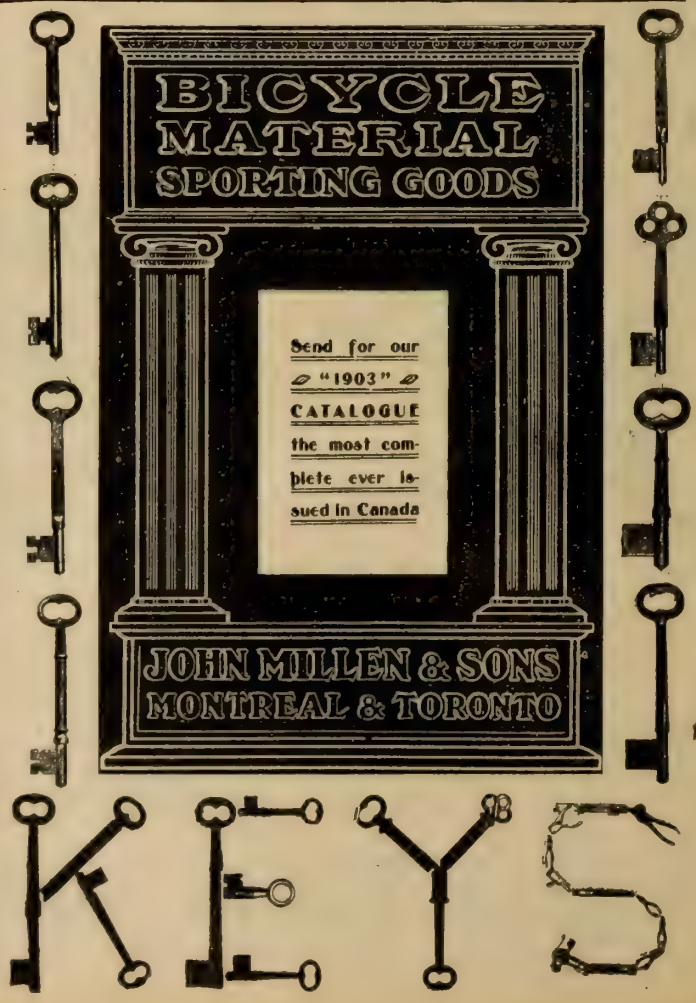

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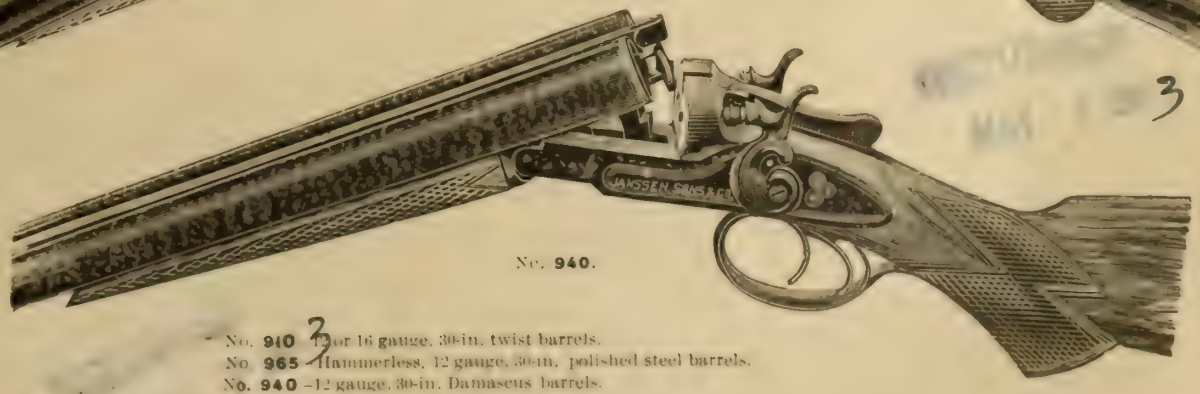

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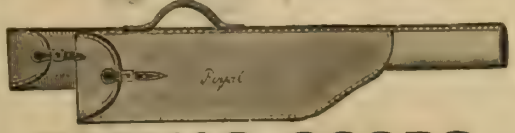

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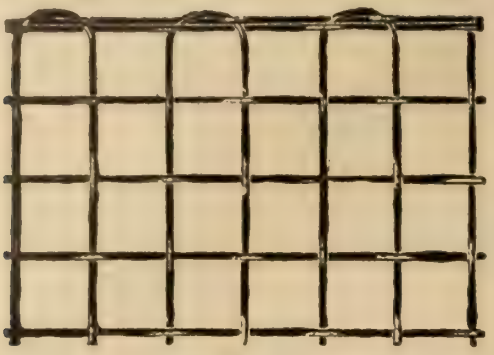

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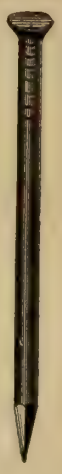

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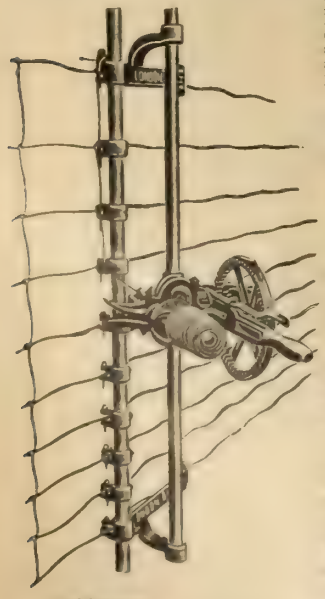

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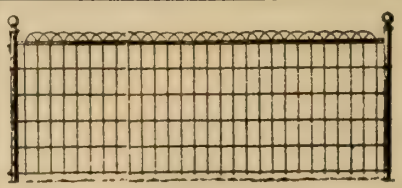

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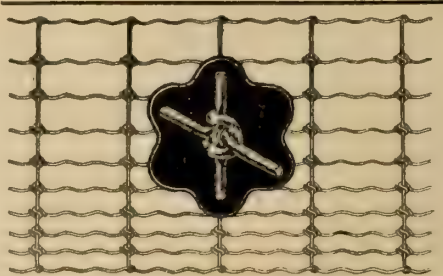

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IMPORTANT: Insist on all your wire being tagged **"THE FROST."** It is a guarantee of superiority.

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Each tool is Tempered by Hand, and carefully inspected in every process of manufacture.

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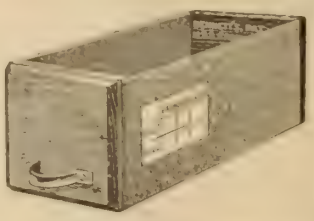

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Sell MANTELS as well as Hardware—it will pay you.

The Batty Stove & Hardware Co.

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Our brown and manilla papers are strong and reliable. They enable you to economize, because they do not tear easily and are full weight.

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That's what a shelf bracket is for.

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We KNOW it and can make it so for you.

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IRON ROOF CRESTING
STABLE FITTINGS
IRON STAIRS
OFFICE AND BANK RAILINGS
METAL SASH BARS

Ornamental Wire, Iron and Brass Work.

Special Terms to the Hardware Trade.
Send for Catalogue.

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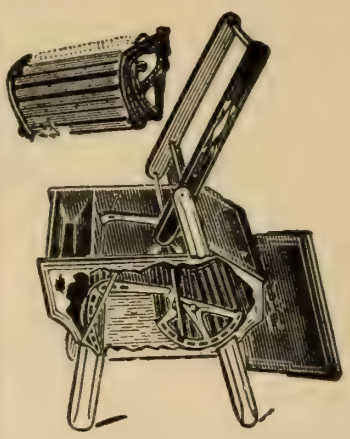
Unsurpassed for Sidewalks, Floors, and all work requiring the Highest Grade of Portland Cement.

HEAD OFFICE : OWEN SOUND.



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It has a most enviable record. A perfection of its kind—will wash more clothes in less time, do it better and easier, with less wear and tear, than any other machine. Prices on application.

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DEAR SIRS,—We have used the washer again and find that further use increased its value to us. The girls are simply delighted with it, as they can do the washing and be presentable for callers if need be.

MRS. R. WEEKS.

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Lawn Hose

Send at once for our price list of Lawn Hose. By watching the small savings you accumulate big profits.

Dunlop Hose sells quickly because everybody knows there is good quality behind the "two hands" trade mark.

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The New Century Ball-Bearing Washing Machine.

Not the cheapest but decidedly the best Washing Machine made.

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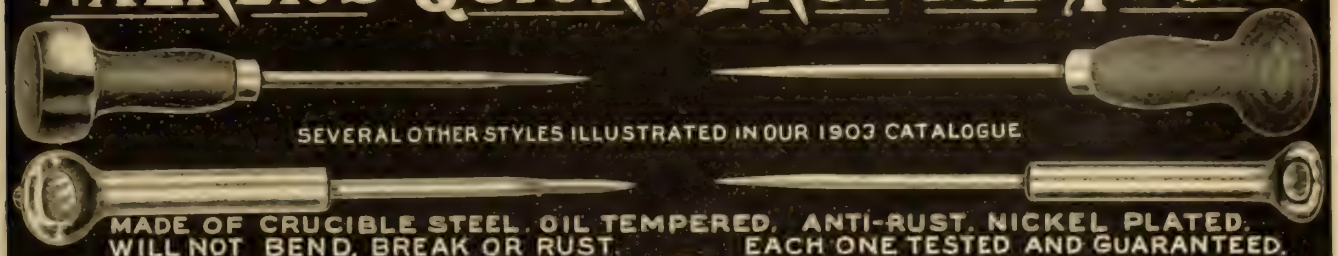

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WILL NOT BEND, BREAK OR RUST. EACH ONE TESTED AND GUARANTEED.

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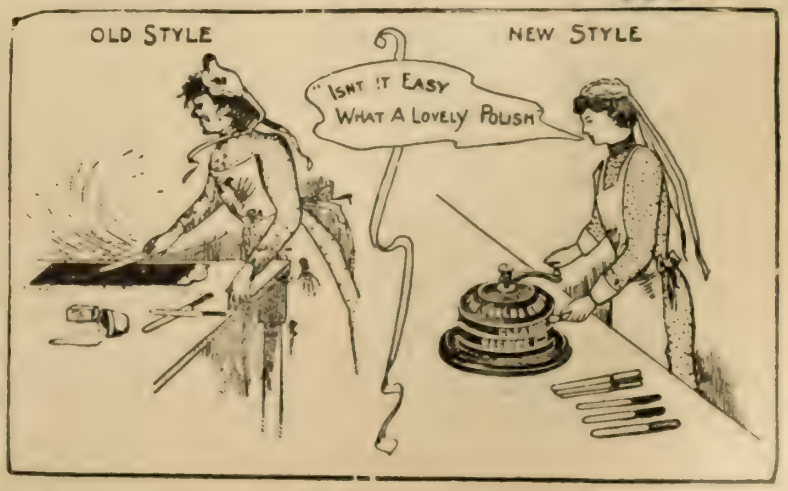
A really handsome Article, and a very ready Seller.

Cleans at the rate of 500 per hour.



English Make Throughout. **SIMPLICITY ITSELF.** All Parts Interchangeable.

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Most every wheel looks well when it's turned out of a factory—few wear well. To have a wheel with both these qualities is to have a good one.

"Massey-Harris"

is such. It is the substance of many years of practical experience—made of solid material, by skilled mechanics, with the latest machinery. It reaches the highest point reached yet in the manufacture of bicycles. It has all the latest improvements, including the Hygienic

Cushion Frame

the invention that is to wheeling what the "Pullman" is to railroading. There's money in handling bicycles this year because of the revival of wheeling. Write for our new booklet, In Bicycledom.

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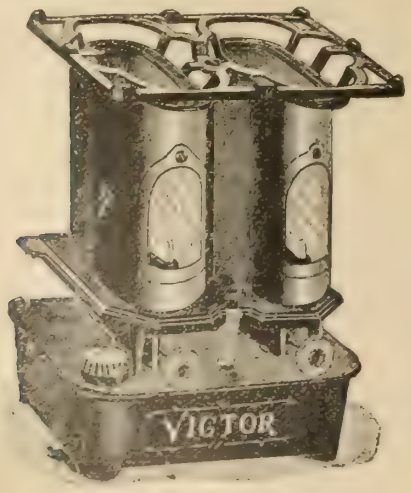
Head Office and Works: TORONTO JUNCTION

Branches—WINNIPEG, MAN. VANCOUVER, B.C. Drop a line for our new Catalogue.

Kemp's Victor

OIL STOVES

One, Two and Three Burner, 4½-in. Wicks



Extra large, Cast Iron Oil Fonts. Strongly constructed and perfect in working. Ovens and Extension Tops for two and three burner stoves. Complete stocks and prompt shipments.

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Ask for our

Wood Screws,	Wire, Wire Nails,
Machine Screws,	Screw Eyes,
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Stove Bolts,	Gate Hooks and
Rivets,	Eyes.

We make Endless Specials.
Submit Samples for Prices.

HARDWARE AND METAL

VOL. XV. MONTREAL AND TORONTO, APRIL 18, 1903 NO. 16

TECHNICAL TRAINING

By Prof. Henry T. Bovey, F.R.S., of McGill University.

EVEN to a most superficial observer, it is evident that the trade conditions now obtaining throughout the civilized world are rapidly changing and that in directions requiring the utmost care and watchfulness on the part of all interested in industrial development.

I need only instance the application of scientific knowledge to many special manufactures and processes, and with this, the inability of the average schoolboy to grapple with the problems so arising; also the increasing introduction of labor saving machinery; the practical collapse of the apprenticeship system; and, what might be called, the tyranny of voluntary and often irresponsible associations of men, which, not content with their first objects, have assumed the functions of a sort of government within a government.

Some of these "conditions" are distinct benefits; some are evils, either unavoidable or for which no adequate remedy has yet been found; but benefits or evils, they must be met by suitable measures, in the one case, that they might be used to the best advantage, in the other, that they might, if possible, be rendered innocuous.

The application of scientific knowledge is not sufficiently general or thorough: the elementary education of our boys and girls is not continued long enough to give them the power of comprehending and appreciating the fundamental principles which underlie all sound progress.

The large introduction of labor-saving machinery is constantly altering the number and kind of operatives required, so that, where formerly, an all-round mechanic was needed, a mere automatic machine-tender will do now, but, on the other hand, a new class of designers of special tools and machines has come into existence.

The rigid limitations imposed by the trades unions as to the number of apprentices, prevent many most desirable young men from having that fair chance to learn which ought to be an inalienable right of every man. In other days, the apprenticeship system gave us some of our best men, men who became leaders and not infrequently proprietors of great establishments. If such as these should happen to be shut out from learning by the new rules, the country would lose one of its most valuable assets.

The state of trade in any nation has always been of the first importance to its well-being, since the days when Solomon's servants brought linen yarn from Egypt, apes and peacocks from Tarshish, gold from Ophir, and cedar trees from Lebanon. Foreign commerce, bringing wealth and stability to a country, must depend either on the value of its natural products, as lumber and minerals, or on its power of producing grains and other cultivated fruits of the soil, or on the amount and excellence of its manufactures. How enormously the product in each of these departments can be influenced by a thorough training of those who are engaged in their production, has received a striking exemplification in the commercial evolution of Germany, which has made such rapid strides as to excite the rest of the world to a laudable emulation of the methods by which it has been brought about. As soon as the Government and people woke to the fact that the keen competition of the civilized world necessitated special measures, they studied the subject theoretically, and came to the conclusion that improvement must come from the direction of the application of scientific principles to industry, and that, for this purpose, a greatly improved education was necessary. They did not hesitate to use large sums of money, and the development of the idea seems practically endless, as there and elsewhere each department of science is gradually becoming more specialized and more combinations with other branches are becoming possible.

The German forests were placed under strict regulations to prevent the deforesting of the country. The felling of trees in any given year was to be balanced by the planting of new ones. Their mines were trained to extract ores at the least possible expense. The best methods of fertilizing were studied, and men instructed so as to put them into practice. They made the most exhaustive study of chemistry and of the application of chemical methods, and manufacturers found it to their interest to retain chemists, at high salaries, to study their special manufactures, perhaps for years without results, but then a discovery (say, of aniline dyes—actually found out in this way)—was a more than ample return for the expenditure.

Schools sprang up all over Germany for the purpose of training the workers: no expense was spared in their equipment, and the Government gave liberal assistance, recognizing that it was possible in this way to attain a better supremacy than could ever be reached by military conquest.

In every country where these methods have been adopted in any measure—Switzerland, England, the United States and Canada—results have been obtained quite surprising, when we consider the comparatively short period during which the experiment has been tried.

This national benefit [illegible] it rested on the elevation and advancement of the individual.

The advantage of [illegible] a subject much too large to be entered upon here; but in general, it may be

Paper read before the Insurance Institute of Montreal.

at least is proved that science taught in a scientific manner—that is, proceeding by careful induction from experiments to conclusions—must cultivate habits of attention and accuracy; must have great effect upon the powers of observation, reasoning and will. Now, the new education, given in connection with industrial development, necessarily partakes of this character to some extent, and can be best based on a general education of the same kind, but intended purely for the cultivation of these mental powers. Thus, we find that the establishment of industrial schools was followed by an instant demand for such preparation of children as should give them the qualifications necessary to enable them to profit by their improved advantages.

In many countries a very general system of education has developed a fair degeee of mental capacity in the children. After leaving school the boys know something of the kind of knowledge to be gained from books and oral instruction, but, in many cases, they cannot do anything, and, so far as society is concerned, they are often but drones in the hive.

Again, even where education is compulsory, it often ceases so early as to leave a gap between the child's arriving at the end of school life and his coming to an age when he will see the advantage to himself of entering an industrial school.

Knowledge has an inconvenient faculty of evaporating, and, worse still, the power of acquiring is easily lost.

When the Manchester Technical Institute, the largest in the world, was in contemplation, this was found to be one of the great difficulties, the knowledge of the boys had largely leaked away. The preliminary education is not even continued long enough to bring the children up to the required standard, if there were no leakage, nor is it in itself exactly of a character to do this, so that time is only one of the factors to be considered.

Thus we find a consciousness of these evils in the results of the House of Commons' Inquiry, given as follows, as long ago as 1869

1. Efficient elementary instruction should be placed within the reach of every child.

2. Regular attendance for a sufficient period should be insisted upon.

3. The instruction should be supplemented by drawing and nature study.

To this slight sketch of some of the present conditions of trade in its relation to the well being of the nation, and of the present preparation of individuals for their place among the producers, I would like to add a few remarks, which call attention to some very important points in connection with the advancement of the individual, namely, that the highest industrial rewards come from new labor-saving apparatus, in which America is facile princeps, and in new art industrial designs, in which France has long led the world.

Let us look now, in some detail, at the remedies which have been proposed. These are many, or at least, they have many names. We hear of—

Manual training, including Sloyd work and other systems;
Technical schools;
Industrial schools;
Trades schools;
Institutions of Technology;
Polytechnics;
Art schools;
Engineering schools;
Engineering colleges;
Agricultural colleges;
Experimental farms;
and what not?

It is very natural, in fact exactly what we might expect, that a movement involving the proper development of all kinds of natural resources, in many different countries, should take many forms, that these at first—and even at last—should be somewhat chaotic, and overlapping of one another from want of that clear understanding which only comes from experience. We even find a name employed, in one case, to attain a special end. Thus, the Derbyshire County Council disguised its agricultural classes under the name of Elementary Science, and thus overcame the prejudices of the farmer who, like many other purely practical men, was naturally convinced that he could not be taught anything about his farm by a man who perhaps had never followed the plough.

We seem to see now, however, under several names, the evolution of a complete series of industrial training schools.

At the top of the series, and, in many places, the first in point of establishment, we find the engineering college, or the engineering faculty of a university, as in McGill. Here are trained in the highest branches of industry and sometimes of art, the young men who are fitted to become the directors of the great engineering works of the countries of the world, works which have made so strong an impression on our modern civilization, that we can now hardly imagine ourselves in a town without telegraphs, telephones and railways. In order to produce men of this type, these colleges must be kept up to a very high standard; their work must include the most abstract theories of mathematics, physics and kindred subjects, as well as that general knowledge which ought to distinguish the university graduate. As might be expected, large numbers of bright young fellows are unable, for different reasons, to fulfil the required conditions and so are excluded from the university. What is to be provided for these? Are they to be allowed to drift away and become of little value to the State, when out of this material might be drawn some of the rank and file of those whose tastes fit them to be the developers of the natural resources of the country. It has always seemed to me that the university, as being the highest authority in educational matters, should have a voice in recommending the course to be pursued in all cases and should assume some responsibility—at least that of advice.

What could it recommend to this particular class? I think that where it is in existence, the technical school would be the best provision for them, as well as for the thousands of boys and girls, young men and young women, who desire to be trained to do something useful, something artistic, something, in fact, which will raise them to a higher level and make them feel their own value and responsibility, will make them proud of their country's development because they have a personal share in it, will give them a delight in work for its own sake, which may yet revive the days of the ancient craftsmen, when

"In the ancient days of art,
Builders wrought with greatest care
Each unseen and unknown part,
For the gods see everywhere."

This idea of a technical institute will include all institutions now known under the name of polytechnics, agricultural colleges, trade schools, schools of domestic science, the higher grades of industrial schools, etc.

Again, the students of both the engineering college and the technical institute must be drawn chiefly from the public schools, but I have already called attention to the fact that two difficulties meet us here, which apply in different proportions in both cases.

First: The school education is often not long enough; second, it is often not so arranged as to prepare the child to make the best use of either college or institute.

The ideal of elementary education has been well striven for, but it is a subject that will apparently absorb the continued efforts of great minds for some time to come. Lately, however, it has come very much to the front and is now being studied on new lines in the schools of pedagogy. In the meantime, till the ideal can be better explained, the best thing seems to be to be practical. If we want a man that can do something, let us teach the boy to do something.

The three R's have held the place of honor for long. Reading opens the door to every department of knowledge and is an absolute necessity, if only to save the expense of teaching. Arithmetic is supposed to train the reasoning powers and does so if it is not taught by rule. Many parts of it are of course necessary and useful in themselves. Writing, one would

think, was manual work, but strange to say, it seems to be the least attractive of the three. Is it that the object is strictly utilitarian? It is certainly not taught with a view to training the hand at all.

Other subjects are added in varying proportions, acording to local estimates of their importance.

In Sweden, France, Germany, England and America, the idea of adding further a study which will train the producing faculties, has taken deep root. The means by which this is done at present differ widely, the essential principle being that manual training is intended to train the mind through the hand. It does not fit a boy or girl for any special calling, but its students are well adapted to go at once into any practical trade or business. It is of course possible, if we have the rather rare kind of teacher who can steadily keep the real aim in view, to employ as the means of training the mind a subject which is also intrinsically useful, but in the majority of cases it seems safer not to allow this and so to force the attention of teacher and pupil to concentrate itself on the process.

The introduction of such manual and artistic training will be found to be no waste of time, nor even to be a new idea, for about the year 400 B.C. the philosopher Plato seems to have understood all about it and to have called attention to the important direct and indirect results from the combination of beauty and utility in the materials of common life. He says, "Such qualities, I presume, enter largely into painting and all similar workmanship, into weaving and embroidery, into architecture, as well as the whole manufacture of utensils in general; nay, into the constitution of living bodies, and of all plants; for in all these things gracefulness or ungracefulness finds place. And the absence of grace, and rhythm, and harmony, is closely allied to an evil style, and an evil character; whereas their presence is allied to, and expressive of, the opposite character, which is brave and sober minded."

The subject which is on the border-land and perhaps the most difficult to form a judgment about, is domestic economy. It differs in one important respect from any other calling in this, namely, that it is not a trade to be followed by a certain section, like carpentry or tailoring, but affects the health and even the morals of every member of the community, boys as well as girls.

There is also a pressing practical reason for giving the manual training of girls the form of cooking and sewing, which is, that you cannot be sure of capturing them later. In a more ideal state of things it would be far better to distribute the manual training throughout the whole course, in which case it would occupy but a small part of the average daily programme, would be in itself a refreshment and would, in the opinion of many, go far to create that interest which would make the boys and girls themselves anxious to stay at school for a longer period.

Also, up to the age of twelve, say, the teaching might have no ulterior object, as it were, that is, it might be directed solely to the fitting of the mind for its after work. Teachers in the cooking schools of New York have told me that twelve to fourteen was a good age, but from fourteen to eighteen would probably be better still, and if we could be sure that most of our children would take at least one or two courses in a technical institute, all special training, even of domestic science, could be much more cheaply and effectively given there.

Again, a special development of manual training claims the attention of educators. It seems to be established, as has been already quoted, that the artistic character of a design greatly enhances its value. The actual instruction in the carrying out of artistic designs in wood, metal and the like, can best be provided for in a technical institute, but if these institutes find the boys and girls utterly untrained in hand and eye, it is evident that much of their effectiveness will be wasted in bringing pupils up to the point at which they should have arrived before entrance.

Aaron Child & Son, hardware dealers, Gravenhurst, Ont., under date of March 8, wrote: "Your paper is a great help to us in keeping us posted on the markets, and we really think it would be impossible to get along without same."

Also, as has been well pointed out, art can only thrive under conditions of general comprehension and appreciation. We need an art atmosphere. To create this requires time in which to educate the whole people along artistic lines and to get at the whole people the work must be well begun in the public schools.

If this be true, and there is much truth in it, in my opinion, something must be devised all along the school course to educate the artistic faculties and to bring once more into friendly relations the useful and the beautiful, so often rudely divorced. When this is done, it is possible that even our language may hesitate to describe our buildings as sky scrapers.

There is no other argument for preserving the public school from any introduction of special training. There is danger of fostering materialism and of the setting of an undue value on riches; there is not only the possibility of losing sight of the far more essential training of the mind which has been referred to, but the serious risk of either crowding out or counteracting the training in the fine instincts of honor and purity and the right consness which exalteth a nation.

We have thus found a place for the engineering college and the technical institute, and for manual and artistic training in the common schools as a preparation for both.

The present series of institutions, differentiated as they are by subject, aim, class and age of students, might all fall under this general classification, which seems to cover the whole ground, and can be made to include every special branch for which it may be found necessary to provide from time to time.

Now, what are the results, so far as they can be observed at present, of the new ideas?

As an example, first, of the result of manual training carried right through a school, I would call attention to the Central School at Monomonie, Wisconsin. Here the management has had wise counsel and financial aid from a private citizen, but the city will doubtless undertake the whole charge, as the school has the loyal and enthusiastic support of every citizen. Both the appliances and the instruction are said to be of the highest order and the results are well calculated to astonish anyone who has never seen this system of public instruction in successful operation from the kindergarten through the high school.

Secondly, we find the results of present day industrial schools, equivalent to the technical institute, described as very satisfactory. They have a distinct tendency to raise the men so trained into another class. This is cited by shallow critics in disparagement, as leaving the ranks which they have filled depleted, but the cure is manifestly not in keeping back those who have it in them to fill a higher place, but in raising others to take their places.

We see this actually done in many cases where labour-saving machinery has been introduced. The new machine-tenders, who do not require to be skilled mechanics, are drawn from the ranks of the labourers and the old "all-round" skilled mechanics have not disappeared, but have risen to be tool designers. Further, it must be remembered, that this result is to a certain extent temporary, because if the learning were nearly universal, as it ought to be, the men would cease to be differentiated by training and would only be distinguished by natural [illegible].

Now to turn to our own city. What have we here to represent this great movement?

In the city of Montreal full provision has already been made for what may be called the higher branches of technical education. I [illegible] especially of McGill

University there the various scientific departments are now thoroughly well equipped and arranged for giving the very highest and best education for those who are intended to direct and superintend the great engineering and industrial works of the country. The same great benefactor, who has provided so liberally for the advanced training, has always felt the vital necessity of preparing a suitable foundation for it in the schools. He has shown this in a most useful manner by giving a large sum of money for the purpose of spreading throughout the country, from east to west, from north to south, that system of manual training, which is becoming a fundamental factor in leading boys and girls to realize that they can be of some practical value in this world.

Sir William Macdonald's work in this direction has demonstrated the utility of the movement. All the provincial governments, with one exception, have given encouragement to what has been done by placing the whole work on a solid foundation and paying for it. I regret to say that the single exception is the province of Quebec, and this in spite of the fact that the townships in which these schools have been established in our province have expressed their willingness to pay a sum representing about one-third of the expense and expect within a short time to be able to take charge of the whole; in spite also of the fact that the Protestant Board of School Commissioners has expressed its strong desire to continue the work, if only the necessary money could be found. The Provincial Government has merely expressed its sympathy and will give nothing at present, but is sending a commissioner to make enquiries in France as to the results of the system there. If the training now initiated so successfully is allowed to lapse for a year, it will certainly be a great check to the growing interest in the work on the part of the pupils and public and there will be serious risk of losing valuable teachers, to say nothing of the want of appreciation of the great benefit already conferred on the city and province. Such lack of appreciation can scarcely be considered an encouragement to future givers. I understand that a sum of $3,000 only would maintain throughout the whole province for one year the work as it is now conducted, but which is of course only a commencement.

In addition to the engineering school and the elementary manual training, some attention has been paid, but in a very insufficient degree, to the provision of technical education in several forms, under the Board of Arts and in connection with lectures given at the Monument National, to the cooking classes given under the Protestant Board of School Commissioners and under the auspices of the Y. W. C. A., etc.

What is evidently wanted is greater and more united effort. Several classes are much in need of help. The experience of the schools of Trinity Parish and the Hebrew Institute in New York, for instance, would lead one to the conclusion that by similar efforts in Montreal much might be done to redeem what, if left to itself, is so likely to become a kind of waste humanity, but what is now merely a mischievous boy, with much potentiality for good or evil.

Besides the children who are now getting no help, we have to consider the case of those who have just left school. You will be as sorry as I was when I heard the rector of the high school, who is doing such fine work in the educational field, make the statement the other day, that a very large proportion of the children in our schools leave them between the ages of ten and twelve.

There is now a call for compulsory and, of course, free education. It seems to be very necessary when such a statement as this can be made.

Another class needing help is of a very different kind. Numbers of young men, engaged in labouring work all day, are anxious to learn a trade. No provision has yet been made by which they might be turned into much more valuable citizens.

Again, there has certainly been, ever since I came here, a deep and increasing demand on the part of mechanics for more knowledge and more instruction in the details and principles of the work on which they are engaged. They have discovered, in some degree, that this work becomes more interesting and profitable if they understand it thoroughly and can perceive its relations to other departments. You may be surprised, as I was, to learn that more than 3,000 mechanics in the city of Montreal have, for this purpose, joined correspondence schools in the United States, and that a sum of more than $100,000.00 thus goes out af the city and out of the country annually, for an education, which, even if valuable in some respects, could be much more cheaply and effectively given here.

The problem is really one of great dimensions and there is no doubt that a strong effort should be made to meet the demand by the organizing of a really effective technical institute. Of course the difficulty is to get the necessary funds to make a start, but it does seem as if once started it must nearly pay itself in direct returns and certainly in indirect returns must repay the outlay many times over.

It ought undoubtedly to prevent waste of material, as all true knowledge must. To prove this, I might tell the story of one of my own graduates, whose father equipped for him a small laboratory in the works, in which to study methods, with the result that, at the end of a fortnight, the saving effected had paid for the equipment, while at the end of the year it was estimated at something like $3,000.

The technical institute should also prevent waste of force, by teaching careful planning before commencing work. We ought never, for instance, to see cases parallel to the re-making of one of our streets last year, where the steam roller looked down proudly on the smoothed and finished surface, quite oblivious of the cable men following immediately behind, and diligently digging up their trenches for the excellent purpose of putting the wires underground.

Not least, it ought to have a considerable effect in preventing the frequent and worse than wasteful commercial wars and the continual struggle, which the Germans well call "Klassen-Kampf," by developing those interests which are common to all classes, and by gradually evolving a clearer conception of the inter-dependence of all forms of mental and physical work.

CORN HUSKERS AND SHREDDERS.

A GREAT many American manufacturers, says The American Exporter, are now going into the business of making corn huskers and shredders, a fact that proves that these machines are meeting a widespread demand. As this machine is a comparatively recent one, a few facts regarding it may be of general interest. The purpose of the corn husker is to enable the farmer to save the whole of his crop, utilizing each part of it to the best possible advantage. In many parts of the West, not only the grain, but every part of the cornstalk, is used as fodder, and the farmers frequently prefer to cut their corn when rather green, haul it to the barns, husk it and cut it up fine immediately. The cattle eat this greedily, whereas, if it had been permitted to dry in the field, much of the nutriment would have been lost. Those farmers who intend to sell their grain, also employ the husker and shredder extensively, as it en

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ables them to utilize the stalk and husk more easily than any of the methods formerly in vogue. Some of the huskers and shredders now placed upon the market are of very large capacity, since they are designed to meet the requirements of threshermen whose work is done usually upon a large scale. Smaller machines are also made, however, in a variety of strong and durable types, by several manufacturers. As this is not a technical paper, we need not detain our readers with the mechanical details of any of these machines, our purpose being merely to point out their advantages in a general way.

One of the latest uses to which shredded corn fodder has been put is the manufacture of baled corn hay, samples of which have been found to be as sweet and perfect after two years as on the day they were baled. This form of preservation permits the farmer to save any portion of his corn hay not required for use on the farm, and dispenses with the "bulk" which heretofore induced him to leave his valuable fodder in the fields, in shocks, to be blown down by winds, saturated by rains and melting snows, and destroyed by frosts. It is claimed that the corn hay crop of one acre is from three to five tons, worth from $8 to $10 per ton, the compressing of this hay for storage or market giving it a value never before anticipated by the grower of corn, who has relied solely upon the grain. The shredder and husker not only reduces the entire stalk to the finest condition for use, but also husks the ears from the stalks and carries the hay to the highest barn loft or stack. Baled corn hay is rapidly finding favor in the cities, not only as a food for horses, but also because the residuum is one of the best absorbents known for preserving the manure. The shredder doubles the value of the corn crop by opening more markets for its use.

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PROSPEROUS BRANDON.

MR. T. R. HORNER, who carries on a retail grocery business in Brandon, Man., has been in the east for two or three weeks on business. Mr. Horner has been in Brandon for twenty-three years. Prior to that he was for some time in Toronto.

In conversation with THE CANADIAN GROCER he said that business in Brandon was in excellent condition. "The town," he said, "is rapidly growing. A house it is almost impossible for new arrivals to get. As a result people are crowding into boarding houses and hotels. The construction of houses is going on as rapidly as possible, but the difficulty is to secure enough mechanics to carry on the work as rapidly as desired. To give you an idea of how scarce houses are let me tell you that I know of instances where three months' rent in advance has been paid in order to secure a dwelling that was for rent. The C.P.R. are enlarging their premises. They have bought a tract of land northeast of the town, where they are putting up workshops and a large roundhouse. The roundhouse will accommodate three times the number of engines which the present one does. Within the last two years a binder twine factory has been built and it is running on full time. The Brandon Machine Works are doing exceedingly well. I believe that eventually the works will be as large as anything you have in the east. They manufacture threshing machines, threshing engines, fanning mills and pickling machines. A good many people in the east will not know what pickling machines are. These are machines which are made for the purpose of treating seed grain in order to prevent smut. This company also manufactures chemical engines. A short time ago a firm in Michigan wanted to place an order with the Brandon Machine Works for 100 of their threshing engines, but the company had to turn the order down."

Speaking further in regard to the trade, Mr. Horner said that the firms in the vicinity of Brandon were a most prosperous lot of men, and that in consequence terms of credit were much higher than they used to be. He said that since the number of villages and towns in the vicinity of Brandon had increased the number of farmers who came from [illegible] miles distant to sell their [illegible] and purchase supplies had altogether disappeared. "But," said Mr. Horner, "the increase in the number of farmers [illegible] Brandon has so increased that it has more than made up for the loss of the trade hitherto obtained from the far distant farmers."

MINERAL PRODUCTION OF NOVA SCOTIA.

The report of Dr. Edwin Gilpin, Jr., inspector of mines of Nova Scotia, for the year ending September 30, 1902, gives the following statement of production ;

		1901.	1902.
Gold	oz.	30,537	28,279
Iron ore mined	tons.	.....	15 214
Iron ore imported	tons.	419,567	474,517
Manganese ore	tons.	10	150
Coal raised	tons.	3,625,365	4,362,869
Coke made	tons.	120,000	406.152
Gypsum	tons.	135.637	173,000
Grindstones, etc.	tons.	315	4.000
Limestone	tons.	95.794	223,606
Barytes	tons.	600	742
Pig iron	tons.	90,034	206,193
Moulding sand	tons.	.....	1,390

The figures above give the returns of coal mined. The coal sold in 1902 was 3,898.626 tons, which was distributed as follows: Nova Scotia, 1,382,563 tons; New Brunswick, 319,338; Prince Edward Island, 56,203; Newfoundland, 105,287; Quebec, 1,243,980: West Indies, 5,982; United States, 751,382; other countries, 33,891. The sale of coal in Nova Scotia increased 383,749 tons, due principally to the requirements of the Dominion Iron & Steel Co., which drew its supply for coke and other purposes from the Dominion Coal Co. The sales to New Brunswick show a slight decrease. The sales to the United States show an increase of 200,000 tons.

FAILURES IN CANADA.

The following from Dun's Review shows the failures in Canada during the first three months of 1903 :

	1903. No	1903. Liabilities	1902. No.	1902. Liabilities.	1901. No.	1901. Liabilities
Iron	..	.....	..	.....	..	.....
Tools	4	$5,050	1	$1,500	5	$11,600
Wool	1	25,000	..	.....	1	5,000
Cotton	..	..	..	..	..	..
Wood	3	4,550	2	7,500	5	40,500
Clothing	9	24,400	12	286,150	16	23,843
Hats	3	21,450	..	.....	..	.....
Chemicals	..	..	..	.....	2	38,000
Printing	..	..	3	18,983	4	12,900
Mining	1	52,598	7	25,200	3	31,372
Leather	4	22,000	1	1,000	7	191,760
Leather	1	2,000	..	.....	..	.....
Earthenware	..	..	1	3,300	..	.....
Miscellaneous	29	283,588	22	428,843	30	363,254
Manf'g	60	$450,636	49	$772,476	73	$718,229
General Stores	76	$380,150	93	$962,967	86	$433,530
Grocers	44	158,881	64	200,227	54	427,670
Hotels	13	87,841	16	48,212	21	54,699
Liquors	8	18,500	9	411,650	9	28,100
Clothing	14	41,650	28	202,348	32	124,148
Dry Goods	22	189,000	26	430,471	45	680,888
Shoes	14	56,905	20	77,480	21	111,442
Furniture	2	15,000	7	82,110	9	240,779
Stoves	8	89,903	9	59,018	12	57,710
Drugs	4	10,000	2	6,700	8	50,364
Jewellery	3	3,100	7	40,500	7	47,650
Books	4	33,100	2	13,100	5	27,216
Cigs	2	11,100	1	20,283	1	800
Miscellaneous	9	113,847	24	235,113	35	218,007
Trading	223	$1,187,173	308	$2,497,070	345	$2,503,023
Transporters	5	116,344	6	159,437	6	112,470
Total	288	$1,754,173	363	$3,439,992	424	$3,333,722

Commenting on the above, Dun's Review says : "Canadian returns according to occupation show that in five of the fourteen manufacturing classes there were no insolvencies, and in none of the others were losses at all heavy, although in number there was a slight increase over last year's statement. In every respect the trading failures were more satisfactory than last year, with notably smaller liabilities in general stores, liquors, clothing and dry goods."

INQUIRIES ABOUT CANADIAN TRADE

The following were among the recent inquiries relating to Canadian trade received at the Canadian Government office in London :

1. A Glasgow firm interested in wood pulp is looking for a new source of supply, and asks to be referred to Canadian producers not already represented in the United Kingdom.

2. Inquiry is made for names of Canadian firms requiring an agent to represent them on commission in the Midlands, by a person, offering good references, who has had experience in selling manufactured leather goods, stationers' sundries, fancy goods, etc.

3. A Sheffield firm of tool makers have asked to be placed in touch with Canadian buyers of such goods as they manufacture.

4. A North of England firm desires to get into touch with Canadian importers of oakum and dry spun yarn.

5. An inquiry for Canadian seed peas has been received from a correspondent at Angers, France.

The following are among the recent inquiries received at the Canadian Section of the Imperial Institute :

1. A Lancashire firm of provision merchants desires addresses of a few Canadian shippers of produce.

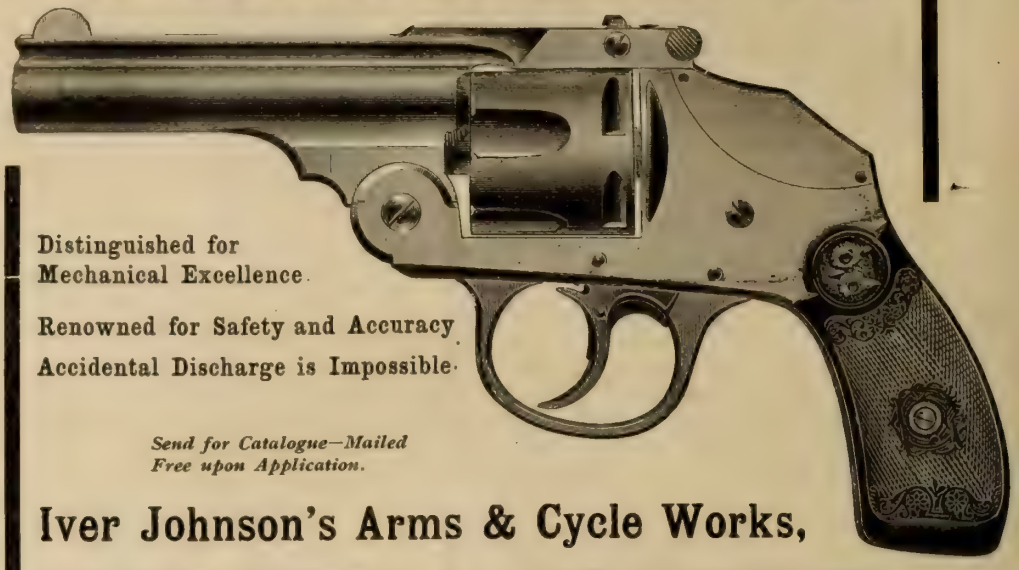
2. A Scotch manufacturer of jute and linen goods wishes to be placed in communication with Canadian importers of these lines.

[The names and addresses of the above applicants can be obtained on application to the Editor of HARDWARE AND METAL.]

A BIG ORDER.

There has been some keen competition against inquiries for large quantities of galvanized sheets, and we hear that one large order, amounting to several hundred tons was secured by Messrs. Caverhill, Learmont & Co. for their "Comet" brand last week.

IVER JOHNSON REVOLVERS



Distinguished for Mechanical Excellence.

Renowned for Safety and Accuracy.

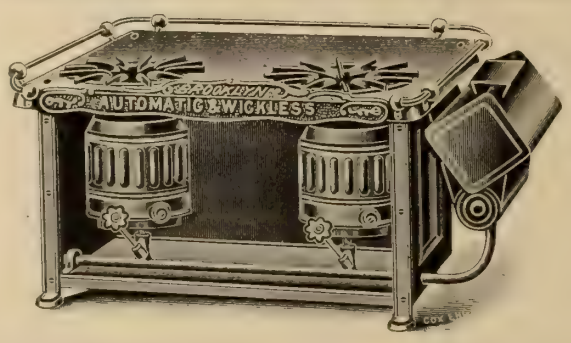
Accidental Discharge is Impossible.

Send for Catalogue—Mailed Free upon Application.

Iver Johnson's Arms & Cycle Works,

New York Office : 99 Chambers St.

FITCHBURG, MASS.



BROOKLYN Oil Stoves

1, 2, and 3 Burners

E. T. WRIGHT & CO.

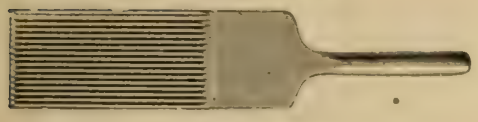
Hamilton and Montreal.

H. S. HOWLAND, SONS & CO., LIMITED

WHOLESALE ONLY — 37-39 West Front Street, **Toronto.** — ONLY WHOLESALE

Churns.

BUTTER SPADES.



Plain and Grooved.

Plain and Crib Top.

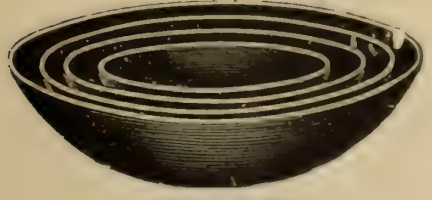
BUTTER LADLES.

White Maple.

"Daisy" Churn.

"Favorite" Churn.

"Leader" Churn.



BUTTER BOWLS.
Maple, 11, 13, 15, 17, 19, 21-inch.

½ and 1-lb.

BUTTER MOULDS.

½ and 1-lb.

FOR FULLER PARTICULARS SEE OUR HARDWARE CATALOGUE.

H. S. HOWLAND, SONS & CO. LIMITED, **Toronto.**

WE SHIP PROMPTLY. — **Graham Nails are the Best.** — OUR PRICES ARE RIGHT.

Factory: Dufferin Street, Toronto

MACHINERY

MOTIVE POWER ON THE FARM.

THE evolution of Canada from a sparsely populated strip along the banks of a great river, to the most prosperous and promising of "The King's Dominions beyond the Seas" is rivetting the attention of the world upon the vast resources and possibilities of our country. The phenomenal advancement of the United States during the last two decades is being rapidly paralleled, if not exceeded, by the marvellous growth of the Northwest, and the increased business activity of the older provinces.

No greater metamorphosis has taken place in any department of industry than in farming. The days when farmers were content to walk in the straight and narrow path of agricultural rectitude that their forefathers had set forth as the law inviolate of the sons of the soil: when even the weariness of the plowman, who had run his score or so of furrows in the day was an inspiration to the poet; those days are gone forever, and their passing is not to be regretted.

The agriculturist has at last broken away from the fetters of ignorance, and has embraced the opportunities afforded by the expansion of science, and to such good purpose that inventors and manufacturers vie with one another to gain vantage from some new way of reducing the manual labor and increasing the productiveness and profit of the farm. Not only is this advancement noted in such elemental operations as plowing and seeding, where the sulky and the seeding machine have forever ousted the farmer from his position as the central figure of an impressionist's canvas; not only has the hideous-looking but essential separator supplanted the flail and threshing floor, but in every department of farm labor the work of man's hands has been lessened, the effort of his brain increased. Choppers all but masticate the feed for his stock, churning is merely a matter of a little supervision; even milking machines have rudely thrust aside that most picturesque feature of ancient lore, the milkmaid. But in this instance, at least, science has outstripped itself, and milking machinery is pronounced a failure. The great essential of ancient farming was patience and a gigantic capacity for hard work. The most necessary feature in the farmer's stock in trade to-day is brain, the next, mechanical power, and the third muscle. The question that comes to every agriculturist now is, therefore, how to obtain [illegible] power. Much depends on the locality. On a western prairie, where all the fuel must be shipped in from a distance, steam has great disadvantages, while in partly cleared lands where timber is plentiful it is probably the most economical power. Oil engines are coming to the fore, and have certain potentialities not to be found in steam engines. It should be understood, however, that like any other form of machinery, these engines need some little attention. As a recent article in "Hardware and Metal" plainly indicates, gas and oil engines are delicately constructed devices, which must be kept clean to work well.

The one great advantage such engines possess is their portability, and next comes the fact that they are always ready for instant action. For intermittent power at uncertain intervals, probably the wind engine is more economical, because wind, like advice, is cheap. The steel or wooden structure, surmounted by a wheel with slanting vanes, and incidentally, with a very pronounced and persistent "squeak-ety-squeak" in dry weather, is now almost as much a part of the Canadian farm as the cow-shed, and the universal anathema which erstwhile was the sole portion of the lightning-rod man and the book agent now descends on the head of the "squeak-pump canvasser." As a pump for keeping up a supply of water for the stock or domestic purposes, the wind engine has probably no equal.

It may be that the farmer whose lot is cast in a section where "nae wind blaws" and yet where water is precious, is compelled perforce to accept the inevitable, and grumble in true British style at the fates that have been so unkind, when perhaps he is within reach of a power far superior to either wind or steam. Trolley lines are now honeycombing the country, and farmers will do well to ascertain on what terms the companies operating them are prepared to furnish power from their mains. Electricity has but recently been adapted to domestic and farm uses, but wherever such departure has been made, success has been the result.

Companies are everywhere hunting for water power franchises. It would be well for the farmers of a community where water power exists to remember that such energy can be utilized to good purpose not only in lighting, but in conducting every operation that can be done by machinery on the farm.

In a later issue of "Hardware and Metal" some details of the application of steam, oil, wind, water and electric power will be given. Hardwaremen should watch very closely the development of farm machinery, for it means money to them. There is no man in a small community so well able to handle the trade in these little engines and accessories as the dealer in hardware.

MACHINERY AND ELECTRICAL NOTES.

Richmond, Que., has decided to build and operate its own electric plant.

The Horwood Company, of Dog Bay, Newfoundland, are erecting machinery for a new mill.

A 6 x 6 marine engine was shipped to J. Moreau, Waubaushene, Ont., by H. W. Petrie, Toronto.

A large triple expansion engine has been purchased from H. W. Petrie, Toronto, by White & Grills, Lakefield, Ont.

The Regina City Council has decided that a system of waterworks, electric lighting and drainage shall be installed.

Raymond sugar factory, Lethbridge, B. C., is still receiving machinery, although the period of free entry expired April 1.

The Canadian Ship-building Co., which Toronto capitalists are starting on the Welland Canal, are now receiving machinery at their new works.

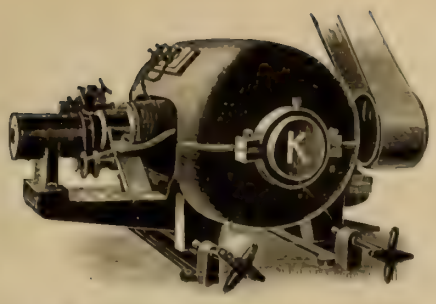
Frederick Nicholls, of the Canada Foundry Co., Toronto, stated that the company had just secured an order from the C. P. R. for 50 new bridges.

The American Cereal Co., Peterborough, Ont., have purchased a London 24 x 10 x 10 in. gap screw cutting engine lathe from H. W. Petrie, Toronto.

A very fine tool in the shape of an 800 lb. London steam hammer was installed in the plant of the Canadian Otis Elevator Co., Hamilton, Ont., by H. W. Petrie, Toronto.

Glasgow papers have recently published reports to the effect that the Fairfield Ship-building Co., among the largest owners on the Clyde, have decided to establish a plant on Sydney harbor, N.S.

Fort William is to be supplied with 5,000 horse-power from the Kaministiquia river by the Anglo American Power Company within two years, at a cost to the consumer of $15.00 per horse pow



Kay Electric Dynamo and Motor Co., Limited

Manufacturers of Dynamos and Motors for all purposes, both direct and alternating currents. Special attention given to repairs.

Office and Works, 219-221 Queen St. East, Toronto
'Phone Main 1251. Estimates cheerfully given.

PETRIE'S MACHINERY LIST.

(Changed every issue).

AUTOMATIC ENGINES
- 11 x 10 Peerless Self-Oiling (Leonard)
- 10 x 10 " " "
- 70 h. p. Compound Condensing Engine, Kelly-Osborne
- 8 to 65 h. p. "Jewel," new. Always in stock

MARINE ENGINES
- 2½ to 4½ h. p. Gasoline, with shaft and wheel, new
- 1 to 15 h. p. Steam, Dutton, new
- 7½ x 14 x 12 Steeple Compound, Doty
- 3 and 5½ x 4½ Fore and Aft, Compound, Doty, new
- 4 and 5½ x 4 " " " "
- 4 x 4 Polson
- 4½ x 5, with shaft and wheel
- 9 x 9 " " " new

BOILERS
- 19 x 44—13—2 in. tubes, upright, new
- 20 x 43—19—2 in. " " "
- 24 x 50—31—2 in. " " "
- 30 x 60—43—2 in. " " "
- 30 x 72—43—2 in. " " "
- 24 x 60—31—2 in. " " Submerged, new
- 30 x 60—54—2 in. " " "
- 30 x 72—22—2 in. " " Economist, "
- 26 x 36—15—2 in. " " "

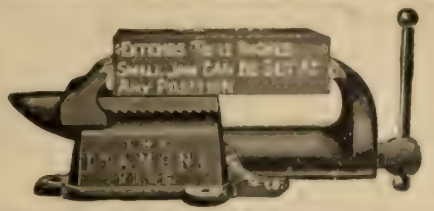
The large addition to my present quarters will soon be completed. Until then I will make close prices on the above. Quotations and Catalogue sent on request.

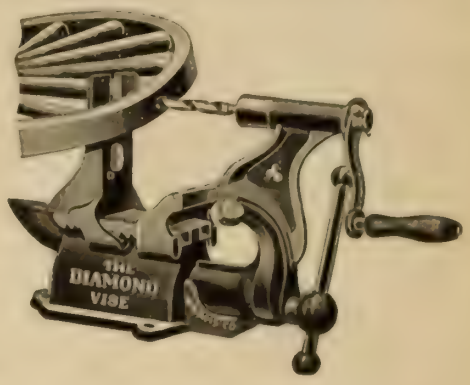
H. W. PETRIE

131-145 Front St. West, 8-22 Station St., Toronto.

DIAMOND VISE AND DRILLING ATTACHMENT.

U. S. Patent Jan. 15, '95. Canadian Patent July 22, '95.





JAWS are faced with steel ⅝ inch wide, 4 inches long, firmly fastened to jaw, checked and hardened. VISE weighs 38 pounds. DRILL weighs 13 pounds.

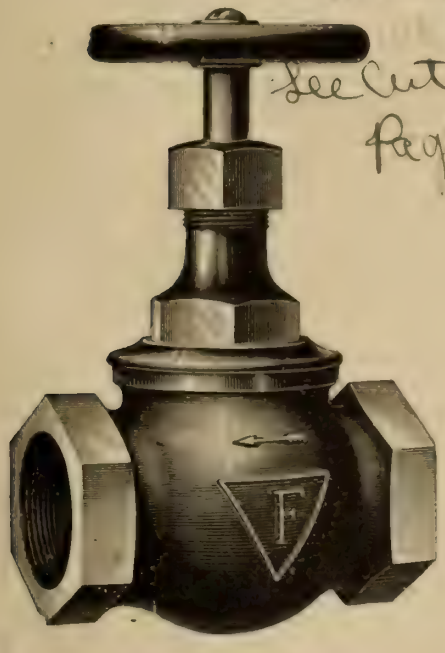
For Sale by Jobbers of Hardware.

Made by—
The Adams Company, Dubuque, Iowa, U.S.A.
Made by **Taylor-Forbes Co.**, Limited, Guelph, Ont.

"THE PEERLESS"

is the best Bolster Spring ever produced. A fine line for the hardware trade. **Write Us for Prices**

JAMES WARNOCK & CO., - GALT, ONT.



See Cut book 3 Page 65

Fairbanks RENEWABLE Asbestos Disc Globe Valves

STEAM, GAS, WATER and AIR-TIGHT.

The most easily renewed Globe Valve made.

We will be pleased to mail catalogue and prices on application.

THE FAIRBANKS COMPANY

Montreal **Winnipeg** **Vancouver**

...per annum. English capital is behind the scheme and the contract is signed by Hugo Cooper & Co., of Winnipeg.

The Kingston Locomotive Works Company has now its full complement of machinists for the first time since the strike began a year ago.

The Cramp Steel Ship-building Co., Collingwood, Ont., are pushing the work on two large steel freighters, and have contracts for two other large steel vessels to be built as soon as these are finished.

The business of the Jenckes Machine Company, Sherbrooke, Que., is increasing so rapidly that the question of increased capital for the purpose of enlarging the works is under consideration.

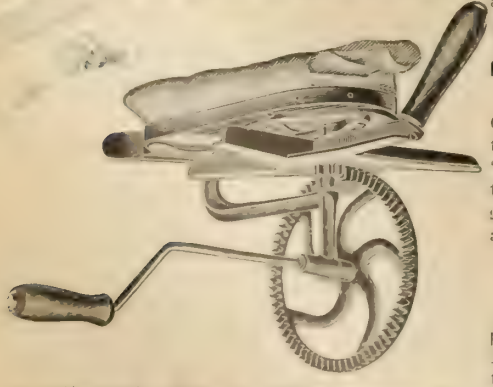
The Belleville Portland Cement Company has offered the promoters of the proposed electric road between Toronto and Cornwall $1,000 towards building the road from Belleville eastward, as the line will be built in close proximity to the works.

Winger Bros., of Edgley, Ont., have installed a 110 horse-power boiler and a 25 horse power engine for the purpose of making cider, apple butter and jelly. A large trade has been worked up in this line, and to meet the demand Winger Bros. have built a considerable addition to their plant. The machinery was installed by H. W. Petrie, Toronto.

Moose Jaw is sorely perplexed over the vexed question of municipal franchise. One faction of the town council would have the proposed electric light plant in the hands of the ratepayers, while others believe the proposition of John Jack & Co. to supply electric light at a stated figure on condition of a ten years' franchise should be accepted. The council were unanimous in the belief that light must be had somehow, and the Fire, Water & Light Committee were instructed to find out the best means of obtaining it. They will report as soon as possible.

BROADCAST SEED SOWERS.

H. S. Howland, Sons & Co., Limited, Toronto, are now selling to the trade the "Premier" broadcast sower, which they claim to be exceptionally strong and compact as well as neat. The frame of the "Premier," which carries all the bearing parts, is made in one piece of metal, thus assuring perfect and permanent alignment. The seed is fed to the fan wheel through



an adjustable shute, in such a manner as to insure an even distribution. The grain bag is supported by a strap thrown across the shoulder and is made of canvas securely fastened to the base of the machine. The "Premier" will sow any seed that is sown broadcast, such as oats, wheat, rye and rice, millet, clover, timothy grass seed, etc.

THE NICKEL-COPPER COMPANY.

A man who is in a position to know says there are still good times ahead for the Nickel Copper Company, which has not for some time back been in the hey day of prosperity. John Patterson has the matter in hand, and the company is in process of reorganization. All the old debts have been settled, and it is said the original shareholders will come out all right. Hamilton Herald.

RESISTANCE OF STEEL BARS.

The results of some experiments made by Brinell on the influence of chemical composition of the resistance of steel bars under impact were given in a recent issue of "Stahl und Eisen." The experiments were made both with notched and unnotched bars, and the temperature at which the tests were made ranged from −28 degrees Cen. up to +30 degrees Cen. Fifteen varieties of ingot iron were tried, and the general conclusions arrived at were as follows: Resistance to shock diminishes rapidity with a decrease in the carbon content, both for hardened specimens and unhardened ones. With unhardened specimens rich in silicon the resistance is greater than with specimens containing little silicon, but with hardened specimens an increase of silicon proved a disadvantage, but it should be noted that samples with little silicon were proportionally richer in carbon, and hardened, therefore, more energetically. In unhardened and unnotched specimens the resistance to impact diminished as the manganese increased, but the inverse was the case with hardened specimens. With notched unhardened specimens the resistance to impact was unaffected by the manganese content, but with hardened and notched specimens an increase in this constituent diminished the strength. At lower temperatures the resistance to impact diminished the more rapidly the greater the carbon content, and unhardened specimens were more affected than hardened ones.

BERLIN TO BUY ELECTRIC PLANT

Berlin, Ont., Council has agreed to buy the plant of the Berlin Gas Co., paying $90,000 for property as it stood on Dec. 1, and such further sum for property built since then as shall be agreed upon, also on condition that the town furnish power to the Berlin and Waterloo, and Berlin and Bridgeport Railways till October 1, 1903 at $350 a month.

MACHINERY FIRM WANTS AN AGENT

Mr. Harrison Watson, secretary of the Canadian section of the Imperial Institute, has received the following inquiry: "A company manufacturing machinery, tools and contractors' plant wish to get into touch with an influential firm in a position to introduce their goods."

BRIDGES IN BRITISH COLUMBIA.

Two most important bridges are in process of erection, one over the Victoria Arm, on the trolley route from Victoria to Esquimalt, and another over the Fraser at New Westminster. The first will be 600 ft. long and 28 ft. wide, and will carry a single track and cost $106,000. The latter will be 880 yards in length, with a railroad track 18 feet above the high water level, and a roadway for pedestrians and wagons 21 feet above the railway. It will rest on eleven piers and have a draw in the centre to permit the passage of steamboats. The Great Northern will probably use this bridge to get to Vancouver. The estimated cost is $850,000.

UNIONISTS CONDEMN BOYCOTTING

The convention of the National Metal Trades Association held recently at Buffalo was, says "Iron Age," one of the most important gatherings of employers ever held in this country. The meeting was remarkable, not only for the unanimity of opinion regarding the plan for action in the correction of evils attending present day trades unionism, but for the aggressive stand and fearlessness of action toward meeting and correcting these wrongs, which characterized the transactions.

Short as the assemblage may seem to have been, every moment of the time was devoted to hard work along the lines of a skilfully formulated and excellently executed plan. The practice of boycotting was strongly condemned, and a very strong resolution in which such practice is characterized as "un-American, illegal and cowardly," was adopted.

THE LATE ANDREW ARMSTRONG.

Andrew Armstrong, who founded the Vulcan foundry on Broad street, St. John, N. B., in 1867, and who has, during the thirty-four years he has conducted the business, been respected as an energetic and progressive man, died in his home suddenly on Sunday at midnight. Mr. Armstrong had supplied his foundry with the latest and most improved plant for the manufacture of light and heavy castings, cast and wrought iron railing, soil pipe, iron building work, etc., all of which products have a standard reputation. He leaves besides a widow five sons and a daughter. The business will, in all probability, be continued by the sons.

TO ENSURE BETTER SOLDER.

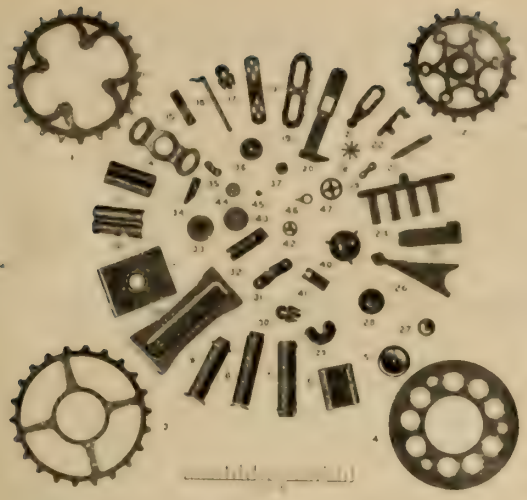
Application is being made in Canada and the United States for the patenting of a device that will be known as the "Fowler-Carthew Solder Pyrometer." The invention is for the purpose of indicating the temperature of solder at a stage when it is possible to obtain a perfect action of the molten compound. It will not only avoid the present large waste of imperfect tins in their manufacture, but will be an almost absolute protection against "leaks," one of the most annoying and costly defects in the canning of salmon and all other tinned products.

RESTORATION OF BRASS ARTICLES

For the regeneration of brass articles, says the "Metallische Rundschau," they are first freed from adhering dirt by the use of hot soda lye, then if they are bronzed, dipped in highly diluted solution of sulphuric acid and rinsed off in clean water. Next they are yellowed in a mixture of nitric acid 75 parts, sulphuric acid 100 parts, shining lampblack 2 parts and cooking salt 1 part; then rinsed off and polished, and, to prevent oxidation, coated with a colorless varnish, a celluloid varnish being best for this purpose.

BRITISH COLUMBIA IN LINE.

We note with pleasure that Vice-President Harry Mahoney is getting a good report together of Vancouver and Victoria for the forthcoming National Convention. Harry's report should not be "taken as read." It will be interesting.



SAMPLES OF PRESSWORK MADE ON OUR PRESSES

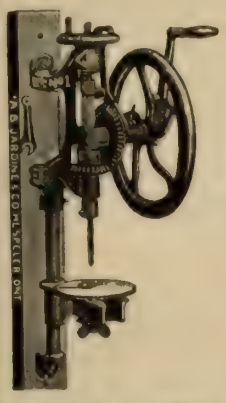
Owing to frequent calls for samples of stampings and punchings, we here illustrate some of the kinds of work that our different styles of Presses are adapted to.

Metal Stamping Our Specialty

Send us your samples or drawing and we will give you prices.

Empire Machine & Metal Stamping Co., Limited,

1012 Yonge St., TORONTO.



TRADE MARK J REGISTERED.

Blacksmiths' Hand Drills.

The very best.

A. B. JARDINE & CO.

HESPELER, ONT.

Lockerby & McComb

AGENTS IN CANADA

FOR THE

Celebrated P. & B. Cold Storage Lining

AND

. . Ruberoid Roofing . .

P. S.--Prices on Application.

65 Shannon Street, MONTREAL.

STANDARD TIN WORKS

MANUFACTURERS OF

TINWARE AND TIN CANS

Fruit Cans, Meat Cans, Jacketed Oil Cans, Baking Powder Cans, Lard Pails, Etc.

JAS. A. McGOLPIN

156-162 Duke Street TORONTO.

USE

CANADIAN BABBIT

Imperial Metallic **Hercules Star**

The highest grade babbits made.

THE CANADA METAL CO., WILLIAM STREET, **TORONTO.**

SEASON 1903

INVINCIBLE BRAND HORSE BLANKETS

Burlington-Stay-On Stable Blankets. **BISHOP FUR ROBES AND COATS.**

PLUSH AND WOOLLEN KNEE RUGS.

Our travellers are on the road with samples of the above for next season. We make a specialty of these goods and are large dealers in them. If you are not on our list of customers, write us. We are always pleased to show samples and quote prices.

Established 1866. **SAMUEL TREES & CO., TORONTO**

CELEBRATED **HEINISCH** SHEARS

Tailors' Shears,
Trimmers' Shears,
Tinners' Snips, etc.

ACKNOWLEDGED THE BEST.

R HEINISCH'S SONS CO. NEW YORK OFFICE, 90 Chambers St. NEWARK, N.J., U.S.A.

Not connected with any Shear Combination.

Blizzard Rat Trap

Sold with our other lines of traps by all leading Canadian Jobbers

J. M. MAST MFG. CO., - LITITZ, Pa., U.S.A.

EDWIN H. GREENFELL & CO., LONDON, ONT., CANADIAN AGENTS.

DEPARTMENT OF ADVERTISING SUGGESTION AND CRITICISM

Edited by **W. Arthur Lydiatt,** TORONTO.

NOTE Herein are discussed the principles and practice of advertising. Subscribers are invited to send Mr. Lydiatt specimens of their newspaper and other advertising, for the purpose of review in this department Address care of Department of Advertising HARDWARE AND METAL

What are you doing to advertise your store? What methods have you found most successful in increasing business, and what schemes have you tried that didn't pan out just as you thought they would?

Take a half hour some day and write me—tell me what you are doing and what you have done toward extending the scope of your business. Then I can tell other readers about the things you have done that turned out successfully, and warn them against schemes that meant "wasted money." Don't hang back—tell your experience first. Make this department the medium for the exchange of ideas so that we may all profit by each other's experiences.—THE EDITOR.

HERE is a story that has been published more than once, but I guess there are plenty of HARDWARE AND METAL readers who have never seen it, so I'll repeat it again for their benefit.

The story is told of Henry W. Grady, at one time editor, etc., of a newspaper in the Southern States, whose struggles for existence were hard indeed. "Dolph" and "Wes" Rounsaville, big merchants, declined to advertise, notwithstanding Grady's persistent entreaties. "We don't need to advertise," said "Wes," senior partner. "It won't do any good. Nobody reads advertisements anyway." "Don't read 'em!" cried Grady. "I'll show you." The next day's paper followed one of the editor's brilliant articles with this notice:

WANTED—Immediately, 2,000 cats, for which we will pay 50c. each. J. W. Rounsaville & Bro.

It rained, snowed and hailed cats. Every boy in town stole cats to sell. Farmers hauled them in from the country. The railroads brought them in by freight and express. They arrived in sacks, bags, boxes, kegs and barrels. "Wes" and "Dolph," who had not read the advertisement, were nearly paralyzed with fear. It was the town's business to stand about the corner of the store and enjoy the fun. Grady himself leaned against a telegraph pole splitting with laughter and crying with every fresh breath: "Nobody reads advertisements, eh? Nobody reads 'em? The Rounsavilles were glad to compromise on a contract for a year's ads.

People will answer most any ad. that offers anything. They'll sell—even cats whenever they see a good opportunity. They'll buy, too, whenever they see a good opportunity. Of course, the better the opportunity, the more people will want to take advantage of it. But they usually look for such things in the newspapers.

TWO CLASSES—WHICH IS YOURS?

There are two classes of merchants.

In the one we find the man who is bigger, every way, than his store. It doesn't make much difference how big his store is. He runs it on close, practical business principles. He is acquainted with every detail of his business. He is master of every situation.

He knows how to get business, keep it and make a profit.

He advertises to get business—advertises to keep it—and because he gives his advertising due attention it pays a good profit.

In the other class we find the man whose store is bigger than he is. His business is an elephant on his hands. No matter how large or small the store is, it is a great deal too big for him. He don't run the store—the store runs him—often into the bankruptcy court.

He has tried advertising—has proved more than once that it doesn't pay. He advertised in much the same way that he tries to run his store.

Conclusion: There are lots of men in business for themselves who need a pilot. They would make more money working for somebody else.

ADVERTISING IN PROGRAMMES, ETC.

There has lately been considerable discussion regarding advertising in programmes gotten out by charitable, social and educational institutions, and such charitable publications.

Now a really good programme is not without its value, but the trouble is there are so many of them, and most of them are absolutely worthless. Money spent for such advertising should be charged to charity instead of to advertising expenditure.

In some sections this kind of advertising has been sought in such quantity and so persistently that retail merchants have felt constrained to decline such advertising, because they are unable to trace any returns from it.

The New Haven (Conn.) Business Men's Association has decided that advertising of this kind has become such an evil that it required united action on their part. They accordingly passed a resolution prohibiting their members from advertising in such publications, and supplied each member with a card similar to the one here reproduced.

New Haven Business Men's Association.

No member shall advertise in any program, score-card, or any other publication issued by any church, or religious, military, social, benevolent labor, political, charitable or educational organization, or make donations of money or merchandise to, or purchase tickets from, churches or organizations as enumerated above.

It measures 11 x 14 inches and is supposed to be hung in a conspicuous place in the store of each member of the association.

This would seem to be a good plan to abate the nuisance, where it exists.

If more merchants would put the money they spend on advertising in these programmes into the newspapers and other forms of legitimate advertising I don't think we would hear so much grunting about advertising being a necessary "ex

Sweep the Carpet with a Carpet Sweeper.

Takes up all the dirt and leaves you your strength.

We've got the best carpet sweeper to be found don't think you'll find a better one anywhere than the Blank which we sell at $.

Has an easy motion parts are well adjusted dustless and easy running.

It will wear and do perfect work for a lifetime. Come in and look at one.

SWEEPER, CARPET & CO.

Dustless Town, Ontario.

pense." Advertising, rightly done, is not an expense—it is an investment, pure and simple.

Herewith are a couple of suggestions for ads which fit in pretty well at this time of year. Women are cleaning house these days. Good time to talk about all the things you have that will help make it easier for them. Don't forget the prices.

You can create lots of needs by suggesting them. There are some things a little out of order in most every house, which some small article from your store would fix up all right. The occasional suggestion of a broken latch and imperfect lock, broken hinges and such like, might cause some people to decide to put these things in good order.

YOU CAN PICK A LOCK HERE THAT CAN'T BE PICKED WHEN ON YOUR DOOR

If there are doors about your house or outbuildings without a perfect lock, better come and pick a new one out of our complete assortment.

All sorts of locks at all sorts of prices—but they're all worth what they cost.

KEYS & LOCKHARD
BARNES - - Man.

I'd like to use about a column of this page every week to publish the opinions of different readers on "How a Hardware Store Ought to be advertised." Have you any opinions on the subject? Will you let me have them, then? Tell me something of your experience, and send along a few ads., which I'll reproduce if you wish.

LATE SENATOR GILLMOUR

The death of Hon. Arthur H. Gillmour, Canadian Senator, occurred suddenly on April 13, while on his way to Ottawa on the Canadian Pacific train. He had retired for the night, and suddenly startled his fellow-passengers by springing from his bed. Every effort was made to resuscitate him, but in vain.

He was born in St. George, N.B., in 1824, and from 1854 to 1866 was a member of the New Brunswick Legislative Assembly, being Provincial Secretary in one Government. From 1874 till 1896 he was a member of the House of Commons, Ottawa, when he was called to the Senate by the Liberal Government. He was engaged in both lumbering and farming.

Daniel Gillmour, a partner in the firm of Chase & Sanborn, the coffee merchants, of Montreal, was his son.

THE BEET SUGAR QUESTION IN CANADA.

From our Ottawa Correspondent.

OF all the requests for Government assistance none is being more strongly pressed than that for aid to develop the beet-sugar industry in Canada.

The annual consumption in this country is in the neighborhood of 300,000,000 lb., all of which, we are assured by the beet sugar people, could be produced in Canada.

This would mean the establishment of

AN IMMENSE INDUSTRY,

for, to quote from a lengthy speech made by Dr. Sproule in the session of 1901, it would require to produce all this sugar, 1,500,000 tons of beets, 240,000 tons of coal, 150,000 tons of lime, while 150,000 cars would be required to transport the finished product, and from 150,000 to 200,000 acres would have to be put under cultivation.

REVENUE FOR THE FARMERS

At an average of $4.50 per ton for the beets delivered at the factory, the farmers' revenue from this source would be $6,000,000, to say nothing of the immense amount of employment that would be given to the various transportation companies, and to the laborers engaged in producing the lime. For such an output it is estimated that 30 large factories would be required, which at $500,000 each, would mean an initial outlay in the country of $15,000,000. Making all due allowances for the enthusiasm of promoters and advocates, the vast importance of an industry even half as great as that outlined, would be speedily admitted, and therefore, no one need apologize for discussing the question at some length.

TESTS.

Practical tests made in several parts of Ontario, and, we understand, in other parts of Canada, have proven that both in the matter of yield per acre and percentage of saccharine matter we are as fortunate as the best, and far more fortunate than Germany, where such immense quantities of beet sugar are produced. These facts are very naturally made the basis of the argument on which application for aid is being made. Special tests, however, are always more or less misleading, for in them extra attention is always paid to the cultivation of the crop, and, very naturally, the best land is chosen for the experiment, so that when we hear of a production of 20 tons to the acre, as compared with from 12 to 13 in Germany, we must by no means run away with the idea that such a yield would even be approximated in the average.

AID TO THE INDUSTRY

The industry has made a beginning in Canada; four factories in Ontario, those at Wiarton, Berlin, Dresden and Wallaceburg, and one at Lethbridge, having been established. Nor has aid thus far even been entirely withheld. In 1901, the Ontario Government passed an Act appropriating $225,000 by way of bounty, no more than $75,000 to be expended in any one year, and this sum to be paid out at the rate of ½c per lb for the first and second year, and ¼c per lb for the third year of the existence of any given factory, a proportionate distribution to be made among the factories if there should not be enough to go around in any one year, but the grant on this condition among others, that factories getting it must have paid $4 per ton at the factory for all beets delivered in the first year, and not less than 33 and one-third cents for every 1 per cent of sugar contained in the beets delivered during the second and third years.

In addition to this, while at the time refusing to grant a bounty as asked, the Dominion placed the machinery required for such a manufactory on the free list, an important concession when we remember the great cost of the plant required.

NECESSITY FOR MORE CAPITAL.

Now, on the advantages above noted—climate, soil, and State aid—certain well known shrewd business men invested money for the construction of the factories above referred to, and, it is disappointing to find that more is still required. It suggests the doubt as to our natural advantages, and that these gentlemen having been mistaken once, may again be mistaken. The labor problem is one of the serious ones in connection with this question. For the ordinary pursuits of mixed farming it is now exceedingly hard to get adequate help, and, in the culture of beets an immense increase in the work of the farm necessarily follows.

Of course it is possible by customs duties or by bonuses to make any industry so prosperous that prices can be given for the raw material which will enable its producer to pay such wages as to get the necessary supply of labor—but for the present, at least, with such a strong movement towards New Ontario and the West, the wages offered would have to be high beyond all reason to procure the many hands required for beet culture on a large scale.

COMPETITION WITH CANADA'S [illegible]

Another and very important phase of the present question is the competition with Canadian refining, an industry now well established in Canada after many years of protection. The beet men seem to feel that the [illegible] sugar is receiving undue favor, and that to

should be in some way shorn of his advantages, or a part of them at least, to their gain. Now, when the Tariff was revised in 1897, the protection of the refiner was considerably reduced, of which he has never ceased to complain, so that a readjustment to his further disadvantage means a direct and sharp conflict between two classes of Canadian manufacturers.

More than that: If we are to take literally the leaflet of the Ontario Beet Sugar Association, lately sent out very freely, it means the total extinction of the older industry, for we are told that every pound of imported sugar might have just as well been produced from our own beets. With millions of dollars invested, we may feel very sure that such an obliteration cannot be effected without great hardship and bitter opposition.

ADVANTAGES OF THE HOME INDUSTRY.

But let us leave the Canadian refiner of imported sugar out of the question, and treat the matter as one between the maker of Canadian beet sugar and the importer of foreign refined sugar. We shall see that the Canadian sugar has a very considerable advantage already. The duty on every pound of foreign refined sugar brought into Canada of a quality corresponding with our own beet sugar is a trifle over 1¼c. per lb. True, the refined would come in a trifle lower under the British preference, but importations of that kind figure very little so far as sugar is concerned, inasmuch as, to secure the benefit of the preference, the refined article must have been made entirely from British grown sugar, with which strict condition the British sugar refiners do not seem to wish to comply, if we are to judge from the fact that last year only $237 was collected on sugar which took advantage of the preferential tariff. We have already noted the Ontario bounty, so that between the two, Ontario beet sugar has at least from 1½ to 1¾c. per lb. to go upon.

BEET SUGAR IN THE STATES.

Reference is frequently made to the flourishing condition of the beet industry in various States of the Union, but the duty imposed on sugar going into that country is about 50 per cent. higher than here, and in many cases a bounty of as high as a cent a pound has been granted, while labor conditions seem to be much better there than here, so far as this particular industry is concerned.

FROM THE FARMERS' STANDPOINT.

The request to the Government to foster the industry by State aid of some sort, whether increased import duty or bounty, is urged very strongly as a matter of concession to the farmers of Canada. It is asserted that the farming class bears a very large share of the taxation, which the imposition of duties for the protection of other industries entails, and that here at last is a chance to give him some protection on his own account, to compensate him, in a measure at least. Unfortunately, however, for those who are building upon this argument, the farmers do not seem to be at one with regard to the matter. A request has been sent by the beet sugar promoters to various county councils to assist them in their campaign by petitioning the Government, and in some cases, the county council has refused to do this in the very section of country where beets could best be grown.

The Weekly Sun, a paper which claims to speak with authority for the farming class, notes the fact that when application was being made to the Ontario Government for the bounty subsequently granted, it was asserted that that was all which would be required to set the industry on a sure foundation, but that now the very same men are asking for more, and it winds up a very pronounced article against further aid as follows:

Would the farmers of Canada be benefited by an increase of the sugar duty? They are large consumers of sugar; and there is no question that an increase of duty would result in at least an equal increase in the price. Some farmers, it is true, grow sugar beets, but for one farmer that grows beets there are more than one hundred who do not. Would it be right to force one hundred farmers to pay more for their sugar in order that one farmer may get more for his beets? Would it not be better for us to confine ourselves to growing those products in which we excel and buy our sugar from places where it can be produced cheaper than it can be produced here?

THIRTY-FIVE YEARS IN BUSINESS.

Mr. Robert J. McKelvey, of McKelvey & Birch, retail hardware merchants, Kingston, was in Toronto this week on business. The firm of McKelvey & Birch have been in business continuously for 35 years, and are at present making extensive alterations in their store, which promises to be one of the finest and best in Canada. With a view to making the store thoroughly up-to-date Mr. Robert J. McKelvey has visited a number of commercial centres during the last few months.

PERSONAL MENTION.

Mr. J. O. Carpenter, manager of the Dawson Hardware Co., Vancouver, spent last week at Harrison Hot Springs.

Mr. Wm. Cooper, Apple River, N.S., has been engaged as bookkeeper by the Enterprise Foundry Co., Sackville, N.B.

Mr. R. F. Anderson, of R. F. Anderson & Co., Vancouver, has accepted the position of manager in the Vancouver Hardware Company.

CHAT

JOHN Robertson, stove and tinware dealer, Strathroy, Ont., intends installing a complete stock of hardware, and is overhauling his store for that purpose.

Fort Frances, Ont., has been incorporated as a town.

Wm. Strachan, Ottawa, intends opening a branch store in the same city.

Wilkinson's hardware store, Regina, N.W.T., is being extensively improved.

Kayser Bros. have bought out W. F. A. Fishleigh, hardware dealer, Hagersville, Ont.

Mr. McDermid, late of the Fraser Hardware Co., Galt, Ont., has accepted a situation in Bracebridge, Ont.

Henry Newton, of Orangeville, Ont., has accepted a position with O. B. Henry, Drayton, Ont.

Ketchum & Co., bicycle and sporting goods dealers, Ottawa, have moved into new premises, which are extremely bright and attractive.

The Brandon Hardware Co., have purchased some valuable property on Rosser avenue, Brandon, Man., next to their present quarters.

W. C. Bond, hardware and implements, Gladstone, has bought the lumber business of Munro & Shirray at Plumas. A stock of hardware and tinware will be added.

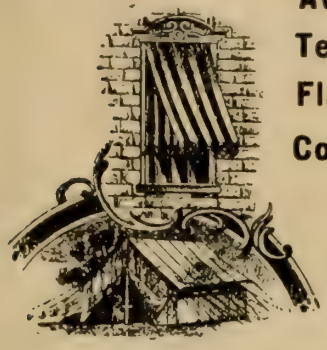
T. Houghton, of the firm of Scott & Houghton, hardware merchants, Forest, has severed his connection with the firm and left last week for St. Thomas, where he has a good situation in a hardware establishment.—Sarnia, Ont, Canadian.

W. T. McGibbon & Co. have purchased the hardware business of D. J. Nesbitt, Brighton, Ont., and will carry on the same. In subscribing for HARDWARE AND METAL McGibbon & Co. say that they are very much taken with it.

Wes Staples, formerly of the firm of Dutton & Staples, who recently opened business in the O'Callaghan Block, is now well prepared for the season's trade, having on hand a large stock of bicycles and bicycle sundries, while the repairing department is thoroughly equipped. Mr. Staples is a popular young man, and we bespeak patronage for him.— Ingersoll, Ont., Tribune.

The assets of the tanning business of Morin, Frere & Co., Quebec, have been sold.

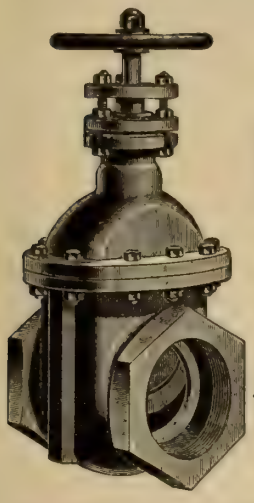
BUY OF THE MANUFACTURERS . . .



Awnings
Tents
Flags and
Covers.

WRITE FOR QUOTATIONS.

RAYMOND BROS., Windsor, Ont.



We Make Good

VALVES

Write for Catalogue. It tells all about them.

The Kerr Engine Co.
LIMITED
Walkerville, Ont.

G. A. Crosby & Co. of Ontario,
SARNIA, ONT. LIMITED

Manufacturers of
Patent Automatic Can Making Machinery, Presses, Dies and Special Machinery for Working Sheet Metal.

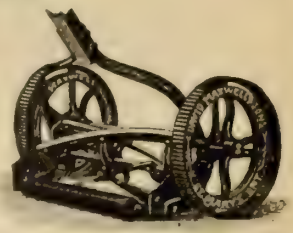
H. W. Petrie, 141-145 Front Street West, TORONTO—Selling Agent.

Steel Frame Churn.

DAVID MAXWELL & SONS,
ST. MARYS, ONT., CANADA.

"Maxwell Favorite Churn"

Patented Features: Improved Steel Stand, Roller Bearings, and Foot and Hand Lever Drive, and Detachable Driving Link. Improved for season of 1903. Steel or Wood Frame as desired.



LAWN MOWERS.

High and Low Wheels, from 12-in. to 20-in. widths. Cold Rolled Steel Shafting, Crucible Steel Knives and Cutting Plate.

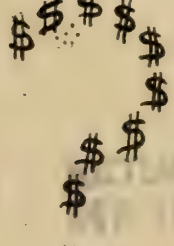
If your Wholesale House does not offer you these articles

SEND DIRECT TO US.

"THE MAXWELL" LawnMower.
High Wheel 10 inches.

Wheelbarrows. In four different sizes.

MAXWELL MOWER.
8-inch Low Wheel.



Looking for an Excellent Money-Making Line?

THEN INSTALL A LINE OF

Dodge Wood Split Pulleys

It doesn't require an enormous investment, for with our system of interchangeable bushings, a small stock is very elastic, and will meet very exacting requirements as to size. Big dividends can be made by installing the **Dodge** line.

Install **Dodge Wood Split Pulleys**—notify the local mill plants that you are carrying the line—we'll assist you in the advertising plan—prepare your copy if you want us to—you'll find "easy money."

THE DODGE MFG. CO. of TORONTO, Limited,

TORONTO.

The "TIP-TOP" Shoe Holder

Patented in Canada, Great Britain and United States.

The best idea yet, so simple too, why didn't some one else think of it before?

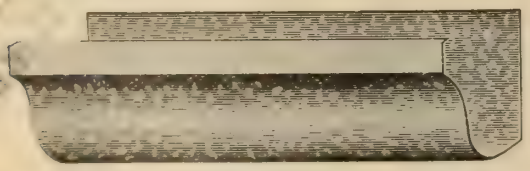
Patented and designed by a Canadian.

Will hold any style or shape of boot or shoe tightly stretched for cleaning. Can be used for Men's, Ladies' or Children's Boots. The three-piece last is what does it. If you haven't a set yet, order one with next goods from your jobber, put it up in the store where your customers can see it, and it will start right off to make money for you. It sells itself.

MANUFACTURED BY

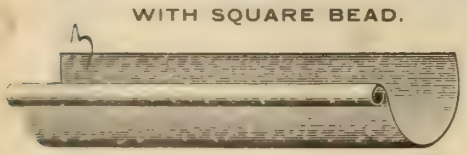
TAYLOR-FORBES COMPANY, Limited, Guelph, Ont.

Eavetrough and Conductor Pipe.



WITH SQUARE BEAD.

O. G. EAVETROUGH—Made in 26 and 28 gauge galvanized iron, in 5 sizes, with square or round bead.



HALF ROUND—Made of 26 and 28 gauge galvanized iron with round head on outside.

CONDUCTOR PIPES.

Corrugated and plain round galvanized iron.

Corrugated Iron.

Painted and Galvanized.

All sizes and gauges.

The McClary Manufacturing Co.

LONDON, TORONTO, MONTREAL, WINNIPEG, VANCOUVER, AND ST. JOHN, N.B.

"Everything for the Tinshop."

HARDWARE AND METAL

President:
JOHN BAYNE MacLEAN,
Montreal.

The MacLean Publishing Co.
Limited

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, North-West Territories, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

OFFICES.

MONTREAL - - - 232 McGill Street. Telephone 1255.
TORONTO - - - 10 Front Street East. Telephones 2701 and 2702
LONDON, ENG. - - 109 Fleet Street, E.C. W. H, Miln.
MANCHESTER, ENG. - 18 St. Ann Street. H. S. Ashburner.
LONDON, ONT. - - - Hiscox Building Walter H. Lindsay.
ST. JOHN, N.B. - - No. 3 Market Wharf. J. Hunter White.
NEW YORK - Room 802 New York Life Bldg. W. T. Robson.

Subscription, Canada and United States, $2.00.
Great Britain and elsewhere - - 12s
Published every Saturday.

Cable Address { Adscript, London. / Adscript, Canada.

THE SITUATION IN TURPENTINE.

BUYERS of turpentine have just begun to realize the full import of the sharp decline in turpentine in the south, which was followed by a drop of 4c. here. Even now importers here do not fully understand the situation.

It is conceded now, however, that the decline from 65c. to 49½c. in Savannah was the result of competition against The Standard Oil Company, which huge corporation, it is asserted by good authorities, at present practically controls the turpentine market and will control it in the future. For some years the Standard Oil people have been operating in turpentine, but until this year their power was not generally recognized, when it suddenly became evident to Canadian and American buyers that the Standard Oil Company was the controlling power in the turpentine market.

This action on the part of the corporation has led to new competition in the southern market, resulting in the great drop in prices of about 15½c. For a few days the situation in the south was almost a panic, but prices gradually steadied themselves at the lower figure, and business settled down to a hard fight between the smaller operators and the Oil Company.

The results of The Standard Oil Co.'s controlling the turpentine market will, in all probability, be far reaching, creating conditions which have not before existed. As yet even the most experienced importers are at a loss what to think of the future of the turpentine market. While there is the usual feeling in a case of this kind that prices will gradually advance, there being a limit to the production of turpentine, unlike linseed oil and petroleum, several phases of the situation are indicated which tend to dispute this view. It is admitted, however, that in the near future The Standard Oil Co. will be able to say: "This man may have so much turpentine" and "that man may have so much," and that it will be able to manipulate the market almost as desired.

But it is pointed out that there is a large area of turpentine forest which may be controlled by operators outside the corporation. Some sections have not been used for years. The trees having been tapped season after season, lost their strength, and had to be left some years to regain it and again produce the flow of raw turpentine. These will, in the future, be again producing and place a large quantity of extra turpentine on the market, while others, now flowing, will have lost their strength, and be useless. Consolation is also drawn from the fact that it is to the interest of The Standard Oil Co. to have a certain amount of competition to clear themselves of the laws governing monopolies; and some importers confidently expect they will still be able to obtain all the turpentine they require from outside firms, just as they now obtain linseed oil.

As to the immediate effect on prices, the opinion is that in the south there will be no further decline, though paint men are bearing in mind the exceeding low price at which The Standard Oil Co. sold linseed oil during their first year as the controlling power in that market. It may be remembered that it was quoted at a price lower than the cost of the seed, and they lost considerably over $1,000,000 on it. On the Canadian market importers have fairly good stocks of turpentine, which, though buying will be of the hand-to-mouth kind, should be about equal to the demand until the cheaper turpentine arrives, probably during the early part of next month. "Then," says one of the largest importers, "you will see turpentine cheaper here than for a long time past."

SOME MISTAKES OF BANKS.

THERE is probably no branch of business which is managed as a rule with greater efficiency than the chartered bank. It does not follow, however, that it is infallible. In fact, cases are frequently pointed out to us which prove this.

One of the particulars in which defects have been drawn to our attention is in regard to drafts. Business men in the large trade centres inform us that drafts have sometimes been returned to them which upon investigation were discovered to have never been presented for acceptance to the persons upon whom they were drawn. As far as we can learn the complaint is altogether against branch banks in country places.

Although such mistakes are perhaps not very frequent, they are quite inexcusable, and it would be well if the head officers of the banks would issue a little memorandum on the subject to the members of their staffs.

If the truth were known, it probably would be found that these mistakes were traceable to junior clerks in the banks, who are given to excesses in social affairs. It is a well known fact that young bankers, particularly in country places, are the social lions.

Society is all very well in its place, but when young men who require clear heads and thoughtful minds go to excesses in this particular it is no wonder that mistakes are made.

"KNOWING HOW" THE SECRET OF SUCCESS.

"THE goal of success is not always reached by the roughest road, the path is an easy one for [illegible] That is why so many people miss."

Success in business is not always obtained by those who work the hardest. Merchants have been known to spend years of time in, and to direct all their energy to

the building up of a good business--and have failed. Why? Because they did not go about it in the right way.

Although they worked hard, not having the keen perception of the born business man to point out the direction in which to expend their energy profitably, they wasted time and money on what brought no returns.

Other merchants, having worked not nearly so hard nor spent nearly so much money, have worked up a thriving business by "knowing how." They had the "business instinct," if so the quality may be designated, and utilized it; they took advantage of every little thing (which to those without this "instinct" would appear too trifling a matter to be made use of), to advertise and increase their business.

Merchants who wish to make a success in business should always be on the alert to pick up crumbs of business information; they should despise nothing, no matter how trifling the pointer may be.

If you have a successful neighbor, find out if possible how it comes about that he is successful, and follow suit. Keep up with the times. Never let your business become stagnant; always keep things moving. Above all, never get discouraged. "If at first you don't succeed, try, try again!" Keep pegging away.

A good business man never does anything haphazardly. He always has a good reason for his every action; he never does things merely because it is the custom. An investment is never made by him until he is certain that that investment is a good one—that his business is going to derive some benefit from it.

What a tremendous amount of money is spent in advertising. Is that money wasted? If so, it is the fault of the advertiser. There are merchants who have spent enormous sums on advertising, and, because the results were not so good as they should have been, have made the sweeping assertion that advertising does not pay. What is the reason that advertising pays some merchants and not others? The reason is that some merchants know how to advertise and some do not. A style of advertising that suits the city will not do for rural districts; advertising that brings good returns to one store may not to another. Advertisements to reach a certain class of people must be placed in a certain medium, and to reach other classes must be placed in other media; nor will a system of advertising nsed by a well-known firm do for one just starting, Some firms haven't time to see that the money they set aside annually for advertising is judiciously invested, and thus neglect the most important department of their business. Is it any wonder that such firms have reason to say that advertising does not pay? Advertising, if done well, does pay.

TRUTH IS MIGHTY.

ONE should always be honest in one's advertising. You may "fool all of the people some of the time and some of the people all the time, but you cannot fool all of the people all the time."

Some time or other the little deceits in your advertising are going to come out and count against you. Each time these little deceits are exposed part of your good reputation goes, until finally it is entirely lost.

"You may mend a broken reputation, but your neighbors will keep their eyes on the crack." It is also much harder to "mend" your reputation than it was to build it up in the first place.

Honesty is certainly the best policy in advertising, although at the time better results may be had from "ads." which are not strictly honest.

Never say anything in your advertising that you cannot verify in your store. An advertiser who believes thoroughly in what he is going to say has a far better chance of convincing people than he who only half believes what he is saying.

"Truth is mighty," especially when it looms up in an attractive advertisement.

INTERNATIONAL UNIONS AN EVIL.

REFERENCE was made in a recent issue of this paper to the injury that was being wrought to the industrial life of Canada by international labor organizations. Another instance of the injury thus effected has been brought to the attention of the public by the strike of the miners at the Crow's Nest mines. The men there were apparently satisfied with the conditions as they existed until the representative of an international organization came along, and not only persuaded the members of the local union that it was to their advantage to affiliate with the United States organization, but that they also had serious grievances which should be rectified.

The result is a strike, and not only are mines lying idle and the business interests of the community seriously affected, but there have been repetitions, although on a smaller scale, of the outrages which characterized the coal strike last fall in Pennsylvania.

As our readers are well aware, a number of labor unions in Canada have seceded from the Dominion Trades and Labor Congress, because of the machination of the officers of the international organization.

The unions seceded from the organization in question because they were fully persuaded that the aim of the officers of at least some of the international organizations was to put obstacles in the way of the development of the industrial life of Canada. This is no matter of hearsay, but the circular, which the seceding unions issued, when forming the National Trades and Labor Council, clearly sets this forth. "The great objection," the circular said, "to international organization in Canada is that strikes are fomented and carried out by labor officials from the United States to the disadvantage of Canadian enterprises."

International labor unions should be helpful to members thereof; but when the officers of such organizations use their influence to bring about strikes for the evident purpose of injuring Canada, it is time the members of such orders in Canada recognized the fact and confined themselves to a national instead of an international organization.

Some Significant Changes in the Tariff

WHILE the Government has decided to make no general revision of the Customs tariff, some significant changes were announced by Hon. Mr. Fielding in his Budget speech on the 16th inst. In fact, some new principles have been introduced into the Canadian tariff which are quite new to it, and will create a new epoch in Canadian tariff legislation. The most significant of these changes is the retaliatory clause which is to be introduced into the Tariff Act.

As our readers are well aware, ever since Canada, in 1897, succeeded in inducing the British Government to abrogate the treaties with Germany and Belgium, which prevented the Dominion granting the Mother Country a preference under the tariff, Germany has discriminated against the products of Canada. In inducing the British Government to take the step it did Canada had no desire to injure Germany. It was purely born of a desire to remove an old treaty arrangement which tied the hands of the Dominion and prevented our according the Mother Country privileges which we deemed to be in the furtherance of our own interests.

During the last five years the Dominion Government has repeatedly made efforts to induce Germany to remove the discriminatory tariff legislation against this country. This it has failed to do and it now proposes to retaliate in kind. There is a clause in the German tariff which permits the Government to impose a surtax on products imported from countries whose tariff is deemed unfavorable to Germany. This surtax ranges as high in some particulars as 100 per cent. The principle of this surtax the Dominion Government now proposes to adopt, although it is not to exceed one-third of the duty, as fixed by the general tariff.

The tariff resolution providing for this surtax also provides that it "shall apply to any article, the chief value of which was produced in such foreign country, although it may have been improved or advanced in value by the labor in another country, notwithstanding the provisions of the British preferential tariff and regulations thereunder." In other words, German goods exported to Great Britain in a raw or partially manufactured state and there further advanced in manufacture, shall not, as heretofore, enjoy the privileges of the British preferential tariff.

It will thus be seen that the surtax will discriminate against the indirect as well as the direct imports from Germany. What these indirect imports are, it is not possible to approximately estimate ; but in regard to direct imports, they last year reached the total of nearly $11,000,000.

Legislation of this kind is always regrettable, but there are times when it is necessary, and in this instance it is decidedly so.

The efforts that have been made to induce the Government to place a protective duty on steel rails may be said to have been successful, or at any rate partially so, for the Government announces that a duty of $7 a ton is to be imposed on steel rails imported into the country, on the Governing Council being satisfied that the mills in Canada are capable of manufacturing rails of the best quality and suitable for the use of Canadian railways.

In order, therefore, to secure this protection, it will only be necessary for the manufacturers of rails to satisfy the Government that they are able to comply with the conditions laid down in the tariff resolution.

The only rail mill in actual existence in Canada to-day is that at Sault Ste. Marie, the capacity of which is 500 tons a day. The proposed plant at Sydney is yet to have an actual existence. Allowing that the Sault Ste. Marie mill alone could turn out 500 tons a day for 300 days in the year, it would be about sufficient to supply present requirements, based on the imports of last year ; but, of course, the requirements of the railways in this country during the next few years would be very much larger than they are at present.

With the mill at Sydney in operation, to say nothing of others that may be forthcoming, the home manufacturers ought in a short time to be able to make all the rails the country will require.

The period for bringing in free machinery for the beet sugar factories has been further extended and all the machinery and appliances of the kind not made in Canada for the exclusive use in alluvial gold mining are to be put on the free list until June 30, 1904.

No change is to be made in the duty on lead. This will, no doubt, be somewhat disappointing to those engaged in the lead industry in British Columbia, but they may not be like men without hope, for Mr. Fielding announces in his Budget speech that the Government will consider the scheme for providing a bounty in place of an increase in the Customs tariff. On account of the many interests which would be effected by a substantial increase in the tariff on lead, this seems to be a better way for alleviating the undoubted disabilities under which the lead industry of British Columbia is at present laboring.

Mr. Fielding also promises some alleviation to the binder twine manufacturers in regard to the ⅜c. export duty on manila hemp, which militates against the Canadian manufacturers to the advantage of the manufacturers in the United States, as far as binder twine made from this particular hemp is concerned.

In his reference to the British preferential tariff Mr. Fielding pointed out that the Government had been negotiating with the Imperial Government with a view to securing reciprocal tariff arrangements, but so far without success. The Canadian proposition was to give further preference to British products provided that the British Government would concede a preference to Canadian products. During these negotiations, however, it was clearly pointed out that the preference must be so arranged that Canadian manufacturers would not suffer thereby. In other words, the tariff would be arranged so that the preference would be at the expense of foreign importations. The question is still pending.

Taken on the whole, the new tariff arrangements seem to be based on good business principles.

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

HARDWARE.

Montreal, April 16, 1902.

THERE has been no marked change in the conditions of trade in Quebec Province. The usual spring activity in shipments of heavy goods prevails, and as the season advances it becomes apparent that the volume of trade for spring of this year will exceed in no small measure that of spring 1902. There have been very few quotable changes during the week, screen wire cloth and cordage being the only lines affected. Some classes of American goods, among which are included carpenters tools and lawn mowers, are becoming in rather limited supply, owing to the scarcity of malleables. In fact, some houses have experienced great difficulty in obtaining supplies of such tools as planes and some lines of augur bits. On an order placed as far back as April, 1902, the remnants of it are just now coming in, fully six months behind time. The malleable iron factories, particularly in the United States, are far behind with their orders; and even fittings have been stiffened by the position of malleable iron. There is a disposition on the part of many retailers to demand their deliveries of lawn mowers a month ahead of time. For instance, orders placed for delivery between April 15 and May 1 have been asked for between March 15 and April 1. Obviously, such requests cannot be acceded to, both stock and freight conditions being opposed to them.

CANT HOOKS.—The demand for these has slackened off somewhat, and trade this week is of a very ordinary nature. There is no change in prices, which are as follows: No. 12, $10; No. 8, $11.50; No. 8a, $11; No. 7a, $16; No. 6a, $14.50; No. 5a, $11.50.

AGRICULTURAL WRENCHES.—A fair trade continues; prices firm. We quote: No. 6, $9; No. 8, $10; No. 10, $12; No. 12, $14; No. 15, $24; No. 18, $30; No. 24, $36. Discount 70 per cent.

LAWN MOWERS.—Shipments are going forward rapidly, though few new orders are being received. The retail trade are impatiently awaiting deliveries of their orders. There has been no change in the price. We quote: 10½ in. wheel x 12-in cutter, $7.50; by 14-inch cutter, $8.00; by 16-inch do, $8.50; by 18-inch do, $9.00; by 20-inch do, $10.00. Star, 9-inch wheel by 12-inch cutter, $5.50; by 14-inch do, $5.75; by 16-inch do, $6. Daisy, 8-inch wheel by 12-inch cutter, $4.90; by 14-inch do, $5.10; by 16-inch do, $5.30. Philadelphia pattern, 7½-inch wheel by 10-inch cutter, $6; by 12-inch do, $6.50; by 14-inch do, $7; by 16-inch do, $7.50. Grass boxes are quoted as follows: 12-inch, $2.25; 14-inch, $2.25; 16-inch, $2.50; 18-inch, $2.50; 20 inch, $2.75. The discount on all the above is 50 per cent. off.

BARB WIRE.—Factories are a little behind in making deliveries. Orders previously booked are being filled promptly, but for new business no promises of quick deliveries are given, indicating a demand taxing the factories to their utmost. The price is $2.80 per 100 lb. f.o.b. Montreal, and $2.67½ f.o.b. Cleveland. Carlots of 15 tons are quoted f.o.b. Cleveland at $2.45.

GALVANIZED WIRE.—There is but little doing, and no quotable change whatever. We quote: No. 5, $3.70; No. 6, 7 and 8, $3.15; No. 9, $2.55; No. 10, $3.20; No. 11, $3.25; No. 12, $2.65; No. 13, $2.75; No. 14, $3.75. In carlots, f.o.b. Cleveland: No. 5, $2.20; Nos. 6, 7, 8 and 9, $2.15; No 10, $2.20; No. 11, $2.25; No. 12, $2.30; No. 13, $2.40; No. 14, $2.50. In less than carlots, 12½c. per 100 lb. extra is charged.

SMOOTH STEEL WIRE.—There is no change. We quote: Bright and annealed, $2.50 per 100 lb. f.o.b. Montreal, Toronto, Halifax, London, Hamilton and St. John. Net extras per 100 lb. are now as follows: Coppered wire, 60c.; tinned wire, $2; oiling, 10c.; spring wire, $1.25; best steel wire, 75c.; bright soft drawn, 15c.; special hay-baling wire, 30c.

FINE STEEL WIRE.—A fairly good business has transpired this week in this wire, and the tone of the market remains steady to firm. The discount is 25 per cent., with the following extras: 1 and 2-lb. hanks, 25c. per 100 lb.; ½-lb. hanks, 37½c. and ¼ lb. hanks, 50c.

BRASS COPPER WIRE.—The market is quiet. Discount 60 per cent.

PRESSED SPIKES.—These are going better as the season advances. The building of wharves, railway buildings, etc., now in active progress, require good quantities of these spikes. The discount remains at 20 per cent., f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax.

FENCE STAPLES.—Business has been of small proportions and the market has developed no new phase. We quote as follows: $3.00 per 100-lb. keg for galvanized staples and $2.80 for bright, with 25c. extra for 25 and 50-lb. packages.

WIRE NAILS.—Most factories are very short of wire nails and some wholesale houses report difficulty in obtaining full supplies. The price is firm at last week's quotations, and dealers are still expecting an advance. Carlots are quoted at $2.40 and small lots at $2.45 per keg f.o.b. Gananoque, Montreal, London, Hamilton, Toronto, Brantford, Windsor, Ont., and St. John.

HORSE NAILS.—A number of small orders are being received. We quote as follows: "M" brand, "Oval" and "New City" heads, 55 per cent.; "Countersunk" heads, prices quoted on application. "C" brand, 40, 10 and 7½ per cent. off; "Monarch," 60 per cent. and "Peerless," 50 per cent.

HORSESHOES.—The market is quiet, as usual at this time of year, and prices are unchanged. We quote as follows: Iron shoes, light and medium pattern, No. 2 and larger, $3.40; No. 1 and smaller, $3.65; snow pattern, No. 2 and larger, $3.65; No. 1 and smaller, $3.90; X L steel shoes, new light pattern, sizes 1 to 5, No. 2 and larger, $3.55; No. 1 and smaller, $3.80; featherweight, all sizes, 0 to 4, $5.10; toe weight, all sizes, 1 to 4, $6.35. Shoes, more than one size in a keg, 10c. per keg extra f.o.b. Montreal only.

RIVETS AND BURRS.—Trade is fairly good. Discounts unchanged, as follows: Best iron rivets, section carriage and wagon box, black rivets, tinned do., coopers' rivets and tinned swedes rivets, 60 and 10 per cent.; swedes iron burrs are quoted at 55 per cent. off; copper rivets, with the usual proportion of burrs, 45 per cent. off and coppered iron rivets and burrs, in 5-lb. carton boxes are quoted at 60 and 10 per cent. off list.

BOLTS AND NUTS.—Nuts continue firm at unchanged prices. The market is fairly active. Discounts are as follows: Norway carriage bolts, 55 per cent.; common, 50 and 10 per cent.; full square carriage bolts, 55 per cent.; machine bolts, 50 and 5 and 10 per cent.; coach screws, 66 2-3 per cent.; sleighshoe bolts, 65 and 5 per cent.; blank bolts, 50 and 5 per cent.; bolt ends, 50 and 5 per cent.; plough bolts, 50, 5 and 10 per cent. Tire bolts, 67½ per cent.; stove bolts, 67½ per cent. Nuts, square, 3½c. per lb. off list; hexagon nuts, 3¾c. per lb. off list. To all retailers an extra discount of ½c. per lb. is allowed.

SCREWS.—There is nothing special to to report on this market. Quotations are unchanged, as follows: Round head bright, 82½ per cent.; flat head bright, 82½ per cent.; brass, round head, 75 per cent.; brass, flat head, 80 per cent.

CORDAGE.—British pure manila was reduced ½c., the price now being 11½c. Otherwise prices are unchanged, under a fair demand, and we quote: Pure manila, 14c.; British pure manila, 11½c.; sisal, 11c.; double lathyarn, 10½c.; single lathyarn, 10c.

BUILDING PAPER.—This is moving rapidly; prices steady and unchanged. We quote: Tarred felt, $1.75 per 100 lb.; 2-ply, ready-roofing, 90c per roll; 3-ply, $1.15 per roll; carpet felt, $2.25 per 100 lb.; dry sheathing, 35c. per roll; tar sheathing, 45c. per roll; dry fibre, 55c. per roll; tarred fibre, 60c. per roll, O K and I X L, 65c. per roll; heavy straw and sheathing, $30 per ton; slaters' felt, 60c. per roll.

SCREEN WIRE CLOTH.—As intimated in last week's report there has been an advance in wire cloth, amounting to 2½c. per 100 square feet, the price now being $1.12½.

FIREBRICKS.—There is a fair trade doing at unchanged prices, business being done on a basis of $16 to $22 per 1,000 for English and $17 to $22 for Scotch.

CEMENT.—A moderate inquiry is reported for cement. Prices are still unchanged, and we quote as follows: Canadian cement, $1.90 to $2.25; German, $2.25 to $2.40; English, $2.15 to $2.25; Belgian, $1.70 to $1.95 per bbl. ex-store, and American, $2.20 to $2.40 ex-cars.

SHOT.—A number of small orders continue to be received for shot. Trade this spring has been very good, due in some degree to the movement toward the Northwest. We quote: Ordinary drop shot, A.A.A. to dust, $6.50 per 100 lb.; chilled Nos. 1 to 10, $7 per 100 lb.; buck and seal, $7.50 per 100 lb.; ball, $8 per 100 lb. Trade discount, 15 per cent. f.o.b.

PORTLAND CEMENT

CANADIAN, ENGLISH,
GERMAN and BELGIAN.

FIRE BRICKS, FIRE CLAY,
ENAMELLED BRICKS, all colors.
BUILDING BRICKS.

SEWER PIPES, CULVERT PIPES,
WHEELBARROWS,
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ST. JOHNS, QUE.

Deseronto Iron Co.

LIMITED

DESERONTO, ONT.

Manufacturers of

CHARCOAL PIG IRON

BRAND "DESERONTO."

Especially adapted for Car Wheels, Malleab'e Castings, Boiler Tubes, Engine Cylinders, Hydraulic and other Machinery where great strength is required; Strong, High Silicon Iron, for Foundry Purposes.

"MIDLAND"

BRAND

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Made from carefully selected Lake Superior Ores, with Connellsville Coke as Fuel, "Midland" will rival in quality and grading the very best of the imported brands.

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Montreal, Toronto, Hamilton, London, St. John, N.B., and Halifax.

METALS.

The local metal market shows no pronounced change. Prices have been steady and a good movement has characterized the week's business. Buying for spring shipment in foreign markets is about over for the season, and importers state that the amount of goods coming from the Old Country this year has been much in excess of last year's importations for a corresponding period. The movement in structural shapes in steel and iron continues heavy, and with the advance of the spring season there is apparently no falling off in requirements of finished steel. Merchant pipe, agricultural and other machinery and tools of all descriptions are in active demand, the only disturbing element being the scarcity of some lines of tools. The foreign markets do not evince any new characteristic of importance. Easter week in Great Britain was, as usual, a holiday season, and business was quiet. A letter under date of April 4 states that both iron bars and sheets were firming up and might be expected to advance in price. Tin plates and Canada plates were also stronger and an advance was looked for in the latter of 2s. 6d. per ton. Factories and rolling mills here are awaiting the bringing down of the budget with some eagerness; its provisions may result in several price changes in the metal markets.

BAR IRON.—There is no change locally. The tone of the English market is firmer. We quote: Merchants' bar, $2; horseshoe iron, $2.25; forged iron, $2.30.

BLACK SHEETS. — The movement keeps up still in black sheets and prices are steady as follows: 28 gauge, $2.65; 26 gauge, $2.60; 20 to 24 gauge, $2.50; 8 to 20 gauge, $2.50.

GALVANIZED IRON.—There is an active demand, and considerable competition has been noticed this week. Prices are steady and unchanged. We quote as follows: 28 Queen's Head, $4.50; Apollo, 10¾-oz., $4.30; Fleur de Lis, $4.15; Comet, $4.10; "Bell" brand, $4.05. For less than caselots 25c. extra is charged.

LEAD PIPE.—Orders for lead pipe continue to arrive freely and business is done on a basis of 8c. for composition and waste, and 7c. for ordinary. The discount remains at 30 per cent.

IRON PIPE.—Trade has been brisk this week. The market shows no new feature. Prices are as follows: Standard pipe per 100 ft., in lengths under 19 ft.: Black, ¼, $2.40; ⅜, $2.65; ½, $2.85; ¾, $3.65; 1-in., $5.20; 1¼, $7.35; 1½, $8.95; 2-in., $12.55. Galvanized, ¼, $3.20; ⅜, $3.45; ½, $3.85; ¾, $5; 1-in., $7.20; 1¼, $10.05; 1½, $12.20; 2-in., 416.85. Extra heavy pipe, plain ends, are quoted per 100 ft. as follows: Black, ½, $4.20; ¾, $5.25; 1-in., $7.55; 1¼, 410.55; 1½, $12.75; 2-in., $17.60. Galvanized, ½, $5.20; ¾, $6.65; 1-in., $9.55; 1¼, $13.25; 1½, $16; 2-in., $21.90. For threads and couplings on extra heavy 5 per cent. net is added. Trade discount, 5 to 7½ per cent.

TINPLATES.—There is a slightly firmer feeling on the local market, in sympathy with the British market, but no advance in prices is spoken of. The price of charcoals remains at $5 to $5.25, and of cokes $4.25 to $4.50.

SOIL PIPE AND FITTINGS. — There has been a marked improvement in the

Tin Plates
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Tin Taggers
Black Taggers

Close prices from stock, or for import to wholesale buyers.

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OPEN HEARTH STEEL.

[illegible] end this week, and at present soil pipe is going forward rapidly. We quote the discounts as follows: Light soil pipe, 3 to 6 inch, 50 per cent.; medium and extra heavy soil pipe, 2 to 6-inch, 60 per cent.; extra heavy soil pipe, 8 inch, 15 per cent.; light fittings, 2 to 6-inch, 50 and 10 per cent.; medium and extra heavy fittings, 2 to 6-inch, 60 per cent.; extra heavy fittings, 8-inch, 45 per cent.

PIG IRON.—As the supply of fuel increases furnaces gradually become better able to supply the demand. It is estimated that in the United States and Canada about 20,000,000 tons will be the annual supply in a short time. The feeling is still firm, but with a more liberal supply of pig iron, the market has not the same great strength which characterized it a few months ago. Local quotations remain at $33.50 to $34.50 ex-store Montreal.

INGOT COPPER.—This is firm at former quotations, $15.50 to $15.75 per 100 lb.

INGOT TIN.—There is a fair demand at steady prices. $33 to $33.25 per 100 lb. is asked this week.

PIG LEAD.—A small movement continues in lead, though prices are inclined to firmness. Carlots are quoted at $3.50, and smaller lots, $3.75.

STEEL.—This is still very firm, though prices have not advanced. Locally quotations are as follows: Mild, $2.05; sleighshoe, $2.10 to $2.20; tire, $2.15 to $2.25; spring, $2.85 to $3; reeled machinery, $2.75 to $3; toecalk, $2.60 to $2.75; machinery (iron finish), $2.10; mild steel, $2.05; square harrow, $2.15.

TOOL STEEL.—This is in good demand. Supplies are said to be ample, though one complaint was made of difficulty in procuring tool steel. We quote Black Diamond, 8 to 9c., Sanderson's, 8 to 9c., according to the grade; Jessop's, 13c.; Leonard's, 7½c; Jonas & Colver's, 10 to 20c.; "Air Hardening," 50 to 65c. per lb.

CANADA PLATES.—On the local market there is a fairly good demand for Canadas, and prices are steady. The English market is firmer. We quote: 52s $2.60 to $2.70; 60s, $2.70 to $2.80; 75s, $2.80 to $2.85, full polished, $3.75 and galvanized, $4.25 to $4.35; galvanized, 60s, $4.45 to $4.55.

TERNE PLATES.—Jobbers report a quiet trade in this line. We quote $7.75.

COIL CHAIN.—There is a good demand still and an active movement. We quote: No. 6, 11½c.; No. 5, 10 to 10½c.; No. 4, 9 to 9½c.; No. 3, 8 to 8½c., ¼ in., 6½ to 7c. per lb.; 5-16, $5 to $5.20; 5-16 exact, $5.25; ⅜, $4.25; 7-16, $4; ½, $3.95 to $4.05, 9-16, $3.85 to $3.95; ⅝, $3.65 to $3.75; ¾, $5 to $5.20; ⅞, $3.30; 1-in., $3.15 to $3.25. In carlots an allowance of 10c. is made.

SOLDER.—The price of solder is firmer though no actual change has taken place, and bar solder still sells at 20c.; wire at 19c.

ZINC SPELTER.—The market is quiet and unchanged. We quote $6.25 to $6.50.

SHEET ZINC.—The tone of the market is firm. Prices tend upward. We quote $6.75 to $7.

SCRAP METALS.

There is but little change in the situation of scrap metals since last report. Copper is scarce and firm, but other metals and materials are in good supply. Our quotations are: Heavy copper and wire, 10c. per lb.; light copper, 9c.; heavy red brass, 10c.; heavy yellow, 8½c.; light brass, 5c.; lead, 2 to 2¼c.; zinc, 2½ to 2¾c.; iron, No. 1 wrought, $17 to $17.50; No. 2, $7.50 per ton; machinery scrap, $17.50 to $18; stove plate, $13; malleable and steel, $6; mixed country rags, 60 to 70c. per 100 lb.; old rubbers, 6¼ to 6¾c. per lb.

HIDES.

The market remains steady and prices are unchanged. The Order-in-Council prohibiting the importation of raw hides from the Eastern States has been modified to apply only to carlots of hides which are under quarantine. They must be disinfected before shipping. Local prices are: No. 1 hides, 8c.; No. 2, 7c.; No. 3, 6c.; calfskins, 9 to 11c.; lambskins, 75c.

RAW FURS.

The week has been rather quiet. It is getting late in the season, and no changes are reported in prices. We quote:

ONTARIO MARKETS.

HARDWARE.

TORONTO, April 17, 1903.

BUSINESS continues active, orders for rush deliveries of general lines being a feature of the market. Retailers throughout the country seem to be very busy, and are already sending in repeat orders for many lines. There is a heavy demand for fence wire, poultry netting, wire nails and all kinds of building hardware. The scarcity of spades and shovels is becoming more pronounced, manufacturers explaining that they are unable to get handles. An inquiry for screen doors and windows has set in. Prices are, as a rule, firm. Carpenters' braces are 10 per cent. dearer; United States coffee mills have been advanced 5 per cent.; an advance of about 20 per cent. in rope halters is announced by the manufacturers, owing to increase in the price of hemp and of malleable castings. German pearl-handled pocket knives are 5 per cent. dearer. An advance in copper and brass goods is anticipated, owing to the rise in copper ingots. Binder twine prices are now given. They are 1 to 1½c. lower than a year ago. British pure manilla rope is ½c. lower, owing to competion of United States goods.

BARBED WIRE—The demand continues excellent. The base price is quoted as follows: $2.25 from Cleveland and 10c. less in carlots. From stock, Toronto, $2.80.

	Large	Medi'm	Small	Kitts	Fall Beave $2.00 to $2.50 per pound.		Spring Beav $3.00 to $3.25 per pound.
BEAVER Labrador and choice Eastern	$6.00	$5.00	$2.75	$1-1.50			
" Territory Rocky Mountains and Western							
Strictly Prime, or, No. 1	6.00	4.00	2.00	.50-.75			
Partly Prime, or, No. 2	4.00	3.00	2.00	.50			
Unprime, or, No. 3	3.00	2.00	.75	.40			
Flat, weak, or poor, or, No. 4	2.50	.50	.25	.25			
	Large	Medi'm	Small	2	3	4	Cubs. Yearl's
BEAR—Black—Choice only	15.00	10.00	7.50	6.00	3.00	.50	$2.00 to $8.00
" Brown "	12.00	7.00	5.00	......	......	......	1.00 to 5.00
	1	2	3	4			
BADGER—Of all sections	.50	.25	.10	.05	....		
	Dark	Brown	Pale	2	3	1	
FISHER—Eastern and far North-Eastern	6.50	5.00	5.00	3.00	1.75	.50	
Territory and Western	6.50	5.00	3.50	2.00	1.00	.50	
	Large	Small	2	3	4		
FOX—Red—North-Eastern and similar fine bright red kinds	4.00	2.75	1.25	.75	.20		
" Territory and Western	4.00	2.75	1.40	.50	.20		
	Dark	Fair	Pale	2	3	4	
" Cross—Value principally as to beauty, also size & richness	10.00	7.00	4.00	2.50	1.50	.50	
" Silver Eastern and far Northern	75.00	50 00	25.00	20.00	9.00	4.50	
" Pacific Coast, Territory and Western	50.00-60	35.00	20.00	15.00	5.00	2.50	
	Large	Medi'm	Small	2	3		
LYNX—Far North-Eastern	4.00-5.00	2 to 3.50	2.25	2.00	.75	.25	
" Territory and Western	4.00-5.00	2 to 3.50	2.25	2.00	.60	.20	
	Dark	Brown	Pale	2	3	4	
MARTEN British Columbia, Northern Pacific and similar	7.00	5.00	2.50	1.75	1.00	.25	
" Territory and Western	3.50	2.25	1.50	1.00	.60	.20	
" Quebec and Ontario	3.00-3.50	2.25-3.00	2 to 2.25	1.00	.50	.25	
	Large	Medi'm	Small	2 Large	2 Small	3	
MINK—Halifax, far North-Eastern and choice	4.00	3.25	2.50	2.25	1.50	.40	.25
" Territory and Western	1.50-2.00	1.50	1.00	.75		.25	.15-25
	Spring	Winter	Fall	Kitts			
MUSKRAT—Eastern, best large		.10 to .13	8 to 10	2 to 5			
" Territory and Western		5 to .10	.07	2 to 4			
	Large	Small	2	3	4		Cubs
OTTER Labrador and far North-Eastern	$10-$14	7.00-10	5.00	2.50	2.00		$1.00 to $2.00
" Territory and Western	6.00	4.50	3.50	2.25	.50		.25 to .50
	Large	Small	2	3	4		
RACOON—	.75-1.25	.60-75	.33-50	.25	.15		
" Black Value according to darkness, size and beauty	2.25	2.00	1.00	.50	.25		
	Black	Sh'rt St	Long St	White			
SKUNK	.75-1.25	.75	.40-.50	.05-15	....		....
	Dark	Brown	Pale	2	3	4	
WOLVERINE Value according to darkness, size and beauty	5.00	4.00	2.50	1.50	.75	.25	
CASTOREUM—	$5.00 to $6.00 per pound.						

MONTREAL NOTES

Turpentine has been reduced 1c. per gallon.

Screen wire cloth has advanced 2½c. per 100 square feet.

GALVANIZED WIRE—A brisk trade is reported from all sections. Quotations are as follows: Nos. 6, 7 and 8, $3.15 to $3.35 per 100 lb.; No 9, $2.50; No. 10, $3.20 to $3.40; No. 11, $3.25 to $3.45; No. 12,

$2.65; No. 13, $2.75; No. 14, $3.75 to $3.95; No. 15, $4.30; No. 16, $4.55. Nos. 6 to 9 base from Cleveland are quoted at $2.27½ in less than carlots.

SMOOTH STEEL WIRE—All lines continue in excellent demand. The base price is $2.50 per 100 lb. Oiling, 10c.; coppering, 60c.; and tinning, $2 per 100 lb. extra. Shipping points, Toronto, Hamilton, London and Montreal, with freights equalized on those points.

COIL SPRING WIRE.—Deliveries have been large. Prices continue firm. Quotations are as follows: No. 9, $2 75; No. 11, $3.40; No. 12, $2.95. Freight up to 25c. per 100 lb. allowed on 500 lb. or over. Carlots of 15 tons, 5c. less, with freight up to 20c. allowed.

WIRE NAILS—Business continues active. Considerable difficulty in filling orders is experienced by the mills. Prices are firm. We quote: Carlots, $2.40, and small lots, $2.45 per keg f.o.b. Gananoque, Montreal, London, Hamilton, Toronto, Brantford, Windsor, Ont., and St. John.

CUT NAILS — The demand keeps fair. Last week's advance of 5c. is well maintained, the price now being $2.50 per keg.

HORSE NAILS.—The demand keeps active with prices firm as follows: "C" brand oval head, 40 and 10 and 7½ per cent.; on "Monarch," 60 per cent. and "Countersunk" head, 60 per cent.; on "Peerless," 45 and 7½ per cent.

HORSE SHOES—A fairly good trade is reported. Prices are steady as follows: Iron shoes, No. 2 and larger, light, medium and heavy, $3.45; snow shoes, $3.70; light steel shoes, $3.55; featherweight (all sizes), $4.95; iron shoes, No. 1 and smaller, light, medium and heavy (all sizes), $3.70; snow shoes, $4; light steel shoes, $3 80; featherweight (all sizes), $4.95.

SCREWS — The demand keeps brisk. Prices are stiff. We quote: Flat head bright, 87½ per cent. discount; round head bright, 82½ per cent.; flat head brass, 80 per cent.; round head brass, 75 per cent.; round head bronze, 70 per cent.; flat head bronze, 75 per cent.

RIVETS AND BURRS—Prices are firm, business keeping up excellently. We quote: Iron rivets, 60 and 10 per cent. discount; iron burrs, 55 per cent.; copper rivets, with usual proportion of burrs, 45 per cent.

BINDER TWINE—Trade is beginning to open up. The season opens with twine 1 to 1½c. lower than a year ago, yet manufacturers claim that there is likely to be a scarcity and that prices will soon be higher. We quote: 660 ft., 13c.; 600 ft., 12c.; 550 ft., 11¼c.; 500 ft., 10½c.

CORDAGE—Severe competition has resulted in a decline of ½c. in British pure manila. There are no other changes. We quote: Pure manila, 14c.; British pure manila, 11½c.; sisal, 11c.; double lathyarn, 10½c.; single lathyarn, 10c.

TINWARE AND ENAMEL WARE—The activity is remarkable, all lines being asked for by dealers in all parts of the country

BOLTS AND NUTS—The activity continues, with prices firm. Quotations are as follows: Carriage bolts, common ($1 list), 50 and 10 per cent.; carriage bolts, full square ($2.40 list), 55 and 10 per cent.; carriage bolts, Norway iron ($3 list), 55 and 10 per cent.; machine bolts, all sizes, 50, 5 and 10 per cent.; coach screws, cone points, 66⅔ and 10 per cent..

SPADES AND SHOVELS — Manufacturers state that, owing to a scarcity of handles, they are unable to keep up with their orders. It is reported that this condition of affairs is equally manifest in the United States. Discount is 45 per cent. and the list price has been reduced $3 per dozen for Old's goods, $2 for Gray's and $1 for Burns.'

HARVEST TOOLS—The demand is exceedingly active. Prices are steady. Discount remains at 60 per cent.

LAWN MOWERS—Dealers are still having trouble in getting deliveries. We quote: Woodyatt, 12-in., $7.50; 14-in., $8; 16-in., $8.50; 18 in., $9; 20-in., $10; Star, 12-in., $5.50; 14-in., $5.75; 16-in., $6; Daisy, 12-in., $4.90; 14-in., $5.10; 16-in., $5.30; Ontario, 12-in., $14.25; 14-in., $15.80; 16-in., $16.80; 18-in., $18.90; 20-in., $20·50; Philadelphia, 12-in., $6.50; 14-in., $7; 16-in., $7.50. Discount, 40 and 10 to 50 per cent.

BUILDING PAPERS—The demand continues excellent. We quote: Tarred felt, $1.75 per 100 lb.; 2-ply ready roofing, 90c. per roll; 3-ply, $1.15 per roll; carpet felt, $2.25 per 100-lb. dry sheathing, 35c. per roll; tar sheathing, 45c. per roll; dry fibre 50c. per roll; tarred fibre, 60c. per roll, O K and I X L, 65c. per roll; heavy straw and sheathing, $30 per ton; slaters' felt, 60c. per roll.

RANGE BOILERS—A good steady trade keeps up. We now quote: 18 and 30 gal., $5.50; 35 gal., $6.50; 40 gal. $7.50; 52 gal. $12.50; 63 gal. $19; 82 gal., $23; 100 gal., $31 and 120 gal., $37.

SCREEN DOORS—Trade has started to open up nicely. Prices are firm as follows: Screen doors, common, two or three panel, walnut stained, 4-in. style, $6.80; stained, yellow or green, $7; in natural colors, oil finish, $8.15; 3-inch style, 20c. per dozen less.

CEMENT—The demand is keeping right up to the production and prices are stiff. We quote: Canadian Portland, $2 40 to $2.50; German, $2.30 to $2.60 and hydraulic, $1.50.

METALS

The demand is even larger than a week ago, all lines showing activity. A general steadiness is manifest, though copper is dearer locally. Pig iron is $1 lower in New York, but unchanged in Pittsburg. The consumption both in Canada and the United

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters.
'WELLINGTON'
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MANUFACTURERS OF
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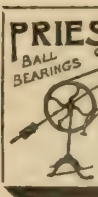
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Highest Quality Grooming and Sheep-Shearing Machines.
WE MAKE THEM.
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Oneida Community Goods
HALTERS, COW TIES, SNAPS, etc., etc.,
In all sizes and styles. May be had of all Jobbers throughout Canada.
Factory—NIAGARA FALLS, ONT

NEWMAN'S PATENT
INVINCIBLE FLOOR SPRINGS
Combine all the qualities desirable in a Door Closer. They work silently and effectually, and never get out of order. In use in many of the public buildings throughout Great Britain and the Colonies.
MADE SOLELY BY
W. NEWMAN & SONS, Birmingham.

..A..
STANDARD.

The cost of Axes per million feet of lumber taken out should be the best Standard. Under this Standard the CROWN JEWEL is the cheapest Axe in the market.
Dundas Axe Works, Dundas, Ont.
W.L. Haldimand, Jr., Eastern Agent, Montreal.

HORSE RASPS.

KEARNEY & FOOT, K&F

The Old Reliable;
The Horseshoers'
Friend.

MANUFACTURED BY

Trade Mark

The above brand of Horse Rasps has won a universal reputation, on account of having sharp, tough, elastic teeth—the esult of many years experience—and are in demand all over the continent.

Ask for the "K. & F. Rasp, which is standard and is warranted.

For sale by Wholesale Hardware Merchants and Dealers in Blacksmiths' Supplies.

Walter Grose, Selling Agent,
MONTREAL.

Manufactured by

Nicholson File Co.,
PORT HOPE, CANADA.

NEW LIGHT STEEL RAILS ALL WEIGHTS, ALL SECTIONS

We offer for immediate shipment from stock, all sections from 12 up to 56 pounds to the yard with fastenings. CORRESPONDENCE SOLICITED.

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Our Latest and Best

CLEAN
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NO
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All Metal Pumps — Dial Discharge Registers
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Float Indicators — Double Plungers
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Handsomely Finished Cabinets

WE BUILD FIFTY STYLES
Write for Catalogue "B."

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"NOVO" Air-Hardening Steel

For High-Speed Lathes, Planers, Etc. Automatic Screw Machines, Milling Cutters, Reamers, Etc., without change in material or treatment.

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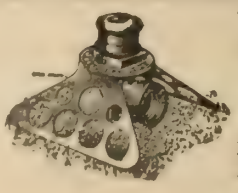


"Pullman" Lawn Sprinkler

IS YOUR ORDER IN?

Send for Folder No.14.

PULLMAN MNFG. CO.
Rochester, N.Y., U.S.A.

States is reported large, but buyers are cautious about placing future contracts. Copper has advanced $2 per ton in the week in London, while the New York market is ⅛ to ¼c. per lb. higher. On the local market last week's advance is maintained. Pig tin is steady on all markets. Pig lead is slightly higher in the United States, but unchanged locally. Other lines are unchanged.

PIG IRON—The uncertainty recently noted is still manifest, and buyers, while using a great quantity, are inclined to defer purchases for the last half of the year. Locally, No. 2 is quoted at $22.50 to $22.75; No. 2 Summerlee, $25 on track, Toronto.

CANADA PLATES — A better trade is doing. Prices are steady. We quote: All dull, $2.90 to $3; half-polished, $2.85 to $3.10, and all-bright, $3.75 to $3.85.

GALVANIZED SHEETS—The activity is increasing. Prices keep firm, as follows: Queen's Head, $4.50 for 28 gauge; American, $4.40 for 24 gauge; Bell brand, $4.30 for 28 gauge; Gordon Crown, $4.50 for 28 gauge.

TIN—The market has steadied since last week's declines at outside markets, but there has been no advance. We quote $33 to $33.25.

TIN PLATES—The market is stiff, both locally and in foreign markets. We quote: Charcoals, $4.75 to $5, and cokes, $4.25 to $4.50 per box.

COPPER—All markets are advancing. A good demand is reported. We quote: Ingot copper, $15, and sheet copper, $21 to $22 per 100 lb.

BRASS — The market is active, with prices steady. Discount is 10 per cent.

STEEL BOILER PLATES—The demand keeps large with prices firm. We quote: $1 96 f.o.b Toronto.

TOOL STEEL—Prices continue firm, with an active demand. Our quotations are as follows: "B C" and "Black Diamond," 10 to 11c.; Jessop's, Morton's and Firth's, 14c.; Jonas & Colver's, 10 to 20c.; ditto, "Air Hardening," 70c. per lb.; Chas. Leon-

ard's, 8 to 9c.; Park's "Silver," 12 to 14c.; Park's "Special," 15 to 20c.

MACHINERY STEEL—A better enquiry is reported. Prices are steady at $2.00 to $2.05 f.o.b. Toronto.

BAR IRON—The demand for present delivery is active, yet buyers are not placing orders as far into the future as has been the case. We quote: $2.05 for extras, cut to length while rolling; 2 ft. and over, 10c. per 100 lb.; 1 ft. and under 2 ft., 15c.; under 1 ft., 20c.; over 20 ft., by special agreement, according to length and size.

BLACK SHEETS—The demand continues excellent. We quote: Common, $3.15 for 28 gauge and dead flat; $3.50 for 26 gauge.

LEAD—All markets are steady. A good demand is reported. Quotations are as follows: $3.50 per 100 lb. for pig lead and $3.75 for bar lead.

IRON PIPE—The demand continues brisk. Quotations are: Per 100 ft.: Black pipe, ⅛-in., $3.25; ¼-in., $2.40; ⅜-in., $2.65; ½-in., $2 85; ¾-in., $3.65; 1-in., $5.20; 1¼-in., $7.35; 1½-in., $8.95; 2-in., $12.55; 2½-in., $21; 3-in., $25; 3½-in., $32; 4-in., $38.

ZINC SPELTER—A larger movement is recorded. Prices are steady. We quote 6¼ to 6½c.

ZINC SHEETS—Stocks are still moderate and a good inquiry keeps up. We quote the base price as follows: Cask lots, $6.75 to $7, and part casks, $7 to $7.25.

SOLDER—The market is strengthening, but there is no change in prices. Guaranteed half-and-half is quoted at 18 to 19c. and wiping 17 to 18c.

OLD MATERIAL.

An advance of 50c. is noted in No. 1 wrought and machinery cast. Other lines are unchanged. Prices are firm. We quote as follows: Heavy copper and wire, 12c. per lb., light copper, 10c. per lb., heavy red brass, 10c. per lb.; heavy yellow brass, 8¾c. per lb.; light brass, 5½c.; lead 2¾c.; scrap zinc, 3c.; iron, No. 1 wrought, $14 per net ton; No. 2, wrought, $5; machinery cast scrap, $16; stove plate, $11; malleable and steel, $7; old rubbers, $6½c. per lb. and country mixed rags, 50c. per 100 lb.

HIDES, SKINS AND WOOL.

The market remains the same as last week. There is no special feature. The calf-skin market is strong. The wool and hide market still remains weak. The prices are unchanged since quoted last week.

HIDES.—No. 1 green, 7½c.; No. 2 green, 6½c. per lb.; No. 1 green, steers, 8c.; No. 2 green, steers, 7c. per lb.; cured, per lb. 7¾ to 8¼c.

CALF SKINS.—Veal skins, No. 1, 6 to 14 lb. inclusive, 10c.; No. 2, 8c.; No. 1, 15 to 20 lb. inclusive, 9c.; No. 2, 7c. Deacons (dairies), each, 60 to 70c.; sheepskins, 90 to $1.10.

WOOL.—Unwashed wool, per lb., 8 to 9c.; fleece wool, 15 to 16c.; pulled wools, super., per lb. 15; ditto, extra, 18c.

TALLOW.—Tallow is very scarce. We quote 6 to 6¼c. per lb.

Practical Capability.

Isn't that the necessity in building materials ?

Most experienced builders all over the country use our

Sheet Metal Building Materials

Because they are honest, capable goods that give the acme of artistic effect as well as sterling endurance.

We make every conceivable need in Shingles, Ceilings, Sidings, etc.

To sell our goods is to secure the best trade.

The Metallic Roofing Co., Limited

TORONTO MONTREAL WINNIPEG

MANITOBA MARKETS.

WINNIPEG, APRIL 13, 1903.

TRADE goes merrily on, and the only trouble is the old one in the West of not being able to get goods in or out with anything like expedition. Spring is opening up with all promise. Good Friday and Saturday the heavens wept, and Winnipeg was proportionately dirty and disagreeable, but with the dawn of Easter came the most glorious weather. The wet streets are dry, the sun is pouring down all over the country and spring work is being pushed forward rapidly. On the lighter lands of the province considerable seeding has already been done, and also in the Territories. Implement men report an excellent sale of farm implements; in fact, they are finding difficulty in keeping abreast of orders. All building trades are active, and demand in these lines very strong. We quote this week a price list revised to date, and though there are really no important changes, there are some variations from the old list that are of interest.

We quote :

Barbed wire, 100 lb.		$3 25
Plain twist		3 25
Staples		3 65
Oiled annealed wire	10	3 42
"	11	3 48
"	12	3 56
"	13	3 66
"	14	3 76
"	15	3 91

Annealed wires (unoiled) 10c. less.

Horsenails, 40 per cent. discount.

Horseshoes, iron, No. 0 to No 1	4 35
No. 2 and larger	4 20
Snow shoes, No. 0 to No. 1	4 60
No. 2 and larger	4 45
Steel, No. 0 to No. 1	4 45
No. 2 and larger	4 20

Cut Nails—		Wire Nails—	
2d 1 in.	$4 10	1 in.	$4 20
3d Fin. 1⅛ in.	4 10	1⅛ in.	4 20
3d 1¼ in.	3 75	1¼ "	3 85
4d 1½ in.	3 50	1½ "	3 60
5d 1¾ in.	3 50	1¾ "	3 60
6d 2 in.	3 40	2 "	3 50
8d 2½ in.	3 25	2½ "	3 35
10d 3 in.	3 20	3 "	3 30
20d 4 in.	3 15	3½ "	3 25
30d 4½ in.	3 10	4 "	3 20
40d 5 in.	3 10	4½ "	3 20
50d 5½ in.	3 10	5 "	3 20
60d 6 in.	3 10	5½ "	3 20
		6 "	3 20

Bar iron, $2.70 basis.
Swedish iron, $4.75 basis.

Sleigh shoe steel	2 85
Spring steel	3 25
Machinery steel	3 50
Tool steel, Black Diamond, 100 lb.	8 50
Jessop	13 00
Sheet iron, black, 10 to 20 gauge, 100 lb.	3 50
18 to 22 gauge	3 75
24 gauge	3 90
26 gauge	4 00
28 gauge	4 10
Galvanized Iron, American, 16 gauge	4 00
18 and 20 gauge	4 00
22 and 24 gauge	4 50
26 gauge	4 50
28 gauge	4 75
30 gauge	5 00
Extra sheets, 36 in. wide an advance of 25 p.c. per 100 lb.	
Apollo 10¾ oz	5 00
28 gauge	4 75
26 "	4 50
24 "	4 50
22 gauge	4 50
20 and 81 gauge	4 25
16 gauge	4 00
Queen's Head, 24 gauge	4 75
26 gauge	5 00
28 "	5 25
Genuine Russian, per lb.	11
Imitation " "	07
Tinned, 24 gauge, 100 lb.	8 00
26 gauge	8 25
Tinplate, IC charcoal, 20 x 28, box	10 00
" IX "	12 00
" IXX "	14 00
Ingot tin	33
Canada plate, 18 x 21 and 18 x 24	3 25
Sheet zinc, cask lots, 100 lb.	7 00
Broken lots	7 50
Pig lead, 100 lb.	5 00
Black iron pipe, ⅛ inch	3 30
" ¼ "	3 30
" "	3 40
" ½ "	3 75

Black iron pipe, ¾ inch	4 30
" 1 "	6 25
" 1¼ "	8 75
" 1½ "	10 50
" 2 "	14 50
Rope, sisal, 7-16 and larger, basis	$11 75
Manila, 7-16 and larger, basis	14 75
Solder	20
Axes, chopping	$ 6 75 to 12 00
" double bitts	12 00 to 18 00
Bluestone	5 75
Screws, flat head, iron, bright	85 and 10 p.c.
Round " "	80 p c.
Flat " brass	75 and 10 p.c.
Round " "	70 and 10 p.m.
Coach	65 p.c.
Bolts, carriage	50 p.c.
Machine	50 and 5 p.c.
Tire	60 and 5 p.c.
Sleigh shoe	65 p.c.
Plough	50 p.c.
Flat head stove	60 and 5 p.c.
Round head	60 and 5 p.c,
Elevator	60 p.c.
Rivets, iron	50 and 10 p.c.
Copper, No. 8	32
" No. 12	36
Coil chain, 3-16 inch	10½
" ¼ inch	8¼
" 5-16 inch	5½
" ⅜ inch	5¼
" 7-16 inch	5
" ½ to ¾ inch	4¾
Spades and shovels	40 and 5 p.c.
Harvest tools	60 p.c.
Axe handles, turned, s. g. hickory, doz.	$2 50
No. 1	1 50
No. 2	1 25
Octagon extra	1 75
No. 1	1 25
Files common	70, and 10 p.c.
Diamond	60
Ammunition, cartridges, Dominion R.F.	50 p.c.
Dominion, C.F., pistol	30 p.c.
" military	15 p.c.
American R.F.	30 p.c.
C.F. pistol	5 p.c.
C.F. military	10 p.c. advance.

Loaded shells:

Eley's soft, 12 gauge black	16 50
chilled, 12 gauge	18 00
soft, 10 gauge	21 00
chilled, 10 gauge	23 00
Shot, Ordinary, per 100 lb	6 20
Chilled	6 60
Powder, F.F., keg	4 75
F.F.G.	5 00
Tinware, pressed, retinned.	70 and 10 p.c.
" " plain	75 and 2½ p.c.
" pieced	
Japanned ware	37½ p.c.
Enamelled ware, white	45 p.c.
" Famous	50 and 10 p.c.
" Imperial	50 and 10 p.c.

PETROLEUM.

Water white American	26½c.
Prime white American	24½c.
Water white Canadian	24c.
Prime white Canadian	22½c.

SCRAP

No. 1 cast iron	$20 to $21 per ton.
No. 2 "	8 "
Wrought iron scrap	5 "
Copper (heavy)	7c. per lb.
Yellow brass (heavy)	7½c.
Light brass	5c. to 6c. "
Lead pipe, or tea lead	2c. to 2½c. "
Zinc scrap	1c. "

PAINTS, OILS AND GLASS.

Turpentine, pure, in barrels	$ 1 01
Less than barrel lots	1 05
Linseed oil, raw	66
Boiled	69
Lubricating oils, Eldorado castor	28½
Eldorado engine	27½
Atlantic red	33½
Renown engine	42
Black oil	19½ to 21½
Cylinder oil (according to grade)	55 to 74
Harness oil	56
Neatsfoot oil	1 00
Steam refined oil	85
Sperm oil	2 00
Pure castor oil, first pressure	10
Lubricating	10

NOTES.

The James Robertson Hardware Co., Limited, have sold out their Winnipeg retail branch to A. P. Macdonald, of Winnipeg, and D. Fleming, of Portage la Prairie. Both men are well known in the west. They are putting in a large additional stock, and expect in the course of a few days to issue a circular to the trade setting forth sundry new lines which they will carry.

NOVA SCOTIA MARKETS

HALIFAX, April 14, 1903.

THE exceptional activity which has prevailed here in the hardware trade for some time still continues, and a large amount of business was done, notwithstanding a slight interference by the Friday holiday break. The business of the season so far is considered a record one, though that of both 1901 and 1902 was exceptionally good. The travellers on the road send in most encouraging reports of the retail trade being done throughout the province, and this means good business for the wholesalers.

* * *

There has been a very heavy trade in shipping supplies and vessels outfitting for some time, but the bulk of this trade which comes periodically—at this season and to a less extent in the Autumn—is now about over. There have also been considerable sales of lines and gear for the lobstermen on the north coast, where the season opened on April 1. During last Autumn and Winter a number of vessels, to be used principally in the fishing trade, were built on the south shore, the sails and rigging for which were procured here, though some of this trade, naturally, goes to St. John. Dealers report larger sales during the last year in canvas, cordage, wire rigging, chains, anchors, etc., than for some years past.

* * *

Besides the ordinary demand for shelf hardware, there has been a heavy demand for all lines of builders' materials. In this there has been an unusually heavy local demand. There have been a great many transfers of property in the business centre of the city. The Bank of Montreal purchased the property formerly occupied by the firm of Murdoch's Nephews, and the contractors have been at work refitting it for over a month, work being carried on for a considerable portion of the night as well as the day. Other buildings have been rushed along in the same manner. The Bank of Commerce will probably build this summer, and other business blocks, formerly mentioned, will also soon be in the hands of the contractors. There has not been so much local demand for builders' hardware for a number of years. The same conditions apply to many of the more prosperous towns in the provinces, and, in fact, all over the Maritime Provinces.

* * *

All lines of hardware are firm, and some have been subject to advance. All lead products have been marked up, and all lines of goods in the manufacture of which lead in any form is used are also affected. Plumbers' supplies, all around, are costing considerably more than a year ago. Agricultural tools, for which there has been a good demand this season, are quoted at about 10 per cent. advance. Paints and varnishes are 10 per cent higher, with prices very firm. No change in turpentine or linseed oil is reported. In wire and cut nails there is an impression that an advance will soon take place. Advances are reported in zinc and sheet lead.

R. C. H.

REMOVED TO LARGER PREMISES.

The J. Stevens Arms & Tools Co., Chicopee Falls, Mass., have removed their New York office from 80 Chambers street to 98 Chambers street. In April last year this firm removed from 318 Broadway to 80 Chambers street, thinking the quarters there would be ample to take care of their increased business, but they found that they soon needed much more room and were obliged to remove to 98 Chambers street, where they will have four times the present space and better facilities for executing their business with despatch.

This is but in keeping with the growth of this firm at Chicopee Falls, which has increased from 44 men seven years ago to 1,100 men to-day, but even with the addition of a third factory and this increased force, they have not been able to fill orders as promptly as the trade desires.

The business hitherto carried on by H. Bentley, importer and dealer in general merchandise, Lethbridge, N.W.T., will hereafter be conducted under the style of the Bentley Co., Limited. Mr. M. Barford is the secretary-treasurer of the new company.

Green wire cloth has been advanced to $1.50 per 100 square feet.

M. Daignault, general merchant, St. Etienne De Beauharnois, Que., has compromised.

CATALOGUES, BOOKLETS, ETC.

ATKINS NOISELESS SAW VISE.

E. C. ATKINS & CO., Inc., Indianapolis, Ind., are placing on the market a new saw vise which is strong and durable, heavily japanned and well finished. All the wearing parts are reinforced. It is made of the best material and finely finished. Also has rubber cushions in the jaws to prevent the disagreeable noise. Will make no more noise than if filing a solid piece of iron. The vice operates with the lock lever principle, and there is no chance of overstraining it, as is the case in others where the screw is used. The jaws are made to open and close by simply pushing same forward and back.

One of the most desirable features is the ease with which the saw can be gauged or adjusted with both hands, so that the teeth will be just the right height above the face of the jaws and the vise instantly tightened without removing the hands. Another good point—the vise is set so low on the bench that there is no leverage to cause vibration, and in consequence is very rigid. Write for illustrated circulars giving full information re this vise.

GOOD ROADS MACHINERY.

Hardware merchants have double interest in the improvement of roads into their town. Such improvement is bound to bring buyers to town in greater numbers, and is sure to cause a demand for machinery designed for road building, the sale of which might well be made by hardwaremen. For this reason the trade should make a point of securing the catalogue of The Good Roads Machinery Co., Limited, Hamilton, Ont., manufacturers of "Champion" road making machines. This firm make practically everything in their line, and their catatogue should be secured by every hardwareman interested in this class of machinery.

"IRONMONGER" SPRING ISSUE.

The 1903 spring issue of Ironmonger, Universal Engineer and Metal Trades Advertiser, London, Eng., marks another step forward in English trade publications. An examination of the advertising and editorial pages of this paper discloses a comprehensive and thorough grasp of the British hardware, metal and engineering industries which is a credit to its constituency as well as to its publishers. The cover is an exceedingly artistic view of old "London bridge," a scene possibly even more interesting to "colonials" than to Londoners themselves.

SUMMER ICE TOOLS.

Wm. T. Wood & Co., Arlington, Mass., makers of high-grade ice tools, now have ready for the trade their 56-page 1903 catalogue of summer ice tools. As every hardwareman should handle ice tools, and as this firm enjoy an enviable reputation on account of the quality of their product, the trade should make a point of securing this catalogue. It will be sent, upon application, to all readers of HARDWARE AND METAL.

THE "ROYAL HURON" RANGES.

The Western Foundry Co., Limited, Wingham, Ont., are issuing a neat circular describing their square and extension "Royal Huron" range and their "New Ontario" range for lumber camps, hotels, etc.. As the illustrations are practically perfect in detail, they should be seen by all hardware dealers. This circular and other literature will be sent on application to all readers of HARDWARE AND METAL.

LIQUID TO ETCH ON STEEL.

In replying to an inquiry for a liquid to etch on steel "The Scientific American" says: "For etching brands and marks on polished steel surfaces, such as saws, knife blades, and tools, where there are many pieces to be done alike, procure a rubber stamp with the required design made so that the letters and figures that are to be bitten by the acid shall be depressed in the stamp. Have a plain border around the design, large enough to allow a little border of common putty to be laid around the edge of the stamped design to receive the acid. For ink use resin, lard, oil, turpentine, and lampblack. To ½ lb. of resin put 1 teaspoonful lard oil; melt, and stir in a table spoonful of lampblack; thoroughly mix, and add enough turpentine to make it of the consistency of printer's ink when cold. Use this on the stamp in the same manner as when stamping with ink. When the plate is stamped, place a little border of common putty around and on the edge of the stamped ground. Then pour within the border enough acid mixture to cover the figure, and let it stand a few moments, according to the depth required, then pour the acid off. Rinse the surface with clean water; take off the putty border, and clean off the ink with turpentine. Use care not to spill the acid over the polished part of the article. For the acid, 1 part nitric acid, 1 part hydrochloric acid, to 10 parts water by measure. If the effervescence seems too active add more water.

Raoul Paquet, general merchant, Sault au Recolet, Que., is out of business.

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 2c. a word each insertion; cash in advance. Letters, figures, and abbreviations each count as one word in estimating cost.

SITUATIONS VACANT.

BLACKSMITH'S HELPER.—From one to five years experience; for horseshoeing and general work; state wages. Thomas Colton, Lambton Mills. f

BRASS MOULDERS, also brass patternmaker, for engineers' and plumbers' goods. James Morrison Co., 93 Adelaide West. f

BLACKSMITH wanted, two or three years experience horseshoeing and general repairing; state wages with board. Apply to William Butchart Lions Head, Bruce Co., Ont. f

WANTED — Carriage trimmer and carriage painter; first-class; highest wages paid. Apply W. F. McKenzie, Leamington, Ont. f

WANTED — Tinsmith; none but first-class mechanic need apply; with good furnace experience and general jobbing; must be sober; state age and wages wanted; steady job guaranteed. J. P. Straube, Treherne, Man. f

WANTED—first-class tool makers, used to cutting and forming dies, etc.; also wood pattern makers. Apply Canadian General Electric Co., Limited, Peterboro, Can. f

WANTED—Carriage blacksmith; must be first class. Apply, stating experience and wages, Campbell Carriage Factory, London. f

MACHINISTS, first-class lathe and bench hands, steady work, prettiest and healthiest city in Canada. The Canadian Fire Engine Co., Limited, London, Canada. f

WANTED—Cabinet makers, improvers, brush hands and rubbers. 757 Yonge. f

WANTED — Carriage painter and carriages woodworker; first-class; wanted at once; highest wages paid. Apply Box 93 Leamington, Ont. f

WANTED — A blacksmith with two or three years' experience. Jas. Minard, Uxbridgee Ont. f

FOR SALE.

FOR SALE—Good blacksmith business; country stand; good general trade. Emil Dietrich Walkerton. f

BLACKSMITHING BUSINESS, shop and lot to sell or rent, first-class stand, lake shore road, New Toronto. E. L. Heaslip, Mimico. f

SITUATION WANTED.

HARDWARE CLERK and bookkeeper; young man, experienced, open for engagement May 1st; references furnished. Box 22 H[illegible] AND METAL. [illegible]

POWER PLANT.

Elevating and Conveying Machinery for Coal and Merchandise. HEATING AND VENTILATING.

ALFRED E. STEVENS [illegible] and Contractor, Temple Building Toronto.

TRADE IN COUNTRIES OTHER THAN OUR OWN.

BRITISH PIG IRON MARKES.

SHIPMENTS of pig iron during March were remarkably good, amounting to 123,551 tons, but the shipments to Germany—formerly a large buyer—have fallen off very much. In West Coast hematite warrants there is no business being done, and though yesterday the nominal quotation was 3d. lower at 60s. 10½d., this does not agree with makers' prices, which are distinctly firmer. As is well known, there is practically no stock of warrant iron, and makers are all agreed that the position is even better than it has been for several months. The shipments for the first quarter of this year were 95,000 tons, 7,000 tons less than in 1902, but local consumption and deliveries by rail more than account for the difference, and there is now one active furnace less than last year. At Birmingham yesterday, as already noted, there was a decidedly firm market, and the tendency of prices was slightly upward. There was more than an average trade done in foundry sorts; hematites sold readily; but forge iron, held at fractionally higher rates, did not go off very well. Forge masters, although inclined to believe in better trade, hesitate to purchase supplies until they are certain of improved selling prices for finished iron.—Iron and Steel Trades Journal.

TIN IN NEW YORK AND LONDON.

There was no material change in the situation here, but the lack of demand and the absence of stimulating advices from the other side caused an easy feeling. Closing quotations are 29.65 to 29.80, bid and asked for spot to June delivery. The London market opened at an advance of 7s. 6d., but lost all of the gain in the afternoon, closing easy at the previous day's quotations. According to mail advices from London the recent big holders of tin have liquidated the bulk of their stock, and there is now a more general bull account in America, London and Holland. The Statendam has arrived at New York with 125 tons, making the total imports at Atlantic ports since the 1st instant 685 tons. The Hindustan will be due from the Straits on the 18th instant with some 1,500 tons, the Maniton from London on the 22nd with 175 tons and the Gibraltar from Singapore on the 28th with 275 tons. The Indradeo is expected on May 10th with 125 tons from Singapore.—New York Journal of Commerce, April 15.

PITTSBURG IRON MARKET

The movement in Southern iron in the Pittsburgh district has not been very large since the new prices went into effect April 1. It does not take a great deal of forge to fill up the nearby consumers, while the Southern furnaces can not make early deliveries of foundry, and local foundries are well covered for the next few months. In basic there has been a fair movement, but the district does not get the benefit of a dollar differential as compared with the West, as it does on forge and foundry. Altogether we believe something over 10,000 tons of Southern forge have been sold locally since April 1, all at the straight rate of $19.85, delivered. Some quotations have appeared which would indicate that Southern furnaces had been cutting on foundry, which is denied, and it seems the quotations were a mistake. The price for No. 2 is $21.35, delivered Pittsburgh. —American Metal Market, April 15.

COKE TROUBLES.

Following the large purchases of Bessemer and basic, which we have recorded in the past couple of weeks, furnaces have a good bit of unsold capacity for second half, but are not anxious to sell. They are in no pleasant mood over the troubles they have had in getting coke on contract, with no immediate prospect of improvement. If they have to pay spot prices for coke they feel they ought to get spot prices for iron. There is particular dissatisfaction with the Steel Corporation, as the merchant furnaces still have a large quantity of $16.50 iron to deliver to the Corporation, but are not getting enough coke on contract to make it with. They put the blame on the Frick Company, in shipping coke to Corporation furnaces first.—American Metal Market.

LONDON AND NEW YORK COPPER MARKET

As expected, the London copper market opened higher yesterday, an advance of 10s. being recorded at noon; while a further rise of 6s. 3d. occurred before the close, the tone then being firm. There was no improvement here. Trade was as dull as ever, and while leading producing interests continue to quote 15 to 15⅜c. for Lake and electrolytic and 14⅝ to 15c. for casting there were sellers at much lower prices whose offerings apparently failed to arouse the interest of buyers. Lake copper was openly offered for spot and April delivery at 14.55c., and it is intimated that some holders might shade 14½c. cash on round lots, but so far as could be ascertained no business resulted. Electrolytic is reported to be scarce for prompt delivery, but some was offered to-day at 14.65c. for May. Of casting copper there is said to be no lack, stocks having accumulated during the recent period of inflated prices; and it is offered at 14⅜c., which, however, seems to be above buyers' views. Mail advices from London to the 4th instant state that there had been some irregularity and uncertainty about the copper market, and occasional selling by houses prominently associated with the upward movement tended somewhat to diminish the feeling of confidence which had been induced by the persistent buying, that a few weeks since formed the leading feature of the situation. However, it was held that as the advance had been very rapid it was only reasonable that a disposition to realize the substantial profits offered should be occasionally manifested. The closing quotations at New York Metal Exchange yesterday were above some of the open market prices, being 15 to 15¼c. nominal for Lake and electrolytic and 14⅝ to 14¾c. nominal for casting.—New York Journal of Commerce, April 15.

LIVERPOOL TINPLATE MARKET.

The markets for both block tin and steel bars rule very strong, and manufacturers of the finished article are all asking higher prices for forward delivery. The inquiry during the week has been good, but not a great deal of actual business has resulted, buyers proceeding cautiously.—Iron and Steel Trades Journal.

A REMOVAL.

H. P. Hubbard, sales agent for Canada of E. C. Atkins & Co., saw manufacturers, Indianapolis, has removed his office from 44 Scott street to 30 Front street east, Toronto. The new offices are conveniently situated and nicely fitted up.

YOU CAN MAKE MONEY
BY HANDLING OUR . . .

FENCING and GATES

We carry constantly in stock: Nos. 6, 9, 12, 13, 14, and 15, galvanized wire. Write for catalogue and prices.

THE OSHAWA WIRE FENCE CO., LIMITED

OSHAWA, ONT.

The Selling Qualities

Of our splendid range

The Imperial Oxford

make them the most desirable stock you can handle.

THEIR DIFFUSIVE FLUE CONSTRUCTION
FRONT DRAW-OUT GRATE
OVEN THERMOMETER
DRAW-OUT OVEN RACK

and other improved features, give them a quickly appreciated precedence over other ranges.

Housewives everywhere praise them enthusiastically.

Customers realize their superiority on sight—sales are easy.

They're the popular range of Canada.

Send us your address at once.

THE GURNEY FOUNDRY CO., Limited

TORONTO. WINNIPEG. VANCOUVER.

THE GURNEY-MASSEY CO., LIMITED, MONTREAL.

If we have **A Heart to Heart Talk** with you

we can convince you that our

Flat Telescope Pleated Elbow

is the

Strongest
Smoothest
Neatest
Prettiest
Easiest

SELLING ELBOW ON THE MARKET.

It's certainly a smooth one.

It has a continuous "Telescope Pleat," giving it all the strength of "Corrugated Iron" without the raised obstructions.
It has **TWENTY PLEATS**, making it as **SMOOTH** inside and out as a length of stove pipe.
It is especially adapted for air tights.
It will not leak creosote.
It is "long in the throat," making easy work putting up.
Packed in special crates, ensuring delivery in perfect condition.
Made in blued black steel, of best quality, prices **"LOW AS THE LOWEST."**

YOU'LL BE SORRY IF YOU DON'T HANDLE IT.

The THOS. DAVIDSON MFG. CO., Limited, MONTREAL, P. Q.

PAINT, OIL AND BRUSH TRADES

PAINT AND OIL NOTES.

GRAPHITE, explains an exchange, is classified as "crystalline" and "amorphous," the former being the finer grade and used in the manufacture of crucibles and other refractory products, lubricants, etc., while the use of the amorphous variety is limited to foundry facings, paint, stove polish, and like purposes.

The painters' strike at Kingston, Ont., is still unsettled.

Work on the Owen Sound Linseed Oil Company's factory is progressing rapidly. The concrete footings are nearly completed, and the heavy stone foundations for over one half of the walls are built.

The difficulties between Toronto master painters and their employes has been settled by the former agreeing to pay 35c. per hour, the price asked by the men. The employers tried to compromise at 32½c. per hour, but the men refused to consider that offer, so as there is much work ahead the price asked was given.

An interesting point has been raised by Sarnia, Ont., master painters in conference with the union painters of that place. The latter asked for an advance of 2½c., making the regular wage 22½c. an hour for a nine-hour day. This was satisfactory to all concerned, but before signing, the men were asked to enter into an agreement not to take jobs on their own account when laid off during slack times. It would be unfair, the employers say, that they should be asked to pay union wages and employ none but union men if the men are to do contracting themselves in slack times. The men oppose this proposition unless the employers are willing to guarantee them work for a stated number of months.

EMERALD AND CHROME GREEN.

Emerald green is much valued because of its durability, its resistance to chemical and atmospheric influences, as well as for its brilliancy of tone, and on these accounts is in demand both as a painter's color and for the manufacture of colored printing inks, in dyeing textile fabrics, and in the manufacture of glass, says "The Oil and Colourman's Journal."

It is prepared by mixing together one part of patassium bichromate and three parts of a soluble borate, moistening and thoroughly incorporating them, and subjecting the dried compound to a dark red heat in a current of air. The furnacing is similar to the process employed for converting litharge into red lead.

The glowing mass is dropped into water when the proper degree of oxidation has been attained, and is carefully freed by washing, grinding, and filtering from the residual borate or boric acid.

Chrome green is found in the market comprising a long series of shades and tones, but the name properly belongs exclusively to that extraordinarily valuable green, consisting almost entirely of chromic oxide, and is one of the most stable and reliable colorants for all shades of bright green glass. There is scarcely any other chemical pigment for which so many formulae and processes have been brought forward as for this, or of which the tint and tone of the product so entirely depends upon the manner of preparation. This is, indeed, a peculiarity of all chromium compounds.

Chromic oxide is prepared most cheaply by heating potassium bichromate with sulphur, leaching out the potassium salt with very dilute sulphuric acid, and washing the residual chromic oxide. In the reaction the sulphur reduces the chromic acid, and in treating the heated mass with sulphuric acid sulphur dioxide is given off and potassic sulphide and sulphide go into solution, while the chromic oxide remains behind.

The greater the portion of sulphur used the lighter will be the color of the chromic oxide obtained by this method. This beauty of the color depends upon the purity of the potassium bichromate used, and if it contain rosin in appreciable quantity a good product can never be obtained—it will inevitably be off-color.

Nineteen parts of bi-chromate, with four parts of sulphur, yield nine and one-third parts of chromic oxide. The formula may be varied infinitely, but the rule is inviolable that the higher the proportion of sulphur the lighter is the color of the product.

RINALD'S ENAMEL PAINT.

The following enquiry has been received by "Hardware and Metal." We would thank any of our readers furnishing a reply:

Editor "Hardware and Metal:"

"Can you supply me with the address of any Canadian agent of Rinald's Enamel Paint?

"SUBSCRIBER."

LINSEED OIL IN NEW YORK.

Crushers report that the movement of linseed oil is about in the same volume as last year at this time. Buyers are inquiring but are holding off in hope of lower prices. Crushers, on the other hand, are waiting for the large jobbing demand they confidently believe will set in soon, and are not anxious to sell. All talk of 39c. oil is regarded by them as largely imaginary. While some oil may have been sold at that figure, we have been unable to identify it or learn what, if any, mill has offered any considerable quantity below the quoted prices of 41 to 42c., as per seller.—Paint, Oil and Drug Review, April 8.

PARIS GREEN SITUATION.

The Canadian manufacturers of Paris green are maintaining the advance of 3c. per lb. in their quotations, but jobbers, in Toronto at least, continue to sell at old figures. The market is undoubtedly in a peculiar condition. Retailers are, as a rule, well stocked up and do not seem to be hurried in placing orders by the advance in quotations, as it is too apparent that the jobbers who are quoting the old figures are anxious to clear out the bulk of their present holdings, and so are not likely to follow the advance for some time to come. On the other hand, many of the jobbers have quite light stocks and have followed the lead of the manufacturers, and are hopeful that the jobbers who are still "cutting" will be soon sold up, which will enable them to get into the market again.

TURPENTINE FROM TEXAS.

The steady depletion of the turpentine forests in the Southern States has, during the last two or three years, caused much study and attention from the National Department of Forestry of the United States. Now, according to "The Paint, Oil and Drug Review," the Department of Forestry has taken up the matter of opening up the pine forests of southeast Texas, and has decided to send an investigating party to visit that district to determine the extent of turpentine that the forests will yield. The new method, which replaces the present wasteful system of boxing, is to be given a thorough test in the Texas pine forests. An interesting feature of the situation lies in the fact that this matter was first brought to the attention of the Department of Forestry by the Industrial Department of the Southern Pacific Railway, which is endeavoring to build up the country through which it passes, in the hope of ultimate increase to its own revenue.

PAINT AND OIL MARKETS.

MONTREAL.

The Easter holidays gave the paint manufacturers a little breathing space and enabled them to catch up with the orders fairly well; but after the holidays business resumed all its activity and, as one operator says, "The word 'rush' appeared on almost every article." Paris green is firm at the advance reported last week, as the consuming demand is only beginning. Linseed oil is steady at former quotations. The feature of the week has been the reduction of 4c. in the price of turpentine, in sympathy with the weakness displayed in the south. No further reduction is looked for at present, either locally or on the producing markets. Stocks of turpentine held here are quite large, as indeed, they are all over the country, and none of the cheaper turpentine will reach this market until the early part of next week. We quote:

GROUND WHITE LEAD.—Best brands, Government standard, $5.25 to $5.50; No. 1, $4.52½ to $5.12½; No. 2, $4.65 to $4.75; No. 3, $4.27½ to $4.37½; No. 4, $3.90 to $4., all f.o.b. Montreal. Terms, four months, or 3 per cent. off for cash in 30 days.

DRY WHITE LEAD.—$5 in casks, and in kegs, $5.25.

DRY WHITE ZINC.—Pure dry, in casks, 6¼c.; in 100-lb. kegs, 6¾c.; No. 1, zinc; in casks, 5¼c.; in 100-lb. kegs, 5¾c.

"ARK BRAND"

IS INVALUABLE FOR IRON WORK OF ALL KINDS

because it is not affected by expansion and contraction, and under all circumstances and conditions will greatly outlast all other paints.

This is but one of the individual qualities possessed exclusively by "Ark Brand" Paint that go to make it the most profitable paint for dealers to carry.

Let us tell you more about "Ark Brand" Paints, and the inducements we offer to dealers and in the meantime think over this letter.

AMELIASBURG, DEC. 29.

TO THE FRANCIS-FROST CO., Limited,
TORONTO.

GENTLEMEN:—I have sold your "Ark Brand" Paint for several years and beg to say that I am pleased with the results. I find that my customers after using your "Ark Brand" Paints once, ask for them again and will not have other makes. I find your mixed paints true to name, good colors and good wearing paint. Yours,

JOHN SPRAGUE.

THE FRANCIS-FROST CO. Limited
TORONTO.

Canadian Distributing Agents for Grippin's Crack Filler, and "Muresco" Wall Finish.

Canada Linseed Oil Mills LIMITED

MONTREAL.

Manufacturers of

"GUARANTEED PURE"

Raw and Boiled

LINSEED OIL

N. B.—We are on the market to buy good, sound, oak Linseed Oil, Turpentine, Varnish and Machine Oil Barrels.

Strengthen Your Paint Business

The best way is to always carry in stock a few genuine leaders that will eclipse anything of their kind on the market.

Lucas Greens

will help you specialize in this way profitably. Can we interest you in these famous colors—the acknowledged standard of Greens for upwards of 50 years?

Write for Samples and Prices.

JOHN LUCAS & CO.

Paint, Varnish and Color Manufacturers

New York **Philadelphia** Chicago

Lucas & Co. are the largest manufacturers of Dry Colors in the world. Originators of the famous Lucas Greens—Dry and in Oil.

WHITE ZINC (ground in oil)—Pure, 25 lb. irons, 8c; No. 1, 7c.; No. 2, 6c.

PUTTY.—We quote: Bulk, in barrels, $1.60; bulk, in 100-lb. packages, $1.85; bladders, in barrels, $1.90; bladders, in 100 or 200 lb. kegs, $2.05; 25-lb. tins or irons, $2; 12½ lb. tins, $2.30, f.o.b. Montreal, Ottawa, Toronto, Hamilton, London and Guelph. Maritime Provinces, 10c higher, f.o.b. St. John and Halifax. Three per cent. discount for cash in 30 days.

ORANGE MINERAL.—Casks, 7c.; 100 lb. kegs, 7¼c.; smaller quantities, 8¼c.

RED LEAD.—Genuine red lead, in casks, $4.50; in 100 lb. kegs, $4.75; in less quantities, $5.75 per 100 lb. No. 1 red lead, casks, $4.25; kegs, $4.50 and smaller quantities, $5.50.

LITHARGE.—Ground, casks, 5c.; less quantities, 5½c.; flake litharge, casks, $5.25; smalls, $5.75 per 100 lb.

LINSEED OIL.—Raw, 1 to 4 barrels, 59c.; boiled, 62c.; raw, 5 to 9 barrels, 58c.; boiled, 61c. Terms, net cash in 30 days. Delivered in Ontario, between Montreal and Oshawa, at 2c. per gallon advance.

TURPENTINE. Single barrels, 91c.; 2 to 4 barrels, 90c. Terms, net cash in 30 days.

BENZINE.—25 to 26c.

SHELLAC VARNISH.—Pure white, $2.35 to $2.45; orange, $2.25 to $2.35.

MIXED PAINTS.—$1.20 to $1.40 per gallon.

CASTOR OIL.—8¾ to 9¼c. in wholesale lots, and ½c. additional for small lots.

SEAL OIL.—48 to 50c.

COD OIL.—35 to 37½c.

PURE CANADIAN PARIS GREEN.—Petroleum barrels, 16½c.; per lb.; arsenic kegs, 16½c.; 50 and 108 lb. drums, 17c.; 25 lb. drums, 17½c.; 1 lb. packages, 18c.; ½ lb. packages, 20c.; 1 lb. tins, 19c.; ½ lb. tins, 21c.

PURE ENGLISH PARIS GREEN.—Petroleum barrels, 14½c.; arsenic kegs, 14½c.; 50 and 100 lb. drums, 15c.; 25 lb. drums, 15½c.; 1 lb. paper boxes, 16c.; 1 lb. tins, 17c.

TORONTO.

The feature of the market is the continued downward tendency in turpentine at primary markets, and the reduction of 1c. on the local market. As the decline in the United States has been fully 13c for wine gallons in less than a fortnight at Savannah it is clear that there will be further heavy drops on the local market as soon as stocks can be imported. Jobbers, however, are selling out for as much as can be secured for hand to mouth orders. Linseed oil has declined 2c. in the United States, but would have to drop materially further before the Canadian market, which seems firm, would be affected. White lead is steadily at $5.10 being the lowest quotation made by the majority of houses. Paris green quotations continue at the advance noted last week, but some jobbers are selling 2 to 3c below prices quoted. There is an excellent trade doing in all lines. We quote:

WHITE LEAD.—Ex-Toronto, pure white lead, $5.10 to $5.25; No. 1, $4.62½ to $4.87½; No. 2, $4.25 to $4.50; No. 3, $3.87½ to $4.12½; No. 4, $3.50 to $3.75 in packages of 25 lb. and upwards; ½c. per lb. extra will be charged for 12½-lb. packages; genuine dry white lead, in casks, $5.02½.

RED LEAD.—Genuine, in casks of 560 lb., $4.75 to $5; ditto, in kegs of 100 lb., $5.25 to $5.50; No. 1, in casks of 560 lb., $4 to $4.25; ditto, in kegs of 100 lb., $4.25 to $4.50.

LITHARGE.—Genuine, 6 to 6½c.

WHITE ZINC.—Genuine, French V.M., in casks, $6 to $6.25; Lehigh, in casks, $6 to $6.25.

SHINGLE STAIN.—In five-gallon lots, 60 to 85c. per gallon.

PARIS WHITE.—90c. to $1 per 100 lb.

WHITING.—65c. per 100 lb; Gilders' whiting, 80c.

GUM SHELLAC.—In cases, 35 to 37c.; in less than cases, 40 to 42c per lb.

LIQUID SHELLAC.—Pure orange, in bbls., $2.30 to $2.40; white, $2.35 to $2.45 per gallon; in less quantities, 10c. extra.

GLUES.—Broken sheet, in 200-lb. bbls., 8 to 8½c. per lb.; cabinet glue, in bbls., 11½ to 12c.; emery glue, in bbls., 17c.; bookbinders', ground, 10½c.; finest American, white, 19c.; No. 1 American white, 15c. per lb.

PUTTY.—Bladders, in barrels, $2.10; bladders, in 100-lb. kegs, $2.25; bulk in barrels, $1.80; bulk, less than barrels, and up to 100 lb., $2.05; bladders, bulk or tins, less than 100 lb., $2.75.

PARIS GREEN.—Petroleum bbls., 13 to 15½c. per lb.; arsenic kegs, 13½ to 15½c.; 50 and 100-lb. drums, 14 to 16c.; 25-lb. drums, 14½ to 16½c.; 1-lb. packages 15½ to 17c.; 2-lb. packages, 17 to 18c.; 1-lb. tins, 16 to 18c.; ½-lb. tins, 17 to 19c.

PLASTER PARIS.—New Brunswick, $2 per barrel.

PUMICE STONE.—Powdered, $2.50 per cwt. in bbls. and 4 to 5c. per lb. in less quantity; lump, 10c. in small lots and 8c. in bbls.

LIQUID PAINTS.—Pure, $1.20 to $1.40 per gallon; No. 1, $1.10 per gallon.

BARN PAINTS.—65 to 70c. per gallon.

CASTOR OIL.—English, in cases, 8 to 9c. per lb.; and 9 to 10c. for single tins.

LINSEED OIL.—Raw, 1 to 2 bbls., 61c.; boiled, 64c.; 3 to 5 barrels, raw, 60c.; boiled, 63c.; 6 to 9 barrels, raw, 58c.; boiled, 61c. delivered. To Toronto, Hamilton and London, 2c. less. All quantities of 10 barrels and over of linseed oil sold only f.o.b., Toronto, Hamilton, London and Guelph.

TURPENTINE.—Single bbls., 91c; 2 to 3 bbls., 90c. delivered; Toronto, Hamilton and London, 1c. less. For less quantities than barrels, 5c. per gallon extra will be added, and for 5-gallon packages, 55c. and 10-gallon packages, 80c. will be charged.

WINDOW GLASS.

MONTREAL.

Prices are steadily held on this market and no change is spoken of at present. There is an active movement in window glass to all parts of the country, and in view of the unusual building activity, this healthy state of affairs is not likely to cease for some time. We quote: First break, 50 ft., $2; second, $2.10 for 50 ft.; first break, 100 ft., $3.80; second break, $4; third break, $4.50; fourth break, $4.75.

TORONTO.

There is an active trade doing, with prices as follows: Star, under 26 in., $3.80; 26 to 40 in., $4; 41 to 50 in., $4.50; 51 to 60 in., $4.75; 61 to 70 in., $5; 71 to 80 in., $5.50. Toronto, Hamilton and London. Terms, four months, or 3 per cent., 30 days.

YOU TAKE NO CHANCES

IF YOU HANDLE

"ANCHOR" LIQUID PAINT.

Our years of experience in paint making, modern factories, and the use of the best white lead in the world—BRANDRAM'S B.B. GENUINE—combine to produce a paint that is not equalled by any other.

ANCHOR HAT ENAMEL, the original and only genuine. Price 84c. per doz.; retails at 10c. each.

HENDERSON & POTTS

BRANDRAM BROS & CO
BRANDRAM'S B.B. WHITE LEAD
MANUFACTURERS LONDON ENGLAND

Halifax and Montreal.

ANCHOR BRAND
H. & P.
REGISTERED
TRADE MARK

THE CANADA PAINT COMPANY LT'D

WHY ?

The **Canada Paint Co's Liquid Paints** are a great success.

WHY ?

Simply because they give satisfaction and make painting easy!

In **Coach Colors** ground in Japan

The **C. P. Co.** also excel.

Three-quarters—

☞ 3/4 ☜

of all the carriages in Canada are finished with The **C. P. Co's** Colors.

THE CANADA PAINT COMPANY LT'D

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS AND COMPROMISES.

GAGNON & CARON are curators for Gustave Doucette, carriage maker, St. Angele de Beauharnois, Que.

N. Gagnon & Fils, manufacturers of caskets, etc., St. Celestin, Que., has assigned to Gagnon & Caron.

Elzear Belleau, tinsmith and general merchant, St. Aubert L'Islet, Que., has compromised at 55c. on the dollar.

INCORPORATIONS AND CHANGES.

Aubin & Pgge, painters, Sillery, Que., have been registered.

The Antler Elevator Co., Limited, Antler, has been incorporated.

N. F. McCarthy, tinsmith, Saskatoon, is opening a machine shop.

McLean Bros., Westmount, Que., have been registered as plumbers.

The L. H. Packard Co., Limited, Montreal, have been incorporated.

The Chub Building Co., Collingwood, Ont., have obtained a charter.

The Erie Oil Co., Limited, St. Thomas, Ont., have obtained a charter.

The Canadian Fire Hose Company, Montreal, have been registered.

Luckerhoff Bros., tinsmiths, Three Rivers, Que., have been registered.

Eureka Coal & Brick Co., Limited, Estevan, have been incorporated.

A. J. Flynn, Quebec, has been registered as a joiner and contractor.

The Morinville Milling Co., Limited, Morinville, have been incorporated.

Petit & Frere, Montreal, have been registered as plumbers, tinsmiths, etc.

The Hamilton & Montreal Navigation Co., Limited, have obtained a charter.

The Chamberlain Metal Weather Strip Co., Limited; have obtained a charter.

Laroche & Calestagne, Montreal, have been registered as plumbers, roofers, etc.

Alf. Grenier, general merchant, Murray Bay, Que., has assigned to V. E. Paradis.

C. S. Helse, general merchant, Baldwin, Ont., has assigned to Osler Wade, Toronto.

The Beach Foundry Company, Limited, Winchester, Ont., have obtained a charter.

The De Wolfe Hardware Co., Limited, St. Stephen, N.B., have been incorporated.

Wm. Johnston, blacksmith, Indian Head, has been succeeded by Chas. Goulf.

J. L. Hould & Co., manufacturers of butter boxes, Gentilly, Que., have been registered.

Joseph Glenn, Indian Head, is adding lumber to his stock of agricultural implements.

Wood, Cameron & Co., general merchants, Pence, have been succeeded by G. S Wood & Son.

The J. E. Masters Co., Limited, coal and ice dealers, Moncton, N.B., have been incorporated.

Kernaghan & Co., hardware merchants, Prince Albert, have been succeeded by O. B. Manville.

Martineau, Antoine & Fils, carpenters and contractors, Three Rivers, Que., have been registered.

About "C" Horse Nails.

We ask your consideration of the following reasons for our making the claim that the "C" brand horse-nails made by our company since 1865 is the best for you to buy.

First:—The material of which they are made. It is the best obtainable—Swedish charcoal steel nail rods—made especially for our work, and imported direct by us from Sweden. We unhesitatingly affirm that no better material is used by any manufacturer of horse-nails in the world for this purpose.

Second:—The process of manufacture. We forge the nails to the desired pattern from the nail rods while they are hot, and, therefore, in a malleable condition. Our process thoroughly hammers and consolidates the nail, making it tough and enduring: no other method will do this as satisfactorily. Our methods for polishing, rolling, pointing and finishing the nails differ from those used elsewhere in Canada, and, we are satisfied, with much better results.

Third:—When the nails are finished, they are subject to a final careful examination and sorting by hand, so as to prevent a single imperfect nail being found in a box bearing our "C" brand.

Fourth:—We guarantee to every purchaser, that each box of horse-nails bearing our name and trade mark (the letter "C") is perfect and ready for immediate use. They may be returned at our expense if found otherwise.

Any dealer who wishes to secure the farrier trade, can only do so by selling the best horse-nails: The "C" brand will be found the best. They are the standard nails of Canada, and have been thoroughly tested by thousands of farriers from the Atlantic to the Pacific for the past thirty-four years.

We ask those who wish to favour us with their orders, through any wholesale hardware merchant, to be particular and specify for the "C" brand made by the

Canada Horse Nail Co.

MONTREAL.

Philip Gies, hardware and stove merchant, Berlin, Ont., is succeeded by Gies, Wolfhard & Co.

John Gray, agricultural implement merchant, La Riviere, has been succeeded by Gray & Carlton.

La Cie Manufacturiere de Gentilly, manufacturers of doors, furniture, etc., have been registered.

Robert McIntosh, agricultural implement merchant, Saskatoon, has admitted his brother George McIntosh into partnership.

SALES MADE AND PENDING.

W. F. McCarthy, tinsmith, Saskatoon, has sold out to John Murphy.

John Martin, coal and wood merchant, Hamilton, Ont., has sold out.

A. J. Craig, blacksmith, Windsor, Ont., has sold out to T. J. Eansor.

John Wooton, general merchant, Manitou, has sold out to O. Wagner.

M. G. McEwen, hardware merchant, McLean, N.W.T., is endeavoring to sell out.

Munro & Shirray, lumber merchants, Plumas, have sold out to F. B. Bagshaw.

Geo. Wrightson, furniture dealer, Wapella, N.W.T., has sold out to E. S. Zingg.

George Brasher, general merchant, Tillsonburg, Ont., is advertising his business for sale.

D. W. Garrison, agricultural implement merchant, Saskatoon, has sold out to W. J. Bell.

Magee & Thompson, furniture dealers, Wolseley, N.W.T., have sold Sintaluta branch to J. S. Wilson.

A sheriff's sale of The Baden Machinery Manufacturing Co., Limited, Baden, Ont., took place on the 11th inst.

The effects of the coal and wood business of G. H. Williams, Hamilton, were sold by auction on the 11th inst.

The assets of the contracting business of L. Leger, Lachine, Que., are advertised for sale by tender on the 24th inst.

PARTNERSHIPS FORMED AND DISSOLVED.

The Three Rivers Lumber Co., Three Rivers, Que., have dissolved.

The Three Rivers Planing Mills, Three Rivers, Que., have dissolved.

R. E. Gillespie & Co., contractors, Westmount, Que., have dissolved.

McEachren & Connor, planing mill, Alvinston, Ont., have dissolved; D. J. McEachren continues.

FIRES.

Treloar, Blashford & Co., foundry, Toronto, suffered loss by fire; insured.

Hanna & Hutcheson Bros., general merchants, Huntsville, Ont., sustained loss by fire.

DEATHS.

Jas. Aikenhead, president of the Aikenhead Hardware, Limited, Toronto, is dead.

Wm. Kerr, of the firm of Kerr Bros., general merchants and millers, Farrow's Point, Ont., is dead.

John Campbell, of the firm of Campbell & McEwen, agricultural implements, St. Thomas, Ont., is dead.

THE SUCCESSFUL MERCHANT

is the one who not only stocks with goods for which there is a demand, but sees well to it that his stock is kept well assorted. Church's Cold Water

ALABASTINE

is conceded to be **always wanted,** but at no time of the year is there so much of a hurry for it as in Spring and Fall housecleaning time.

To forget to order means loss of sales.

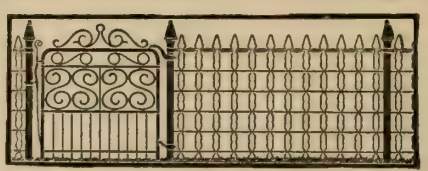
Trade lost because assortment of colors is not complete, is money thrown away. The dealer who does the business is the one who has the goods to hand out when called for.

Is your assortment complete? The trade supplied by wholesale hardware and paint dealers. Also by

THE ALABASTINE CO., LIMITED, PARIS, ONT.

We have been in business for eight years, and have yet to hear of a single can of our paint being returned because of poor quality. This ought to be a recommendation for your customers.

The Globe Paint Co.,
Limited
422-424 Adelaide St. W., Toronto.



A FENCE
to Protect and Adorn.

Made of steel rods in different sizes and heights to adapt it to the various requirements, the

Hartman Steel Picket Fence is the most popular on the market. Adapted alike to **Lawns and Private Property, Parks, Cemeteries, Schools, Church Lots, etc.** It preserves its alignment, is handsome in appearance and permanently serviceable. Catalog free on application. Write for it.

CUYAHOGA WIRE & FENCE COMPANY., Dept W, CUYAHOGA FALLS, OHIO.

WINDOW GLASS.

Our Spring Importations are now arriving, and carrying a very heavy stock, we are in a position to fill all orders promptly.

THE ONLY HOUSE IN CANADA manufacturing and stocking EVERY KIND OF GLASS required for Building purposes.

HOBBS MANUFACTURING CO., LIMITED
LONDON, CANADA.

Australasian Hardware and Machinery.

The Organ of the Hardware, Machinery and Kindred trades of the Antipodes.

SUBSCRIPTION $1.25 PER ANNUM,

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Be Wise and Buy

PERFECTION WIRE CHAINS

"Every Link Guaranteed"

—MADE IN—
COW TIES,
HALTER CHAINS,
DOG CHAINS,
TRACE CHAINS,
HOBBLE CHAINS

Smoothest Strongest
HENCE THE
BEST MADE

SPREADER CHAINS and for STALL FIXTURES.

WE STAND BEHIND OUR GUARANTEE.

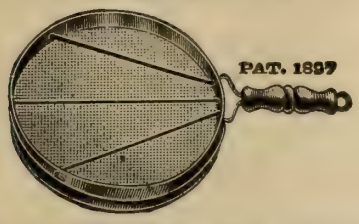
McKINNON DASH & METAL WORKS CO.,
ST. CATHARINES, ONT. Limited

FOR SALE BY LEADING JOBBERS.

THE "SUN" BRAND PORTLAND CEMENT.

We make only one quality and that the best.
Ask us for quotations.

The Sun Portland Cement Co., Limited
OWEN SOUND
JAS. A. CLINE, Managing Director.



The FAIRGRIEVE GAS TOASTER

Retails at 25c. The only Toaster guaranteed to toast on gas, gasoline or blue flame oil stoves without taste or smell. Write for prices.

THE FAIRGRIEVE MAN'FG. CO.,
295 COLLEGE ST., TORONTO.
U. S. Branch: 289 Jefferson Ave., DETROIT.

BRITISH BUSINESS CHANCES.

Firms desirous of getting into communication with British manufacturers or merchants, or who wish to buy British goods on the best possible terms, or who are willing to become agents for British manufacturers, are invited to send particulars of their requirements for

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"Commercial Intelligence" circulates all over the United Kingdom amongst the best firms. Firms communicating should give reference as to bona fides.

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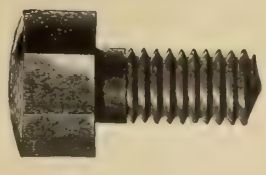
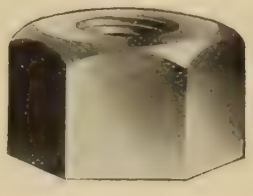


THE JOHN MORROW MACHINE SCREW COMPANY, Limited

Manufacturers of
Set and Cap Screws, Special Milled Work, Engine Studs, Etc. Cold Punched Nuts of every variety of finish.
INGERSOLL, ONT.



Cold Pressed NUTS

Finished, semi-finished and case-hardened. Send for Price List 1001. Special Discounts to the trade.

CANADA FOUNDRY COMPANY, Limited, 14-16 King St. E., Toronto

STEVENS

SHOTGUN CLEANER
IS THE MOST PRACTICAL CLEANER MADE

No Retailer Can Afford To Be Without our Line.

ALL LEADING JOBBERS CARRY OUR LINE | SEND FOR OUR LATEST CATALOGUES.

J. STEVENS ARMS & TOOL CO., Chicopee Falls, Mass, U.S.A.

HEATING AND PLUMBING

Master Plumbers' Association of Ontario.

A Successful Meeting at London of the Provincial Organization.

LONDON, Ontario, was, at the end of last week, the rendezvous for the plumbers, gas and steam fitters from many of the towns and cities of this province, who had with very pleasant anticipations gathered together as one section of the National Association of Plumbers, Gas and Steam fitters of the Dominion, to hold their second annual meeting as a provincial association.

Some years ago the first meeting of the parent society was convened, and since that memorable occasion the National Association of the Dominion has grown to such proportions as required its being divided up into provinces for its better control and management. Each province of the Dominion has now its own staff of officers, with places of annual meeting selected to suit the majority of its members.

A preliminary provincial convention was held last year in the month of March, in Toronto, which was chiefly of a formative character. A constitution and by-laws were adopted, and officers and standing committees elected for the ensuing year, and a place selected for first regular annual meeting. The Forest City plumbers and steam fitters, therefore felt justly proud and highly grati[illegible] because their city was chosen for the [illegible] regular provincial convention under the new arrangement and constitution.

None of the other provinces having yet held their first convention, considerable interest was evinced in, and importance attached to the first convention of the Ontario Provincial Association of Master Plumbers, Gas, Steam and Hot Water Fitters held at London.

At the provincial meeting of the Master Plumbers, Gas and Steam fitters of the Province of Ontario, held in the Pythian Hall, Toronto, on March 28, 1902, the following officers and committee were elected :

William Mansell, president, Toronto.
S. P. Gourlay, past-president, St. Catharines.
W. J. Clarke, vice-president, Hamilton.
W. H. Meredith, financial and recording-secretary, Toronto.
J. H. Wilson, treasurer, Toronto.
Executive Committee—William Mansell, president, Toronto; S. P. Gourlay, past-president, St. Catharines; W. J. Clarke, vice-president, Hamilton; W. H. Meredith, financial and recording-secretary, Toronto; J. H. Wilson, treasurer, Toronto; Philip Gies, Berlin; H. Mahoney, Guelph.

L. Le Grow was at the semi-annual convention held in the city of Toronto in November, 1902, elected as secretary, to take the place of W. H. Meredith, who from pressure of other duties found it impossible to do the work connected with the Provincial Association. With this alteration the London convention began with the officers above named all on hand and ready for business.

Nearly all the officers of the Executive Committee came to the city by the fast express on Thursday evening, 9th inst.,

W. MANSELL, Toronto, President.

and were quartered at the Grigg House, where they diligently set to work in preparation for the duties of the day following.

FRIDAY MORNING SESSION.

In the Knights of Pythias Hall a morning session was opened at ten o'clock. Some matters of importance requiring the attention of the officers and members of the local branch, prior to the opening of the convention proper in the afternoon, were discussed, and satisfactorily disposed of. It was decided that members of the press would not receive admission, and that only their special stenographer would be allowed to take a report of the proceedings, but permission to take extracts from his notes was allowed to the representative of "Hardware and Metal."

The convention proper opened in the Knights of Pythias' Hall at 2 p.m. prompt, by the worthy president, William Mansell, who in felicitous terms welcomed the members present to this their first Ontario provincial convention, after which the following gentlemen were appointed the

COMMITTEE ON CREDENTIALS.

J. H. Wilson, Toronto.
M. A. Brian, Windsor.
J. Watt, Chatham.
E. Russell, London.

The above committee as early as possible reported that certificates had been handed in by the following delegates who were present :

Chas. Taylor, Brantford.
J. Watt, Chatham.
J. H. Neelands, Barrie.
H. Mahoney, Guelph.
James Scott, Galt
H. Wallace, Hamilton.
W. J. Walsh, Hamilton.
J. Stewart, Hamilton.
W. Clark, Hamilton.
R. Ross, Sarnia.
Stephen King, Ingersoll.
William Smith, London.
E. Holland, London.
Thos. Rich, London.
B. Noble, London.
E. H. Russell, London.
C. Needham, London.
W. J. Greene, London.
W. Young, London.
W. Skelly, London.
F. C. Hunt, London.
W. J. Boyce, London.
F. Leigh, London.
J. R. Haslett, London.
A. Riddle, St. Catharines.
S. P. Gourlay, St. Catharines.
James Myers, Stratford.
A. Sylvester, Stratford.
A. Lawson, Stratford.
H. J. Peter, Stratford.
F. Smith, Stratford.
F. J. Sylvester, Stratford.
C. T. Bull, St. Thomas.
A. E. Hamilton, St. Thomas.
James Stott, St. Thomas.
William Mansell, Toronto.
George Clapperton, Toronto.
George Cooper, Toronto.
R. Morrison, Toronto.
L. Le Grow, Toronto
J. H. Wilson, Toronto.
W. B. Squire, Windsor.
H. Meadows, Windsor.
Thos. Blackburn, Windsor.
Jas. Pennington, Windsor.
Robert Paddon, Windsor.
W. A. Brian, Windsor.

RAMSAYS

3 to Montreal see cut Book 8 page 91

Give you business, because there are no other quite so good. They fight off rain storm and sun, please your customer and therefore **you.**

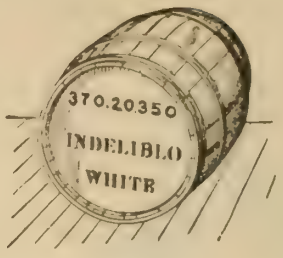
They give you pleasure because they give you profit. The price is the right price for right paint.

They give you reputation because they are advertised in daily and weekly papers all over the country—on bill boards, walls and fences.

Won't **you** try it? Others do.

A RAMSAY & SON MONTREAL | **EST'D 1842** | **PAINT MAKERS**

COLD WATER PAINT



What is it?

A dry powder in many beautiful shades besides white, it doesn't cost much, and water costs nothing. It is to be mixed with free cold water only. No oil, no turpentine, no smell, no waste, no dirt. Here's a line to make money on and smile that you didn't know it before.

AGENTS:

A. RAMSAY & SON, - - - - MONTREAL
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Makers

THE MURALO COMPANY, New Brighton, Borough of Richmond, New York.

Salt Glazed Vitrified

and Fittings.

Fire Brick and Ground Fire Clay, Flue Linings, Portland Cement.

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TORONTO, ONT.

Exclusive Sales Agents.

The Auer Gas Lamp.

"TURNS NIGHT-TIME INTO DAY-TIME."

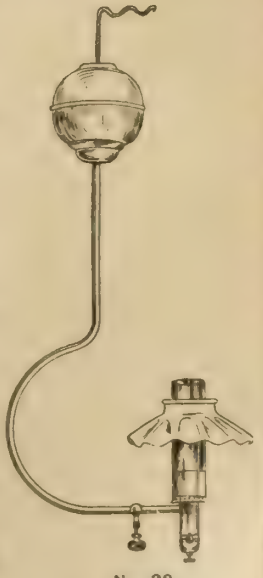
New Styles. Lower Prices.

Are you interested in a lamp which gives 100 candle power?

Are you interested in lighting your store brilliantly? You know it draws trade?

Are you interested in saving half of your bill for coal oil?

Are you interested in having the agency for a lamp which does this?



No. 28
100 Candle Power.

Then write for our Catalogue and Discounts.

EVERY LAMP GUARANTEED.

AUER LIGHT CO., 1682 NOTRE DAME ST., MONTREAL.

PRESIDENT MANSELL'S ADDRESS

Friends and Fellow Members,

I am pleased to congratulate you on the favorable promises of this, our first annual meeting, meeting as we do in this fair city of London, the Forest City of Ontario, situated, as it is, in one of the most fertile sections of our province, surrounded by as thickly populated and as prosperous a community as exists in this, or any other part of Canada. At

S. F. GOURLAY St. Catharines, Past President

this meeting you are adjacent to some of the most growing and beautiful towns in our province. And, I am happy to say, each of the surrounding cities and towns has sent its quota of master plumbers to this meeting to make it one of the most eventful milestones in our association's history. While our association is still an infant, I think you will agree with me that it is a strong and hearty one, embracing, as it does, members from almost all the cities and towns in our province.

There are a few matters which I consider it important to mention, and I beg your patience while I do so. Passing, as we are, through the fiercest days of competition on the one hand, and hedged in by the strenuous demands of our employees on the other, it behooves us to consider at this meeting the best means of thorough organization. Not for the purpose of merely adding to our membership; not for the purpose of resisting the demands of our men, but for the purpose of shattering the astounding competition that exists among ourselves. Let us then consider the best way to classify and regulate trade as it should be. We are to-day passing through the most stupendous business period of our country. Prosperity never knocked at our doors as it does to-day. And how do we receive it? Are we to-day our brother's keeper? While we are to-day enjoying each other's company, let us also enjoy each other's confidence. Let us make this, the first visit of our association to London, a precedent of the benefits derived by its members and the trade generally.

We are passing through growing times, as I said before. We are in a growing country. Don't let us forget that we live in Canada, and remember, also, that we are Canadians. Let us interest ourselves in everything that we use in our business that is made in Canada. Let us encourage the manufacture of everything we require being made in Canada. Let us take a leaf from the book of our neighbors to the south of us, and encourage home-made goods. Let me emphasize: We have as fair a country as the sun shines on; we have as good mechanics as the best; we can have the goods we want made in Canada, I think, as good as we get them elsewhere. And why not encourage their adoption? While in this train of thought let me say this—I think we are to blame to a great extent ourselves if there are some articles that we use, which are made in Canada, that do not come up to our ideals as far as quality is concerned. Why is it? Here is a useful field for us. You all know that we are invariably straining to get below our competitors' figures. This has been, and is being, carried to such an extent that the situation is truly an alarming one. Our calling stands more in need, to-day, of laws to modify competition than anything else, and while it is injurious to ourselves, it is just as severe on our manufacturers and jobbing houses to meet the competition of ourselves. We jew the manufacturers and jobbers down to the last notch, so that they are compelled to manufacture the articles to meet our rates, much against their own wishes, because they know they cannot put the material and workmanship on them that the goods are entitled to, on account of the pace set by us. While to-day we can number amongst our friends the Canadian manufacturers and supply men in the trade, let us still maintain and extend that friendship by encouraging the adoption and sale of Canadian-made goods, and in return ask them to hang up a sign in their sale departments, "Goods Sold Only to the Trade."

I will close this address by asking the members to stand shoulder to shoulder in making our association a channel, not only for the benefit of its members, but of making the sanitary laws in our province equal to any in the land. In the office of president, which honor you conferred upon me at our inaugural meeting, I thank you deeply. I desire to thank each individual member for his support during the past year. While I have not been able to give it the time I should have, I think our growth has been encouraging, and I hope the result of this meeting will be beneficial throughout the province, and its echo be heard from the Atlantic to the Pacific. Let our deliberation be of so judicious and wise a character that all who shall be enrolled as members may be greatly benefited.

In passing this office to my successor I can assure him who takes upon himself the duties that I lay down that he will have my hearty support, and hope he will receive the same courtesies that have been extended to me. Let us all adopt the motto that our association is formed that the greatest justice may accrue to the greatest number.

SECRETARY'S REPORT.

L. Le Grow, who was elected to fill the vacant place caused by the retirement of W. H. Meredith last November, made a verbal report of all matters pertaining to the work of his department since his appointment, and which gave evident satisfaction.

TREASURER'S REPORT.

J. H. Wilson, of Toronto, treasurer, for the past year, in his exhibit of receipts and disbursements, showed that there had been expenses for the past year of $102.62, and a balance on hand of $287.18.

A resolution was passed to engage a paid corresponding secretary and organizer, and the hope was expressed that they would be able to secure the services of W. H. Meredith, a former president of the National Association. The following were elected as a Legislative and Sani-

W. J. WALSH, Hamilton, Vice-President.

tary Committee: George Clapperton, Toronto; R. Ross, Toronto; George Cooper, Toronto; Wm. Clark, Hamilton; H. Wallace, Hamilton; J. Stewart, Hamilton. Alternative members, J. H. Wilson, Toronto, and W. J. Walsh, Hamilton.

The following gentlemen were elected to form a Nomination Committee: H. Meadows, Windsor; George Clapperton, Toron-

to; Wm. Clark, Hamilton; B. Noble, London; I. Myers, Stratford.

THE NEW OFFICERS.

The election of officers for the ensuing year resulted as follows:

Wm. Mansell, president, Toronto.
W. J. Walsh, vice-president, Hamilton.
S. P. Gourlay, past-president, St. Catharines.
L. Le Grow, financial secretary, Toronto.
J. H. Wilson, treasurer, Toronto.
Executive Committee—All of the above five with the three following added: E. Russell, London; M. A. Brian, Windsor; H. Mahoney, Guelph.

The convention agreed to meet again on Thanksgiving Day in the city of Toronto.

A letter was read from A. W. Mann, manager of the Stevens Manufacturing Company, inviting all members and delegates to the convention to visit the company's works on Saturday forenoon.

It was also announced that a special gala trolley car would be at the disposal of the convention to enjoy a trip over the city on Saturday morning.

The afternoon session was largely taken up by the discussion of matters pertaining to the craft, and the delegates are unanimous in declaring that the session was overflowing with interest and interchange of valuable and practical pointers. The session was a long one, lasting from two o'clock till seven. Every man felt in readiness for the banquet billed for eight o'clock at the Grigg House. It being found necessary to have another session to complete the business on hand and still to be disposed of, the convention was called for 8 a.m. on Saturday morning.

L. LE GROW, TORONTO, FINANCIAL SECRETARY.

THE BANQUET.

Banquets held under the auspices of the National Association of Master Plumbers have always been rated as first-class in every respect, and to maintain the good repute, and emulate the committees of the past, the gentlemen named, E. H. Russell, Chas. Needham and Jas. R. Haslett, of the local branch, put forth their best efforts, and they were indeed successful in breaking the record and upholding the Provincial Association, by setting up a high-class banquet that future conventions will have difficulty in excelling. Notwithstanding the fact that a number of the delegates west of London found it imperative to leave for home on Friday evening trains, there were between 60 and 70 gentlemen sat down to the good things provided. The banquet doors were thrown open at 8.15 and everybody had a ploughman's appetite, the long afternoon's session and many hours' fast giving a sharpened piquancy to every detail. Following are the names of delegates and invited guests who partook of the banquet at the Grigg House on Friday evening:

H. W. Anthes, of Toronto Foundry Co., Toronto; Thos. A. Stevens, Empire Foundry Co., London; Geo. W. Armstrong, of London Brass Works; John McLaren, of Stevens Mfg. Co., London; R. Coleman, of Stevens M'f'g. Co., London; Andrew Mann, manager of Stevens M'f'g. Co., London; W. C. Allen, representing Ontario Lead & Wire Co.; Wm. Buller, Pres. of Journeymen's Union, 374, London; C. W. Walker, London; Wm. Smith, London; Wm. Skelly, Jr., London; Wm. Skelly, Sr., London; Thomas Rich, London; Benj. Noble; London; Ed. Holland, London; W. J. Green, London; F. H. Leigh, London; Wm. Young, London; Wm. Boyce, London; R. J. Haslett, London; James. R. Haslett, London; Chas. Needham, London; L. Robb, London; John R. Foster, representing James Robertson Co., Toronto; Mr. Dawson, representing Darling Bros., Montreal, Que.; H. Wallace, Hamilton; W. J. Walsh, Hamilton; J. Stewart, Hamilton; W. Clark, Hamilton; N. B. Squires, Windsor; H. Meadows, Windsor; Thos. Blackburn, Windsor; J. Pennington, Windsor; R. Paddon, Windsor; M. A. Brian, Windsor; Wm. Mansell, President, Provincial Association, Toronto; L. Le Grow, Fin. Secretary Provincial Association, Toronto; J. H. Wilson, Secretary Provincial Association, Toronto; Geo. Clapperton, Toronto; R. Harrison, Toronto; George Cooper, Toronto; H. Mahoney, Guelph; J. Watt, Chatham; R. Ross, Sarnia; Jas. Scott, Galt; J. H. Neelands, Barrie; S. P. Gourlay, St. Catharines; A. Riddell, St. Catharines; Chas. Taylor, Brantford; Jos. Myers, Stratford; A. Sylvester, Stratford; T. J. Sylvester, Stratford; A. E. Lawson, Stratford; H. Peter, Stratford; Chas. Bull, St. Thomas; A. E. Hamilton, St. Thomas; Jos. Stott, St. Thomas; R. J. Cluff, representing Dominion Radiator Co., Toronto; W. J. Fulton, representing Dominion Radiator Co., Toronto; Mr. Beal, stenographer, Prov. Assn., Toronto; O. M. Ross, representing "Domestic Engineering," Toronto; W. H. Lindsay, representing "Hardware and Metal," Toronto; Stephen King, Ingersoll; Sandy Drennan, entertainer, London; A. L. McCarty, pianist, London; Banquet Committee: E. H. Russell, chairman; Chas. Needham; James R. Haslett, treasurer.

J. H. WILSON, TORONTO, TREASURER

E. H. Russell, chairman of the London branch of the Provincial Association, who worthily and efficiently presided during the evening, was supported right and left by the executive officers. Opening, with grace being said by Mr. Armstrong, of the London Brass Works, the company fell to with a vigor and good humor that could not possibly have been equalled at any former banquet. Full justice having been done the edibles, and the tables put in order the chairman, after a few opening remarks of an appropriate and cheering character proposed the

Toast, "The King," which was enthusiastically drunk by the entire company, after which a

Song, by J. R. Haslett, was well rendered and appreciated, following which came the following in their order:

Toast, "The Dominion of Canada," coupled with the names of A. Riddell, of St. Catharines, and W. J. Fulton, of the Dominion Radiator Co.

Song, by Sandy Drennan.

Toast, "The National Association," coupled with the names of Wm. Smith, of London, and H. Mahoney, of Guelph.

Song, by J. R. Haslett.

Toast, "The Journeymen Plumbers of London," was replied to by William Butler, president of Journeymen Plumbers' Union No. 374, London.

Recitation, by Charles Walker. (Encored).

Toast, "The Local Association," coupled with the names of R. J. Haslett and Benjamin Noble.

Song, by Sandy Drennan.

Toast, "The Supply Houses," coupled with the names of W. C. Allan, of the Ontario Lead and Wire Co. and Andrew Mann, of the Stevens Manufacturing Co.

Toast, "The Ladies," coupled with the names of H. W. Anthes, of Toronto, and John McLaren, of London.

The speeches of the different gentlemen in response to the toasts were short, practical and highly appreciated, round after round of "jolly good fellows" being given before each began to speak, the utmost good feeling and comradeship prevailing during the entire banquet—temperance and common sense being at the same time observable throughout. Prior to closing the enjoyable meeting the chairman made a few suitable remarks, also reminding delegates of the early session on Saturday morning. Three cheers and a tiger and the banquet came to an end at midnight.

SATURDAY MORNING SESSION.

The convention met soon after 8 a.m., to finish up business of importance, which could not be overtaken on Friday. Arrangements in part were made for the meeting to take place on Thanksgiving Day in Toronto. Delegates were also selected to represent the Provincial Association at next annual convention of the National Association. After congratulatory speeches by officers and delegates on the success of the first regular convention of the Provincial Association in London, the proceedings terminated amid many expressions of mutual good wishes.

AN OUTING ON THE TROLLEY CAR.

The balance of the time until dinner was taken up by the acceptance of the invitation tendered the delegates to take a ride round the city on the cars. The handsome special car "Victoria" was placed at the disposal of the plumbers and visiting delegates. Needless to say, the outing was delightful and greatly enjoyed. Places of interest were pointed out by Londoners as they passed along the route. Specially was the stop at Springbank appreciated; here the machinery for pumping the city water was critically examined. The handsome park extending along the front of River Thames for 150 acres was much admired, while a number expressed surprise at the numerous manufacturing concerns in and around the Forest City. On return to the Grigg House dinner was in order.

In the course of the afternoon the majority left for home highly delighted with their visit to London, and thoroughly pleased at the prospects of the Ontario Provincial Association.

NOTES OF THE CONVENTION.

Hello, there, Quebec; when will your province organize?

Windsor in line again! Of course they are, and are there for keep.

"Success! Success! Success!" is stamped on the banner of the Ontario Provincial.

President Mansell is the right man in right place. His report shows he is fully alive to his duties.

London, shake hands with yourselves. You did grandly. Get the same vim in your local association.

If the London Association could carry on their Local as successfully as they did the banquet, what a "corker" it would be.

President Powers, of the National, will be a proud man when Ontario's report is presented at the National Convention. He would be prouder still if Nova Scotia was fully in line.

That was a prime joke got off by the president on the worthy treasurer. The treasurer says there were others. He was not the only one, and he is backed up in his statement.

Say, St. Thomas, what do you feed your master plumbers on? If they do plumbing as well as they crack jokes, no need of any inspectors. You'll have a healthy city.

What an aggregation!—Toronto, Hamilton, St. Catharines, Guelph, Barrie, Galt, Stratford, St. Thomas, Windsor, Sarnia, Ingersoll, Brantford, London, etc. Say, "National," can you beat it?

BUILDING PERMITS ISSUED.

TORONTO.

Robertson Bros., stable, at 113 Queen street, to cost $2,500.

The Bacon Estate, four residences at 118 to 124 Walmer Road, to cost $14,000; Chadwick & Beckett, architects.

The Gutta Percha Co., Limited, a brick building on West Lodge avenue, near O'Hara, to cost $40,000; S. H. Townsend, architect.

The Confederation Life Association, alterations to office building at corner of Richmond and Yonge streets, to cost $30,000; J. Wilson Gray, architect.

MONTREAL.

E. M. Ranouf, seven-storey building at 2238 St. Catherine street, to cost $51,000; Hutchison & Wood, architects.

Wm. Yuille, four-storey building at 193 Redpath street, to cost $30,000; McVicar & Herriot, architects.

BUILDING NOTES.

F. J. Rastrick & Sons, architects, Hamilton, have plans ready for several new residences and for a new bakery for Wm. Lees & Son, Jackson street.

J. L. Meikle & Co. are building a wholesale warehouse at Port Arthur.

E. Noble & Co., Sault Ste. Marie, Ont., will build a produce warehouse 50 x 80 ft., to cost $1,500.

Architect A. F. Dunlap, Montreal, is preparing plans for an apartment house to cost about $300,000, and to have 700 rooms, fitted with the latest improvements.

Architect A. W. Peene, Hamilton, has prepared plans for the new Pennington factory at Dundas; extensive alterations to the Meriden Britannia works; Hazell & Son's store, and a block of stores in Dundas for R. T. Wilson.

Architect Mills, Hamilton, is looking after the erection of residences for J. R. Moodie, on South Bay street, and for Capt. J. B. Fairgrieve, Bold street; of alterations to parsonage of Centenary Church, and to the factory of the Hamilton Cotton Co.; of additions to premises of R. McKay & Co., and of Grafton & Co.

W. & W. Stewart, architects, Hamilton, have charge of the construction of a large annex to the Caledon Mountain club house at Credit Forks; a $50,000 addition to the William Buck stove foundry, and a $30,000 Carnegie library at Brantford; town hall at Winona; canning factory at Burlington; $6,000 residence for E. H. Dyer, St. Louis, in Muskoka; office for Tallman & Sons, Wellington street; residences for J. A. C. Morrow, North Caroline street; C. H. Peebles, Caroline and George streets; and a $15,000 Carnegie library at Collingwood.

PLUMBING AND HEATING NOTES

S. & J. Hisey, Creemore, Ont., are installing a system of waterworks in their private residences and of several neighbors.

John S. Coughlan, plumber and heating engineer, St. John, N.B., intends removing to larger premises at 92 Charlotte street. He intends to make the new shop thoroughly up to date.

Foreman Gus. Nelson, of the Purdy, Mansell Company, of Toronto, with seven assistants, will be finished in a few days installing the sprinkler system at the Deerings.—Hamilton Herald.

NEW BUILDING OF THE WINNIPEG LIBERAL CLUB.

Architect James Chisholm of Winnipeg has prepared plans for the new home of the Liberal Club of that city. The plans will be submitted to the new directors and tenders will be called for almost immediately.

The site chosen is on the south side of Notre Dame street. The frontage is 48 and the depth 120 feet to a wide lane. There will be entrances to the building from both Notre Dame avenue and the lane. The building will be four storeys and basement and will be laid out as follows:

Basement—Up-to-date restaurant, barber shop, bowling alley, gymnasium, baths and the necessary heating apparatus.

Ground floor—A fine main hall entirely unobstructed by posts, the upper floors being carried on iron girders the full width of the building, spacious reading rooms running across the front of the building and well lighted. On this floor also will be smoking rooms, card rooms and the best equipped billiard room that has yet been fitted up in the West.

On the first floor will be organization rooms, offices and apartments to-let. The second and third floors will be devoted to bachelor suites and single apartments.

There will be two fine entrances to the upper storeys, one on each side of the front and main hall and basement through the arcade forming the front of the building.

Many applications for stock have been received, but there are still some small blocks unallotted and anyone desiring to participate from outside points should communicate as soon as possible with Mr. G. J. Lovell, Box 847, Winnipeg.

Those having the matter in charge are full of enthusiasm and confidently expect to have the club lodge in spacious new quarters and with every facility for the comfort and enjoyment of its members before the snow flies again, or indeed, before the geese fly south.

CHEAP GAS FROM CRUDE OIL.

W. H. ANDREWS, a mechanical engineer, president of the Petroleum Gas and Manufacturing Company, 6763-7 South Chicago avenue, Chicago, claims to have solved the problem of making gas cheaply out of crude oil. He has succeeded in forming a company with a capital stock of $2,000,000, says an exchange.

"We can make gas with our outfit," says Mr. Andrews, "at a cost of not more than 5c. a thousand for a plant large enough to use it for heat, light and power purposes combined. Indeed, our tests show that we can produce from a gallon of oil costing about 11c. at retail, 3,000 to 4,000 cubic feet of gas, superior to the gas ordinarily furnished in cities for $1 and upwards per thousand.

"The essential principle of the new process is the pumping of air through oil which has been mixed with certain chemicals. What these chemicals are is my secret, but they do not cost more than a cent for each gallon of oil. I propose for the present to furnish the prepared oil to consumers at about a cent advance over the market rate; later I may patent my process, in which case, of course, the method will become public.

"For illuminating purposes it is necessary to enrich the gas with gasoline, but this can easily be done. For an illuminating gas plant alone, the most expensive possible, the cost is not more than 15c. per thousand cubic feet, including interest on investment. In other words, we can furnish present consumers of coal or gas with a plant that will make gas for them at one-third to one-sixth the cost of the cheapest private gas making plants known heretofore.

"It is necessary to our system to have a machine for pumping the air, and we are planning to get out an improved gas engine which will do this at a very slight cost. For household purposes we can furnish a plant that will derive power from a small water motor, to be attached to the city supply, and will work automatically, that is, will do its work without stopping or starting of the pump, solely through the pressure inequality due to starting the use of the gas. The cost of such a plant for a six to eight room house will be about $75."

RIGHT IN HARNESS.

The convention held at London on April 10 and 11, relegated some important matters to the new Executive Committee for their consideration. Amongst others was the matter of meeting the radiator manufacturers for the purpose of endeavoring to have the system now in vogue of the travellers from these concerns giving quotations, plans and specifications direct to private individuals stopped. The master plumbers claim this would be in the interest of all concerned.

TORONTO ASSOCIATION.

Chairman McKittrick, of the Ways and Means Committee, is a busy man and is fully determined his committee will be of great benefit to the association. He has a lot of good, fine fellows at his back.

The delegates to the recent convention will have an interesting report to make at the next local meeting, Toronto being honored with three officers—president, treasurer and secretary. Judging from recent meetings, the report will not be presented to empty seats.

GROWING IN POWER AND NUMBERS.

We note from an exchange that the supplement to the eleventh edition of the Directory of Recognized Master Plumbers, issued by the National Association of the United States, contains 11 pages of additional names. This shows that the master plumbers in the neighboring Republic are enjoying a growing time as well as the "National" of our own Dominion. The idea of unity is growing

A SPECIAL ANNOUNCEMENT.

We shall have a special announcement to make in our next issue that should be of interest to the plumbing and heating trade, also to manufacturers in these lines.

THE POWER PLANT OF THE ST. LOUIS EXHIBITION.

We note from an exchange that the power plant of the St. Louis Exposition is commencing to take form. Situated at the base of the plateau, in the narrow neck connecting the two lobes of the exposition grounds, it will be directly in the line of travel and one of the prominent features of the display. A boiler house, 300 x 400 feet, will contain not only the boilers but a large number of gas producers of different systems, and several machines for making briquettes of refuse coal. There will be some 40,000 horse power of steam engines, including a 5,000 horse power Reynolds-Corliss of the manhattan type, exhibited by the Allis-Chalmers Company, and a 3,000 horse power Curtis turbine, exhibited by the General Electric Company. John Cockerill, the Belgian builder, will exhibit a 3,000 horse power gas engine, five times as large as that which excited so much comment at Paris, and A. Borsig, of Berlin, who exhibited the largest steam-engine at the Paris Exposition, will have a 1,500 horse-power gas engine, of which he writes as follows:

"An article in No. 2 of your valuable paper deals with the various plants to be erected in Machinery Hall at the St. Louis Exposition. I would like to state that the gas engine which I intend to exhibit at St. Louis will develop a mean power of 1,500 and a maximum power of 2,000 horse-power in one cylinder. It will be of the so-called Oechelhaeuser type, which has many advantages over other types of gas engines, namely, that there are no cylinder covers, no valves except a small starting valve, and that all the moving parts balance each other.

"The dimensions will be: Cylinder diameter, 1,100 mm. (about 43 inches); stroke, 1,350 mm. (about 53 inches).

"The engine will make 100 revolutions per minute, and will be directly connected to an electric generator. The gas for running the engine will be generated in three 800 horse-power gas producers, exhibited by Julius Pintsch, of Berlin.

"A. BORSIG."

BICYCLES IN CONVALESCENT HOMES.

All the principal London hospitals have convalescent homes in the country or at the sea side, to which inmates from the hospital are transferred when they are nearing recovery, for the change of air and surroundings to complete their cure. All these institutions own bicycles for the use of the inmates who can ride. The marked difference in the rapid improvement in the condition of the men who use the wheel over the rest is surprising. As one of them remarked: "The worst of this riding is that I'm getting all right so quick that I shall be discharged very soon." There is nothing like bicycle riding to pull a man together who has lost his grip on health. It gives every part of the body healthful exercise.

INDUSTRIAL GOSSIP

OWEN SOUND saw mills are preparing for a busy season. Maitland, Rixon & Co. start this week; Keenan Bros. begin work next week; John Harrison & Sons will open their summer mill about May 1.

The Canadian Bridge Co., Walkerville, Ont., has shut down owing to labor troubles.

J. A. Gregory's saw mill at Lepreaux, N.B., will open up for the season in the course of a few days.

Dundas, Ont., has voted to grant a loan of $15,000 to J. D. Pennington, who in return will erect a refrigerator factory.

Cyrus White and Joseph D. Montmorency are starting to manufacture in Norwich, Ont., top draft furnaces. Their factory is large and well equipped.

A despatch from Collingwood, Ont., says that the Cramp Co. have about 200 men employed in pushing the plant to completion. Most of the work is done, and a few weeks will see the mills in operation.

The Doherty Manufacturing Co., Sarnia, Ont., are shipping a carload of their famous decarbon stoves to Edmonton, Alberta, next week, making six cars in all which have been shipped to the Territories alone this year.

The Crofton smelter at Osborne Bay, Vancouver Island, was blown in a few days ago, with one furnace in operation, and the other two furnaces will be blown in before very long. The smelter will be operated continuously henceforth, and it is expected that when all three furnaces are in operation 700 tons of ore will be handled daily. At the present time 200 tons of ore will be smelted daily.

TO MAKE WIRE AND WIRE PRODUCTS.

The Imperial Steel and Wire Co. have been organized in Collingwood, Ont., to manufacture rods, wire, wire nails, fencing, etc. The capital of the company is $700,000. Among the directors are: John Charlton, M.P.; Major J. A. Currie, of The Cramp Steel Co.; C. E. Stephens and Capt. P. M. Campbell, of Collingwood; Mr. Notman, of the C.P.R.; Messrs. W. J. Lindsay, of St. Thomas; Lindsay, of Pittsburg; Stevens, of Chatham, and a number of other gentlemen in western Ontario. W. J. Lindsay has been active in the promotion of the company. Mr. Vaughn, of Cayuhoga Falls, Ohio, who is also interested in the plant, was here the other day looking over the site and arranging for the plans and the installation of the plant. The output will be 50 tons of wire daily, and Manitoba and the Northwest will be the principal market.

NEW STEEL WORKS FOR MONTREAL.

A new steel industry will be established in Montreal, the feature of which will be the adoption of the Hunter process. The capital will be in the vicinity of $500,000, and the company is being organized by A. J. McGibbon, of Lachute, Que., who has already met with a good deal of encouragement from Montreal capitalists. The company purposes to manufacture all kinds of machinery castings, automobile castings, railroad castings, horseshoes, harness and wagon hardware, edge tools, and all kinds of steel castings.

It is claimed that cast iron can by the Hunter process be tempered like ordinary high carbon steel, and is available for use in making edge tools, such as hatchets, adzes and axes. When not tempered, the iron after treatment is the equivalent of soft steel and malleable iron and is said to be suitable for all the uses to which soft steel and malleable iron can be put. The prevailing process requires the metal to be subjected to heat continuously for ten days for conversion into malleable iron, while by the new process the same number of hours only are required. A company has been organized at Ottawa, the plant there is now in operation and much success has been achieved.

A PLUMBING YARN.

An old gentleman of Manchester, Eng., somewhat eccentric, but reputed to have considerable means and a collegiate education, owned two large blocks of tenement houses. In the repairing of these he had to employ many different tradesmen. With all these tradesmen he got along admirably with the single exception of his plumber, with whom he was constantly at war, and whom he appeared to hate with a bitter hatred. Every time a plumbing job was done he found fault, and had the delinquent brought back again to do the work all over before it was accepted. Besides being a crank on plumbing, he was also quite a rhymer. At his decease the following was found engrossed on the back page of his parlor album:

OUR PLUMBER!

By and bye
He will die!
And the ledger-book on high
Will reveal
How big a steal
He made by scamp-work years gone-bye.

That this old gentleman was a curiosity was proven by the fact that at his death his will showed a legacy of £500 to each of the same plumber's two daughters, to whom he had taken a liking.

It is possible that if a get-rich quick concern were protected with iron-barred doors and windows there are some "investors" who would secure crowbars and somehow or other break in.

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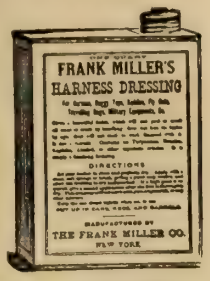

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H. & R. SINGLE GUN AUTOMATIC AND NON-EJECTING.

12, 16 and 20 Guage. Steel and Twist Barrels

Superior in Design, Workmanship and Finish, and the most popular Gun on the Market.

Simplest "Take Down" Gun Made

HARRINGTON & RICHARDSON ARMS CO.

Also makers of H. & R. Revolvers.

Catalog on request. Worcester, Mass., U.S.A.

CHAS. P. CLARK, President. **JARED CHITTENDEN, Treasurer.**

...ESTABLISHED 1849...

BRADSTREET'S

Capital and Surplus, $1,500,000. **Offices Throughout the Civilized World.**

Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information, no effort is spared, and no reasonable expense considered too great, that the results may justify its claim as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

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Established 1832. Cable Address, "BLISS."

MANUFACTURERS

Wood Turnings, Hand, Bench and other Screws Mallets, Handles, Vises Clamps, Tool Chests Croquet, Lithographs Wood Toys, Novelties

and also the celebrated

Wood's Patent Car Gate

For Street and Steam Railroad Cars.

The R. BLISS MFG. CO.

Pawtucket, R.I., U.S.A

Canadian Representative: ALEXANDER GIBB, 13 St. John St., MONTREAL.

75 YEARS *ESTABLISHED 1825.* *75 YEARS*

Window and Interior Displays

Timely Hints and Suggestions.

ONE decided advantage that a hardwareman has over a dry goods merchant, is that none of his goods are injured by displaying them in a window. Almost any article of dry goods suffers to some small extent from the exposure that it receives in a window, as well as from the folds in the goods and from pin-holes and fastenings required in fixing the goods for display. In a hardware store it is entirely different. Handling never soils the articles, and, being of a solid nature, they do not require marking with fixtures, nor does the light injure them.

For this reason a hardware merchant can maintain a well arranged window with far less expense than is required in any other business. In the line of fixtures, too, there is less expense, as few are required and the same ones can be used at various times by merely changing the articles displayed.

In cutlery, windows are frequently quite tastily arranged, but the variety seems to be limited although, in reality, it is greater than in the display of any other line. Such goods as pocket knives, table knives, razors and scissors can be arranged in an endless number of attractive designs on the bottom of the window, or on boards. However, a far more effective plan is to use cork or rubber fixtures, as shown in the designs given.

These fixtures are made of cork and can be cut from large sheets, to be obtained from cork companies in the larger cities. All the large cutlery stores make use of these shapes and find them exceedingly serviceable. The six shapes here shown would not cost more than $1.50 at the most. The large sheets are bought in the form of a rough bark, and by means of saw and knife, are cut into the required shape. They are then covered with baize as a rule, and the knives pushed through into the cork. Unlike wood, the cork will close tight around whatever is pushed into it, and in this way, quite heavy articles are securely held.

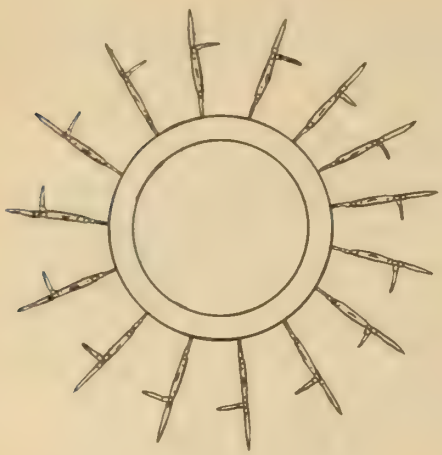


Fig. 1

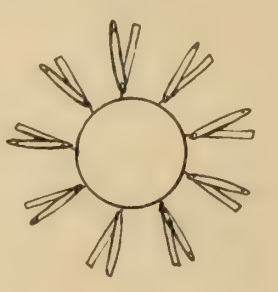


Fig. 2

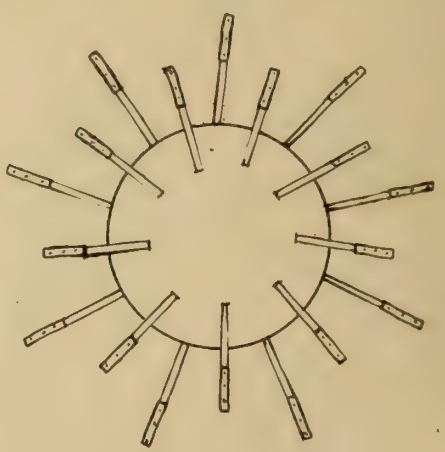


Fig. 3

Fig. 4

Fig. 5

Fig. 6

Fig. 7

Fig. 1. is a circle, in which pocket knives are shown. The circles can be of any size, and knives can be put on the inside as well.

Fig. 2. is a solid small circle the inside of one of the larger open circles. It is suitable for holding razors, which are held by the small end of the blade in a slightly open shape.

Fig. 3. is a larger solid circle, for the display of pocket or table knives. A row is inserted on the outside, and one or more rows slantingly into the front of the circle. Great variety is possible here.

Figs. 4, 5 and 6 are shapes that can be used, and in addition to these, other forms can be thought out by the merchant.

These fixtures are attached to the ceiling by small, neat wires and allowed to hang some feet above the floor of the window. In this way they do not interfere with a floor display, and, in addition, attract far more attention suspended mid-air than could any possible arrangement on the floor. Care must be taken to use good strong wire, as the weight is considerable, and, in the case of razors, a fall means the breaking of many of them. Some merchants affix a layer of rubber outside of the cork, for the purpose of affording a tighter grip on such heavy articles as razors. Two separate strands of wire, attached to separate hooks in the ceiling, must be used to retain the fixtures in the proper position.

Fig. 7, shows the method of fastening scissors together in order to make a string of them for suspending in any position in the window. These strings can be hung in loops of different sizes and shapes, and the result is very pleasing. One attractive display is to hang two or three strings from the centre of the top of the window to a point on the side

Hardware! Hardware!

To Lumbermen, Contractors, and Merchants **Of the Ottawa Valley**—Has it ever occurred to you that you could **Save a Profit** and get exactly what the **Trade Requires** by purchasing your supplies from

THOS. BIRKETT & SON CO., Limited, Wholesale Hardware Merchants, **Ottawa, Ont.**

EVERYTHING IN HARDWARE. P. S.—SEND FOR PRICES.

ATKINS

HIGH-GRADE, SILVER STEEL SAWS

Are the FINEST that Money,
Experience and Skill can Produce.

No dealer's Stock is complete without them.
They are easy to sell. Every saw warranted.

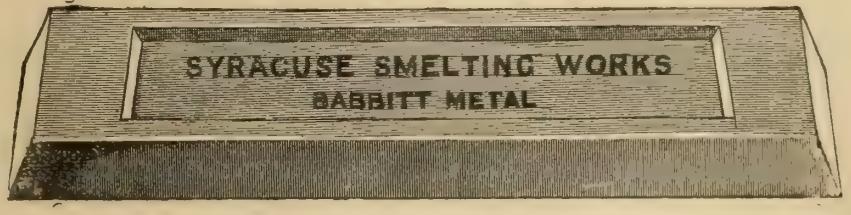
Write for Catalogue and Prices.

H. P. HUBBARD, Sales Agent for Canada.
Toronto Office: 44 Scott St. Tel. Main 1896

E. C. ATKINS & CO.
Incorporated.
Factories and Home Office: INDIANAPOLIS, IND.

Use Syracuse Babbitt Metal

IT IS THE BEST MADE.



For Paper and Pulp Mills, Saw and Wood Working Machinery, Cotton and Silk Mills, Dynamos, Marine Engines, and all kinds of Machinery Bearings.

Wire, Triangular and Bar Solder, Pig Tin, Lead, Ingot Copper, Ingot Brass, Antimony, Aluminum, Bismuth, Zinc Spelter, Phosphor Tin, Phosphor Bronze, Nickle, etc., always in stock.

Canadian Works, Montreal, P.Q.
American Works, Syracuse, N.Y.
Head Office American Works, 94 Gold Street, New York.

Syracuse Smelting Works

American Steel & Wire Co.

New York: Empire Building. Montreal: New York Life Building. Chicago: The Rookery.

BARB WIRE. GALVANIZED PLAIN WIRE.
PLAIN TWIST CABLE FENCING.

Telegraph and Telephone Wire, Mattress, Broom, Weaving Wires of every description, Rail Bonds, Bale Ties, Special Wires for all purposes. Springs, Horse Shoes, Wire Rope, Cold Drawn Steel Shafting.

about two thirds down. This presents the appearance of a drapery of scissors and is a good selling arrangement.

Neat price-cards can be printed and hung in the centre of the fixtures, thus even increasing the beauty of the display and assisting in attracting the eye. On account of the neatness of the display, exceptionally neatly printed and shaped cards are requisite.

THE SONG OF A WINDOW.

I feel that it is time to liven up affairs a bit with a song. In America recently, says an exchange, a window display was devoted entirely to washing-day apparatus. Four sizes of galvanized wash tubs and two clothes baskets were set up on their two sides to form a background. In front of these was a row of various sizes and makes of wringers. Then came rollers for wringing machines and masses of clothes pins. In the foreground were all kinds of irons, whilst scattered around were coils of washlines, both wire and hemp. This eminently domestic window display has set the poet buzzing. Let us listen to his buzz :—

This is the song of a window
In a modern hardware store,
Where the people who stopped to inspect it
Admired it more and more

No mirrors of glass ; no silver ;
No paintings of oil on view,
But only four tubs and a boiler
And a neat clothes basket or two.

This is the lay of a window
That captured a lot of trade
And made several sales with quickness
Because of the show it made.

No silks, no velvets or satins :
Or ribbons or bonnets for fall.
But a dozen or so of clothespins
And a wringer the background of all.

But it caught the trade of the women,
It looked so homelike and new--
This brave display of a wringer,
Of lines, and a washboard or two.

A WELL-KNOWN MERCHANT DEAD

Mr. Henri Julien, St. Timothee, Que., one of the best known merchants of Beauharnois district, died on the 8th inst. He was born in Quebec seventy-four years ago, and after residing in Montreal and Ottawa for a number of years, went into the general store business in 1877 in St. Timothee, where he lived up to the time of his death. Besides a widow, he leaves three sons, Henri, The Montreal Star artist ; Telephore, engraver, of Montreal, and Emile, of The St. John's News. The funeral took place on April 10, to Cote des Neiges cemetery, Montreal.

SUBMARINE IS ONLY A TOY.

Considering the articles which fairly inundate the newspapers and magazines regarding the submarine boats, one would think that this type had achieved success, but really the submarine is not worth the space that has been given to it. It would be difficult indeed to outline any points upon which the submarine has been a success, except, perhaps, the single point that it has successfully remained stationary on the bottom of a body of water for a few hours. But even this is a doubtful honor, for the crew suffered great physical and mental fatigue, and it is a foregone conclusion that they were not in a warlike mood at any time during the experiment. It isn't the things that are on the outside of the submarine that need to be worried about it ; it is those which are on the inside. The submarine is without practical manœuvring power and all the experiments which have been held so far justify this statement. To flounder about is not to manœuvre. It has no defensive qualities whatever in itself, and its offensive qualities are largely imaginary. The submarines building in the United States are propelled on the surface by a four-cylinder gasoline engine of 160 h. p. They are propelled under the water by storage batteries, indicating 70 h. p. In the recent trials of the Adder and Moccasin in Peconic bay the storage batteries ran down in three hours and the total radius of action did not exceed 21 knots. Of what earthly use could any such instrument be against a ship in motion ? Moreover when the submarine is being steered with her conning tower out of water she must have a perfectly smooth sea to have any sense of direction. In the trough of the sea she cannot see anything at all except the waves rolling over her, and on the crest the spray blinds the vision of the lens. It is admitted that crews cannot live in them except for periods of a few hours without breaking down both physically and mentally. Living in them is intolerable, for they cannot be heated nor can any cooking be done in them. Testimony is yet to be adduced that the submarine is anything but a naval toy.—From the Marine Record.

IRON AND WOOD PLANES.

On another page attention is drawn to Union iron and wood planes, etc., manufactured by the Union Manufacturing Co., of New Britain, Conn. It has been this company's aim to place upon the market a line of planes that will be standard in every way. This company having had 30 years' experience in manufacturing, coupled with excellent facilities and skilled mechanics, are enabled to turn out tools that are guaranteed in every way. The planes are well made, with an easy adjustment, their cutters of best guaranteed steel, extra heavy, to prevent chattering and are finished by a modern process that gives a keen cutting edge. In point of finish Union tools are surpassed by none now in the market.

"I would like something in oil for my dining-room."

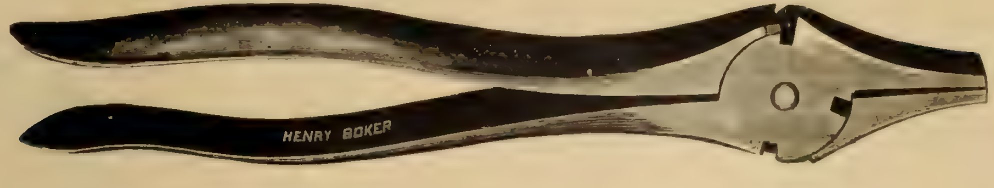
"Yes, madame ; a painting or a box of sardines ?"—Fliegende Blatter.

The reason for using Apollo galvanized iron is: it is the best iron: works easiest: makes the best job, and costs least for labor.

American Sheet Steel Company, New York

Representatives for Canada
B. & S. H. Thompson & Company
53 St. Sulpice Street
Montreal

THERE ARE OTHERS—BUT



—BOKER'S LEAD

ASK YOUR JOBBER FOR QUOTATIONS.

CURRENT MARKET QUOTATIONS.

April 17, 1903.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

TIN.

Lamb and Flag and Straits— 56 and 28-lb. ingots, 100 lb.	$33 00	$34 00

TINPLATES.

Charcoal Plates—Bright.

M.L.S., equal to Bradley—		Per box.
I C, usual sizes	....	$6 75
I X "	....	8 25
I X X "	....	9 75
Famous, equal to Bradley—		
I C	....	6 75
I X	....	8 25
I X X	....	9 75
Raven and Vulture Grades—		
I C, usual sizes	....	5 00
I X "	....	6 00
I X X "	....	7 00
I X X X "	....	8 00
D C, 12½x17	....	4 50
D X	....	5 25
D X X	....	6 00

Coke Plates—Bright.

Bessemer Steel—		
I.C., usual size, 14x20	....	4 00
I.C., special sizes, base	....	4 50
20x28	....	9 00

Charcoal Plates—Terne.

Dean or J. G. Grade—		
I.C., 20x28, 112 sheets	....	8 50
IX., Terne Tin	....	10 50

Charcoal Tin Boiler Plates.

Cookley Grade—		
X X, 14x56, 50 sheet bxs. / " 14x60, " / " 14x65, "	....	7 00

Tinned Sheets.

72x30 up to 24 gauge	....	8
" " 26 "	....	8 50

IRON AND STEEL.

Common bar, per 100 lb.	....	2 05
Refined " "	....	2 45
Horseshoe Iron "	....	2 40
Hoop steel, 1½ to 3-in. base	....	2 90
Sleigh shoe steel, "	....	2 10
Tire steel	2 30	2 50
Reeled machinery	....	3 00
Toe calk steel	2 85	3 00
T. Firth&Co.'s tool steel, per lb	0 12½	0 13
Jessop's tool steel	....	0 14
Morton's tool steel	0 12½	0 13
Black Diamond and "B.C." tool steel	0 10	0 11
Chas. Leonard's tool steel	0 08	0 09
Park's "Silver" tool steel	0 12	0 14
" "Special"	0 15	0 20
Jonas & Colver's tool steel	0 10	0 20
" "Air Hardening"	....	0 70
Drill steel, per lb	0 08	0 10

BOILER TUBES.

		Per foot
1¼, 1¾ and 4 inch	....	0 09
2¼ in	....	0 16
3 in	....	0 13
3½ in	....	0 16
4 in	....	0 31

STEEL BOILER PLATE.

¼ in	2 50	2 60
3-16 in	2 60	2 70
⅜ in. and thicker	2 50	2 60

BLACK SHEETS.

	Com.	D.Fl.
10 and 12 gauge	2 55	2 75
18 gauge	2 85	3 00
20 "	2 85	3 00
22 to 24 gauge	2 95	3 25
26 "	3 05	3 50
28	3 15	...

COPPER WIRE.

Discount, 50 per cent.

CANADA PLATES.

All dull, 52 sheets	2 90	3 00
Half-polished	3 00	3 10
All bright	3 75	3 85

IRON PIPE.

Black pipe—		Per 100 feet.
⅛ inch	3 00	3 25
¼ "	2 30	2 40
⅜ "	....	2 65
½ "	....	2 85
¾ "	....	3 65
1 "	....	5 20
1¼ "	....	7 35
1½ "	....	8 95
2 "	....	12 55
2½ "	....	21 00
3 "	....	25 00
3½ "	....	32 00
4 "	....	38 50
4½ "	....	45 00
5 "	....	48 00
6 "	....	63 00
Galvanized pipe—		
¼ inch	....	3 20
⅜ "	....	3 45
½ "	....	3 85
¾ "	....	5 00
1 "	....	7 20
1¼ "	....	10 05
1½ "	....	12 20
2 "	....	16 85

Malleable Fittings—Discount 15 p.c.
Cast Iron Fittings—

On unions, 55 per cent. ; on nipples, 60 per cent.; on all others, 50 per cent.

GALVANIZED SHEETS.

	G.C.	Comet	Bell.	Queen's Head
16 gauge	....	....	....	....
18 to 24 gauge	4 05	3 75	3 75	4 05
26 "	4 25	4 00	3 90	4 25
28 "	4 50	4 25	4 05	4 50

American brands, $4.40 for 28 gauge.
Less than case lots 10 to 15c. extra.

CHAIN.

Proof coil, 3-16 in., per 100 lb.	....	....
" ¼ "	7 85	8 10
" 5-16 "	5 25	5 50
" ⅜ "	4 50	4 75
" 7-16 "	4 25	4 50
" ½ "	4 20	4 50
" 9-16 "	4 05	4 50
" ⅝ "	4 00	4 50
" ¾ "	4 00	4 50

Halter, kennel and post chains, 40 to 40 and 5 per cent.

Cow ties	40 p.c.
Tie out chains	65 p.c.
Stall fixtures	35 p.c.
Trace chain	45 p.c.

Jack chain, iron, single and double, discount 35 p.c.
Jack chain, brass, single and double, discount 40 p.c.

COPPER.

Ingot.		Per 100 lb.
Casting	....	14 50
Lake Superior	...	....
Bars.		
Cut lengths, round, ½ to ⅞ in.	23 00	25 00
" round and square, 1 to 2 inches	23 00	25 00
Sheet.		
Plain, 14 oz., and light, 16 oz., 14x48 and 14x60	22 00	22 50
Plain, 14 oz., and light, 16 oz., irregular sizes	22 50	23 00
Tinned copper sheet	....	24 00
Planished	....	32 00
Braziers' (in sheets).		
4x6 ft., 25 to 30 lb. each, per lb.	....	0 23
" 35 to 45 " "	....	0 22
" 50-lb. and above "	....	0 21

BOILER AND T.K. PITTS.

Plain tinned, per lb	....	0 28
Spun, per lb	....	0 32

BRASS.

Rod and Sheet, 14 to 30 gauge, 15 per cent

Sheets, hard-rolled, 2x4	0 23
Tubing, base, per lb	0 23½

ZINC SPELTER.

Foreign, per 100 lb	6 25	6 50
Domestic " "	...	....

ZINC SHEET.

5-cwt. casks	6 25	6 50
Part casks	6 50	6 75

LEAD.

Imported Pig, per 100 lb	...	3 50
Bar, per lb	....	0 05
Sheets, 2½ lb. sq. ft., by roll	....	0 06¼
Sheets, 3 to 6 lb. "	....	0 06

NOTE.—Cut sheets ½c. per lb., extra. Pipe, by the roll, usual weights per yard, lists at 7c. per lb. and 30 p.c. dis. f.o.b. Toronto.

NOTE.—Cut lengths, net price, waste pipe 8-ft. lengths, lists at 8c.

SHOT.

Common, $6.50 per 100 lb.; chilled, $7.00 per 100 lb.; buck, seal and ball, $7.50. Discount, 15 p.c. Prices are f.o.b. Toronto, Hamilton, Montreal, St. John and Halifax. Terms, 3 p.c. cash, freights equalized.

SOIL PIPE AND FITTINGS.

Light soil pipe, discount, 45 and 10 per cent.
" " fittings, discount 50 and 10 p.c.
Med. and Extra heavy pipe and fittings, dis. 55 and 10 per cent.
7 and 8-in. pipe, discount 45 and 10 per cent.

SOLDER.

		Per lb.
Bar, half-and-half, guaranteed	....	0 20
Bar, half-and-half, commercial	0 19	0 19½
Refined	....	0 19
Wiping	0 17	0 18½

ANTIMONY.

Cookson's per lb.	9 00

WHITE LEAD.

		Per 100 lb.
Pure	5 00	5 25
No. 1	4 62½	4 87½
No. 2	4 25	4 50
No. 3	3 87½	4 12½
No. 4	3 50	3 75
Munro's Select Flake White	....	5 75
Elephant and Decorators' Pure	....	5 25
Brandram's Genuine	....	6 50
" Decorative	....	6 00
" " No. 1	....	5 50
"Monarch" brand	....	6 12½
Decorator's Pure	....	5 25
Essex Genuine	....	5 50

RED LEAD.

Genuine, 560 lb. casks, per cwt	$4 75	$5 00
Genuine, 100 lb. kegs, "	5 25	5 50
No. 1, 560 lb. casks, per cwt	4 00	4 25
No. 1, 100 lb. kegs, per cwt	4 25	4 50

WHITE ZINC.

Extra Red Seal	0 06	0 08
No. 1	0 05½	0 07
No. 2	0 05	0 06

DRY WHITE LEAD.

Pure, casks	5 25
Pure, kegs	5 75
No. 1, casks	5 00
No. 1, kegs	5 25

PREPARED PAINTS.

In ¼, ½ and 1-gallon tins.

Pure, per gallon	....	1 20
Second qualities, per gallon	...	1 00
Barn (in bbls.)	0 60	0 90
The Sherwin-Williams paints	....	1 40
Canada Paint Co's pure	....	1 25
Toronto Lead & Color Co's pure	....	1 25
Sanderson Pearcy's pure	....	1 20
Standard Paint Co.'s "New Era."	....	1 30
"Globe"	....	1 30
" barn	60	70
The Francis-Frost Co.'s "Ark" Brand	....	1 25
The Francis-Frost Co.'s British Navy deck	....	1 50
Hollywood paste paint	....	1 40
" liquid paint	....	1 25
" floor paint	....	1 25
Henderson & Potts's "Anchor" Brand	....	1 35
Globe Paint Co.'s mixed	....	1 30
Globe Paint Co.'s barn and bridge	....	0 75

COLORS IN OIL.

25-lb. tins, Standard Quality.

Venetian red, per lb.	0 03½	0 05
Chrome yellow	0 12	0 14
Golden ochre	0 07	0 10
French "	....	0 06
Marine black	....	0 04
Chrome green	....	0 10
French Imperial green	....	0 14
Signwriters' black	....	0 16
Umber	0 04	0 06
Sienna	0 04	0 07

COLORS, DRY.

Common ochre, bbls	1 15	1 30
Yellow ochre (J.F.L.S.), bbls.	....	2 00
Brussels ochre	....	2 00
Venetian red, bbl	1 50	[illegible]
English oxides, per cwt	3 00	3 25
American oxides, bbls	1 25	[illegible]
Canadian oxides, bbls.	1 25	[illegible]
Super magnetic oxides, 93 p.c.	[illegible]	[illegible]
Burnt sienna, pure, per lb	[illegible]	[illegible]
" umber, " "	[illegible]	[illegible]
Raw umber	[illegible]	[illegible]
Drop black, pure		[illegible]
Chrome yellow, pure		[illegible]
Chrome greens, pure per lb	[illegible]	[illegible]
Golden ochre	[illegible]	[illegible]
Ultramarine blue, [illegible] boxes, per lb	[illegible]	[illegible]
Fire proof [illegible]		[illegible]
Genuine Eng. [illegible]		[illegible]
Mortar color [illegible]	[illegible]	1 50
Pure Indian [illegible]	[illegible]	0 10
Whiting [illegible]	[illegible]	0 60
English [illegible]		0 85

BLUESTONE.

Casks, for [illegible]	5 50
[illegible] per [illegible]	0 08

JOSEPH RODGERS & SONS Limited
SHEFFIELD, ENGLAND.
Each blade of our Goods bears the exact mark here represented.
REGISTERED TRADE MARK. GRANTED 1682
JAMES HUTTON & CO., MONTREAL SOLE AGENTS IN CANADA.

PUTTY

Bulk in bbls ... 1 70
Bulk in less quantity ... 1 95
Bladders in bbls ... 2 00
Bladders in kegs, boxes or loose ... 2 25
25-lb. tins ... 2 25
12½-lb. tins ... 2 50
Bladders in bulk or tins less than 100 lb ... 2 50

VARNISHES

In 5-gal. lots	Per gal	Net
Carriage, No. 1	1 50	1 60
Pale durable body	4 10	4 25
" rubbing	2 85	3 20
Gold size, japan	1 50	1 60
No. 1 brown japan	0 85	0 90
Elastic oak		1 50
Furniture, extra	1 10	1 25
" No. 1	0 90	1 00
Hard oil finish	1 35	1 50
Light oil finish	1 60	1 70
Damar	1 75	2 00
Shellac, white	2 40	2 50
" orange	2 30	2 40
Turpentine, brown japan	1 10	1 20
" black japan	1 10	1 20
" " No. 1	0 85	0 90
Elastilite varnish, 1 gal. can, each		2 00
Granitine floor finish, per gal		2 75

Maple Leaf coach enamels: size 1, $1 20; size 2, 70c.; size 3, 40c. each
Sherwin-Williams kopal varnish, assorted case, from ½ pts. to 1 gal., $2.50.

CASTOR OIL.

British, 1st qual. in cases, per lb ... 0 08½ ... 0 09½
" " small lots ... 0 10 ... 0 10½

COD OIL, ETC.

Cod oil, per gal ... 0 50 ... 0 55
Pure olive ... 1 40
" neatsfoot ... 0 90

GLUE.

Common	0 08	0 09
French medal	0 10	0 14
White, extra	0 18	0 22
Gelatine	0 25	0 30
Strip	0 18	0 20
Coopers	0 19	0 20
Huttner	0 15	0 16
[illegible]	0 12	0 16
[illegible]		0 15

HARDWARE.

AMMUNITION.

Cartridges.

B. B. Caps, Dom. [illegible] 5 per cent.
Rim Fire Pistol, [illegible] American.
Rim Fire Cartridges, Dominion, [illegible] 5 per cent.
Central Fire Pistol and Rifle, [illegible] Amer.
Central Fire Cartridges, [illegible] Dominion, [illegible] per cent.
Central Fire Cartridges, Sporting and Military, Dominion, [illegible] per cent.
Central Fire, Military and Sporting, American, add 5 per cent. to list. B. B. Caps, discount 40 per cent. American.
Loaded and empty Shells, "Trap" and "Dominion" grades, [illegible] per cent. Rival and Nitro, 10 per cent. [illegible]
Brass Shot Shells, 55 per cent.
Primers, Dom. 30 per cent.; American, [illegible]

Wads ... per lb.

Best thick white felt wadding, in ½-lb. bags ... $1 [illegible]
Best thick brown or grey felt wads, in ¼-lb. bags ... 0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges ... 0 [illegible]
Best thick white card wads, in boxes of 500 each, 10 gauge ... 0 35
Best thick white card wads, in boxes of 500 each, 8 gauge ... 0 55
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges ... 0 20
Thin card wads, in boxes of 1,000 each, 10 gauge ... 0 25
Thin card wads, in boxes of 1,000 each, 8 gauge ... .

Chemically prepared black edge grey cloth wads, in boxes of 250 each ... Per M.
11 and smaller gauge ... 0 60
9 and 10 gauges ... 0 70
7 and 8 " ... 0 90
5 and 6 " ... 1 10

Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each
11 and smaller gauge ... 1 15
9 and 10 gauges ... 1 40
7 and 8 " ... 1 65
5 and 6 " ... 1 90

ADZES.

Discount 20 per cent.

ANVILS.

Wright's, 80-lb. and over ... 0 10¾
Hay Budden, 80-lb. and over ... 0 09¼
Brook's, 80-lb. and over ... 0 11¼

AUGERS.

Gilmour's, discount 65 and 5 per cent. off list.

AXES.

Chopping Axes
Single bit, per doz. ... 7 00 ... 10 00
Double bit, " ... 10 00 ... 18 00
Bench Axes, 40 per cent.
Broad Axes, 25 per cent.
Hunters Axes ... 5 50 ... 6 00
Boys Axes ... 6 25 ... 7 00
Splitting Axes ... 7 00 ... 12 00
Handled Axes ... 7 50 ... 10 00

AXLE GREASE.

Ordinary, per gross ... 5 75 ... 6 00
Best quality ... 13 00 ... 15 00

BATH TUBS.

Zinc ... 6 00
Copper, discount 15 per cent. off revised list.

BATHS

Standard Enameled.

5½-inch rolled rim, 1st quality ... 24 00
5½ " " " 2nd " ... 20 00

BABBIT METAL.

"Tandem," A ... per lb. ... 0 27
" B ... " ... 0 21
" C ... " ... 0 11½
Frictionless Metal ... " ... 0 23

Syracuse Smelting Works:

Aluminum, genuine ... 0 45
Government, " ... 0 44
Tough, " ... 0 40
Hard, " ... 0 40
Dynamo ... 0 30
Special ... 0 25
Harmony ... 0 22
Car Box ... 0 20
Extra ... 0 15

The Canada Metal Co.:

Imperial, genuine, ... 0 40
Metallic ... 0 30
Hercules ... 0 20
Star ... 0 15
No. 1 ... 0 12
No. 2 ... 0 10
No. 3 ... 0 06
No. 4 ... 0 05

BELLS.

Hand.

Brass, 60 per cent.
Nickel, 55 per cent.

Cow.

American make, discount 63⅓ per cent.
Canadian, discount 45 and 50 per cent.

Door.

Gongs, Sargant's ... 5 50 ... 8 00
Peterboro', discount 45 per cent.

Farm.

American, each ... 1 25 ... 3 00

House.

American, per lb. ... 0 35 ... 0 40

BELLOWS.

Hand, per doz. ... 3 35 ... 4 75
Moulders', per doz. ... 7 50 ... 10 00
Blacksmiths', discount 40 per cent.

BELTING.

Extra, 60 per cent.
Standard, 60 and 10 per cent.
No. 1, not wider than 6 in., 60, 10 and 10 per cent.
Agricultural, not wider than 4 in., 75 per cent.

BITS.

Auger.

Gilmour's, discount 60 and 5 per cent.
Rockford, discount 50 and 10 per cent.
Jennings' Gen., net list.

Car.

Gilmour's, 47½ to 50 per cent.

Expansive.

Clark's, 40 per cent.

Gimlet.

Clark's, per doz ... 0 65 ... 0 90
Diamond, Shell, per doz. ... 1 00 ... 1 50
Nail and Spike, per gross ... 2 25 ... 5 20

BLIND AND BED STAPLES.

All sizes, per lb. ... 0 07¾ ... 0 12

BOLTS AND NUTS. ... Per cent.

Carriage Bolts, common ($1 list) ... 50 and 10
" " full sq. ($2.40 list) ... 55 and 10
" " Norway Iron ($3 list) ... 55 and 10
Machine Bolts, all sizes ... 50, 5 and 10
Plough Bolts ... 50, 5 and 10
Blank Bolts ... 50, 5 and 10
Bolt Ends ... 50, 5 and 10
Sleigh Shoe Bolts ... 65, 5 and 10
Coach Screws, cone point ... 66⅔ and 10
Nuts, square, all sizes, 3¼c. per lb. off.
Nuts, hexagon, all sizes, 4c. per lb. off.
Stove Rods, per lb., 5½ to 6c.

BOOT CALKS.

Small and medium, ball ... per M. ... 4 25
Small heel ... " ... 4 50

BRIGHT WIRE GOODS.

Discount 62½ per cent.

BROILERS.

Light, discount 65 to 67½ per cent.
Reversible, discount 65 to 67½ per cent.
Vegetable, per doz., discount 37½ per cent.
Henis, No. 8. ... per doz. ... 6 00
Henis, No. 9 ... " ... 7 00
Queen City ... " ... 7 50

BUTCHERS' CLEAVERS.

German ... per doz. ... 6 00 ... 11 00
American ... " ... 12 00 ... 20 00

BUTCHER KNIVES.

Bailey's ... per doz. ... 0 60 ... 6 30

BUILDING PAPER, ETC.

Tarred Felt, per 100 lb ... 1 75
Ready roofing, 2-ply, not under 45 lb., per roll ... 0 90
Ready roofing, 3-ply, not under 65 lb., per roll ... 1 15
Carpet Felt ... per ton ... 45 00
Dry Sheathing ... per roll, 400 sq. ft. ... 0 35
Tar " ... " 400 " ... 0 45
Dry Fibre ... " 400 " ... 0 50
Tarred Fibre ... " 400 " ... 0 60
O K & I X L ... " 400 " ... 0 65
Resin sized ... " 400 " ... 0 40
Oiled Sheathing ... " 600 " ... 1 00
Oiled " ... " 400 " ... 0 70
Roof Coating, in barrels ... per gal ... 0 17
Roof " small packages " ... 0 25
Refined Tar ... per barrel ... 4 50
Coal Tar ... " ... 4 00
Coal Tar, less than barrels ... per gal. ... 0 15
Roofing Pitch ... per 100 lb. ... 1 00

BULL RINGS.

Copper, $2.00 for 2½-inch, and $1.90 for 2-inch.

BUTTS.

Wrought Brass, net revised list.

Cast Iron.

Loose Pin, discount 60 per cent.

Wrought Steel.

Fast Joint, discount 65, 10 and 2½ per cent.
Loose Pin, discount 65, 10 and 2½ per cent.
Berlin Bronzed, discount 70, 70 and 5 per cent.
Gen. Bronzed ... per pair ... 0 40 ... 0 65

CARPET STRETCHERS.

American ... per doz. ... 1 00 ... 1 50
Bullard's ... " 6 50

CASTORS.

Bed, new list, discount 55 to 57½ per cent.
Plate, discount 52½ to 57½ per cent.

CATTLE LEADERS.

Nos. 31 and 32 ... per gross ... 8 50 ... 9 50

CHALK.

Carpenters' Colored, per gross ... 0 45 ... 0 75
White lump ... per cwt. ... 0 60 ... 0 65
Red ... 0 05 ... 0 06
Crayon ... per gross ... 0 14 ... 0 18

CHISELS.

Socket, Framing and Firmer.

Broad's, discount 60 and 10 per cent.
Warnock's, discount 50 and 10 per cent.
P. S. & W. Extra, discount 60 and 10 per cent.

CHURNS.

Revolving Churns, metal frames No. 0, $8; No. 1, $8.50; No. 2, $9.00; No. 3, $10.00; No. 4, $12.00; No. 5, $16.00 each. Ditto wood frames, 20c. each less than the above. Discounts: Delivered from factories, 53 per cent.; from stock in Montreal, 51 per cent. Terms 4 months or 3 per cent. cash in 30 days.

Churn frames, including bearings, levers, etc. Nos. 0, 1, 2 and 3, wood, $2.40; and 4 and 5, $2.65. Metal frames, 25c. extra. Discount 15 per cent., net 30 days.

CLIPS.

Axle, discount 65 per cent.

CLOSETS. ... Net.

Plain York or Ontario Syphon Jet ... $9 60
Emb. " " " ... 10 20
Fittings ... 1 00
Plain Elgin or Teu. Syphon Washout ... 6 00
Emb. " " " ... 6 60
Fittings ... 1 25
Low Down Elgin or Teutonic, plain ... 6 00
Low " " " emb. ... 6 50
Plain Richelieu ... 4 25
Emb. " ... 4 50
Connections ... 1 25
Low Down Ontario Syphon Jet, plain ... 11 70
Low " " " emb'd. ... 12 30
Closet connection ... 1 25
Basins, P.O., 14-in. ... 0 70
Basins, oval, 17 x 14-in. ... 1 50
Basins, " 19 x 15-in. ... 2 25

COMPASSES, DIVIDERS, ETC.

American, discount 62½ to 65 per cent.

CONDUCTOR PIPE.

Plain or Corrugated.

2-inch ... per 100 feet ... 3 00
3 " ... " " ... 4 00
4 " ... " " ... 5 25
5 " ... " " ... 6 75
6 " ... " " ... 9 00

CRADLES, GRAIN.

Canadian, discount 20 to 25 per cent.

CROSSCUT SAW HANDLES.

S. & D., No. 3 ... per pair ... 0 17½
S. & D., " 5 ... " ... 0 22½
S. & D., " 6 ... " ... 0 15
Boynton pattern ... " ... 0 20

DOOR SPRINGS.

Torrey's Rod (15 p.c.), per doz. 2 00
Coil ... " ... 0 88 ... 1 60
English ... " ... 2 00 ... 4 00

DRAW KNIVES.

Coach and Wagon, discount 50 and 10 per cent.
Carpenters', discount 60 and 10 per cent.

Your Customers Want

something better than shingles with which to cover their roofs. Our Patent Wire-Edged Ready Roofing is more durable than shingles, costs less, is fire-proof and any person can put it on.

Don't you think it would pay you to handle this Roofing?

The Paterson Mfg. Co., Limited

Toronto and Montreal.

DRILLS.

Hand and Breast.

Millar's Falls, per doz., net list.

DRILL BITS.

Morse, discount 37½ to 40 per cent.
Standard, discount 50 and 5 to 55 per cent.

FAUCETS.

Common, cork-lined, discount 35 per cent.

EAVETROUGHS.

10-inch ....per 100 ft. 3 10

ELBOWS (stovepipe.)

and 6-inch, common....... per doz. 1 20
7-inch........................ " 1 35
Polished, 15c. per dozen extra.

ESCUTCHEONS.

Discount 40 per cent.

ESCUTCHEON PINS.

Iron, discount 40 per cent.

FACTORY MILK CANS.

Discount off revised list, 40 per cent.

FILES AND RASPS.

Great Western	70 and 10	per cent.
Arcade	70 " 10	"
Kearney & Foot	70 " 10	"
Disston's	70 " 10	"
American	70 " 10	"
J. Barton Smith	70 " 10	"
McClellan	70 " 10	"
Eagle	70 " 10	"
Nicholson, 60 and 10 to 60, 10 and 5		"
Royal	80	"
Globe	70 to 75	"

Black Diamond, 60 and 10 to 60, 10 and 5 per cent.
Jowitt's, English list, 25 to 27½ per cent.
Nicholson File Co.'s "Simplicity" file handle, per gross 85c. to $1.50.

GLASS.

Window. Box Price.

Size United Inches.	Star Per 50 ft.	Star Per 100 ft.	D. Diamond Per 50 ft.	D. Diamond Per 100 ft.
Under 26......	2 0	3 80	....	6 75
26 to 40......	2 10	4 00	....	7 25
41 to 50......	....	4 50	....	8 75
51 to 60......	....	4 75	....	10 00
61 to 70......	....	5 10	....	11 51
71 to 80......	....	5 50	....	12 50
81 to 85......	....	....	....	14 00
86 to 90......	....	....	....	16 50
91 to 95. ...	....	....	....	18 00
96 to 100......	....	....	...	20 00

A dis ount of 25 per cent is offered on "Double D amond"

GAUGES.

Marking, Mortise, Etc.

Stanley's, discount 50 to 55 per cent.

Wire Gauges.

Winn's, Nos. 26 to 33 ....each 1 65 2 40

HALTERS.

Rope, ⅜-inch ....per gross	....	....
Rope, ½ " .... "	....	9 00
Rope, ⅝ to ¾-inch .... "	....	14 00
Leather, 1-inch......per doz.	3 87½	4 00
Leather, 1¼ " ...... "	5 15	5 20
Web.............. "	1 87	2 45

HAMMERS.

Nail.

Maydole's, discount 5 to 10 per cent. Canadian discount 25 to 27½ per cent

Tack

Magnetic ....per doz. 1 10 1 20

Sl ge.

Canadian.............per lb. 0 07½ 0 08½

Ball Pean.

English and Canadian, per lb. 0 22 0 25

HANDLES.

Axe, 2nd growth, per doz. net 3 00 4 00
tore door.............per doz. 1 00 1 50

Fork.

C. & B., discount 40 per cent., revised list.

Hoe.

C. & B., discount 40 per cent., revised list.

Saw.

American............per doz 1 00 1 25

Plane

American .... per gross 3 15 3 75

Hammer and Hatchet.

Canadian, discount 40 per cent.

Cross-Cut Saws.

Canadian............per pair 0 13¾

HANGERS. doz. pairs.

Steel barn door...............	5 85	6 00
Stearns, 4-inch	....	5 00
" 5-inch	....	6 50
Lane's covered		
No. 11, 5-foot run	....	8 40
No. 11½, 10-foot run	....	10 80
No. 12, 10-foot run..........	....	12 60
No. 14, 15-foot run..........	....	21 00
Lane's O.N.T. track, per foot	....	0 04½

HARVEST TOOLS.

Discount 60 per cent.

HATCHETS.

Canadian, discount 40 to 42½ per cent.

HAT ENAMEL.

Henderson & Potts' "Anchor Brand"

HINGES.

Blind, Parker's, discount 16⅔ per cent.

Heavy T and strap, 4-in., per lb.......	0 06½
" " 5-in., "	0 06¼
" " 6-in., "	0 06
" " 8-in., "	0 05¾
" " 10-in., "	0 05½

Light T and strap, discount 65 and 5 per cent

Screw hook and hinge		
6 to 10 in......... per 100 lb.	....	4 50
12 in. up.......... "	....	3 25
Spring..........per gro. pairs	....	10 50

HOES.

Garden, Mortar, etc., discount 60 per cent.
Planter............ per doz. 4 00 4 50

HOLLOW WARE.

Discount 45 and 5 per cent.

HOOKS.

Cast Iron.

Bird cage............per doz.	0 50	1 10
Clothes line.......... "	0 27	0 63
Harness....... ..... "	0 72	0 88
Hat and coat .. .. per gro.	1 00	3 00
Chandelier ....per doz.	0 50	1 00

Wrought Iron.

Wrought hooks and staples, Canadian discount 47½ per cent.

Wire.

Hat and coat, discount 45 per cent.
Belt ....per 1,000 .... 0 60
Screw, bright, discount 55 per cent.

HORSE NAILS.

"C" brand, 40, 10 and 7½ per cent off list } Oval
"M" brand, 50, 10 and 5 per cent. } head
Countersunk, 65 per cent.
"Monarch," 65 per cent.
"Peerless" 50 and 7½ per cent. dis.

HORSESHOES.

F.O.B. Montreal

Iron Shoes.	No. 2 and larger.	No. 1 and smaller.
Light, medium and heavy....	3 35	3 60
Snow shoes	3 60	3 85
Steel Shoes.		
Light	3 45	3 70
Featherweight (all sizes)......	4 85	4 85

F.O.B. Toronto, Hamilton, London and Guelph, 10c. per keg additional.
Toe weight steel shoes........ .... 6 70

JAPANNED WARE.

Discount 45 and 5 per cent. off list, June 1899

ICE PICKS.

Star... ....per doz. 3 00 3 25

KETTLES.

Brass spun, 7½ per cent discount off new list
Copper ....per lb. 0 30 0 50
American, 60 and 10 to 65 and 5 per cent

KEYS.

Lock, Canadian dis. 40 to 40 and 10 per cent.
Cabinet, trunk and padlock, American ....per gross .. 0 60

KNOBS

Door, japanned and N.P., per doz................	1 50	2 50
Bronze, Berlin.......per doz.	2 75	3 25
Bronze, Genuine .... "	6 00	9 00
Shutter, porcelain, F. & L. screw ....per gross	1 30	4 00
White door knobs....per doz.	..	1 00

HAY KNIVES.

Net prices.

LAMP WICKS.

Discount, 60 per cent.

LANTERNS.

Cold Blast.....................	per doz.	7 00
No. 3, "Wright's"............	"	8 50
Ordinary, with O burner. ...	"	4 00
Dashboard, cold blast..	"	9 00
No. 0	"	5 75

Japanning, 50c. per doz. extra.

LEMON SQUEEZERS.

Porcelain lined...... per doz.	2 20	5 60
Galvanized......... "	1 87	3 85
King, wood.......... "	2 75	2 90
King, glass.......... "	4 00	4 50
All glass .... "	0 50	0 90

LINES.

Fish ... . per gross	1 05	2 50
Chalk .... "	1 90	7 40

LAWN MOWERS.

Woodyatt, 12-in. wheel	7 50
Star "	5 50
Daisy "	5 50
Philadelphia, 10-in. wheel............	6 00
Ontario, "	12 75

Discount, 50 per cent.

Maxwell & Sons:

10½-in. high wheel..........	7 50	10 00
9-in.......................	5 50	6 25
8-in.......................	49 0	5 50

Discount 50 per cent.

LOCKS.

Canadian, 40 to 40 and 10 per cent
Russell & Erwin......per doz. 3 00 3 25

Cabinet.

Eagle, discount 30 per cent

Padlocks.

English and Am. ... per doz. 0 50 6 0
Eagle, discount 20 to 25 per cent

MACHINE SCREWS

Iron and Brass

Flat head, discount 25 per cent
Round head, discount 20 per cent

MALLETS

Tinsmiths ....per doz	1 25	1 50
Carpenters', hickory, "	1 25	3 75
Lignum Vitae... .... "	3 85	5 00
Caulking, each	0 60	2 00

MATTOCKS.

Canadian. .... per doz. 5 50 6 50

MEAT CUTTERS.

Ameri an, dis ount 33⅓ per cent
German, 15 per cent.
Gem ....each 1 15

MILK CAN TRIMMINGS.

Discount 25 per cent

NAILS.	Cut	Wire.
2d and 3d	3 45	3 45
3d	3 10	3 12
4 and 5d..................	2 85	2 95
6 and 7d	2 75	2 80
8 and 9d	2 60	2 60
10 and 12d	2 55	2 55
16 and 20d	2 50	2 50
30, 40, 50 and 60d (base)	2 45	2 45

Cut nails in carlots 5c less.
Wire nails in carlots are $2.40.
Steel cut nails 10c extra.
Miscellaneous wire nails, discount 75 per cent.
Coopers' nails, discount 30 per

NAIL PULLERS

German and American 1 75 3 50

NAIL SETS

Square, round and octagon, per gross 3 38 4 00
Diamond 1 00 2 00

POULTRY NETTING

2-in Mesh, 19 w g, dis 60 per cent
2-in Mesh, 16 w g and heavier, 50 p c

OAKUM

U. S Navy ....per 100 lb 6 75
Plumbers ..... " ... 3 00

OILERS

McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 00
Zinc and tin, discount 50, 50 and 10 per cent
Copper .. .. per doz. 1 25 3 50
Brass ... . " 1 50 3 50
Malleable, discount 25 per cent

GALVANIZED PAILS

Dufferin pattern pails, discount 45 per cent
Flaring pattern, discount 45 per cent
Galvanized washtubs, discount 45 per cent

PIECED WARE

Discount 40 per cent off list, June, 1899
10-qt flaring sap buckets, discount 40 per cent
6, 10 and 14 qt flaring pails, dis 40 per cent
Creamer cans, discount 40 per cent.

PICKS

Per dozen 6 00 9 00

PICTURE NAILS.

Porcelain head ....per gross 1 35 1 50
Brass head .... " 0 40 1 00

PICTURE WIRE.

Tin and gilt, discount 75 per cent.

PINE TAR

½ pint in tins ......per gross .. 7 80
1 " " .... " .. 9 60

PLANES.

Wood bench, Canadian discount 40 per cent., American discount 50 per cent
Wood, fancy Canadian or American, 37½ to 40 per cent.

PLANE IRONS.

English ... . per doz. 2 00 5 00

PLIERS AND NIPPERS

Button's genuine, per doz pairs, discount 37½ to 40 per cent.
Button's imitation....per doz. 5 00 9 00
German .... " 0 60 2 60

PLUMBERS' BRASS GOODS.

Standard Compression work, dis. 60 per cent.
"J.M.T." Cushion work, discount 50 per cent.
Fuller work, discount 65 per cent
6 dozen lots and over of the above, extra discount 10 per cent
Lever handle Stops and Waste, discount 60 per cent. With, in lots of 2 dozen and over, an extra discount of 10 per cent
"J.M.T." Globe, Angle and Check V[illegible] discount 55 per cent
Standard Globe, Angle and Check V[illegible], discount 65 per cent
"J.M.T." Radiator Valves, dis[illegible] cent.
Standard Radiator Valves [illegible] cent.
Patent Quick-Opening V[illegible] per cent
No. 1 compression bat[illegible]
No 4 " [illegible]
No 7 Fuller's [illegible]
No 4½, " [illegible]
Patent Comp[illegible] cock, hot and [illegible]
Patent C[illegible] cock, N[illegible] [illegible]
Square he[illegible]
Compet[illegible] Check Valve[illegible] disc[illegible]
Thomp[illegible] Machine, $25 00

Our New

GLASS CATALOGUE

The most complete work ever issued.

Containing much useful and important information and instruction on all kinds of glass—which you ought to know—as well as a numerous variety of designs and illustrations of glass now used in modern buildings.

EVERY KIND OF PLATE AND WINDOW GLASS IN STOCK.

TORONTO PLATE GLASS IMPORTING CO.,

Hill & Rutherford

Warerooms and Offices—135 to 143 Victoria St.
Bending Works—209 to 213 Victoria St.

TORONTO

PRESSED SPIKES.

Discount 20 per cent

PULLEYS.

Hothouse	per doz.	0 55	1 00
Axle	"	0 22	0 33
Screw	"	0 27	1 00
Awning	"	0 35	2 50

PUMPS.

Canadian cistern		1 80	3 60
Canadian pitcher spout		1 40	2 10

PUNCHES.

Saddler's	per doz.	1 00	1 85
Conductor's	"	9 00	15 00
Tinners', solid	per set	....	0 72
" hollow	per inch	....	1 00

RANGE BOILERS.

Dominion, 30 gallon	net		6 00
" 35 "	"		7 00
" 40 "	"		8 00
Ronald's Galvanized, 30 gallon,	"		7 40
" " 35 "	"		8 40
" " 40 "	"		9 60
Copper, 30 gallon	"		22 00
" 35 "	"		24 00
" 40 "	"		28 00

Discount off copper boilers 15 per cent.

RAKES.

Wood per doz. net 1 20 up.

RAZORS.

	per doz.	
Elliot's	4 00	18 00
Geo. Butler's & Co.'s	4 00	18 00
Boker's	7 50	11 00
" King Cutter	12 50	15 00
Wade & Butcher's	3 60	10 00
Theile & Quack's	7 00	12 00
Bailey's	6 00	12 00
Bailey's Brantford	10 00	11 00
Carbo Magnetic	....	15 00
Griffon Barber's Favorite	....	10 75
Griffon No. 65	....	13 00
Griffon Safety Razors	....	13 50
Griffon Stropping Machines	....	13 50
Lewis Bros. " Klean Kutter	8 50	10 50

REGISTERS.

Discount 40 per cent

RIVETS AND BURRS.

Iron Rivets, black and tinned, discount 60 and 10 per cent

Iron Burrs, discount 35 per cent

Extras on Iron Rivets in 1-lb cartons, ½c. per lb.

Extras on Iron Rivets in ½ lb cartons, 1c. per lb.

Copper Rivets, with usual proportion burrs, 45 per cent. discount. Cartons, 1c per lb. extra net.

Copper Burrs only, discount 30 and 10 per cent.

Extras on Tinned or Coppered Rivets, ½-lb. cartons, 1c per lb

RIVET SETS

Canadian, discount 25 to 37½ per cent

ROPE, ETC

Sisal	0 12
Pure Manilla	0 14
"British" Manilla	0 12
Cotton, 3-16 inch and larger	0 16
" 5-32 inch	0 21
" ¼ inch	0 22
Russia Deep Sea	0 15
Jute	0 08
Lath Yarn, single	0 11
" double	0 11½
Sisal bed cord, 48 feet per doz	0 65
" " 60 feet "	0 80
" " 72 feet "	0 95

RULES

Boxwood, discount 35 per cent

Ivory, discount 37½ to 40 per cent

SAD IRONS

Mrs. Potts, No 55, polished	per set	0 70
" No 50, nickle-plated,	"	0 80

SAND AND EMERY PAPER

B & A sand, discount, 40 and 5 per cent

Emery, discount 40 per cent

Garnet (Kurton's), 5 to 10 per cent. advance on list

SAP SPOUTS.

Bronzed iron with hooks ....per 1,000 9 50

SAWS.

Hand, Disston's, discount 12½ per cent.

S. & D., discount 40 per cent.

Crosscut, Disston's....per foot 0 35 0 55

S. & D., discount 35 per cent. on Nos. 2 and 3.

Hack, complete.....each 0 75 2 75

" frame only 0 75

SASH WEIGHTS.

Sectional	per 100 lb.	2 50	2 75
Solid	"	1 75	2 00

SASH CORD.

Per lb..... 0 24 0 30

SAW SETS. per doz.

Lincoln and Whiting	4 75
Hand Sets, No. 1 Woodyatt (Morrill)	4 25
X-Cut Sets, No. 3 Woodyatt (Morrill)	9 50

SCALES.

Gurney Standard, 40 per cent.

Gurney Champion, 50 per cent.

Burrow, Stewart & Milne—
Imperial Standard, discount 40 per cent.
Weigh Beams, discount 35 per cent.
Champion Scales, discount 50 per cent.

Fairbanks standard, discount 35 per cent.
" Dominion, discount 55 per cent.
" Richelieu, discount 55 per cent.

Warren's new Standard, discount 40 per cent.
" " Champion, discount 50 per cent.
" Weighbeams, discount 35 per cent.

SCREW DRIVERS.

Sargent's .....per doz. 0 65 1 00

SCREEN DOORS.

Common doors, 2 or 3 panel, walnut stained, 4-in. style.....per doz. 6 80

Common doors, 2 or 3 panel, yellow and green stained, 4-in. style....per doz. 7 00

Common doors, 2 or 3 panel, in natural colors, oil finish .....per doz. 8 15

3-in. style 20c. per dozen less.

SCREWS.

Wood, F. H., bright and steel, discount 87½ per cent.

Wood, R. H., bright, dis. 82½ per cent.
" F. H., brass, dis. 80 per cent.
" R. H., " dis. 75 per cent.
" F. H., bronze, dis. 75 per cent.
" R. H., " dis. 70 per cent.

Drive Screws, dis. 87½ per cent.

Bench, wood	per doz.	3 25	4 00
" iron	"	4 25	5 00

Set, case hardened, dis. 60 per cent.

Square Cap, dis. 50 and 5 per cent.

Hexagon Cap, dis. 45 per cent.

SCYTHES.

Per doz. net..... 6 00 9 00

SCYTHE SNATHS.

Canadian, discount 40 per cent.

SHEARS.

Bailey Cutlery Co., full nickeled, discou and 2½ per cent.

Bailey Cutlery, Japan Handles, discount 67½ per cent.

Seymour's, discount 50 and 10 per cent.

SHOVELS AND SPADES.

Canadian, discount 45 per cent.

SINKS.

Cast iron, 16 x 24	....	0 85
" 18 x 30	....	1 00
" 18 x 36	....	1 40

SNAPS.

Harness, German, discount 25 per cent.

Cook, Andrews' 4 50 11 50

SOLDERING IRONS.

1, 1½-lb.	per lb.	0 37
2 lb. or over	"	0 34

SQUARES.

Iron, No 493	per doz.	2 40	2 55
" No 194	"	3 25	3 40

Steel, discount 60 to 60 and 5 per cent.

Try and Bevel, discount 50 to 52½ per cent.

STAMPED WARE.

Plain, discount 75 and 12½ per cent. off revised list.

Retinned, discount 75 per cent. off revised list.

STAPLES.

Galvanized	3 25	3 50
Plain	2 90	3 15

Coopers', discount 45 per cent.

Poultry netting staples, discount 40 per cent.

STOCKS AND DIES.

American discount 25 per cent.

STONE.

Washita	per lb.	0 28	0 60
Hindostan	"	0 06	0 07
" slip	"	0 09	0 09
Labrador	"	....	0 13
" Axe	"	....	0 15
Turkey	"	....	0 50
Arkansas	"	....	1 50
Water-of-Ayr	"	....	0 10
Scythe	per gross	3 50	5 00
Grind, 2-in., 40 to 200 lb.,	per ton	....	25 00
" " under 40 lb.,	"	....	28 00
" under 2 in. thick,	"	....	29 00

STOVEPIPES.

5 and 6 inch, per 100 lengths	....	7 00
7 inch	....	7 50

ENAMELINE STOVE POLISH.

No. 4, 3 doz. in case..net cash	....	4 80
No. 6, 3 doz. in case.. "	....	8 40

TACKS, BRADS, ETC.

Carpet tacks, blued	80 and 15
" " tinned	80 and 20
" " (in kegs)	40
Cut tacks, blued, in dozens only	80
" ½ weights	60
Swedes cut tacks, blued and tinned—	
In bulk	80 and 10
In dozens	75
Swedes, upholsterers', bulk....85,	12½ and 12½
" brush, blued and tinned bulk	70
Swedes, gimp, blued, tinned and japanned	75 and 12½
Zinc tacks	35
Leather carpet tacks	55
Copper tacks	50
Copper nails	52½
Trunk nails, black	65 and 5
Trunk nails, tinned	65 and 10
Clout nails, blued	65 and 5
Chair nails	35
Patent brads	40
Fine finishing	40
Lining tacks, in papers	10
" " in bulk	15
" " solid heads, in bulk	75
Saddle nails, in papers	10
" " in bulk	15
Tufting buttons, 22 line, in dozens only	60
Zinc glaziers' points	5
Double pointed tacks, papers..	90 and 10
" " " bulk....	40
Clinch and duck rivets	45

TAPE LINES.

English, ass skin .....per doz.	2 75	5 00
English, Patent Leather	5 50	9 75
Chesterman's .....each	0 90	2 85
" steel.....each	0 80	8 00

TINNERS' SNIPS.

Bailey's, discount 25 per cent.

THERMOMETERS.

Tin case and dairy, discount 75 to 75 and 10 per cent.

TRAPS (steel.)

Game, Newhouse, discount 25 per cent.

Game, H. & N., P. S. & W., 65 per cent.

Game, steel, 72½, 75 per cent.

TROWELS.

Disston's, discount 10 per cent.

German	per doz.	4 75	6 00

S. & D., discount 35 per cent.

TWINES.

Bag, Russian .....per lb.	....	0 27
Wrapping, cotton, 3-ply	....	0 19
" 4-ply	....	0 23
Mattress .....per lb.	0 33	0 45
Staging	0 27	0 35

VISES.

Wright's	....	0 13½
Brook's	....	0 12½
Pipe Vise, Hinge, No. 1	....	3 50
" " " No. 2	....	5 50
Saw Vise	4 50	9 00

ENAMELLED WARE.

White, Princess, Turquoise, Blue and White discount 50 per cent

Diamond, Famous, Premier, discount 50 and 10 per cent

Granite or Pearl, Imperial, Crescent, discount 50, 10 and 10 per cent.

WIRE.

Smooth Steel Wire.

No. 0-9 gauge		$2 50
10 "		6c. extra.
11 "		12c. "
12 "		20c. "
13 "		30c. "
14 "		40c. "
15 "		55c. "
16 "		70c. "

Add 60c. for coppering and $2 for tinning.

Extra net per 100 lb.—Oiled wire 10c., spring wire $1.25, special hay baling wire 30c., best steel wire 75c., bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb. hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.

Fine Steel Wire, discount 25 per cent. List of extras: In 100-lb. lots: No. 17, $5—No. 18, $5.50—No. 19, $6—No. 20, $6.65—No. 21, $7—No. 22, $7.30—No. 23, $7.65—No. 24, $8—No. 25, $9—No. 26, $9.50—No. 27, $10—No. 28, $11—No. 29, $12—No. 30, $13—No. 31, $14—No. 32, $15—No. 33, $16—No. 34, $17. Extras net—tinned wire, Nos. 17-25, $2—Nos. 26-31, $4—Nos. 32-34, $6. Coppered, 5c.—oiling, 10c.—in 25-lb. bundles, 15c. in 5 and 10-lb. bundles, 25c.—in 1-lb. hanks, 25c. in ½-lb. hanks, 38c. in ¼-lb. hanks, 50c.—packed in casks or cases, 15c.—bagging or papering, 10c.

Brass wire, discount 62½ per cent. off the list.

Copper wire, discount 62½ per cent. net cash 30 days, f.o.b factory.

Galvanized wire, per 100 lb.—Nos. 4 and 5, $3.70 to $3.90—Nos. 6, 7, 8, $3.15 to $3.35—No. 9, $2.50 — No. 10, $3.20 to $3.40—No. 11, $3.25 to $3.45 — No. 12, $2.65—No. 13, $2.75—No. 14. $3.75 to $3.95—No 15, $4.30—No. 16. $4.30. Base sizes, Nos. 6 to 9, $2.27½ f.o.b. Cleveland. In carlots 12½c. less.

Clothes Line Wire, regular 7 strand, No. 17, $4.65; No. 18. $2.90; No. 19, $2.60. Hollow 6 strand, No. 17, $4.30; No. 18, $2.70; No. 19, $2.35; No. 20, $2.30, f.o.b. Hamilton, Toronto, Montreal.

WIRE FENCING.

Galvanized barb	....	2 80
Galvanized, plain twist	....	2 90

Galvanized barb, f.o.b. Cleveland, $2 67½ in less than carlots, and $2 55 in carlots.

COILED SPRING WIRE.

High Carbon, No. 9	$2 75
" No. 11	3 40
" No. 12	2 95

WIRE CLOTH.

Painted Screen, per 100 sq. ft., net.. 1 40

Terms, 3 per cent. off 30 days.

WASTE COTTON.

Colored	per lb.	0
White	"	0 08

WRENCHES.

Acme, discount 35 to 37½ per cent.

Agricultural, discount 60 per cent.

Coe's Genuine, discount 20 to 25 per cent.

Towers' Engineer	each	2 00	7 00
" S	per doz.	5 80	6 00
G. & K.'s Pipe	"	....	3 40
Burrell's Pipe	each	....	3 00
Pocket	per doz.	0 25	2 90

WRINGERS.

Leader	per doz.	30 00	33 00
Royal Canadian	"	....	24 00
Royal American	"	....	24 00
Sampson	"	....	24 00
Lightning	"	....	27 00

Terms, 4 months, or 3 per cent. 30 days.

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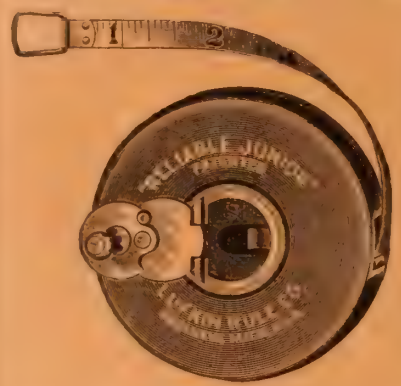

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VOL. XV. MONTREAL AND TORONTO, APRIL 25, 1903. NO 17.

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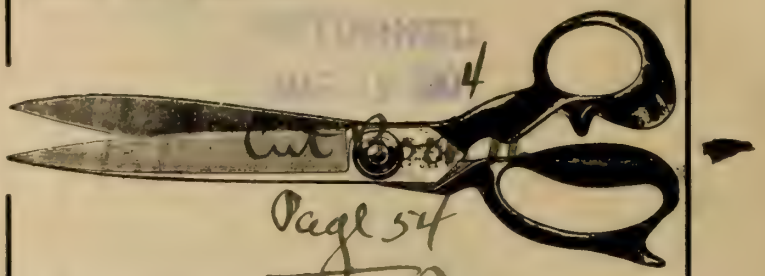

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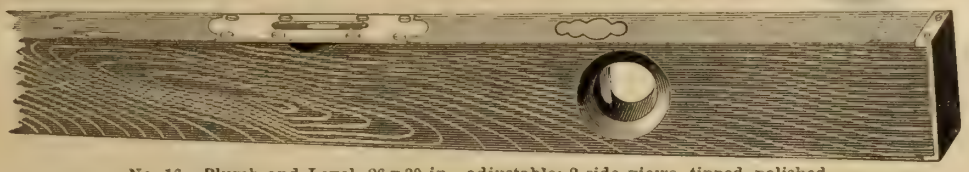

No. 16. Plumb and Level, 26 x 30 in., adjustable; 2 side views, tipped, polished.
No. 21. Mahogany, 2 brass-tipped side views, tipped, polished.

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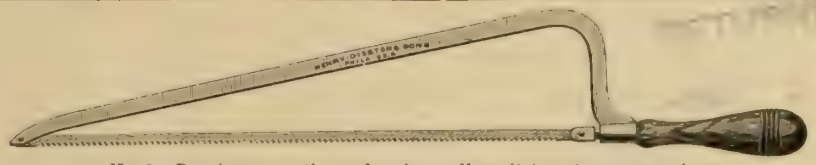
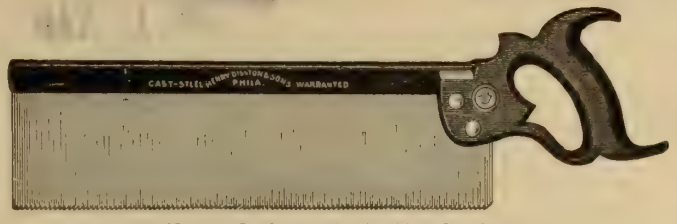


No. 8. Pruning saw; the wedge shape allows it to enter narrow places; 14-in. blade, steel frame, hardwood handle.



No. 4. Back saw, 10, 12, 14 and 16 ins., cast steel, blued back, applewood handle.

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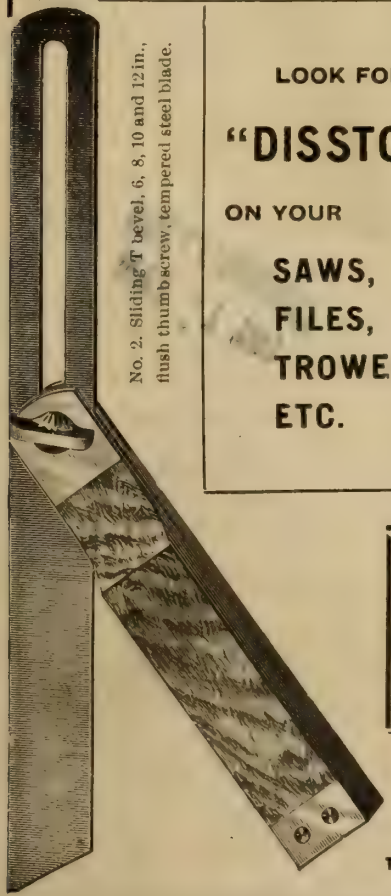

No. 2. Sliding T bevel, 6, 8, 10 and 12 in., flush thumbscrew, tempered steel blade.

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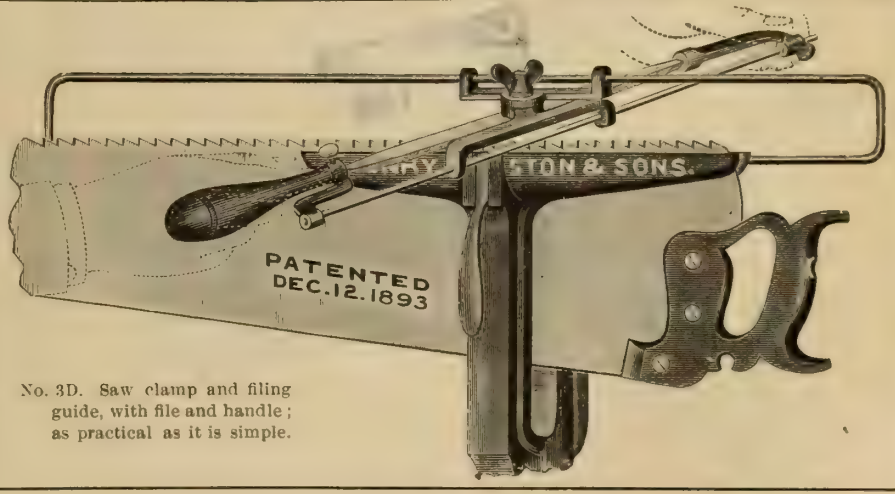

No. 3D. Saw clamp and filing guide, with file and handle; as practical as it is simple.

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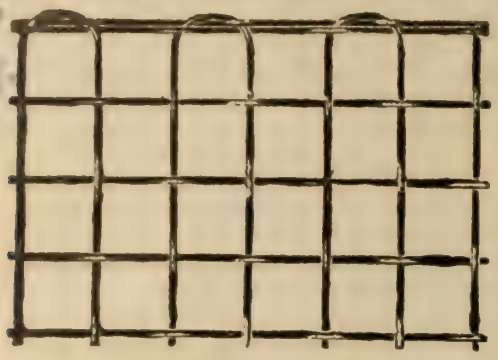

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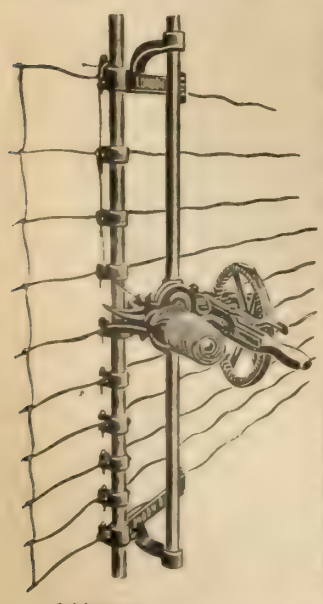
Highest Quality,



Lowest cost, Highest speed, easiest operation and adjustment, are the strong points in the

London Fence Machine and fence woven with it.

No higher quality nor lower cost can be had than with the LONDON. It is beyond comparison, ahead of all others for speed, quality of work and easy adjustment. Show your farmer friends a LONDON, and they will buy in a hurry. Each machine sold makes sales for another.

Address—

The London Fence Machine Co., Limited

Head Office and Works, LONDON, ONT.

American Office and Works: Cleveland, Ohio

Wortman & Ward Manufacturing Co., Montreal Que., General Agents for Quebec

A. P. Macdonald, Winnipeg, General Agent for Man. and N W T

Agency: The London Fence Machine Co., Limited, at Summerside, for P E I

Agency The London Fence Machine Co., Limited, at Kentville, for Nova Scotia

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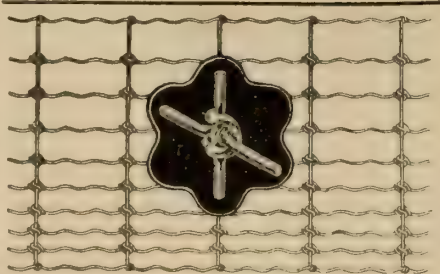
CYCLONE LAWN AND CEMETERY FENCE.

We build it from 24 inch to 42 inch high, from **14c.** to **19c.** per running foot. The best and strongest in the market. We build farm fences and gates of all sizes.

Cyclone Woven Wire Fence Co., Limited

Write for price. TORONTO



WOVEN WIRE FENCING

Made from No. 9 hard steel wire throughout.

Made to sell, to last, and to give satisfaction.

That is why the IDEAL is

THE BEST SELLER.

If not represented there, write for catalogue and prices.

Coiled Spring Wire.

Unexcelled in quality. Prompt shipment.

THE

McGregor-Banwell Fence Co.,

Limited.

WINDSOR. ONT.

Established 1854.
'Phone Main 1706.

THE GEO. B. MEADOWS

Toronto Wire, Iron and Brass Works Company, Limited.

Manufacturers of **Wire Window Guards, Wire Cloth, Moulders' Riddles, Children's Cots, Bank and Office Railings, Ornamental Iron Fencing, Window Fixtures, Wire Work, Architectural Wrought Iron Work.**

117 King St. West, TORONTO, ONT.

"FROST"

COILED WIRE

AND

STAPLES.

IMPORTANT: Insist on all your wire being tagged **"THE FROST."** It is a guarantee of superiority.

THE FROST WIRE FENCE CO.

Limited

WELLAND, ONT.

Winnipeg, Man. **Cleveland, Ohio.**

OUR NEW CENTURY RIDGE LINE

of AXES and HATCHETS are

MICHIGAN PATTERN

Made in All the Standard Patterns.

The Best Quality of Crucible Tool Steel is used for the Bitts

Each tool is Tempered by Hand, and carefully inspected in every process of manufacture.

All are plainly stamped "A. A. & T. Co., Patented April 17, 1900," which is in itself a guarantee of superior quality and shows that we **WARRANT** them to be perfect in workmanship and material.

Can be furnished under the "AMERICANAX" brand Blue Finish, or the "RED RIDGE" Red Finish.

The popular policy we are pursuing as to price, makes it a seller and a profitable line to stock.

IF YOUR JOBBER CANNOT SUPPLY YOU.
WRITE US DIRECT.

SHINGLING PATTERN

THE AMERICAN AXE & TOOL CO.

Canadian Office, Coristine Building, MONTREAL, P.Q.

WE ARE ALSO THE MAKERS OF SUCH WELL-KNOWN BRANDS AS

Hubbard's, Jameston Axe Co., Blood's, Hunt's, Robert Mann, Lippincott & Co., Hubbard & Blake Mfg. Co.'s "King of the Forest," and "Forest Clipper," Underhill, E. T., Co., Francis Axe Co., Peerless, Etc.

"GLOBE" METAL POLISH

RETURNED
SEP 20 1904

INSIST ON HAVING IT

Write or a supply of show cards and advertising novelties.

RAIMES & CO., 164 Duane St., NEW YORK.

HIGH GRADE RUBBER GOODS
DURHAM
BOWMANVILLE, ONTARIO, CAN.

Order "DURHAM" Brands

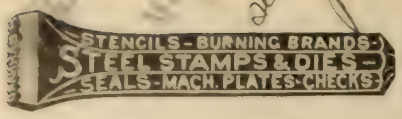
HOSE
BELTING
PACKING

Our **"DURHAM"** Brand is a guarantee of good quality, and the large and increasing demand proves that their merits are recognized.

GET SAMPLES AND PRICES.

THE DURHAM RUBBER CO. Limited

BOWMANVILLE, ONTARIO.



If you are interested in any of the above, send for our extensive catalogue of stamp goods.

HAMILTON STAMP & STENCIL WORKS,
Hamilton, Ont. H. BARNARD, Proprietor

TRUCKS

for **Warehouse** and **Factory.**

Save You Money
Do Men's Work
Draw no Salary.

Our Trucks are guaranteed satisfactory. Turn in their own length.

MADE IN CANADA.

H. C. Slingsby for Canada.

Factory, Ontario Street, Temple Building, MONTREAL.

Figure it Out

and see if it wouldn't pay you to have your Printing and Advertising done by a Specialist in an up-to-date city office. Style and finish, that's it

Special 1,000 Bond Statements, $2.00; Extra quality Billheads, 1,000, $1.50; Envelopes, 1,000, $1.00 up

WEESE & CO., 54 Yonge Street, - Toronto

GLUE

The sticking kind. The best only is manufactured by us.

Write for quotations.

W. Harris & Co., Danforth Ave., TORONTO

DO YOU REQUIRE

good wrapping paper in your store? If so, our brown and manilla wrapping papers will suit you. Strong, durable and of good weight, they invariably give satisfaction.

—MADE IN CANADA—

by the

Canada Paper Co., Limited

TORONTO and MONTREAL.

THE MOST COMPLETE STOCK

Brass and Copper

In Sheets, Tubes, Wire and Rod.

Service Right, Quality Right, Prices Right

WATERBURY BRASS CO.

122 to 130 Centre St., - New York City.

Always have our classified Stock List before you.

YOURS FOR THE ASKING.

Will Hold Up a Shelf!

That's what a shelf bracket is for.

For this purpose there can be NOTHING BETTER, NOTHING CHEAPER than the BRADLEY STEEL BRACKET. It is well Japanned, Strong and Light. The saving in freight is a good profit, aside from the lower price at which the goods are sold. Order direct or through your jobber.

ATLAS MFG. CO.,
New Haven, Conn., U.S.A.

Persons addressing advertisers will kindly mention having seen their advertisement in Hardware and Metal.

Plymouth Twine

is celebrated on account of its perfection in

Quality,
Length,
Evenness and
Strength.

Registered Trade Mark.

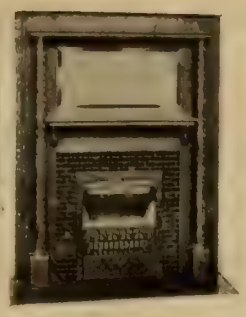
Keep your orders for our travellers or write us direct for samples, etc.

Plymouth Binder Twine Agency,

Distributors for Eastern Canada,

Aberdeen Chambers, - TORONTO.

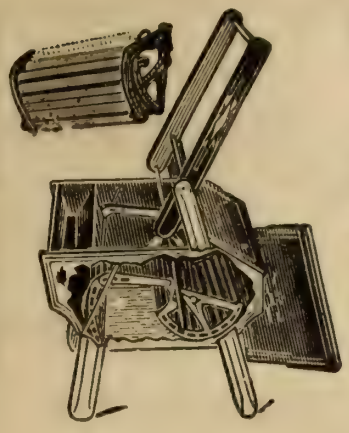
Mantels, Grates, Tiles, Etc.



Sell MANTELS as well as Hardware—it will pay you.

The Batty Stove & Hardware Co.

76 YORK ST., TORONTO.



Vollmar Improved Perfect Washer

It has a most enviable record. A perfection of its kind—will wash more clothes in less time, do it better and easier, with less wear and tear, than any other machine. Prices on application.

COLBORNE Sept. 10th, 1892.

MESSRS. WORTMAN & WARD MFG CO., LONDON.

DEAR SIRS,—We have used the washer again and find that further use increased its value to us. The girls are simply delighted with it, as they can do the washing and be presentable for callers if need be.

MRS. R. WEEKS.

The above is a sample of the many kind words said about the Vollmar. (Use the street No. when addressing us.)

The Wortman & Ward Mfg. Co., Limited

No. 1500 William Street, London, Ont.

WE STRAP THE WORLD!

Cary's Universal Box Strap

A CONTINUOUS Metal Strap with a series of raised bosses along the edges, to strengthen same and protect nail heads. Put up in coils of 300 feet each, and packed 20 coils in a case. On each coil we put our patent metal reel frame, making it a complete reel.

MADE IN FOUR WIDTHS.
½ inch, ⅝ inch, ¾ inch and 1 inch.
PATENTED IN ALL COUNTRIES.

MONTREAL HEADQUARTERS:

E. F. DARTNELL, 180 St. James St.

BELL TELEPHONE MAIN No. 2382.

LUXFER PRISMS...

The secret of selling goods is to KNOW what a man wants.

You WANT a GOOD, LIGHT STORE

We KNOW it and can make it so for you.

Do Not be Misled by Cheap Imitations.

We can give you cheap glass.
We will give you big value
for every dollar invested in...

LUXFER · PRISMS.

LUXFER PRISM CO. LIMITED

100 King St. West, · TORONTO.

GLASS FOR STORE FRONTS

We make a specialty of all glass materials for the latest, most up-to-date

STORE FRONTS AND INTERIOR DECORATION

WILL SEND DESIGNS.

LUXFER PRISM CO., LIMITED

100 King Street West, TORONTO

Sausage Stuffer, Lard and Fruit Press

8 Sizes and Styles

Rapid Grinding and Pulverizing Mills

40 Sizes and Styles for Hand and Power

No. 3, $5.50.

Bone, Shell and Corn Mill

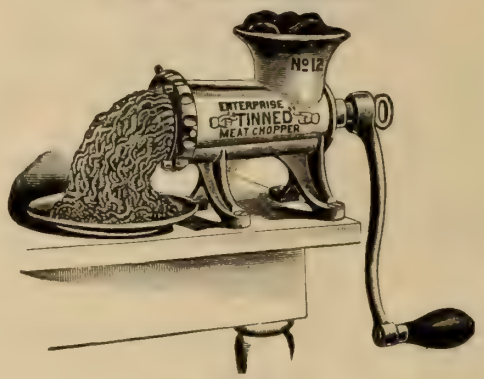
No. 750, $7.50

TRADE **"ENTERPRISE"** MARK

Meat and Food Choppers

TINNED

40 Sizes and Styles for Hand and Power from $1.00 to $300.00



No 12, $2.75.

Sold by all the leading Jobbers of the Dominion

ILLUSTRATED CATALOGUE MAILED FREE

The Enterprise Mfg. Co. of Pa.

Philadelphia, Pa., U. S. A.

Meat Juice Extractor

No. 21, $2.50

Raisin Seeder

No. 36, $1.00

Cold Handle Polishing IRON

No. 82, $7.50 per doz.

DUNLOP BRAND

Lawn Hose

Send at once for our price list of Lawn Hose. By watching the small savings you accumulate big profits.

Dunlop Hose sells quickly because everybody knows there is good quality behind the "two hands" trade mark.

Hardware Merchants will find profit in handling our Rubber Matting, Horse Shoe Pads, etc.

THE DUNLOP TIRE CO., Limited,
TORONTO.

The New Century Ball-Bearing Washing Machine.

Not the cheapest but decidedly the best Washing Machine made.

Five to seven minutes only required for a tubful.
The operator need not stand when using it, and there is practically no wear on garments.
Full information given on application.

THE DOWSWELL MANUFACTURING CO., Limited.

Hamilton, Ont.

W. L. HALDIMAND & SON, Montreal, - Eastern Agents.

R. B. BYASS & CO.. PORT TALBOT, SOUTH WALES, GREAT BRITAIN.

Largest MAKERS OF

BEST SIEMENS STAMPING ENAMELLING BLACK PLATES,

CIRCLES, RECTANGLES, Etc.

MAKERS of all descriptions of **STEEL SHEETS.**

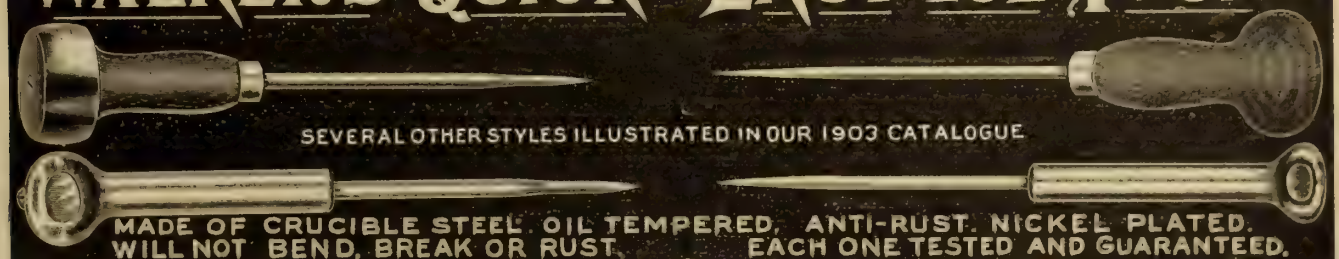
Brands "**SKER,**" and "**SKER BEST.**"

Sole Canadian Export Agents,

ROBERT CROOKS & CO., Botolph House, 10, Eastcheap, LONDON, E.C.

Cable address : "CROLLO," LONDON.

WALKER'S QUICK AND EASY ICE PICKS



SEVERAL OTHER STYLES ILLUSTRATED IN OUR 1903 CATALOGUE

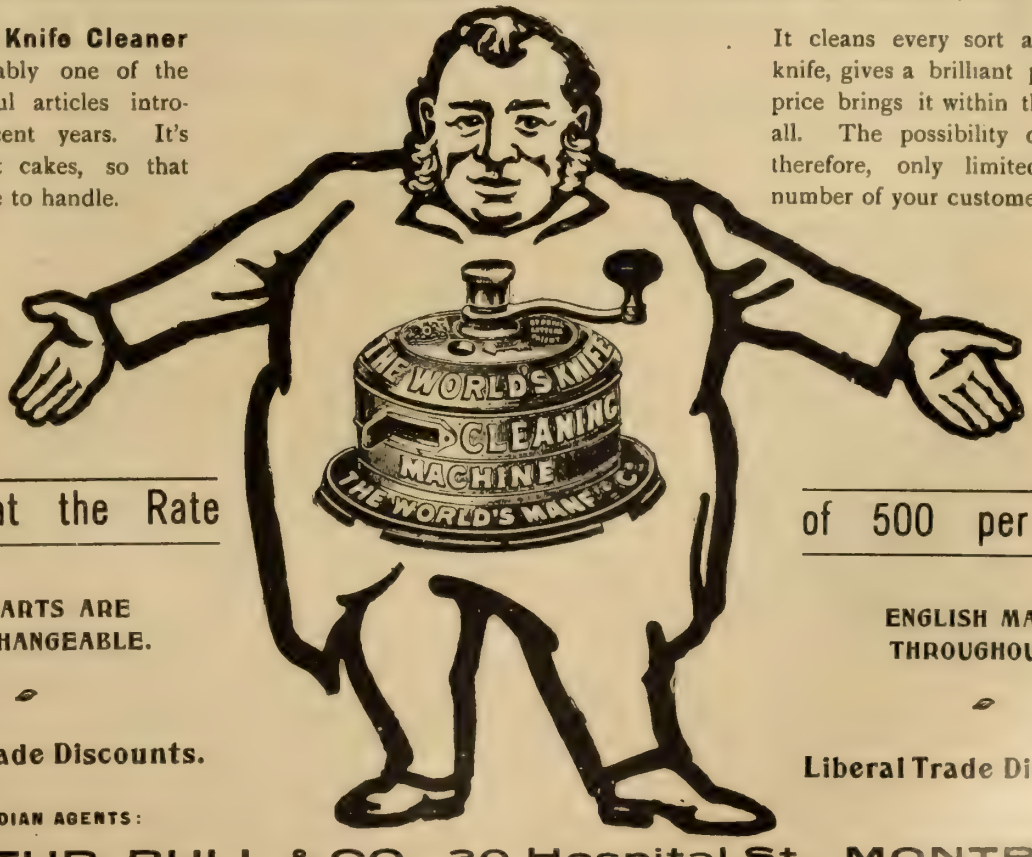
MADE OF CRUCIBLE STEEL. OIL TEMPERED, ANTI-RUST. NICKEL PLATED.
WILL NOT BEND, BREAK OR RUST. EACH ONE TESTED AND GUARANTEED.

ERIE SPECIALTY COMPANY, ERIE, PA.

THE WORLD'S MANUFACTURING COMPANY. 66 AND 68 VICTORIA ST., LONDON, S.W.

The **World's Knife Cleaner** is unquestionably one of the most successful articles introduced in recent years. It's going like hot cakes, so that now is the time to handle.

It cleans every sort and size of knife, gives a brilliant polish. Its price brings it within the reach of all. The possibility of sale is, therefore, only limited by the number of your customers.



Simplicity itself.

Makes no dust

Cleans at the Rate

of 500 per hour.

ITS PARTS ARE INTERCHANGEABLE.

ENGLISH MAKE THROUGHOUT.

Liberal Trade Discounts.

Liberal Trade Discounts.

SOLE CANADIAN AGENTS:

DECATUR, BULL & CO., 30 Hospital St., MONTREAL

THE "BEST" TELLS.

This is doubly true of Brushes, and more especially of Paint Brushes. To do good work a painter must have a good Brush. There's nothing in which high-grade quality and careful workmanship tell more than in a Paint Brush

BOECKH'S Flexible Bridled Brushes

are in greater demand than any other Paint Brushes, because they deserve to be.

BECAUSE

The bridle can easily be removed and replaced.
The bridle is not affected by water, oil, or paint.
The bridle works on a pivot and thus keeps the bristles elastic.

—If you have not received our handsome Illustrated 1903
—Catalogue, send us your name and address on post card.

OPERATING:
Boeckh's Toronto Factories.
Bryan's London Factories.
Cane's Newmarket Factories.

UNITED FACTORIES, LIMITED.

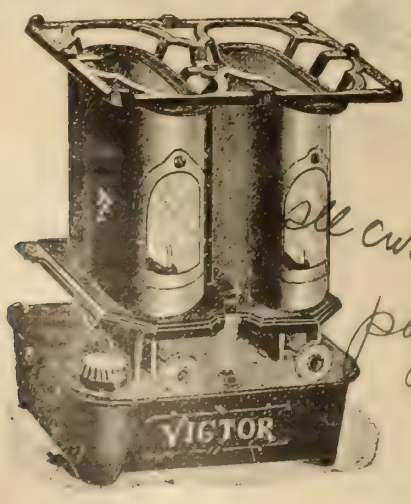
Head Office: TORONTO.

MONTREAL BRANCH: 1 and 3 DeBresoles St. LONDON BRANCH: 71 Dundas St.

Kemp's Victor

OIL STOVES

One, Two and Three Burner, 4½-in. Wicks



Extra large, Cast Iron Oil Fonts. Strongly constructed and perfect in working. Ovens and Extension Tops for two and three burner stoves. Complete stocks and prompt shipments.

Kemp Manufacturing Co., Toronto.

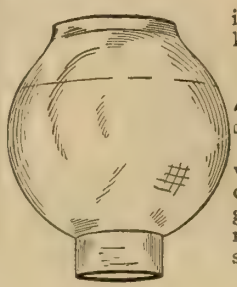
OUR TRADE MARK

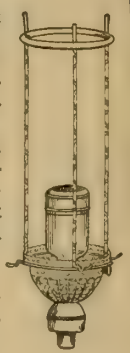
AUER LIGHT MANTLES

LONGEST LIFE & BRIGHTEST

OUR TRADE MARK

Our Chief Business



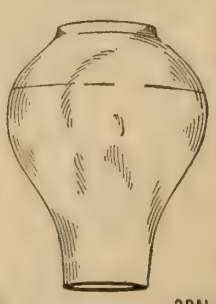


is making mantles that last the longest and give the most light.

A is indelibly branded on the best mantles made.

Our factory is equipped with up-to-date appliances; our output is the largest; our goods the most reliable—We use nickel steel wire supports.

We handle other goods, in such quantities that we can quote you lower prices than you can import them for. No charge for cases or packing.



Write for our quotations on:

HIGH GALLERIES	Best Quality
LOW "	
HIGH GALLERIES	2nd Quality
LOW "	
STRAIGHT CHIMNEYS	
BARREL "	
MICA "	
MICA CANOPIES	
OPAL SHADES	PEAR GLOBES
APPLE GLOBES	SUNDRIES

AUER LIGHT CO., - MONTREAL.

HARDWARE AND METAL

VOL. XV. MONTREAL AND TORONTO, APRIL 25, 1903. NO. 17.

The Alleged Lumber Combine

A Review of its Methods and Possible Legal Eventualities.

HOUSE OF COMMONS, OTTAWA,
April 20, 1903.

PROBABLY the busiest band of members in the House from any one locality are the men from Manitoba and the Northwest. Nor is the reason far to seek. Representing constituencies in all cases large, in some equalling in area the smaller European kingdoms, constituencies which are rapidly growing in wealth and population, they are ever in need of something, and for their necessities they are not slow to ask. From the condition of things in these sparsely settled regions it often happens that from lack of proper competition grievances bearing hardly upon the settlers arise, and against these their representatives, whether Grit or Tory, vigorously protest. Thus it not infrequently happens that we have what is known as a "Northwest Day," when every member west of Lake Superior and east of British Columbia lays his lance in rest and joins in a merry onslaught on some tyrannical transportation company, or what not.

Of course, inadequacy of shipping facilities is the pet grievance, one likely long to remain, with population flowing in so rapidly that railway building can hardly hope to keep up with it, but just at present the most prominent minor trouble is the alleged "Lumber Combine" of the Western Canadian Lumberman's Association. We say "alleged" because there are always

TWO SIDES TO EVERY QUESTION,

and the allegation is met by a sturdy denial on the part of the named company, in view of which it is premature to do more than publish various statements freely circulated in the corridors, statements which it is said will be soon made on the floor of the House. We shall note them briefly.

The Western Canadian Lumberman's Association is composed of

ACTIVE AND HONORARY MEMBERS,

the retailers being the former, the wholesalers the latter. The country dealer must buy only from the honorary member; is allowed to sell only at the price fixed by the association; can carry on his business only within definite territorial limits; must not do contracting or supply lumber on a lump sum basis, and in the event of breaking any of these rules is liable to heavy fines, or to expulsion from the association. As against this the retailer is protected by a provision which forbids an honorary member to sell any stock to any person other than a member of the association, on pain of a fine amounting to 15 per cent. of the value of the material so sold. All agree to boycott any suspended or expelled member, which means practically an entire disability to further carry on his business.

It is said that the regulations are not acceptable to many of the retailers, and that the honorary members, so called, are the real masters of the situation, but so strong is the organization that these men are afraid to enter the slightest protest, as one even suspected is at once cut off from his supply, driven out of business, ruined by this commercial reign of terror.

The effect on the country in general is very serious, as the enormous advance in the price of dressed lumber within the last few years is largely attributed to the operations of this association.

A SHREWD DEALER.

The following story, told by a western member, of his own experience, will give some idea of the strong hold the company seems to have upon the country in general in the west. In 1901 he ordered a carload of lumber direct from Rat Portage, there being no lumber dealer of any kind within thirty miles of his home. He received it in due course, at a very high price, and afterwards learned that the retailer thirty miles distant had received a handsome commission on the transaction, although he had not figured at all in it, but because the consumer happened to live in his "territory." In 1902 the same gentleman required two carloads of dressed lumber, and made a personal trip to Rat Portage. He interviewed a certain wholesaler there, referred to the experience he had had the previous year, said he wanted no man to interfere in his business in that way, that he was buying in a wholesale quantity and would deal if the material were supplied at the price previously named less the commission of the distant retailer. After much humming and hawing, seeing that he meant what he said, and that unless his proposition were granted he would not deal, the sale was put through, and he saved $30 in every hundred as a result of his enterprise. Beyond a doubt not many settlers would be able to do as this gentleman did—each would have to pay an enormous profit to the members of the association.

A TYRANNICAL PROVISION.

A very tyrannical alleged provision is that no new dealer can start up anywhere without the consent of the association, and if he has the hardihood to do so, getting his supplies from some small local mill not in the association, the nearest local dealer is instructed to sell at less than cost till the new man is driven out of business,

the association bearing the loss. If these reports be true, there is established in the west one of the most complete and grinding monopolies that can well be imagined.

EFFECT ON SETTLEMENT OF THE COUNTRY.

What effect has this on other trades, in other parts of Canada? Indirectly a very important and a very deleterious one. The Northwest must fill up, and for many years to come at least its industry will be almost altogether agricultural. The east must manufacture for the west, and furnish it with all goods not produced in that country. It follows then that anything tending to impede the rapid settlement of that country tends also to impede the expansion of eastern trade. Now what can more seriously hamper the settler than an undue price put upon so prime a necessity as lumber?—a necessity ranking next to food itself. And yet, if we are correctly informed, money is being unfairly wrung from these people, and discontent is being engendered at the very time when immigration is setting towards our shores, at the very time when we should have the best inducements and accommodations to offer.

GOD-SPEED TO THE WESTERN MEMBERS.

And so we of the east say to the western members: "God-speed in your crusade. If this grievance exists, as you allege, it is very much in the common interests of Canada that it should be hunted down and wiped out; if it exists not, it is time the association, no doubt composed of respectable men individually, should be cleared of a slanderous imputation."

Two courses lie open to attack the supposed monopoly; one Provincial, one Dominion. In the former the procedure would be, (in Manitoba, for instance) on the motion of the Attorney-General, putting in action section 520 of

THE CRIMINAL CODE,

a section dealing with combinations in restraint of trade, by the provisions of which individuals are liable to fines ranging from $200 to $4,000 or to two years' imprisonment, and corporations to a fine of from $1,000 to $10,000 if it be proven that they have conspired or combined to unduly enhance the price of some commodity. It is quite probable that any private individual might have proceedings instituted under this section through the county crown attorney of the county in which he dwelt, but the evil being widespread (granting for a moment the charges made) and the company a strong one, it is likely that any private individual would think twice before entering the lists even in this indirect way against the corporation.

THE JURISDICTION OF THE DOMINION

comes from Sec. 18 of the Customs Act of 1897, by which it is enacted that when the Governor-in-Council has reason to believe that a combine exists to unduly enhance the price of an article, a commission may issue to a judge to inquire in a summary way and report to the said Governor whether or no such trust does exist. If the judge finds the existence of the trust, the Governor-in-Council may then abolish the duty on the article in question, or so lower it as to admit of a satisfactory competition from the outside.

IN COMMUNICATION WITH THE GOVERNMENT.

It is said that one of the Northwest members is already in communication with the Government in order to obtain the appointment of the necessary commission, but the result of his negotiations is not yet known.

Those favoring the commission claim to be able to furnish overwhelmning proof of the existence of the combine, and they hope for the total abolition of the duty on dressed lumber. If this be granted they say they can buy dressed lumber in the States as cheaply as the undressed, as the dressing materially reduces bulk, and so saves freight equal to the price of dressing it—usually about $3 per thousand. This would certainly mean competition with a vengeance, and would no doubt remedy the existing evil. ZED.

FOREST CITY GOSSIP.

LONDON, April 22, 1903.

Office of HARDWARE AND METAL.

A WALK amongst the hardware merchants to-day, inquiring as to the conditions of trade, made it very clear that there was considerable activity. Wholesale firms say one after the other, Oh! We're very busy! We're hustling for all we're worth! And the appearance of things in the warehouses and shipping-rooms bears out these assertions.

* * *

Turpentine has been making quite a somersault here as elsewhere. In London 60 days ago, the dollar mark had been touched; at the present moment for immediate delivery turpentine can be bought at 81½c., and for May delivery at 76c.

* * *

All wholesale houses are looking for a heavy sorting season. There is every indication of a good building trade that will occupy all the summer months and extend into late fall, and merchants in the hardware business, both wholesale and retail, are feeling cheery on account of the good prospects.

An unusually great demand has taken place for wire fencing and nails, and the McClary Company report the manufacture of a much larger number of gas stoves than usual, ordered for this season.

* * *

Complaints are general about shovel manufacturers being slow in making deliveries. Some of the factories are unable to promise goods until July 1, and this is causing more or less inconvenience to the trade.

* * *

London hardware merchants claim that owing to the conservative system and slow methods of English cutlery and other manufacturers in filling orders, they are compelled to buy from Germany quite a number of lines, such as pocket-knives, scissors, pliers, etc. Orders for nearly all German articles are promptly executed; while for English cutlery and many other staple goods, orders are booked nine and twelve months before delivery. American and German makers appear to be more favored in London, Ontario, than British manufacturers are.

* * *

The Waggoner Ladder Co. have advanced nearly all their range of goods about 20 per cent. The demand is increasing for these goods, and heavy orders keep all hands fully employed.

* * *

A week ago the London City Council received an invitation to celebrate the opening of the London Rolling Mills, which have been recently completed and are now in operation. When in full running order nearly 200 men will be employed, and wages paid will approximate $3,000 every two weeks.

* * *

Business men of every class, religious denomination and stripe of politics, all express regret at the decease of Sir Oliver Mowat. Flags are all at half-mast.

* * *

The plumbing business has opened with a rush. Nearly every master here has contracts on hand that will keep him busy for a considerabfe time. All plumbing work completed in this city is of a good class and will pass the most critical inspection.

* * *

Germany's exclusion of Canada from most-favored nation treatment and Canada's imposition of surtax duties in retaliation is the source of some earnest conversation in London wholesale hardware circles at present.

W. H. L.

WIRE NAILS
TACKS
WIRE

Prompt Shipment

The ONTARIO TACK CO.
Limited
HAMILTON, ONT.

MANITOBA MARKETS.

Winnipeg, April 20, 1903.

DEALERS report business very satisfactory, but freight still difficult to get in and out. Indeed, this complaint bids fair to be a perpetual one this season. Prices have not been changed during the week on any line, but new lists for malleable fittings and brass goods are promised in a few days, and it is expected these will show an advance of 20 per cent. There seems to be general satisfaction with the binder twine list, and retailers who had not previously ordered are doing so.

We quote :

Barbed wire, 100 lb.	$3 25
Plain twist	3 25
Staples	3 65
Oiled annealed wire ... 10	3 42
" ... 11	3 48
" ... 12	3 56
" ... 13	3 66
" ... 14	3 76
" ... 15	3 91

Annealed wires (unoiled) 10c. less.

Horsenails, 40 per cent. discount.

Horseshoes, iron, No. 0 to No 1	4 35
No. 2 and larger	4 20
Snow shoes, No. 0 to No. 1	4 60
No. 2 and larger	4 45
Steel, No. 0 to No. 1	4 45
No. 2 and larger	4 20

Cut Nails—		Wire Nails—	
2d 1 in.	$4 10	1 in.	$4 20
3d Fin. 1⅛ in.	4 10	1⅛ in.	4 20
3d 1¼ in.	3 75	1¼ "	3 85
4d 1½ in.	3 50	1½ "	3 60
5d 1¾ in.	3 50	1¾ "	3 60
6d 2 in.	3 40	2 "	3 50
8d 2½ in.	3 25	2½ "	3 35
10d 3 in.	3 20	3 "	3 30
20d 4 in.	3 15	3½ "	3 25
30d 4½ in.	3 10	4 "	3 20
40d 5 in.	3 10	4½ "	3 20
50d 5½ in.	3 10	5 "	3 20
60d 6 in.	3 10	5½ "	3 20
		6 "	3 20

Bar iron, $2.70 basis.
Swedish iron, $4.75 basis.

Sleigh shoe steel	2 85
Spring steel	3 25
Machinery steel	3 50
Tool steel, Black Diamond, 100 lb	8 50
Jessop	13 00
Sheet iron, black, 10 to 20 gauge, 100 lb.	3 50
18 to 22 gauge	3 75
24 gauge	3 90
26 gauge	4 00
28 gauge	4 10
Galvanized Iron, American, 16 gauge	4 00
18 and 20 gauge	4 00
22 and 24 gauge	4 50
26 gauge	4 50
28 gauge	4 75
30 gauge	5 00
Extra sheets, 36 in. wide an advance of 25 p.c. per 100 lb.	
Apollo 10¾ oz	5 00
28 gauge	4 75
26 "	4 50
24 "	4 50
22 gauge	4 50
20 and 81 gauge	4 25
16 gauge	4 00
Queen's Head, 24 gauge	4 75
26 gauge	5 00
28 "	5 25
Genuine Russian, per lb	11
Imitation " "	07
Tinned, 24 gauge, 100 lb.	8 00
26 gauge	8 25
Tinplate, IC charcoal, 20 x 28, box	10 00
" IX "	12 00
" IXX "	14 00
Ingot tin	33
Canada plate, 18 x 21 and 18 x 24	3 25
Sheet zinc, cask lots, 100 lb	7 00
Broken lots	7 50
Pig lead, 100 lb.	5 00
Black iron pipe, ⅛ inch	3 30
" ¼ "	3 30
" ⅜ "	3 40
" ½ "	3 75
Black iron pipe, ¾ inch	4 30
" 1 "	6 25
" 1¼ "	8 75
" 1½ "	10 50
" 2 "	14 50
Rope, sisal, 7-16 and larger, basis	$11 75
Manila, 7-16 and larger, basis	14 75
Solder	20
Axes, chopping	$6 75 to 12 00
" double bitts	12 00 to 18 00
Bluestone	5 75
Screws, flat head, iron, bright	85 and 10 p.c.
Round " "	80 p.c.
Flat " brass	75 and 10 p.c.
Round " "	70 and 10 p.m.
Coach	65 p.c.
Bolts, carriage	50 p.c.
Machine	50 and 5 p.c.
Tire	60 and 5 p.c.
Sleigh shoe	65 p.c.
Plough	50 p.c.
Flat head stove	60 and 5 p.c.
Round head	60 and 5 p.c.
Elevator	60 p.c.
Rivets, iron	50 and 10 p.c.
Copper, No. 8	32
" No. 12	36
Coil chain, 3-16 inch	10½
" ¼ inch	8¼
" 5-16 inch	5½
" ⅜ inch	5¼
" 7-16 inch	5
" ½ to ¾ inch	4¾
Spades and shovels	40 and 5 p.c.
Harvest tools	60 p.c.
Axe handles, turned, s.g. hickory, doz.	$2 50
No. 1	1 50
No. 2	1 25
Octagon extra	1 75
No. 1	1 25
Files common	70, and 10 p.c.
Diamond	60
Ammunition, cartridges, Dominion R.F.	50 p.c.
Dominion, C.F., pistol	30 p.c.
" military	15 p.c.
American R.F.	30 p.c.
C.F. pistol	5 p.c.
C.F. military	10 p.c. advance.

Loaded shells :

Eley's soft, 12 gauge black	16 50
chilled, 12 gauge	18 00
soft, 10 gauge	21 00
chilled, 10 gauge	23 00
Shot, Ordinary, per 100 lb	6 20
Chilled	6 60
Powder, F.F., keg	4 75
F.F.G.	5 00
Tinware, pressed, retinned.	70 and 10 p.c.
" " plain	75 and 2½ p.c.
" pieced	
Japanned ware	37½ p.c.
Enamelled ware, white	45 p.c.
" Famous	50 and 10 p.c.
" Imperial	50 and 10 p.c.

PETROLEUM.

Water white American	26½c.
Prime white American	24½c.
Water white Canadian	24c.
Prime white Canadian	22½c.

SCRAP.

No. 1 cast iron	$20 to $21 per ton.
No. 2 "	8 "

ENAMELOID

MAY 27 1903

A new enamel finish for inside walls, and ceilings and woodwork.

see cut Book 9 page 7

Dries with a high gloss that wears well and stands plenty of cleaning with soap and water.

An exceptionally good enamel for the purpose. A splendid thing to push at house-cleaning time. Is easily applied ; doesn't drag under the brush ; is very economical.

We do not know of another enamel finish at the price of **Enameloid** that gives such good results. Place it on your shelves this season and it will help you round out the paint business of your territory.

It carries with it many special advertising features.

Write us for our **Enameloid** proposition in detail. A postal card to-day.

THE SHERWIN-WILLIAMS CO.
PAINT AND VARNISH MAKERS.
CLEVELAND, CHICAGO, NEW YORK, NEWARK, BOSTON, KANSAS CITY, SAN FRANCISCO, LOS ANGELES, MINNEAPOLIS, MONTREAL, TORONTO, WINNIPEG.
CANADIAN DIVISION
HEADQUARTERS, & PAINT FACTORY, 21 St. Antoine Street, Montreal.
VARNISH FACTORY, St. Patrick Street, Montreal.
TORONTO DEPOT, 86 York Street.
WINNIPEG DEPOT, 147 Bannatyne St., East.

Wrought iron scrap	5 "
Copper (heavy)	7c. per lb.
Yellow brass (heavy)	7½c. "
Light brass	5c. to 6c. "
Lead pipe, or tea lead	2c. to 2½c. "
Zinc scrap	1c. "

PAINTS, OILS AND GLASS.

Turpentine, pure, in barrels	$ 1 01
Less than barrel lots	1 05
Linseed oil, raw	66
Boiled	69
Lubricating oils, Eldorado castor	28½
Eldorado engine	27½
Atlantic red	33½
Renown engine	42
Black oil	19½ to 21½
Cylinder oil (according to grade)	55 to 74
Harness oil	56
Neatsfoot oil	1 00
Steam refined oil	85
Sperm oil	2 00
Pure castor oil, first pressure	10
Lubricating	10

BINDER TWINE.

Jute, per lb	$0 08½
American, per lb	0 10½
Sisal, per lb	0 10½
Standard, per lb	0 10½
Manila, per lb, 550 ft	0 11¼
Manila, per lb., 600 ft	0 12
Manila (pure), per lb	0 13

F.O.B. Chicago; discount ¼c. on 5-ton lots and ¼c. on car lots.

NOTES.

W. J. Kernaghan, of Prince Albert, has sold out his hardware business to O. B. Manville.

A. B. Kent, of the Marshall Wells Hardware Co., has returned from Southern Manitoba, where he had been on a brief business trip. Mr. Kent reports farmers busily engaged in seeding operations.

W. T. Crispin, who had been manager for the Union Mining and Cement Co., has been apointed manager for the Winnipeg Paint and Glass Co., for which letters of incorporation were recently issued.

A. R. Fanning, of Newdale, has sold out his hardware business to Geo. Clark. Mr Fanning is a prominent townsman of Newdale, and has been largely instrumental in the success of the creamery at that point.

The Horseshoers' Association, of Winnipeg, met last week and made a general advance in prices for shoeing horses. The price for a set of new shoes was $1.60 and was advanced to $2; for removing the price was 50c. and will now be $1.

G. F. Stephens & Co., wholesale paints, glass and oils, Winnipeg, had their premises seriously damaged by fire on April 17. Their warehouse is situated on Market street east, with the paint factory erected last year in the rear. The fire broke out in the south end of the east half of the building, which, most fortunately, was divided from the west half by a good fire wall. The stock destroyed was mainly glass, brushes and mixed paints, and the loss is estimated at $15,000. This was well covered by insurance. It is a bad time of year for a fire, as the stock was heavy, in anticipation of the spring and summer trade. However, the company are still going on doing business, and the delay in filling orders for some lines will be only temporary.

TESTED AND TRUE.

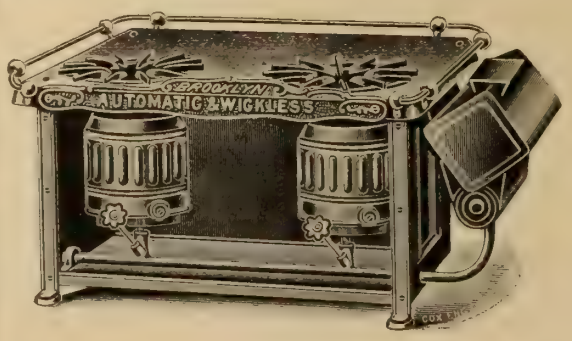
Iver Johnson Revolvers

Gustav Persch, of San Antonio, Texas, says:

"I have tested your revolvers and found them true to the sight and workmanship. I shot at a silver dime at 30 feet and hit it seven out of ten times. Your revolvers stand ahead of other makes every time. I recommend it to all."

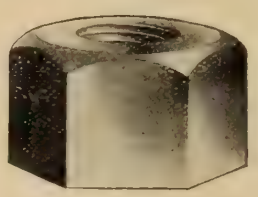
Iver Johnson's Arms & Cycle Works,

New York Office: 99 Chambers St. FITCHBURG, MASS.



BROOKLYN
Oil Stoves
1, 2, and 3 Burners

E. T. WRIGHT & CO.
Hamilton and Montreal.



Cold Pressed NUTS

Finished, semi-finished and case-hardened. Send for Price List 1001. Special Discounts to the trade.

CANADA FOUNDRY COMPANY, Limited, 14-16 King St. E., Toronto

Flatware! Flatware!

Many beautiful designs in HIGH-GRADE SILVER PLATE that will please you and your patrons. Write for CATALOGUE and Price List.

E. W. GILMORE & BRO.,

IMPORTERS OF
SILVER-PLATED WARE, Etc.

86 Bay St., Toronto, Ont.

H. S. HOWLAND, SONS & CO., LIMITED

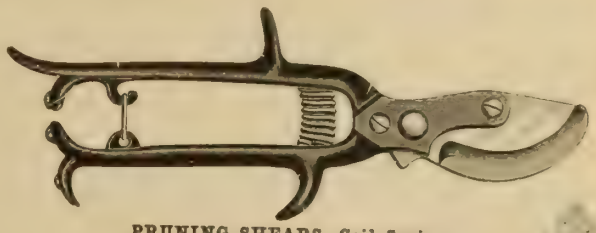
WHOLESALE ONLY

37-39 West Front Street, **Toronto.**

ONLY WHOLESALE

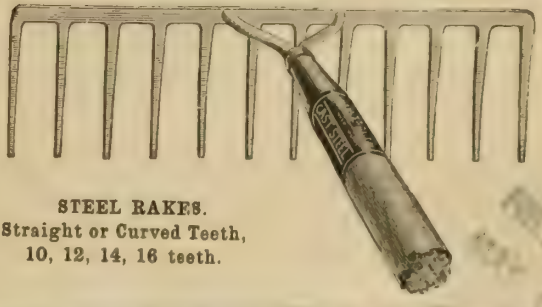
TREE PRUNERS, Long Handle, 6, 8, 10, 12 feet.

PRUNING SHEARS, Flat Spring.

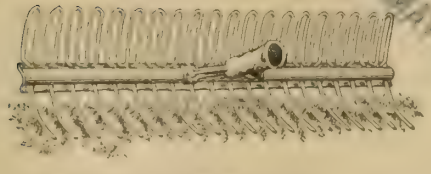


PRUNING SHEARS, Coil Spring.

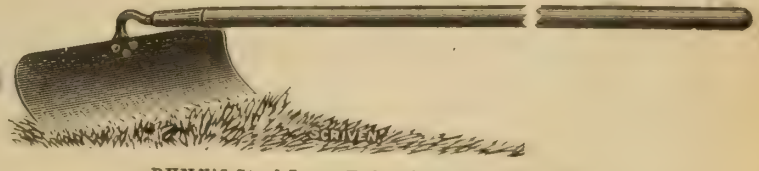
MALLEABLE RAKES.
"Samson" Socket, 12, 14 teeth.
Handles are easily replaced.



STEEL RAKES.
Straight or Curved Teeth,
10, 12, 14, 16 teeth.



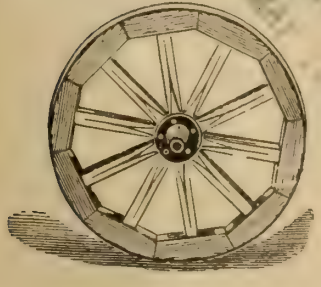
"QUEEN" Lawn Rake, 24 Steel Tinned Teeth.



DUNN'S Steel Lawn Rake, 21 Teeth, Brace Head.
The best Rake made for cleaning a lawn or removing dandelion heads, or anything of like nature

Wheelbarrows.

WOOD WHEELS.



STEEL WHEELS.

FOR FURTHER PARTICULARS SEE OUR HARDWARE CATALOGUE.

H. S. HOWLAND, SONS & CO. LIMITED, **Toronto.**

WE SHIP PROMPTLY.

Graham Nails are the Best.

Factory: Dufferin Street, Toronto

OUR PRICES ARE RIGHT.

LEWIS BROS. CO.'S HOCKEY TEAM.

THE accompanying cut represents the officers and players of The Lewis Bros. & Co. hockey team. This club had the most successful season of its career during the past winter. The success was due greatly to the interest shown by every employe and to the substantial aid given by the firm. The team played 14 games, winning 11, tieing one and losing two. The aggregate number of points scored was 54 to their opponents' 14. The team was represented by players from Montreal, Kingston, Pembroke, Smith's Falls, Dunnville and Beaverton.

LEWIS BROS. & CO. HOCKEY TEAM.

J. F. Henderson. M. Congdon. K. A. Cameron. J. Irwin. C. Wilson. S. M. Walker. C. M. Strange, Pres. H. Taylor. C. E. Chown, Capt. J. A. Fortier. M. J. Curtin, Sec. H. B. Carbray.

THE BICYCLE IN THE CITY.

"There is nothing so good for one whose daily life is confined to the city or town as a breath of good country air, and there is certainly no better way of getting it than on a bicycle", writes an enthusiast. "It brings all the shady lanes and green fields of the country within easy reach. Canada is particularly blessed with good roads, and it takes but a few minutes riding to get out of the heart of our cities into the pure air and joyous sunshine of the country. There would be fewer pale-cheeked, listless toilers seeking relaxation in crowded places if they could only once realize the joy of wheeling through the rural districts that are so near at hand to the owner of a bicycle."

MARITIME STOVE FOUNDERS.

The Maritime Stove Founders' Association held their annual meeting in St. John, N.B., last week, the attendance being rather under the average, largely owing to the busy season. The following officers were elected :

President—James Hillis, Halifax.
Vice-President—Frank Wilson, Yarmouth.
Sec.-Treasurer—W. S. Fisher, St. John.

A meeting will be called shortly to discuss matters of interest to the members of the association.

SEASONABLE LINES TO DISPLAY.

The merchant who is thoroughly alive loses no opportunity to legitimately increase his trade. And the merchant who is thoroughly alive does not try to sell steel skates in July. What would you think of a man who dressed his window with straw hats on the 1st of January? Goods that run hand in hand with the season they are shown in will never elope with a man's profits. Those who have, for instance, Nerlich & Co.'s catalogue will find lines listed therein that are quite in keeping with the season. Sporting goods, children's wagons, toy garden sets and numerous other lines are shown (illustrated by clear, correct cuts) that would prove profitable to the trade.

Such lines are particularly seasonable during the next month or so, and displays of them should materially aid the hardwareman in making this line as profitable as any line in his store to-day.

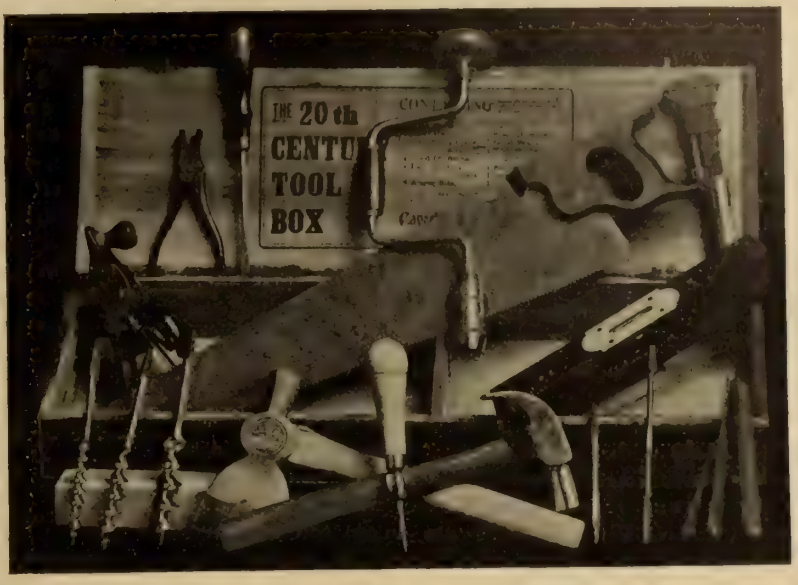
THE 20th CENTURY TOOL CHEST

SHOULD BE IN EVERY HOME IN CANADA.

ARE YOU PREPARED TO SUPPLY THE DEMAND?

CONTENTS.

1 GOOD SAW
1 STEEL HATCHET
1 ADJ. PLANE
1 ADJ. WRENCH
1 GOOD OIL STONE
1 PR COMBPLYERS
4 AUGUR BITS
1 GOOD BRACE
1 STANLEY LEVEL
1 STEEL HAMMER
1 TOOL HOLDER
10 TOOLS FOR "
1 SCREW DRIVER
1 B. W. RULE
1 GIMBLET BIT



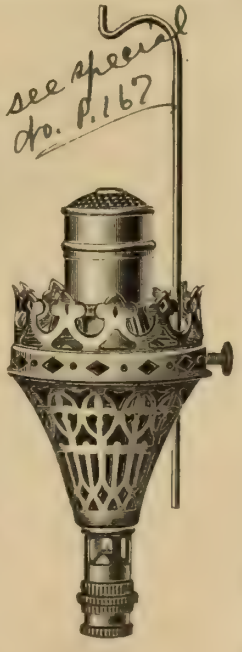
CAN BE RETAILED AT A PRICE TO SUIT THE LEANEST PURSE AND YET IT GIVES THE MERCHANT A HANDSOME PROFIT.

SOLD ONLY BY **CAVERHILL, LEARMONT & CO.,** ST. PETER STREET, **MONTREAL**

Stop and Consider

Now is the time to look over your stock of Lamps and Glassware, and make calculations for your Fall wants. All glass manufacturers close down during the hot season, and your order should be put in at once to insure having the goods when you want them.

We will be pleased to receive your orders for anything in the line of Lamps and Lamp Glassware, Gas Lamps, Mantles and Burners. Our new Needle-Valve Gas Burner, with our "Leader" Mantle, makes the most perfect gas lamp that is on the market at present. Easily adjusted to any natural or artificial gas pressure. We guarantee every lamp.



Write us for particulars.

THE ROCHESTER LAMP CO.

24 Front St. West, TORONTO, CANADA.

TROWEL TO RETAIL AT 5c.

Seasonable Goods—Send for Catalogue.

Toy Garden Tools
Floral Sets,
Trowels, Sand Spades
Sand Pails
Sand Sets
Toy Watering Cans
Air Rifles.
Hammocks—Croquet
"Crown" Sporting Goods
Wheel Goods

SEASONABLE GOODS—ALL OF THEM.

Write for Illustrated Price List.

You'll find quite a number of lines in it that will interest you—Mention HARDWARE AND METAL

Nerlich & Co., 146-8 Front Street West, **Toronto**

MACHINERY

THE BICYCLE IN THE ORIENT.

THE bicycle trade seems to have taken new lease of life, and, notwithstanding the diffidence with which hardwaremen look upon all things that pertain to wheeling, the few who retained the bicycle as a part of their stock, and sighed for better times, are reaping their reward, while new markets are being daily opened to the wheel maker.

The time was when almost every store was also a cycle emporium. The world went very well then for the cycle dealer, whether he were a hardwareman or a piano man or a butcher. But the immediate and painful result of the tremendous boom following Dr. Dunlop's invention of the pneumatic tire, was a revealing to the dealer in the common or garden type of his own shortcomings in matters mechanical, and the latter state of that man was worse than the first.

Now, however, the trade has really begun to take the bicycle seriously, as a power that must be dealt with; as a topic upon which it is profoundly culpable to be ignorant.

Slowly, steadily, this resurrection of the wheeling Phœnix from the ashes of a conflagration, fed by over-capitalized stock companies, is making itself manifest, and the expansion of the cycle trade is not confined to one country or to one continent. The "open door" of the Celestial Empire has admitted freely the mystic chariot, and the use of bicycles by the Chinese is steadily increasing, and the possibilities of the market are limited only by the abilities of the Chinaman to purchase.

Canadian-built wheels are well suited to the Oriental trade. In North China men travel extensively, and they would make greater use of the bicycle if it were brought within their means. The roads are rather rough, and a substantial vehicle is required to negotiate them. The Chinaman is not a great mechanic and has little ingenuity, and wheels for his use should not be delicate nor should they make great demands on the repair shop. Ladies' wheels are more in favor with "John," on account of his prodigality in the matter of dress.

Lightness might be sacrificed to strength, durability and cheapness, and these three latter features are the "summum bonum" of the successful machine for China. A Chinaman will sit all day on horseback or in a cart, in a position compared with which riding the rail is a luxury to a foreigner. Folks in China do not pay for luxury.

The following suggestions by an experienced bicycle rider in China, taken from the report of Henry B. Miller, United States Consul at Neuchwang, are worth careful study by the manufacturers:

"The modern bicycle has three great disadvantages on Chinese roads, at least in the north: (1) The pneumatic tire is subject to puncture and is hard to repair; (2) the pedals are hung too low and strike obstacles, such as stones and rough ground; (3) the chain gets full of grit, and is annoying in many ways.

The last item is eliminated in the chainless wheels, but this excellent device is as yet rarely met with in China. The chainless wheel is a great advance, and with the cushion frame could be ridden comfortably with solid tires; but its excessively low pedals make it an impracticable mount for rough roads. Some German wheels have the advantage of higher pedals. What is needed for China is embodied in the following specification, and the manufacturer who is bold enough to turn out a strong and plain bicycle along these lines will sell it by the thousand:

1. Chainless, dust-proof gearing. If chain be preferrable, protect against dust.
2. Pedals clearing the ground by at least 6 inches.
3. Cushion frame, with compensating device to equalize pedal reach.
4. Solid or other non-puncturable tires.
5. Extra thick spokes, with strong threads.

Let such a bicycle have the following accessories included in the price: Necessary tools for all nuts and screws, bell, frame, luggage carrier, bar bundle carrier, and brake of simple construction.

Steel rims are liable to rust, and wood rims may warp from excessive moisture. Either kind will answer, though copper escapes danger.

Avoid unnecessary fancy work and nickel plating to reduce cost. Luggage carriers are essential to the traveller in China, for he must carry his blanket and a few extra articles of clothing.

Several years ago, during the time that the short lived cushion tire was in vogue, a number of wheels of the "Whippet" spring-frame pattern, were shipped to China and Japan, and many of them are still in active service. Japanese roads are somewhat better than the Chinese highways, and many of the most modern wheels find favor in the eyes of our allies of the Flowery Land.

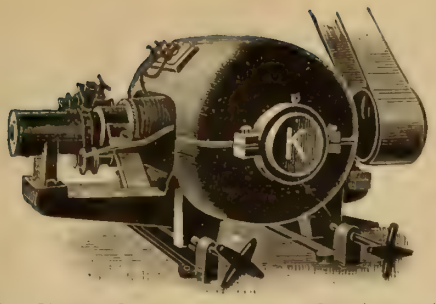
A bicycle designed especially for the use of the Chinese, with cheapness as a leading feature and the above suggestions followed, would have a good and growing market for years to come.

It is interesting to note in this connection that The Canada Cycle and Motor Co. are sending a large number of wheels to Japan and China, and other Canadian firms are also looking to an early development of their Oriental trade.

CHAIN-MAKING MACHINE.

MANY attempts have been made to introduce a machine for making chains, and one of the latest products of mechanical genius is the Spuhl chain-making machine, in which the rod is made into links, and the links are welded together with great accurary and rapidity, says an exchange. The process is completed in two machines, the first of which takes the iron rod, straightens, and anneals it, and while still hot from the annealing furnace bends it into the desired form to make a link.

One of these machines will supply several welding machines, which are more complicated, and work more slowly than the link-bending machine. The ends of the bent-up links are raised to a welding heat in a special furnace, in which a number can be treated at one time, and in turn are passed by a boy to the welding machine. The hot link is placed in the welding die under the hammer, and as the workman operates the treadle two dies seen at the side of the machine creep round the link, holding it firmly except at the ends, where the welded joint is to be made. The hammer now descends twice, giving two blows on the link, and automatically the machine stops. The link is then reversed by the workman, and receives two more blows, which completes it. The next link is now ready to be placed in the die, and the whole process goes on with great rapidity. All sizes of chains can be made with equal facility with these machines, which are of several sizes made to suit the requirements of the manufacturer. It is stated that a No. 3 machine can turn out 3,600 tons of chain made from 1-in. bar in a year. These chains have been rigorously tested, and are being extensively used by the chainmakers of England.



Kay Electric Dynamo and Motor Co., Limited

Manufacturers of Dynamos and Motors for all purposes, both direct and alternating currents. Special attention given to repairs.

Office and Works, 219-221 Queen St. East, Toronto.
'Phone Main 1251. Estimates cheerfully given.

PETRIE'S LIST OF MACHINERY.

(Changed every issue).

IRON WORKING MACHINERY.

9-in. x 40-in. Sebastian Engine Lathes, Foot Power, New.
11-in. x 5 ft. Barnes Engine Lathes, Foot Power, New.
14-in. x 6 ft. Porter Engine Lathes, New.
15-in. x 6 ft. London Engine Lathes, New.
21-in. x 8 ft. Crosby Engine Lathes, New.
24-in. x 16 ft London Engine Lathes, New.
25-in. x 14 ft. Crosby Engine Lathes, New.
72-in. London Face Lathe, New.
32-in. x 18 ft. London.
30-in Whitton Semi Auto Gear Cutter, New.
50-in. London Auto Gear Cutter, New.
30 and 36-in London Back Geared Drilling Machines, New.
84-in. Radial Drill, Dundas Make.
14 and 20-in. Barnes Drills, New.
Nos. 1 and 1½ Acme Bolt Cutters, New.
Double Head Automatic Bolt Cutter.

ICE MACHINES.

12 to 15 ton Refrigerating or 6 to 7 ton Ice-Making Machine, Linde Make.

HOISTING ENGINES.

6½ x 8 Double Cylinder, Single Drum, New.
6 x 8 Double Cylinder and Double Drum, New.

Prices, Descriptions, Stock List of Machinery and Catalogue No. 21 of Factory Supplies sent on request.

H. W. PETRIE

131-145 Front St. West, 8-22 Station St., Toronto.

DIAMOND EXTENSION STOVE BACK

They are easily adjusted and fitted to a stove by any one.

Please your customers by supplying them immediately with what they want.

Patented, July 11th, 1893. Canadian Patent, June 14th, 1894

EXTENDED.

Sold by Jobbers of . . .

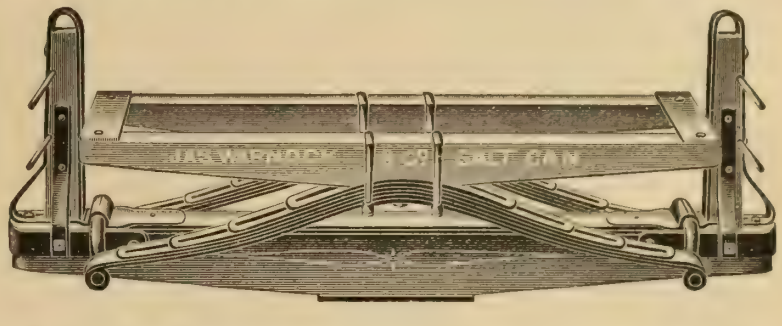
Hardware
Tinware
and
Stoves.

Manufactured by THE ADAMS COMPANY, Dubuque, Iowa, U.S.A.

" " TAYLOR-FORBES CO., Limited, Guelph, Ontario.

"THE PEERLESS"

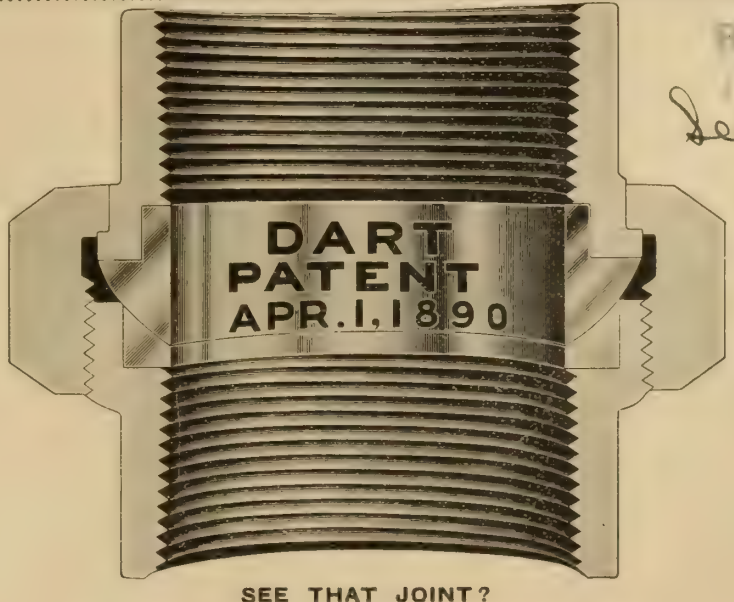
is the best Bolster Spring ever produced. A fine line for the hardware trade. **Write Us for Prices**



JAMES WARNOCK & CO., - GALT, ONT.

RETURNED
JUL 18 1903
See Ext Hdwe & Metal
page 65

Dart Patent Union.



SEE THAT JOINT?

Bronze Ball-Joint No Packing.

Sole Canadian Agents

The Fairbanks Company

Montreal. Winnipeg. Vancouver.

ELECTRIC HEATING DEVICES.

THE chief objections urged against the use of electricity for heating purposes are—unreliability and expense. It would appear from a recent departure in the construction of electric heating appliances, that these drawbacks exist no longer.

The British Prometheus Co., Limited, 18 London Road, Kingston-on-Thames, Eng., have perfected a system whereby the intervention of a wire of high resistance in the electric circuit is supplanted by a series of resistance strips or heating surfaces. These strips consist of a thin mica sheet on which a metallic film is deposited, and a very thin metal case in which the sheet is fixed. The emissive surface is very large, so that only a moderate temperature is required to dissipate a large amount of power, and thus the durability of the strips is much greater than that of a wire coil system at a very high temperature.

Hot water jugs, coffee machines, etc., are now fitted with these ring elements, in which perfect mechanical contact between the elements and the vessel is obtained by means of screws adjusted after the element has been secured in position. The appended illustrations of a radiator and a Vienna coffee machine are reproduced from a descriptive pamphlet issued by the firm.

Hardwaremen who live in towns, having a good electric service, will do well to communicate with The Promethens Company.

MACHINERY NOTES.

Windsor Mills, Que., will install a municipal electric plant.

Leitch & Adamson will erect a new mill in Weyborn, Ont., and may install an electric plant.

D. Fraser & Co., Woodstock, N.B., are installing new machinery in their mill and are overhauling their boiler.

C. J. Johnson, Saskatchewan, N.W.T., has decided to start a new brick yard, and will buy machinery for it in Ontario.

J. W. Cumming, New Glasgow, N. S., is completing arrangements to start manufacturing boring machines, etc., at that place.

A 3 x 5 marine engine and two Petrie boilers were purchased from H. W. Petrie, Toronto, by the Laurie Engine Co., Montreal.

The Winnipeg, Selkirk & Lake Winnipeg Electric Railway Co., Winnipeg, propose to build a road from Winnipeg to Selkirk, commencing work soon.

The Gurney Foundry Co. have added to their plant a 23-in. Barnes back-geared drill. This machine was installed by H. W. Petrie, Toronto.

The Canadian Bridge Works have been unable to settle the strike of their employes, and President McNath is now looking for new machinists.

Montreal foundry and machine shop helpers have formed a union and are asking for an advance of 3c. an hour for a ten hour day and for arbitration in case of disputes.

The production of pig iron in the United States, according to Iron Age, was at the rate of 376,576 gross tons per week during April. Yet stocks are well cleaned up.

The Eastern National Copper Co., of Halifax, are extending their business and are opening an office on State street, Boston. Day and night shifts are now at work on their mine.

Two fine tools in the shape of an 80-lb. Scranton power hammer and a 21-in. x 8 ft. Crosby lathe were purchased by the Canadian General Electric Co., Peterboro', from H. W. Petrie.

The Deseronto, Ont., Car Works have an order for four special derrick cars for the Dominion Bridge Company, of Montreal. These cars are to be 54 ft. long and to have a capacity of 80,000 lb. each.

A 4-h. p. Haggas gasoline engine has been shipped to James Foster, Guelph, Ont., by H. W. Petrie, Toronto. There is hardly any service that these engines cannot perform. This machine is to be used for the purpose of well drilling.

S. P. Benjamin's sawmill in King's County, N.S., was destroyed by fire last week. As it was insured for $14,000, and as there is a full supply of logs in the adjacent mill pond, this mill will probably rebuild and re-equip with machinery.

The contract for the boiler equipment of the new East End shops for the Canadian Pacific Railway has been awarded to the Babcock & Wilcox Company, Limited. The contract amounts to more than $75,000, and includes boilers, superheaters, pumps, patent shaking grates, feed pipes and economizers.

The Baden, Ont., foundry plant was sold by sheriff's sale on Saturday. John Lewis, of Berlin, bought the machinery and scrap iron for $1,700; I. E. Shantz & Co. purchased a planer, and Mr. Hood, of Buffalo, secured the pig iron.

The foundries of Ottawa are doing very little business at the present and very few of them are running full time. Some of them are practically shut down altogether and only open when a big order is received. "Nothing doing," explained one of the foundrymen this morning.—Ottawa Citizen.

Bagster R. Seabrook, who has held the position of manager of the Albion Iron Works, Vancouver, was presented last week with an illuminated address, the gift of the employes of the company. The occasion was Mr. Seabrook's secession from the company:s employ, to embark in business as a manufacturers' agent, with an agency in Victoria and another in Vancouver.

The Crofton smelter, at Osborne Bay, Vancouver Island, B.C., which was blown in several days ago, handles 200 tons of ore per day in the furnace started. Two more furnaces are to be blown in shortly, which will give a total capacity of 700 tons of ore per day. It is expected that this smelter will be kept going at full capacity as long as the present high price rules in the copper market.

NOW HAVE A BRANCH IN WINNIPEG.

The Fairbanks Company have opened up a branch of their Montreal house in Winnipeg. They are now having erected a six-storey warehouse which will have a front of 51 ft., and will be 100 ft. deep, extending from Prince and Arthur streets, and fronting on both of these streets. The site is in the heart of the Winnipeg business district and will afford their customers' great convenience in doing business with them.

The branch will be in charge of F. Ross Newman, formerly with the Fairbanks Company, Montreal, and previous to that, purchasing agent of the Laurentide Pulp Co. E. R. Whitehead will be cashier; J. J. Jessup will look after the gas and gasoline engine department. John Aiken also goes from Montreal to look after the shipping department. Until this warehouse is constructed the Fairbanks Company have temporary quarters, which will enable them to look after this season's business. Henry J. Fuller, general manager for the Fairbanks Company, for Canada, has just returned from completing arrangements in Winnipeg, and is very enthusiastic about the prospects of the Northwest, and especially those of the company with which he is associated.

The Fairbanks scales have been used for many years in the grain elevators in the Northwest, and the increasing volume of business made it absolutely necessary that a stock should be kept in Winnipeg. With this, their leading line, the usual lines carried by the Fairbanks Company will also be handled in Winnipeg, including Fairbanks valves, gas and gasoline engines and a full line of steamfitters' and plumbers' supplies.

The Vancouver branch of the company, which was started only about a year ago, is meeting with great success, and with the three warehouses in full operation the Fairbanks Company will be in a position to meet the requirements of their customers to better advantage than any other mill and machinery supply house in Canada.

REMOVED TO LARGER PREMISES.

The Dominion Motor and Machine Co., of 60 Esplanade street, Toronto, are moving to more commodious premises at 231 King street east. The special line of this company is gasoline engines, and they are crowded out with orders. Thirty-five small marine gasoline engines will be delivered in a few days to the Canada Launch Co.

This summer the firm will place on the market a new coal-oil engine, which is sure to find a ready sale among the farmers. The fuel is ordinary coal oil, and it is worthy of note that the temperature of the oil remains normal until it is actually in the cylinder. Vaporization is effected at first by a hot plate, and after the engine has been set in motion, this vaporization and firing is effected by compression, as in the new Diesel engine that caused so much comment in Europe a few months back.

REMOVING THE NORTHEY CO'S. PLANT.

The plant of The Northey Manufacturing Company, makers of steam and gasoline engines, etc., Toronto, is being removed to the works of The Canada Foundry Company, Toronto Junction. It will be remembered that The Northey Company sold out to The Canada Foundry Company, Limited, some weeks ago, and it will thus be seen that the purchasers have decided to place both concerns under one roof.

MACHINE AND METAL STAMPING COMPANY LTD.
TORONTO
EMPIRE
CANADA

METAL STAMPING OF ALL KINDS.

Do your castings cause you trouble?

Send us your samples and number required, and we will quote you prices for same

Stamped in Relief.

Our stampings are STRONGER, LIGHTER and CHEAPER than castings.

Don't say it can't be done.

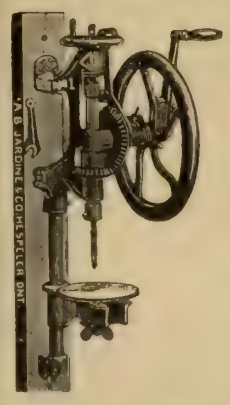
Leave that to us.

Compare our stampings with your castings.

We leave the rest to you.

ADDRESS:

EMPIRE MACHINE AND METAL STAMPING CO., LIMITED, 1012 Yonge St., TORONTO



TRADE MARK J REGISTERED.

Blacksmiths' Hand Drills.

The very best.

A. B. JARDINE & CO.
HESPELER, ONT.

"BUILD TO-DAY THEN, STRONG AND SURE. WITH A FIRM AND AMPLE BASE." —Longfellow.

DO YOU?

WISH THUS TO BUILD an advertisement in the CONTRACT-RECORD, TORONTO will bring you tenders from the best contractors

---

STANDARD TIN WORKS
MANUFACTURERS OF
TINWARE AND TIN CANS

Fruit Cans, Meat Cans,
Jacketed Oil Cans,
Baking Powder Cans,
Lard Pails, Etc.

JAS. A. McGOLPIN
156-162 Duke Street, TORONTO.

USE CANADIAN BABBIT

Imperial Hercules
Metallic Star

The highest grade babbits made.

THE CANADA METAL CO., WILLIAM STREET, TORONTO.

SEASON 1903

INVINCIBLE BRAND HORSE BLANKETS

Burlington-Stay-On Stable Blankets. BISHOP FUR ROBES AND COATS.

PLUSH AND WOOLLEN KNEE RUGS.

Our travellers are on the road with samples of the above for next season. We make a specialty of these goods and are large dealers in them. If you are not on our list of customers, write us. We are always pleased to show samples and quote prices.

Established 1866.

SAMUEL TREES & CO., TORONTO

CELEBRATED HEINISCH SHEARS

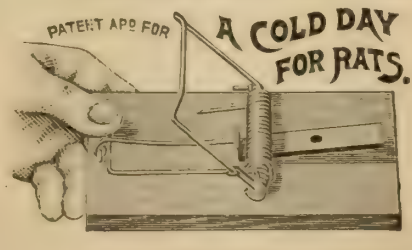
Tailors' Shears,
Trimmers' Shears,
Tinners' Snips, etc.

ACKNOWLEDGED THE BEST.

R. HEINISCH'S SONS CO.

NEW YORK OFFICE, 155 Chambers St.
NEWARK, N.J., U.S.A.

Not connected with any Shear Combination.



Blizzard Rat Trap

Sold with our other lines of traps by all leading Canadian Jobbers.

J. M. MAST MFG. CO., LITITZ, Pa., U.S.A.

EDWIN H. GREENFELL & CO., LONDON, ONT., CANADIAN AGENTS.

DEPARTMENT OF ADVERTISING SUGGESTION AND CRITICISM

Edited by **W. Arthur Lydiatt,** TORONTO.

NOTE.—Herein are discussed the principles and practice of advertising. Subscribers are invited to send Mr. Lydiatt specimens of their newspaper and other advertising, for the purpose of review in this department. Address care of Department of Advertising, HARDWARE AND METAL.

I HAVE never been to Parkhill, Ont.,—don't know the exact location of the place—but quite recently I have had occasion to think it must be a pretty lively place—in the hardware business, at any rate.

I read in HARDWARE AND METAL a couple of weeks ago about one progressive hardware firm in that place, and must admit that I was a little surprised to learn that such progressive advertising methods were adopted in a comparatively small place like Parkhill. But when I received the large advertisement which is reproduced this week, I began to enquire where this "Parkhill" was situated and what kind of a town it was.

Where is the ad. that cannot be? But this ad. is so much out of the ordinary—so much better than the ordinary hardware ad. we see—that it is worthy of special mention.

Who can read this ad. and then say that hardware advertising cannot be made interesting? Every section of it makes a direct and appealing bid for trade—just the kind of a bid that brings people to the store in an enquiring mood.

There are no extravagant claims—no wonderful bargains proclaimed. Just good earnest talk—the kind that makes people wonder if they don't want some of the things advertised.

Notice particularly the paragraph about

MAGLADERY BROS.

To Our Customers :

We thank you very sincerely for your patronage during the past season, and hope that our dealings with you have been so satisfactory that you will again favor us with your trade. We are proud of the business we have done, but not satisfied. We want more. If honorable dealing, strict attention to our customer's needs and selling good articles at low prices will do it, we will get more. From those who have not dealt with us we deserve at least their best wishes, as hardware has never before been sold as cheaply, and it don't take much of a guesser to guess why.

To all we wish a prosperous season, and if you keep this advt. under your hat it will help you to have it.

Yours very truly,

MAGLADERY BROS.

The Right Paint To Paint Right IS RAMSAY'S.

EVERY CAN IS GUARANTEED

We sold a lot of this Paint two years ago. Last year we doubled our sales. This year we will sell more than the two years put together. Why, because it

Looks Well, Lasts Well, Covers Well,

We have a large stock on hand of all colors and every can is guaranteed. If it is not exactly as represented we will replace it or give you your money back. That's fair, isn't it? Remember that, when you are thinking about buying paint.

A Few Prices.

Royal Canadian Wringers, guaranteed rolls	2.50
Family Weigh Scales, capacity 24 lbs	2.50
Charcoal Iron	1.25
Poultry Netting, 24 inches wide, per yard	3c
Poultry Netting, 60 in. wide, per yd.	8c
Manure Forks, four tang	60c

Have You Seen the New Fence ?

It is the heaviest on the market. Every wire is No. 9, and the price not high. We would like to have you see it.

MASSEY-HARRIS BICYCLES FITTED WITH COLUMBIA TOP TIRES

is a combination that is hard to beat. If you want other kinds we have them—Cleveland, Quadrant, Premier, Grendon, etc. These are all well known wheels and we can supply you with any of them

Are You Going to Get a New Stove This Spring?

The SOUVENIR has features that puts it ahead of all others. It is the only stove that has the AERATED OVEN, and no other stove maker will give as long a guarantee as its maker. We always have them on hand.

BERT SMITH is still in charge of our tinshop, and is always on hand to pass you a kind smile when you bring him your repairing. How many eavestroughing do you think he put up last year? A trifle over 2½ miles. That sounds big, doesn't it? But he did it. Do you know why? Just because we supplied him with the best material that can be bought (Queen's Head Iron) and he never leaves a job until the customer is satisfied, and he is satisfied himself. He has been twenty years at the business, and ought to be on to his job by this time. Try him and see.

MAGLADERY BROS.

This ad. of Magladery Bros. is about the most interesting retail hardware advertisement I have ever had the pleasure of reading. True, it might be improved. "Bert Smith." I have no doubt there are lots of tinsmiths in this country just about as good at putting up eavetroughing as "Bert Smith" is. There may be a couple of them in Parkhill. But don't you think you would want to give "Bert" a trial after reading this paragraph? I think I would.

Upon receipt of this advertisement I wrote and asked Magladery Bros. for some particulars about their methods—a little history of their business. But I guess they are too busy just now. I hope they will at some future date, for I am sure their story would prove interesting to other HARDWARE AND METAL readers.

This ad. might be improved by a rearrangement of the matter. I would have combined the talk "To Our Customers" and the little story about "Bert Smith" and continued it down the left-hand side as a sort of editorial. The other paragraphs would then have fitted in very nicely underneath each other on the right hand side. My idea is illustrated by the sketch herewith :

Magladery Bros.

To our Customers :

The Right Paint to Paint Right, etc.

Have you seen the new Fence?

Massey-Harris Bicycles.

Bert Smith, etc.

Are you going to get a new Stove this Spring, etc.

A Few Prices, etc.

Magladery Bros.

PARKHILL, ONT.

I would also have included the address. Parkhill is not a very large place, and no doubt Magladery's is large enough, so that you wouldn't be in the town long before you knew where their store was situated. But, nevertheless, I think it just as well to include the street address, or "Parkhill, Ont.", at any rate.

I have another ad. of Magladery Bros., which is not quite so good, yet withal, quite above the ordinary. If I have room I may reproduce it next week.

In sending in these ads. they take occasion to remark : "We are very pleased that you are starting a page of this kind, as no doubt it will be a great help to those who are interested in advertising. We take a great deal of interest in your page as well as the rest of HARDWARE AND METAL.

The "TIP-TOP" Shoe Holder

Patented in Canada, Great Britain and United States.

The best idea yet, so simple too, why didn't some one else think of it before?

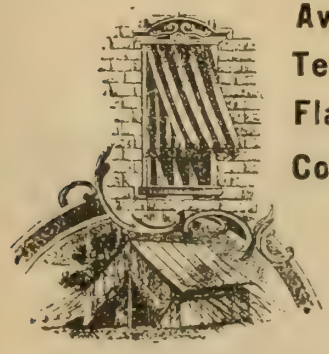
Patented and designed by a Canadian.

Will hold any style or shape of boot or shoe tightly stretched for cleaning. Can be used for Men's, Ladies' or Children's Boots. The three piece last is what does it. If you haven't a set yet, order one with next goods from your jobber, put it up in the store where your customers can see it, and it will start right off to make money for you. It sells itself.

MANUFACTURED BY

TAYLOR-FORBES COMPANY, Limited, Guelph, Ont.

BUY OF THE MANUFACTURERS . . .



Awnings
Tents
Flags and
Covers.

WRITE FOR QUOTATIONS.

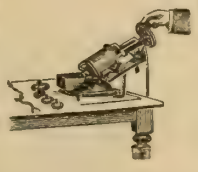
RAYMOND BROS., Windsor, Ont.

BUY KERR VALVES.

They give satisfaction every time,

Catalogue on application.

The Kerr Engine Co.
LIMITED
Walkerville, Ont.



G. A. Crosby & Co. of Ontario,

SARNIA, ONT. LIMITED

Manufacturers of

Patent Automatic Can Making Machinery, Presses, Dies and Special Machinery for Working Sheet Metal.

H. W. Petrie, 141-145 Front Street West, TORONTO- Selling Agent.

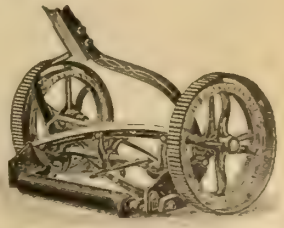
Steel Frame Churn.

DAVID MAXWELL & SONS,

ST. MARYS, ONT., CANADA.

"Maxwell Favorite Churn"

Patented Features: Improved Steel Stand, Roller Bearings, and Foot and Hand Lever Drive, and Detachable Driving Link. Improved for season of 1903. Steel or Wood Frame as desired.



LAWN MOWERS.

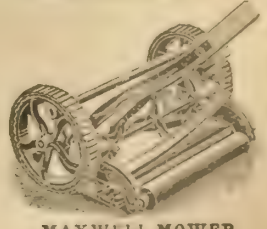
High and Low Wheels, from 12-in. to 20-in. widths. Cold Rolled Steel Shafting, Crucible Steel Knives and Cutting Plate.

If your Wholesale House does not offer you these articles

SEND DIRECT TO US.

"THE MAXWELL" LawnMower. High Wheel 10 inches.

Wheelbarrows. In four different sizes.



MAXWELL MOWER. Stitch Low Wheel

Oil Stoves. Ice Cream Freezers. Refrigerators.

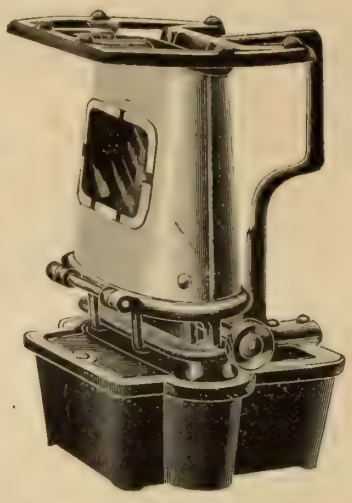
We have heavy stocks in all these goods and can make prompt shipment.

(Without Extension Top)

"Summer Queen"

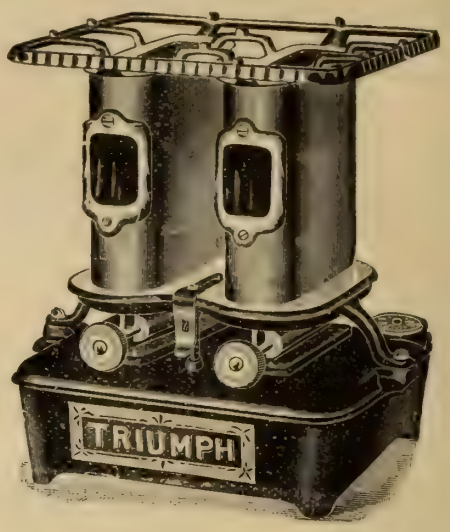
We guarantee this stove to work as well as any oil stove of its size made.

Has two burners and can be fitted with Oven, Extension Top, Sad Iron Heater, and Broiler.



"Golden Star"

Cast-iron oil tank, 4-inch brass burner, bright tin cylinder with mica illumination, all cast-iron parts japanned.



"Triumph"

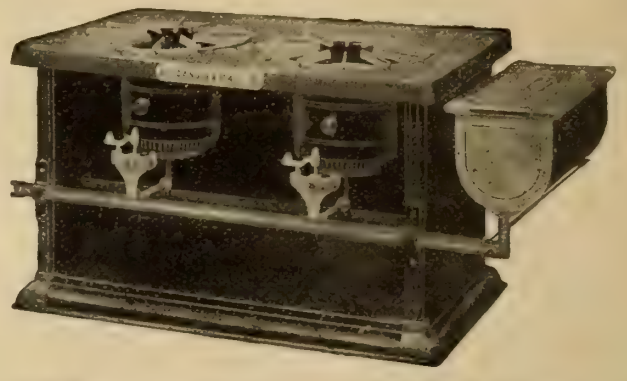
Made in two sizes—2 and 3 burners. Has cast-iron oil tanks, 4-inch brass burners, bright tin cylinder with mica illumination. All cast-iron parts nicely japanned. As easy to operate as an ordinary lamp.

"MODEL" Refrigerator

Our own make.

"LEONARD CLEANABLE" Refrigerator—Zinc and genuine porcelain lining.

Order these goods early and be prepared for the first rush of business.



"Dangler" Wickless Oil Cooking Stove

Heavy Brass Burners.
Brass Outer Tank.
Inner Tank Removable.
Full Cabinet Frame.
All Sizes and Styles.

THE McCLARY MFG. CO.

London, Toronto, Montreal, Winnipeg, Vancouver, St. John, N.B.

"EVERYTHING FOR THE TINSHOP."

HARDWARE AND METAL

President:
JOHN BAYNE MacLEAN,
Montreal.

The MacLean Publishing Co.
Limited

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, North-West Territories, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

OFFICES,

MONTREAL - - - - 232 McGill Street. Telephone 1255.
TORONTO - - - - 10 Front Street East. Telephones 2701 and 2702.
LONDON, ENG. - - 109 Fleet Street, E.C. W. H. Miln.
MANCHESTER, ENG. - 18 St. Ann Street. H. S. Ashburner.
LONDON, ONT. - - - Hiscox Building. Walter H. Lindsay.
ST. JOHN, N.B. - - No. 3 Market Wharf. J. Hunter White.
NEW YORK - Room 802 New York Life Bldg. W. T. Robson.

Subscription, Canada and United States, $2.00.
Great Britain and elsewhere - - 12s

Published every Saturday.

Cable Address { Adscript, London. Adscript, Canada.

DEAR COD LIVER OIL.

IN our market reports last week we called attention to the scarcity of cod liver oil; to the fact that the Norwegian article was almost impossible to get at any price and that the Newfoundland cod liver oil, on which Canadian importers are now depending for their supplies, has advanced to about $2.40 per gallon in wood. The Newfoundland market is quite firm in sympathy with the situation in Norway. The market price of Norwegian cod liver oil is now about four times as high as is usually the case at this season of the year, and the end may not be yet.

Norwegian cod liver oil has advanced from about $25 per barrel to $110 per barrel on this market in a very limited space of time; and in New York since January, 1902, the price has advanced from $21.50 to $125 per barrel.

The general belief that this has all been due to the small catch of Norway cod is not entirely correct. While the cod fishing was not as successful as in former years, it was by no means so great a failure as ot warrant the advances in prices that have been made. The trouble, however, is that the production of oil from the fish was much less than usual, the livers being "leaner" — so lean that about 50,000 fish were required to produce one barrel of oil. The fishing season ends about the end of March each year. Taking this as the end of the season, it is shown that in the year 1897 the catch was 20,400,000 fish, yielding 14,200 hectolitres of oil (hectolitre = 22 gal. imp.); in 1898 the catch was 10,800,000 fish, yielding 8,200 hectolitres; 1899, 11,500,000 fish, 14,200 hectolitres; 1900, 6,500,000 fish, 8,000 hectolitres; 1901, 9,600,000 fish, 12,000 hectolitres; 1902, 10,800,000 fish, 7,500 hectolitres, and in 1903 the catch has been 4,000,000 fish, yielding 252 hectolitres of oil. By these figures it will be seen that the annual catch is much below that of a few years ago, and also that the yield of oil is less per fish than formerly.

THE ADVANCE IN WHEELBARROWS.

WHEELBARROWS of all sorts may be dearer later on in the season. Manufacturers have notified the jobbing trade that an advance of from $2 to $3 per doz. has been made, and give as the reason for the higher prices the advanced cost of lumber and other materials used in the manufacture of wheelbarrows, as well as the increased rate of wages.

While it cannot be said that there is any scarcity of wheelbarrows, jobbers have nevertheless found it difficult to get orders filled promptly by the manufacturers, some of whom are now considerably behind in their orders. The manufacturers, in their turn, place the responsibility for the delay on the iron and steel manufacturers, from whom it is almost impossible to obtain sufficient supplies of bolts, etc., to keep their wheelbarrow factories going.

Stocks now in jobbing hands are fairly large, and in a few cases may be sufficient to last through the season, but with many houses it will be necessary to place further orders under the advanced prices, which will mean, of course, a higher price to the retailer for these goods, though, as a matter of fact, a fairly large margin is allowed on the price of wheelbarrows by wholesalers, and an advance corresponding to that made by the manufacturers is not anticipated. On present stocks there is as yet no talk of advancing prices.

THE PASSING OF A GREAT MAN.

It is not Ontario alone that mourns Sir Oliver Mowat. Every province drops a tear on his bier. He was one of the greatest of her sons, and even though his years ran beyond man's allotted span his passing away cannot but be regretted.

He helped to bring the Dominion into existence, and no man was more zealous for her future development and for her national eminence.

Sir Oliver was not without his political sins; and because of the strong moral fibre that so characterized him his lapses therefrom politically were looked upon with less charity than were similar offences of other politicians.

But the ideal politician this or any other country has not yet produced. At any rate few of his contemporaries stood on the same moral plane politically, and certainly none stood on a higher one. And no man in Canadian politics ever approximated so closely as he to the late William Ewart Gladstone.

BRITISH IRON AND STEEL EXPORTS.

A report on Britain's foreign trade for the first three months of this year in iron and steel has been issued by the Board of Trade Returns.

British merchants may well be satisfied with the returns. The imports during the three months show an increase of £924,000 over the same time last year and £1,197,000 over the year before. The exports make an equally good showing, being, as they are, nearly £5,000,000 more than they were for the first quarter of last year and nearly £2,000,000 more than in 1901.

It will be interesting to watch the trend of the British export trade in iron and steel during the second three months of the year, and particularly during the subsequent periods in the year, as the lower prices now ruling in the United States market will naturally tend to reduce their purchases in Great Britain.

Notwithstanding the fact that Canadian manufacturers advanced the price of paris green 3c. per lb. a fortnight ago, several Toronto jobbers are still selling at the old figures.

THE SURTAX AND THE HARDWARE TRADE.

IT IS to be regretted exceedingly that a tariff war between Canada and the German Empire appears to be inevitable, for tariff warfare like physical warfare is certain to cause injury to both combatants, but in the one, as in the other, warfare is as a rule waged in an effort to bring about a better state of affairs when all other means of securing the desideratum have failed. And in reading over the correspondence which was laid before the Dominion Parliament the other day it is evident that the Canadian Government, before deciding to impose a surtax against the products of the German fatherland, had for four years up to nearly the close of 1902 made every effort to induce, by means of diplomacy, the German Government to relax its discrimination against the products of this country.

As we have said in previous issues, the position that Germany has taken in regard to Canada is decidedly unjust. When Canada induced the British Government to abrogate the Anglo-German Treaty of 1865, which was negotiated and ratified before the Dominion had an existence, it was merely with a view to being allowed to grant the products of Great Britain and her colonies preferential tariff treatment. In other words, to make an arrangement of a purely internal and domestic character. It was at this purely internal and domestic arrangement that Germany took umbrage. The discrimination which followed this umbrage was made notwithstanding that no such action was or has been taken against the French colonies, which give the metropolitan country a preference under their tariff.

In a letter which came through the British authorities from the German foreign office at Berlin it was pointed out Canada had deprived Germany of a valuable right. Naturally, Germany was desirous of the privileges being continued which had accrued to her under the treaty of 1865, but in which Canada had no voice. At the same time, however, the results do not appear to have been in any way injurious to the export trade of Germany with Canada. Her export trade to Canada last year was the largest on record, amounting to about $10,800,000, while our exports to Germany were only a little over $2,600,000.

As we have pointed out, both countries are likely to suffer somewhat from tariff war, but it is evident that Germany stands to lose the most thereby. At the same time, however, it is to be hoped the present unpleasant relations between the two countries will only be of a temporary character, and that Germany will finally see the injustice of the position which she has taken.

Few branches of trade are more interested in the surtax than those appertaining to hardware and metals, and particularly so in view of the fact that our imports from Germany in those lines have very much increased of late years. Last year the total imports of metals, and manufactures of, aggregated over $2,000,000 against $369,000 five years ago. Even in 1901 the value of our imports under this general classification was less than $400,000 worth. As will be noticed by the interview in another part of this issue, it is anticipated that the surtax will be particularly felt by the import trade in heavy goods, as the relative cost of labor is small in Germany compared with the other costs entering into the production of the manufactured article. A few of the principal articles appertaining to the hardware and allied trades which were imported from Germany last year were as follows :

Cutlery of all kinds	$141,472
Iron or steel ingots, billets, puddled bars, etc	157,558
Iron or steel sheets	5 174
Machinery	31,464
Rolled iron or steel angles, tees, beams, etc , of all kinds	139 344
Steel rails	386,024
Tubing	43 359
Wire	28 131
Tools and implements	19 949
Guns, rifles and other firearms	8,735
Enamelled ware	13,711
Skates	41,858
Springs, axles, etc., for railways	19 138
Paints and colors	9 794
Brass manufactures	16,141
Locomotives and car wheel tires in the rough	45 458
Tin, manufactures of	12 955
Brooms and brushes	32,484
Glue	56,877

As a rule, Canadians, while realizing the unpleasantness of tariff warfare, are thoroughly in accord with the action of the Government. At the same time business men who had ordered goods in Germany some time ago, which could not be delivered for some months, are naturally perturbed over the fact that these goods must pass the Customs before June 30 in order to escape the surtax. It is to be hoped that if the Government can at all do so, it will further extend the time for importing goods ordered prior to April 16. To cancel orders to avoid paying the surtax would be like jumping from the frying-pan into the fire, for it must be remembered that many of the importers have already sold goods for which import orders were taken some time ago.

It is worthy of note that incidentally the Canadian manufacturers, who were complaining against the competition of German goods, have secured indirectly the increased protection which directly the Government refused to grant them.

AN ECONOMICAL ASSIGNEE.

It is very seldom that an estate pays such a substantial per cent. as the Spring estate in Rossland, B.C., has done.

The assignment was made to Sheriff Robinson on May 14, 1902, with liabilities of $9,741.96. In spite of the quietness prevailing in all lines of business since then, Mr. Robinson has very recently succeeded in making a distribution which paid 92c. on the dollar.

This establishes a new record in British Columbia, and says much for the ability of Mr. Robinson in the performance of his duties and his excellent management of this special estate.

THE TURPENTINE SITUATION.

At this time last week the opinion was freely expressed that the turpentine market had steadied lower, that the drop from 65 to 49½c. at Savannah had covered the probable decline. But the week has shown these views to have been erroneous, for prices have continued to drop, until now 47½c. is the ruling quotation at the primary market, and the reports indicate a weak tone at that figure.

An interesting, and possibly effective, phase of the situation is the work done by the U. S. Forestry Department in reforesting the vast pine areas of the Southern States, which have been despoiled by wasteful turpentine gathering. In parts of South Carolina the turpentine industry that everyone thought was on its last legs, is looming up again. In Texas new areas are being opened up. The consequence of the high prices prevailing has been a large increase of interest in the industry and probably a remarkable expansion of the output for the season.

Meanwhile, prices have been locally reduced to 77c., a reduction of 15c., and are likely to come down still further in the course of the next few days.

THE BARR COLONY.

PERHAPS never in the history of the West has there been a more epoch-marking week than the one just closed. Four train loads of the Barr colonists passed through the city on their way to their destination on the Saskatchewan, and as we write are under canvass at the little town of Saskatoon, on the Prince Albert branch of the C.P.R. that first became known to fame during the Rebellion of 1885. Equal numbers of immigrants have arrived in one day before; in fact, there have been days in the history of the West when double that number arrived and departed, but this was the first extensive organized movement to bring to the West a desirable class of settlers from the British Isles. The proposed colony has been talked of and written about for weeks, and Winnipegers were on the qui vive to size the colonists up. They have come and gone, but the end is not yet; in fact, we are hardly well at the beginning.

It has been said over and over again that the success of this colony would depend entirely on the class of settlers who were brought out, and here and now it may be said that physically and intellectually, the Barr colonists rank A No. 1 in the history of Western immigration. Strong, vigorous, eager, were the words suggested by a first sight of them. A very large percentage of them were the class that Canada and the West wants. Young farmers, and farmers and their wives and families. Another per centage were young men not accustomed to farm work, but willing to go among farmers and learn, and the remaining proportion (and there were more of them than there should have been) had very vague ideas as to what they wanted to do, and even by the time they reached Winnipeg were moving into grumbling alley. A very searching inquiry left no doubt that the steamer accommodation had been very bad indeed, but the very large majority expressed themselves as highly pleased with the train journey. As to the colony scheme all old Westerners are dubious. The land on which these people are to settle is just 157 miles from a railroad, and not only will they have to be transported over that long and toilsome journey, but everything they need for 18 months, at least, will have to be taken in the same way, with the exception of some lumber which can be floated down the Saskatchewan river. The colony reserve is about 60 miles long and 40 wide, and these people are to be allowed to take up land in any portion of it they fancy. Two thousand settlers sounds big, but it will be a handful in a section of country like that. All their stores and houses have to be built this summer, and the majority know absolutely nothing about undertaking work of any kind in a new country. The builder who is an adept at his trade in England may easily prove a failure when the nearest point at which he can buy a nail or get a tool is 70 miles away. The English farmer, with the best of intentions, may make grievious blunders in the totally unfamiliar conditions by which he will be surrounded. Everyone in the West feels that this colony, to have the best possible chance of success, should have been settled on a line of railway and, still better, in the immediate neighborhood of Canadian farmers familiar with the country, or some of the new American settlers, who are already accustomed to farming under similar conditions. Mr. Barr has made the statement to the press that he does not want his colony contaminated with Americans, but unless all signs fail, there will come a time when the same colonists will be more than glad of a little admixture of American and Canadian ingenuity to help them over the hard places. Of course, the Immigration Department have made, and are making, almost superhuman efforts to assist these people, and should the colony fail it will be through no fault of theirs, but it is quite certain that if it does not fail it will be because of Government instruction and help and in spite of singularly unfavorable conditions.

The large percentage of the colonists will not fail, because they are clear grit, but if the colony succeeds as a colony, it will not be thanks to its founder, but to the perseverance of the individual settler and the fostering care of the Immigration Department. That there will be a percentage of failures there is no doubt; there has never been any very large undertaking without them, and when, in the West, we read that a Manchester dressmaker has come out to do dairy farming in Saskatchewan, it does not require a prophet to tell what the end will be. Practically in the same class is the younger son of the county family, who, having stated to the Immigration Department his desire to learn farming was sent to a farm not 60 miles from Winnipeg, where pure-bred stock was kept, and left on the second day because, as he expressed it, with many adjectives, he had not come from the Old Country to be valet to a bull.

The actual vagueness of many of the people who come out, not only as to conditions, but as to the bare geography of the country, can only be grasped by talking to them. One woman asked, "Is Winnipeg in Canada or the United States?" Another remarked, on getting off the train, "Don't see many Yankees about," and on being questioned, said, "I thought they were all Yankees at Winnipeg." After all that has been said and written about Canada such absolute ignorance on the part of ordinarily intelligent people is simply appalling. It gives those who have to deal with them a feeling of utter helplessness.

That these people should succeed as a colony or as individuals is a matter of supreme importance, because it spells success or failure in the inducing of other immigrants of desirable class to come. A good deal is said about the Rev. Barr having promised these people too much, and he may have done so, but when you find people who have reached mature age putting a wholly erroneous construction on the most plain and simple statement of facts in the Government pamphlets you cannot help wondering whether those who complain of being misled may not have misled themselves. There will be more to be said about this movement as time goes on.

GREAT BRITAIN'S COAL SUPPLY.

According to an English expert, the supply of coal yet remaining to be mined in the United Kingdom amounts to 80,684,000,000 tons, which, at the present rate of mining, would last 370 years. The same authority gives the total output of the world in 1900 as 767,636,204 tons, of which Great Britain produced 229,000,000 tons, or 30 per cent., and the United States, 245,000,000 tons, leaving a balance of about 35 per cent. for the rest of the world.

OLD EMPLOYES IN HORSE NAIL MAKING.

The Canada Horse Nail Co. of Montreal have among their employes in their forging department, where the first process (the forging of the blanks) in the manufacture of the old reliable "C" brand horse nails is conducted, eight workmen who have been in their employ for 25 years and over; of this number two have been over 35 years, three over 30 years, and three over 25 years, with the Company or their predecessors in the same business. To put it in another way, these eight workmen have rendered equal to the services of one man for over 235 years! In other departments long service is also characteristic of the company's employes.

This feature speaks volumes for the good relations existing between employer and employes, and serves also to explain in some degree why the "C" brand horse nails have maintained the high standard of excellence for so many years, in the opinion of the hardware trade and those who use them.

Markets and Market Notes

QUEBEC MARKETS.

Montreal, April 23, 1903.

HARDWARE.

THERE has been a satisfactory volume of business during the week, though the volume is naturally less than it was last week, as the first rush, consequent upon the reduction in freight, which went into effect on April 15, has been satisfied. As a result, the bulk of the large orders have been disposed of, and new orders now coming to hand are mainly of a sorting character. There have been several changes in various sundry lines. Wooden clothes-pins are 10c. per box higher. Jenkins' "Genuine," and also "Canadian" valves are 10 per cent. higher. There has been a rise also in all small malleable fittings of 10 to 20 per cent. New Irwin augur bits are now 33 1-3 off the list. Snider shot cartridges are 5 per cent. higher, and sporting and blasting powder are 7½ to 10 per cent. higher. It is too early yet to judge the exact effect of the tariff changes upon German importations, but there can be no doubt that they will be seriously affected. In fact, sellers are already asking an advance of 10 per cent on these goods in the case of all new orders.

Shovels are scarce. Reference has been made previously to the difficulty of securing deliveries of wire nails, but this temporary shortage will soon be overcome immediately the water is let into the canal, and the manufacturers get their full plant in operation.

CANT HOOKS. Trade has been inactive and prices are unchanged, as follows: No. 12, $10; No. 8, $11.50; No. 7a, $16; No. 6a, $14.50; No. 5a, $11.50.

AGRICULTURAL WRENCHES.—Prices are firm and the movement moderate. We quote: No. 6, $9; No. 8, $10; No. 10, $12; No. 12, $14; No. 15, $24; No. 18, $30; No. 21, $36. Discount 70 per cent.

LAWN MOWERS. Business is limited to the execution of old contracts. Deliveries are still somewhat backward. We quote as follows: 10½-in. wheels x 12 in. cutter, $7.50; by 14-inch cutter, $8.00; by 16-inch do, $8.50; by 18 inch do, $9.00; by 20-inch do, $10.00. Star,' 9-inch wheel by 12-inch cutter, $5.50; by 14-inch do, $5.75; by 16 inch do, $6. Daisy, 8-inch wheel by 12-inch cutter, $4.90; by 14-inch do, $5.10; by 16-inch do, $5.30. Philadelphia pattern, 7½-inch wheel by 10-inch cutter, $6; by 12-inch do, $6.50; by 14-inch do, $7; by 16 inch do, $7.50. Grass boxes are quoted as follows: 12-inch, $2.25; 14-inch, $2.25; 16-inch, $2.50; 18-inch, $2.50; 20-inch, $2.75. The discount on all the above is 50 per cent. off.

BARB WIRE. There is no change to mention. The price is $2.80 per 100 lb. f.o.b. Montreal, and $2.67½ f.o.b. Cleveland. Carlots of 15 tons are quoted f.o.b. Cleveland at $2.45.

GALVANIZED WIRE.—Quiet and unchanged. We quote: No. 5, $3.70; No. 6, 7 and 8, $3.15; No. 9, $2.55; No. 10, $3.20; No. 11, $3.25; No. 12, $2.65; No. 13, $2.75; No. 14, $3.75. In carlots, f.o.b. Cleveland: No. 5, $2.20; Nos. 6, 7, 8 and 9, $2.15; No 10, $2.20; No. 11, $2.25; No. 12, $2 30; No. 13, $2.40; No. 14, $2.50. In less than carlots, 12½c. per 100 lb. extra is charged.

SMOOTH STEEL WIRE.—Continues much the same. We quote as follows: Bright and annealed, $2.50 per 100 lb. f. o. b. Montreal, Toronto, Halifax, London, Hamilton, and St. John. Net extras per 100 lb. are now as follows: Coppered wire, 60c.; tinned wire, $2; oiling, 10c.; spring wire, $1.25; best steel wire, 75c.; bright soft drawn, 15c.; special hay-baling wire, 30c.

FINE STEEL WIRE. There is a seasonable movement in this. The discount is 25 per cent., with the following extras: 1 and 2 lb. hanks, 25c. per 100 lb.; ½ lb. hanks, 37½c. and ¼ lb. hanks, 50c.

BRASS AND COPPER WIRE.—Unchanged at 60 per cent. discount.

PRESSED SPIKES.—Orders are of fair proportions. Discounts are as before 20 per cent. f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax.

FENCE STAPLES. There is no new feature to report. We quote as follows: $3 per 100 lb. keg for galvanized staples and $2.80 for bright, with 25c. extra for 25 and 50-lb. packages.

CUT NAILS. Business is quiet and prices unchanged at $2.50 per keg.

WIRE NAILS.—There is a good seasonable trade in wire nails which are going out well. Once the water is let into the canal, deliveries will be better. Carlots are quoted at $2.40 and small lots at $2.45 per keg f.o.b. Gananoque, Montreal, London, Hamilton, Toronto, Brantford, Windsor, Ont., and St. John.

HORSE NAILS. These, though not seasonable, are going out to a considerable extent. We quote: "M" brand, "Oval" and "New City" heads, 55 per cent.; "Countersunk" heads, prices quoted on application. "C" brand, 40, 10 and 7½ per cent. off; "Monarch," 60 per cent. and "Peerless," 50 per cent.

HORSESHOES. There is a very good inquiry for the off season. We quote: Iron shoes, light and medium pattern, No. 2 and larger, $3.40; No. 1 and smaller, $3.65; snow pattern, No. 2 and larger, $3.65; No. 1 and smaller, $3.90; X L steel shoes, new light pattern, sizes 1 to 5, No. 2 and larger, $3.55; No. 1 and smaller, $3.80; featherweight, all sizes, 0 to 4, $5.10; toe weight, all sizes, 1 to 4, $6.35. Shoes, more than one size in a keg, 10c. per keg extra f.o.b. Montreal only.

RIVETS AND BURRS.—Trade is of the usual character. The discounts are unchanged. Quotations are as follows: Best iron rivets, section carriage and wagon box, black rivets, tinned do., coopers' rivets and tinned swedes rivets, 60 and 10 per cent.; swedes iron burrs are quoted at 55 per cent. off; copper rivets, with the usual proportion of burrs, 45 per cent. off and coppered iron rivets and burrs, in 5-lb. carton boxes are quoted at 60 and 10 per cent. off list.

BOLTS AND NUTS. These remain steady, with the discounts as follows: Norway carriage bolts, 55 per cent.; common, 50 and 10 per cent.; full square carriage bolts, 55 per cent.; machine bolts, 50 and 5 and 10 per cent.; coach screws, 66 2-3 per cent.; sleighshoe bolts, 65 and 5 per cent.; blank bolts, 50 and 5 per cent.; bolt ends, 50 and 5 per cent.; plough bolts, 50, 5 and 10 per cent. Tire bolts, 67½ per cent.; stove bolts, 67½ per cent. Nuts, square, 3¼c. per lb. off list; hexagon nuts, 3⅞c. per lb. off list. To all retailers an extra discount of ½c. per lb. is allowed.

SCREWS.—Without special feature. The prices are unchanged: Round head bright, 82½ per cent.; flat head bright, 87½ per cent.; brass, round head, 75 per cent.; brass, flat head, 80 per cent.

CORDAGE.—Sisal rope is ¼c. higher, at 11¼c. Otherwise prices are unchanged. We quote: Pure manila, 14c.; British pure manila, 11½c.; sisal, 11¼c.; double lathyarn, 10½c.; single lathyarn, 10c.

BUILDING PAPER.—There is a good movement. We quote: Tarred felt, $1.75 per 100 lb.; 2-ply, ready-roofing, 90c per roll; 3-ply, $1.15 per roll; carpet felt, $2.25 per 100 lb.; dry sheathing, 35c. per roll; tar sheathing, 45c. per roll; dry fibre, 55c. per roll; tarred fibre, 60c. per roll, O K and I X L, 65c. per roll; heavy straw and sheathing, $30 per ton; slaters' felt, 60c. per roll.

SCREEN WIRE CLOTH.—Firm at the recent rise of $1.12½ per 100 square feet.

FIREBRICKS.—Business continues of fair proportions at previous price, viz.: $16 to $22 per 1,000 for English and $17 to $22 for Scotch.

CEMENT. The market is unsettled as a consequence of the tariff changes, but there is no quotable change in prices. Under the new surtax, however, German cement will cost 16 2-3c. per cask more to lay down here. Many importers also have large quantities ordered in individual casks, as much as 10,000 casks, which no matter how anxious they might be they cannot get forwarded in time to escape the surtax, as ocean space for such a large quantity of material is unobtainable. We quote as follows: Canadian cement, $1.90 to $2.25; German, $2.25 to $2.40; English, $2.15 to $2.25; Belgian, $1.70 to $1.95 per bbl. ex-store, and American, $2.20 to $2.40 ex-cars.

SHOT. There is quite a lot of scattered orders coming in. Our quotations are still as follows: Ordinary drop shot, A.A.A. to dust, $6.50 per 100 lb.; chilled Nos. 1 to 10, $7 per 100 lb.; buck and seal, $7.50 per 100 lb.; ball $8 per 100 lb. Trade discount, 15 per cent. f.o.b.

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FIRE BRICKS, FIRE CLAY, ENAMELLED BRICKS, all colors. BUILDING BRICKS.

SEWER PIPES, CULVERT PIPES, WHEELBARROWS, FOUNDERS' and CONTRACTORS' SUPPLIES.

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LIMITED

DESERONTO, ONT.

Manufacturers of

CHARCOAL PIG IRON

BRAND "DESERONTO."

Especially adapted for Car Wheels, Malleable Castings, Boiler Tubes, Engine Cylinders, Hydraulic and other Machinery where great strength is required; Strong, High Silicon Iron, for Foundry Purposes.

"MIDLAND"

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Foundry Pig Iron.

Made from carefully selected Lake Superior Ores, with Connellsville Coke as Fuel, "Midland" will rival in quality and grading the very best of the imported brands.

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Montreal, Toronto, Hamilton, London, St. John, N.B., and Halifax.

METALS.

There has been nothing in the way of striking developments in metals during the week apart from the discussion which has arisen as to the possible effect of the new surtax on German importations. Cables from England on bar iron have been quiet in tone. Tinplates, on the other hand, are reported 1½d. off, the decline being attributed to the situation of ingot tin. The movement of heavy material has materially decreased in volume this week, as the first rush due to the reduction in railway rates on April 15 is over.

BAR IRON.- This line is firm. We quote as follows: Merchants' bar, $2; horseshoe iron, $2.25; forged iron, $2.30.

BLACK SHEETS.—There is a fair movement. We quote: 28 gauge, $2.65; 26 gauge, $2.60; 20 to 24 gauge, $2.50; 8 to 20 gauge, $2.50.

GALVANIZED IRON.—In fair request. We quote as follows: 28 Queen's Head, $4.50; Apollo, 10¾-oz., $4.30; Fleur de Lis, $4.15; Comet, $4.10; "Bell" brand, $4.05. For less than caselots 25c. extra is charged.

LEAD PIPE.—There is quite a good inquiry for lead pipe. The basis is unchanged at 8c. for composition and waste and 7c. for ordinary, with discount of 30 per cent.

IRON PIPE.—Trade continues active and galvanized, especially, meets a good inquiry. Prices are: Standard pipe per 100 ft., in lengths under 19 ft.: Black, ¼, $2.40; ⅜, $2.65; ½, $2.85; ¾, $3.65; 1-in., $5.20; 1¼, $7.35; 1½, $8.95; 2-in., $12.55. Galvanized, ¼, $3.20; ⅜, $3.45; ½, $3.85; ¾, $5; 1-in., $7.20; 1¼, $10.05; 1½, $12.20; 2-in., 416.85. Extra heavy pipe, plain ends, are quoted per 100 ft. as follows: Black, ½, $4.20; ¾, $5.25; 1-in., $7.55; 1¼, 410.55; 1½, $12.75; 2-in., $17.60. Galvanized, ½, $5.20; ¾, $6.65; 1-in., $9.55; 1¼, $13.25; 1½, $16; 2-in., $21.90. For threads and couplings on extra heavy 5 per cent. net is added. Trade discount, 5 to 7½ per cent.

TINPLATES.—Cables on tinplates note a decline of 1½d. per box. Locally, charcoal is $5 to $5.25 and cokes, $4.25 to $4.50.

SOIL PIPE AND FITTINGS.—The movement is hardly as active as it was. We quote the discounts as follows: Light soil pipe, 3 to 6-inch, 50 per cent.; medium and extra heavy soil pipe, 2 to 6-inch, 60 per cent.; extra heavy soil pipe, 8 inch, 45 per cent.; light fittings, 2 to 6-inch, 50 and 10 per cent.; medium and extra heavy fittings, 2 to 6-inch, 60 per cent.; extra heavy fittings, 8-inch, 45 per cent.

PIG IRON.—Continues firm at $33.50 to $34.50 ex-store, Montreal.

INGOT COPPER.—Holds firm as last reported at $15.50 to $15.75 per 100 lb.

INGOT TIN.—In fair inquiry with the prices unchanged at $33 to $33.25 per 100 lb.

PIG LEAD.—Prices show no quotable change, ranging from $3.50 to $3.75 as to quantity.

STEEL.—Continues stiff in its tendency. Quotations are as follows: Mild, $2.05; sleighshoe, $2.10 to $2.20; tire, $2.15 to $2.25; spring, $2.85 to $3; reeled machinery, $2.75 to $3; toecalk, $2.60 to

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SANDERSON'S CAST STEEL,
Full line in stock.

REELED MACHINERY,

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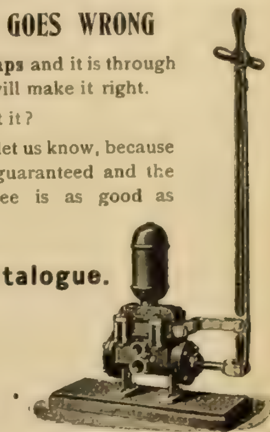

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Pig Iron

We offer the following brands, to arrive, viz:

No. 1 "SUMMERLEE."
" 1 "GARTSHERRIE."
" 1 "EGLINTON."
" 1 "CARNBROE."
" 1 "MIDDLESBORO'."
" 3 do.

Write for quotations.

ADAM HOPE & CO.
Hamilton, Ont.

NOVA SCOTIA STEEL & COAL CO., Limited

NEW GLASGOW, N.S.

Manufacturers of

Ferrona Pig Iron

And SIEMENS MARTIN

OPEN HEARTH STEEL

$2.75 ; machinery (iron finish), $2.10 ; cold steel, $2.05 ; square harrow, $2.15.

TOOL STEEL.—There is nothing new to report, and our quotations are still as follows : Black Diamond, 8 to 9c.; Sanderson's, 8 to 9c., according to the grade ; Jessop's, 13c.; Leonard's, 7½c ; Jonas & Colver's, 10 to 20c.; "Air Hardening," 50 to 65c. per lb.

CANADA PLATES.—Prices continue steady with a fair business doing. We quote : 52s, $2.60 to $2.70 ; 60s, $2.70 to $2.80 ; 75s, $2.80 to $2.85 ; full polished, $3.75 and galvanized, $4.25 to $4.35 ; galvanized, 60s, $4.15 to $4.55.

TERNE PLATES.—Quiet and unchanged at $7.75.

COIL CHAIN.—While less active than it was, still supplies a fair movement this week. Quotations are as follows : No. 6, 11½c.; No. 5, 10 to 10½c.; No. 4, 9 to 9½c.; No. 3, 8 to 8½c.; ¼-in., 6½ to 7c. per lb.; 5-16, $5 to $5.20; 5-16 exact, $5.25 ; ⅜, $4.25; 7-16, $4 ; ½, $3.95 to $4.05, 9-16, $3.85 to $3.95; ⅝, $3.65 to $3.75; ¾, $5 to $5.20; ⅞, $3.30 ; 1-in.,$3.15 to $3.25. In carlots an allowance of 10c. is made.

SOLDER.—Continues stiff at 20c. for bar and 19c. for wire.

ZINC SPELTER.—Unchanged at $6.25 to $6.50.

SHEET ZINC.—Prices have a firm tendency, ranging from $6.75 to $7.

SCRAP METALS

There is little to report in the case of scrap material. We quote: Heavy copper and wire, 10c. per lb.; light copper, 9c.; heavy red brass, 10c.; heavy yellow, 8½c.; light brass, 5c.; lead, 2 to 2¼c.; zinc, 2½ to 2¾c.; iron, No. 1 wrought, $17 to $17.50 ; No. 2, $7.50 per ton ; machinery scrap, $17.50 to $18 ; stove plate, $13 ; malleable and steel, $6 ; mixed country rags, 60 to 70c. per 100 lb.; old rubbers, 6¼ to 6¾c. per lb.

HIDES.

There is little activity in these and the prices continue as they were : No. 1 hides, 8c.; No. 2, 7c.; No. 3, 6c. Calfskins, 9 to 11c.; lambskins, 75c.

RAW FURS.

There has been little doing in these, and no change is noted. We quote :

		Large	Medi'm	Small	Kitts	Fall Beaver $2.00 to $2.50 per pound.		Spring Beaver $3.00 to $3.25 per pound.	
BEAVER	Labrador and choice Eastern	$6.00	$5.00	$2.75	$1-1.50				
"	Territory Rocky Mountains and Western								
	Strictly Prime, or, No 1	6.00	4.00	2.00	.50-.75				
	Partly Prime, or, No 2	4.00	3.00	2.00	.50				
	Unprime, or, No 3	3.00	2.00	.75	.40				
	Flat weak, or poor, or, No. 4	2.50	.50	.25	.25				
		Large	Medi'm	Small	2	3	4	Cubs.	Yearl's
BEAR	Black Choice only	15.00	10.00	7.50	6.00	3.00	.50	$2.00	to $8.00
"	Brown "	12.00	7.00	5.00	....	......	......	1.00	to 5.00
		1	2	3	4				
BADGER	Of all sections	.50	.25	.10	.05	....	....	....	....
		Dark	Brown	Pale	2	3	4		
FISHER	Eastern and far North Eastern	6.50	5.00	5.00	3.00	1.75	.50		
	Territory and Western	6.50	5.00	3.50	2.00	1.00	.50		
		Large	Small	2	3	4			
FOX	Red North Eastern and similar fine bright red kinds	4.00	2.75	1.25	.75	.20			
"	Territory and Western	4.00	2.75	1.40	.50	.20			
		Dark	Fair	Pale	2	3	4		
"	Cross Value principally as to beauty, also size & richness	10.00	7.00	4.00	2.50	1.50	.50		
"	Silver Eastern and far Northern	75.00	50.00	25.00	20.00	9.00	4.50		
"	Pacific Coast, Territory and Western	50.00-60	35.00	20.00	15.00	5.00	2.50		
		Large	Medi'm	Small	2	3			
LYNX	Far North Eastern	4.00-5.00	2 to 3.50	2.25	2.00	.75	.25		
"	Territory and Western	4.00-5.00	2 to 3.50	2.25	2.00	.60	.20		
		Dark	Brown	Pale	2	3	4		
MARTEN	British Columbia Northern Pacific and similar	7.00	5.00	2.50	1.75	1.00	.25		
"	Territory and Western	3.50	2.25	1.50	1.00	.60	.20		
"	Quebec and Ontario	3.00-3.50	2.25-3.00	2 to 2.25	1.00	.50	.25		
		Large	Medi'm	Small	2 Large	2 Small	3		
MINK	Halifax, far North Eastern and choice	4.00	3.25	2.50	2.25	1.50	.40	.25	
"	Territory and Western	1.50-2.00	1.50	1.00	.75		.25	15-25	
		Spring	Winter	Fall	Kitts				
MUSKRAT	Eastern, best large		10 to 13	8 to 10	2 to 5				
"	Territory and Western		5 to 10	07	2 to 4				
		Large	Small	2	3	4		Cubs	
OTTER	Labrador and far North-Eastern	$10-$14	7.00-10	5.00	2.50	2.00		$1.00 to $2.00	
"	Territory and Western	6.00	4.50	3.50	2.25	.50		.25 to .50	
		Large	Small	2	3	4			
RACOON		75-1.25	60-75	33-50	.25	.15			
"	Black Value according to darkness size and beauty	2.25	2.00	1.00	.50	.25			
		Black	Sh'rt St	Long St	White				
SKUNK		.75-1.25	.75	.40-.50	.05-15	....	....	....	....
		Dark	Brown	Pale	2	3	4		
WOLVERINE	Value according to darkness, size and beauty	5.00	4.00	2.50	1.50	.75	.25		
CASTOREUM		$5.00 to $6.00 per pound.							

ONTARIO MARKETS.

Toronto April 24, 1903.

HARDWARE.

A BUOYANT feeling prevails. Orders from all over Ontario are coming in generously, while the rapid expansion in the Northwest is evidenced by the daily receipt of many letter and telegraph orders from "beyond the Superior." Trade with British Columbia shows an improvement, too. Towns dependent on the mining industries seem to be in better shape, and retailers are showing more confidence in their purchases. Much study is being given this week to the effect of the tariff on the hardware trade. Most attention is being paid to the surtax on German goods. Some of the wholesale dealers expect to be unable to get deliveries of some of the German purchases by June, deliveries generally being made early in the fall. Skates are particularly referred to. The duty on this line is now 35 per cent., so the new duty would make it about 46 per cent. Some of the jobbers are already sending out notifications of advances from 7 to 9 per cent. in many lines of German cutlery and tools. The cement trade is also materially affected. Large orders for cement have been placed, but deliveries cannot likely be made in time to escape the increased duty. As the duty will be advanced from 12½c. per cwt., or about 43¾c. per barrel, to about 58c. per barrel, it will be seen that the conditions are not pleasant for the larger importers of German cement. The market for manufactured goods, apart from tariff influences, is decidedly firm. Many factories are still behind their orders, from one cause or another. "Snider" shot cartridges are now $21 per 1,000, an advance having been necessitated by the higher cost of shot and copper. Wheelbarrows are 10 per cent. higher. Green wire cloth is steady since the advance noted last week, making the price $1.50 per 100 ft. Sisal rope and lathyarn are ¼c. higher.

BARB WIRE.—Orders continue to come in well. Prices firm. The base price is quoted as follows : $2.55 from Cleveland and 10c. less in carlots. From stock, Toronto, $2.80.

GALVANIZED WIRE.—Business is keeping up well. Prices are steady, and are as follows : Nos. 6, 7 and 8, $3.15 to $3.35 per 100 lb. ; No. 9, $2.50 ; No. 10, $3.20 to $3.40 ; No. 11, $3.25 to $3.45 ; No. 12, $2.65 ; No. 13, $2.75 ; No. 14, $3.75 to $3.95 ; No. 15, $4.30 ; No. 16, $4.55. Nos. 6 to 9 base from Cleveland are quoted at $2.27½ in less than carlots.

SMOOTH STEEL WIRE.—There is a good demand for oiled and annealed. Tinning is fairly active. Base price is $2.50 per 100 lb. Oiling 10c.; coppering 60c.; and tinning, $2 per 100 lb. extra. Shipping points, Toronto, Hamilton, London and Montreal, with freights equalized on those points.

COIL SPRING WIRE.—A nice sorting trade is doing with prices steady. Quotations are as follows : No. 9, $2.75 ; No. 11, $3.40 ; No. 12, $2.95. Freight up to 25c. per 100 lb. allowed on 500 lb. or over. Carlots of 15 tons, 5c. less, with freight up to 20c. allowed.

WIRE NAILS.—The spot demand exceeds supply, though all mills are reported to be working to the limit. Prices are firm. Our quotations are as follows : Carlots, $2.[illegible] and small lots, $2.45 per keg f.o.b. Gananoque, Montreal, London, Hamilton, Toronto, Brantford, Windsor, Ont., and St. John.

CUT NAILS.—An active trade is doing. Prices are steady at $2.50 per keg for small lots.

HORSE NAILS.—There is a fair demand. Prices are unchanged, except for "Monarch," which bears an extra 10c. off. We quote : "C" brand, oval head, 40 and 10 and 7½ per cent. ; on "Monarch," 60 and 10 per cent. and "Countersunk" head, 60 per cent. ; on "Peerless," 45 and 7½ per cent.

HORSESHOES.—A fair trade is doing. Prices are steady. We quote: Iron shoes, No. 2 and larger, light, medium and heavy, $3.45 ; snow shoes, $3.70 ; light steel shoes, $3.55 ; featherweight (all sizes), $4.95 ; iron shoes, No. 1 and smaller, light, medium and heavy (all sizes), $3.70 ; snow shoes, $4 ; light steel shoes, $3.80 ; featherweight (all sizes), $4.95.

SCREWS.—The big consumption continues and manufacturers have difficulty in satisfying the demands of their customers. Prices are unchanged. We quote: Flat head bright, 87½ per cent. discount ; round head bright, 82½ per cent.; flat head brass, 80 per cent.; round head brass, 75 per cent.; round head bronze, 70 per cent.; flat head bronze, 75 per cent.

RIVETS AND BURRS.—The demand keeps exceedingly brisk. Prices are maintained. We quote : Iron rivets, 60 and 10 per cent. discount ; iron burrs, 55 per cent.; copper rivets, with usual proportion of burrs, 45 per cent

BOLTS AND NUTS.—Manufacturers are unable to get ahead of their orders and jobbers are out of some lines. Prices are

firm. Our quotations are now as follows: Carriage bolts, common ($1 list), 50 and 10 per cent.; carriage bolts, full square ($2.40 list), 55 and 10 per cent.; carriage bolts, Norway iron ($3 list), 55 and 10 per cent.; machine bolts, all sizes, 50, 5 and 10 per cent.; coach screws, cone points, 66 2-3 and 10 per cent.

BINDER TWINE.—The demand is fairly active. Prices are steady at unchanged figures. We quote: 660 ft., 13c.; 600 ft., 12c.; 550 ft., 11¼c.; 500 ft., 10½c.

CORDAGE. — Lathyarn and sisal rope are ¼c. dearer. Other prices are unchanged. We quote: Pure manila, 14c.; British pure manila, 11½c.; sisal, 10¼c.; double lathyarn, 10¾c.; single lathyarn, 10¼c.

SPADES AND SHOVELS.—Factories are still behind with their orders, but it looks as if the trade would yet get full deliveries before the end of the season. Discount is 45 per cent. and the list price has been reduced $3 per dozen for Old's goods, $2 for Gray's and $1 for Burns'.

HARVEST TOOLS.—The demand is keeping up better than was anticipated, particularly for forks. Discount is steady at 60 per cent.

LAWN MOWERS. Makers state that they are handicapped by difficulty in getting malleable fittings and so their output has not been up to the demand. We quote: Woodyatt, 12-in., $7.50; 14-in., $8; 16-in., $8.50; 18-in., $9; 20-in., $10; Star, 12-in., $5.50; 14-in., $5.75; 16-in., $6; Daisy, 12-in., $4.90; 14-in., $5.10; 16-in., $5.30; Ontario, 12-in., $14.25; 14-in., $15.80; 16-in., $16.80; 18-in., $18.90; 20-in., $20.50; Philadelphia, 12-in., $6.50; 14-in., $7; 16-in., $7.50. Discount, 40 and 10 to 50 per cent.

BUILDING PAPER.—A fair trade is reported. Prices are steady. We quote as follows: Tarred felt, $1.75 per 100 lb.; 2-ply ready roofing, 90c. per roll; 3-ply, $1.15 per roll; carpet felt, $2.25 per 100-lb.; dry sheathing, 35c. per roll; tar sheathing, 45c. per roll; dry fibre 50c. per roll; tarred fibre, 60c. per roll, O K and I X L, 65c. per roll; heavy straw and sheathing, $30 per ton; slaters' felt, 60c. per roll.

RANGE BOILERS.—The demand keeps up nicely. Prices are steady. We now quote: 18 and 30 gal., $5.50; 35 gal., $6.50; 40 gal., $7.50; 52 gal., $12.50; 63 gal., $19; 82 gal., $23; 100 gal., $31 and 120 gal., $37.

SCREEN DOORS.—The demand has started earlier than was anticipated, but is, of course, not yet brisk. Prices are firm as follows: Screen doors, common, two or three panel, walnut stained, 4-in. style, $6.80; stained, yellow or green, $7; in natural colors, oil finish, $8.15; 3-inch style, 20c. per dozen less.

CEMENT.—Some extremely large orders for German cement have been placed by local jobbers, and the latter are now disturbed by the increase in the duty, amounting to about 14c. per barrel, which they fear will fall directly upon themselves, unless cement prices are advanced late in the summer. There is a fairly good trade doing. Prices are steady. We quote: Canadian Portland, $2.40 to $2.50; German, $2.30 to $2.60 and hydraulic, $1.50.

METALS

An excellent demand continues, both for spot deliveries and for futures. Manufacturers in all parts of the country are running full time and many overtime, and are calling for more metals of all kinds even than last year. The market is steady in all lines except tin and copper. Tin has fluctuated greatly at outside markets, and, though the past week has shown an advance in London and New York, an easy feeling is manifest here. Copper seems to be weak everywhere. There is no doubt that prices have been advanced by manipulation and have attained an altogether fictitious value, and the tendency of the past few days has been towards a lower level on all markets. Pig iron is easy in Pittsburg and New York, but the tone of the Canadian market has been strengthened by the new tariff and its provisions for a duty of $7 per ton on steel rails and for a surtax on German goods. There is no doubt that the Canadian iron and steel interests have been affected by the heavy importation of German iron rails, structural steel, etc., so any move likely to limit such importations is likely to strengthen the market. One pig iron authority says that an advance in that metal may ensue. Other lines are unchanged.

PIG IRON.—A stronger tone is manifested by Canadian producers of pig iron, though an easy feeling is shown in the United States, and lower prices have been quoted for English iron on the Atlantic seaboard. The consumptive demand in this country continues as heavy as ever, but buyers are not yet inclined to buy very far into the future. Locally, No. 2 is quoted at $22.50 to $22.75; No. 2 Summerlee, $25 on track, Toronto.

BAR IRON.—The market is firm, with a good demand. The base price is $2.05. For extras, cut to length while rolling: 2 ft. and over, 10c. per 100 lb.; 1 ft. and under 2 ft., 15c.; under 1 ft., 20c.; over 20 ft., by special agreement, according to length and size.

BLACK SHEETS.—There is an excellent trade doing. We quote: Common, $3.15 for 28 gauge and dead flat; $3.50 for 26 gauge.

CANADA PLATES.—The market is steady. The demand is fair for the season. We quote: All dull, $2.90 to $3; half-polished, $2.85 to $3.10, and all bright, $3.75 to $3.85.

GALVANIZED SHEETS.—Prices are firm. A good demand is reported with prices firm as follows: Queen's Head, $4.50 for 28 gauge; American, $4.40 for 24 gauge; Bell brand, $4.30 for 28 gauge; Gordon Crown, $4.50 for 28 gauge.

TIN.—There is a fair demand for small lots. Prices are weak but unchanged at $33 to $33.25.

TIN PLATES.—There is a good strong demand, both from stock and for import. Prices are well maintained. We quote: Charcoals, $4.75 to $5, and cokes, $4.25 to $4.50 per box.

COPPER.—The market shows a decided weakness on all markets. In London there has been a decline of £1 15s. per ton in the week. In New York there has been a reduction of ¼ to ½c., but prices on this market are unchanged. We quote: Ingot copper, $15, and sheet copper, $21 to $22 per 100 lb.

BRASS.—The market is active, with prices steady. Discount is 10 per cent.

STEEL BOILER PLATES.—The demand keeps large with prices firm. We quote: $1.96 f.o.b. Toronto.

TOOL STEEL.—Prices continue firm, with an active demand. Our quotations

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters.

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, LIMITED

MANUFACTURERS OF

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:

JOHN FORMAN, 644 Craig Street

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COVERT MFG. CO.

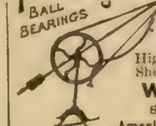
West Troy, N.Y

Auto Screw Jack

Harness Snaps, Chain, Rope and Web Goods, etc.

FOR SALE BY JOBBERS AT MFRS. PRICE

PRIEST'S CLIPPERS



Largest Variety, Toilet, Hand, Electric Power

ARE THE BEST.

Highest Quality Grooming and Sheep-Shearing Machines.

WE MAKE THEM.

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American Shearer Mfg. Co., Nashua, N.H., USA

Oneida Community Goods

HALTERS, COW TIES, SNAPS, etc., etc.,

In all sizes and styles. May be had of all Jobbers throughout Canada.

Factory—NIAGARA FALLS, ONT

The Best Door Closer is . . .

NEWMAN'S INVINCIBLE FLOOR SPRING

Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring, and has twice the wear. In use throughout Great Britain and the Colonies. Gives perfect satisfaction. Made only by

W. NEWMAN & SONS,

Hospital St., BIRMINGHAM

..A..

STANDARD.

The cost of Axes per million feet of lumber taken out should be the best Standard. Under this Standard the CROWN JEWEL is the cheapest Axe on the market.

Dundas Axe Works, Dundas, Ont.

W. L. Haldimand, Jr., Eastern Agent, Montreal.

The Old Reliable;
The Horseshoers' Friend.

HORSE KEARNEY & FOOT, K&F RASPS.

MANUFACTURED BY

Trade Mark

The above brand of Horse Rasps has won a universal reputation, on account of having sharp, tough, elastic teeth—the esult of many years experience—and are in demand all over the continent.

Ask for the "K. & F. Rasp, which is standard and is warranted.

For sale by Wholesale Hardware Merchants and Dealers in Blacksmiths' Supplies.

Walter Grose, Selling Agent,
MONTREAL.

Manufactured by

Nicholson File Co.,
PORT HOPE, CANADA.

are as follows: "B C" and "Black Diamond," 10 to 11c.; Jessop's, Morton's and Firth's, 11c.; Jonas & Colver's, 10 to 20c.; ditto, "Air Hardening," 70c. per lb.; Chas. Leonard's, 8 to 9c.; Park's "Silver," 12 to 14c.; Park's "Special," 15 to 20c.

MACHINERY STEEL.—A better inquiry is reported. Prices are steady at $2 to $2.05 f.o.b. Toronto.

LEAD.—A fair demand is reported, with a steady market. Quotations are as follows: $3.50 per 100 lb. for pig lead, and $3.75 for bar lead.

IRON PIPE.—Prices are fair, with a good trade doing. Quotations are: Per 100 ft.: Black pipe, ¼ in., $3.25; ⅜ in., $2.40; ½ in., $2.65; ½ in., $2.85; ¾-in., $3.65; 1 in., $5.25; 1¼-in., $7.35; 1½-in., $8.95; 2 in., $12.55; 2½ in., $21; 3 in., $25; 3½-in., $32; 4-in., $38.

ZINC SPELTER.—A large movement is recorded. Prices are steady. We quote 6¼ to 6½c.

ZINC SHEETS.—A fair trade doing at unchanged prices. We quote the base price as follows: Cask lots, $6.75 to $7, and part casks, $7 to $7.25.

SOLDER.—The market is active. Prices are unchanged. Guaranteed half-and half is quoted at 18 to 19c., and wiping 17 to 18c.

OLD MATERIAL.

Copper and brass are ½c. higher. Other lines are unchanged. Deliveries are liberal, but the demand readily absorbs all offerings. We quote: Heavy copper and wire, 12½c. per lb.; light copper, 10c. per lb.; heavy red brass, 10½c. per lb.; heavy yellow brass, 9c. per lb.; light brass, 6c.; lead, 2½c.; scrap zinc, 3c.; iron, No. 1 wrought, $14 per net ton; No. 2 wrought, $5; machinery cast scrap, $16; stove plate, $11; malleable and steel, $7; old rubbers, 6½c. per lb. and country mixed rags, 50c. per 100 lb.

SEEDS.

Although the seed season is nearing its close the market is still very active. There is a good demand in all lines. Alsike is a little weaker this week, being quoted 25c. per bushel lower. We quote: Red clover, ex warehouse here, $6.50 to $8 per bushel; alsike, ex warehouse here, $5 to $8.25 per bushel; timothy, ex warehouse here, $2 to $2.75 per bushel.

NEW LIGHT STEEL RAILS ALL WEIGHTS, ALL SECTIONS

We offer for immediate shipment from stock, all sections from 12 up to 56 pounds to the yard with fastenings. CORRESPONDENCE SOLICITED.

Sessenwein Bros., 103 Shannon St., Montreal

WILL IT PAY?

SINGLE FIRST FLOOR OUTFIT

Every business transaction is weighed by one standard.

Will it Pay?

If you handle ***oil of any kind*** and are considering the purchase of a

BOWSER
Self-Measuring
OIL TANK

Let us ask you a few questions:

Is it worth 10 cents a Day to handle your oil without waste?

Is it worth 10 cents a Day to sell your oil without loss of time and labor?

Is it worth 10 cents a Day to have no leaky, dirty measures and funnels to handle?

Is it worth 10 cents a Day to keep your oil room neat and clean?

We might propound a hundred questions equally as pertinent. If any one of these is worth 10 cents a day, is not the combination of the many worth more than the cost of a **Bowser Self-Measuring Oil Tank**, which will give you all these advantages?

Let us give you full particulars. **Ask for Catalogue "A."**

S. F. BOWSER & CO., Factory FORT WAYNE, IND.

HIDES, SKINS AND WOOL.

This market shows no change since last week. The calfskin market remains strong and the wool and hide markets weak. There is no change in the quotations.

HIDES.—No. 1 green, 7½c.; No. 2 green, 6½c. per lb.; No. 1 green, steers, 8c.; No. 2 green, steers, 7c. per lb.; cured, per lb., 7⅞ to 8¼c.

CALF SKINS.—Veal skins, No. 1, 6 to 14 lb. inclusive, 10c.; No. 2, 8c.; No. 1,

15 to 20 lb. inclusive, 9c.; No. 2, 7c. Deacons (dairies), each, 60 to 70c.; sheep skins, 90 to $1.10.

WOOL. Unwashed wool, per lb., 8 to 9c.; fleece wool, 15 to 16c.; pulled wools, super., per lb., 15c.; extra, 18c.

TALLOW. Tallow is very scarce. We quote 6 to 6½c. per lb.

NOVA SCOTIA MARKETS.

Halifax, April 20, 1903.

THE general conditions relating to the hardware trade still continue good, and a considerable volume of business was done during the last week. In all seasonable lines trade was beyond the average. While some firms report business quiet, others report it only fair, while still others report it as above stated. This is accounted for by the fact that the hardware business in Halifax is peculiar. In the first place, every wholesaler is also a retailer, to a greater or less extent. Then, again, the old established hardware firms make a specialty of certain lines—the trade in which they have held for years. New firms may start up, but they never get the hold on the trade in these special lines that is held by the longer-established firms. This compels the newer firms to branch off into new lines, such as woodenware, tinware, and general kitchen furnishings, down to pots, kettles and pans, usually bought of the stove dealers. Others take up general sporting goods, guns, ammunition, fishing gear, etc., usually handled by the drug and fancy goods stores. Others take up the bicycle trade, or any other line than can in any way be made useful in the hardware line. This, as would be expected, makes the general report of any week or season vary according to the special line handled.

* * *

Reports from all parts of the territory covered by Halifax travellers continue to be most encouraging, and a good season's business is anticipated. There has been some bad weather, but the spring is opening up well, and in many sections building operations are well under way, and may now be continued without much interuption. The demand for builders' materials still continues good. Prices remain firm. All lead products have advanced. There has been, and will continue to be, considerable demand for plumbers' supplies, which are largely affected by advances in this article.

* * *

Turpentine remains firm. Linseed oil is now quoted for raw 65c. in barrels and 70c. in smaller quantities; boiled, at 68 and 73c.

* * *

James Hillis, of the Richmond Foundry, Halifax, and H. S. Cardwell, of Burrell-Johnson Co., Yarmouth, were the Nova Scotia representatives to the Maritime Stove Founders' meeting at St. John last week. Mr. Hillis was elected president of the association. The secretary is also a Nova Scotian, F. H. Wilson, of Yarmouth.

* * *

Various opinions are expressed here among the hardware men as to the effect of the German surtax with reference to hardware. The general opinion seems to be that it will eventually be of great advantage to the great steel works, both at Sydney and at Sault Ste. Marie. There are at present imported considerable quantities of cutlery, lines of shelf hardware and tools from Germany. The trade in these will be diminished, if not entirely cut off, and will go to Great Britain and the United States, probably the greater amount going to the former on account of the rebate duty under the preferential tariff.

* * *

The steamers City of St. John and Pharsalia, which arrived during the last ten days, brought large supplies of glass, zinc, cement and other lines usually imported from the other side at this season of the year.

R. C. H.

Our Metallic Ceilings and Walls

Are an ideal finish for all kinds of buildings, because they combine both beauty and utility.

We make an almost countless assortment of artistic designs—he plates fitting accurately, the joins imperceptible and the pattern continuous in perfect precision throughout.

The sanitary superiority, fireproof protection, handsome effect and moderate cost appeal to all progressive people.

You can scarcely afford not to handle these goods

The Metallic Roofing Co., Limited

TORONTO MONTREAL WINNIPEG

HALIFAX HARDWARE CONTRACT.

Evidently there is trouble in store for some person in connection with the purchase of hardware supplies for Halifax. Black Bros. & Co. sent to a recent meeting of the council the following letter:

GENTLEMEN: This contract was awarded to us for the current year, and we are led to believe from information received that goods in it have been purchased from other parties in the same line of business. We also note that we are not getting anything like the quantity of hardware outside the tender that we have in former years. From information received we believe that orders have been given to other firms in the city. This we do not think fair, as the prices in the tender are extremely low, and we certainly think that all hardware the city wants should be purchased from us at as good prices as others will give.

We will always be very glad to quote prices fo any extra goods, and if it is found that our prices are not so low as others we will be content to let the order go by us, but we think in fairness we should have a chance to tender for the business.

Will you kindly bring this matter to the attention of the council? Yours truly,

BLACK BROS. & CO.

The council have taken the matter up quite seriously and the following resolution, moved by Ald. MacIlreith, has been adopted:

Resolved, That the Clerk of Works do furnish answers to the following questions for the information of the Council:

1. Has it been the practice in the past to buy all hardware for the Works and Water Department from the firm having the contract?

2. If goods commonly classed as hardware are purchased from firms other than the regular contractors, are quotations sought from different dealers?

3. If quotations were obtained, were the goods purchased from the dealer quoting the lowest price?

4. If no quotations were obtained, was price asked from dealer from whom goods were purchased?

5. If not, was price fixed in order for goods?

6. Were any goods, enumerated in contract, purchased elsewhere than from contractor?

7. If so, why?

8. Who fills in name of person to receive order?

9. Under whose directions is it filled in?

10. Who certifies as to the correctnees of prices charged where no quotations are asked for, and is such official familiar with the market prices of such goods?

OTTAWA HARDWARE NOTES.

Messrs. Hawley and Richard, formerly with McDougall & Cuzner, are opening up hardware on Sussex street. They are both thoroughly experienced, and, with a good connection, should have abundance of trade.

C. Mulhall, who has been with Butterworth & Co. for some years, has accepted a travelling position with Kemp Mfg. Co., of Toronto. His territory will be in the vicinity of Ottawa.

INDUSTRIAL GOSSIP

THE activity in lumbering is even more marked this year than in past seasons. Reports from all sections of Eastern Canada speak of high wages being paid at saw mills, new mills starting, old ones working overtime or being enlarged.

The Canada Carving Co. has started to manufacture carved woodenware at Toronto Junction.

Fire did about $10,000 damage to the stock of Fraser, Johnston & Co., saddlery hardware manufacturers, Hamilton, last week.

The C.P.R. have confirmed the report that they will build an independent line from Winnipeg to St. Paul, Minn., about 450 miles.

Bowlen Bros., Cardigan Bridge, are opening a branch store at Souris, P.E.I., where they will carry a full line of agricultural implements, oils, hardware supplies, etc.

The several collieries of the Nova Scotia Steel & Coal Co. at Sydney mines are now giving a daily output of 1,500 tons. By the middle of summer the output will be double what it was last summer.

Randolph & Baker, St. John, N.B., have started the construction of a third draw-kiln, which will give them a daily output of about 450 barrels of lime and employment to about 10 more men.

The construction of the works for the Colonial Cement Co., Wiarton, Ont., are being rapidly constructed. The main building will be 300 x 150 ft., the powerhouse 50 x 120 ft. and the engine room 45 x 90 ft.

NEW COMPANIES INCORPORATED.

The Lenz & Leiser Co., Limited, dry goods dealers, Victoria ; capital, $150,000.

The British Columbia Creosoting Works, Limited, Vancouver ; capital, $50,000 ; to manufacture paint, to paint with creosote, charter and buy steamers and other privileges.

Browne & Wells, Limited, general agents, Toronto ; capital, $50,000 ; directors, G. D. Gus. Browne, J. V. Wells, E. B. Ryckman, C. W. Kerr and A. T. Kirkpatrick, Toronto.

The Electro Manganese Co., St. John, N.B.; directors, B. E. Kingman, F. C. Sayles, R. W. Sayles, H. McLaughlin and Matthew Lodge; capital, $1,500,000, with power to increase to $10,000,000 ; to engage in the mining, smelting and refining of wad and bog manganese, wad and bog iron and other ores, and manufacture them into ferro-manganese, spergeleison iron and other ferros by electric reduction.

SHIPBUILDING ACTIVITY.

Shipbuilding in the vicinity of Parrsboro is fairly brisk just now. Between Parrsboro and Spencer's Island there are seven schooners, one steamer and one barge on the stocks, says The Halifax Chronicle. At Parrsboro there are two large three-masters, one steamer and one large barge ; at Port Greville three large three-masters and one two-master, at Spencer's Island one two-master and a large tug. A large three-master is to be put on at the latter place and another at Port Greville. The barge is for the Cumberland Coal and Railway Co, and is about 1,100 tons.

STEPS TO WIND UP A PAINT FIRM.

Proceedings are being taken to wind up the Hollywood Paint Company, of Hamilton, of which Seneca Jones is president. This company was incorporated in May, 1901, with a capital of $100,000, but assigned for the benefit of creditors on April 21, 1903. The Norton Manufacturing Company, of Hamilton, of which W. C. Breckenridge is manager, creditors to the extent of $1,044, have filed the petition asking for winding-up proceedings.

MR. MACPHERSON'S PROMOTION.

Mr. Alexander MacPherson, manager of the Toronto branch of the Canadian Rubber Co., has been promoted to a more important position in the company's service, with headquarters in Montreal. He leaves for Montreal about May 1, but he will frequently make business trips to Toronto and the west.

CATALOGUES, BOOKLETS, ETC.

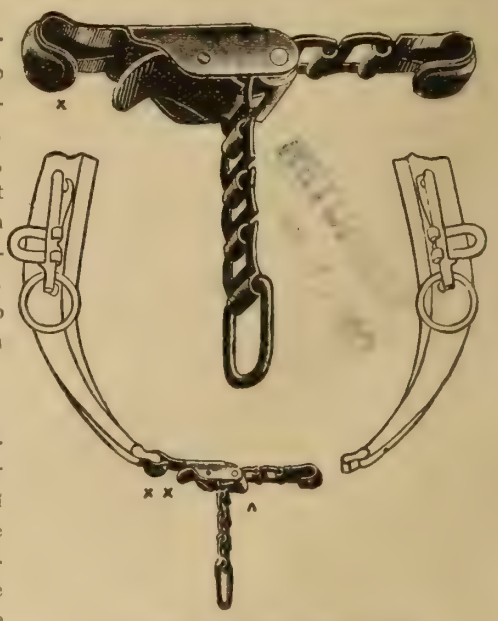
AN ARTISTIC CATALOGUE.

The Toronto Plate Glass Importing Co. have issued their catalogue for this year. It is a large book, with a heavy paper cover bound in cloth. The back and the front of the cover have the same design, which, although plain and simple, presents quite a striking appearance. The cover is a deep red color, and is relieved with the word "Glass" in large black lettering across both the front and back. The paper used in the catalogue is exceptionally good, and the designs of the different kinds of glass show up exceedingly well.

On the second page is the company's address to the trade, which is very appropriate. The index on the third page is very handy. The best cuts, from an artistic point of view and which do great credit to the artist and engraver, are to be found on pages 52, 101, 112 and 113. Those are but a few of the many in the book which show very excellent work. The one on page 101 will specially attract the attention of lovers of art. The price lists are arranged in a very neat and handy form. Every merchant in the trade should see this catalogue, for a true estimation of it cannot be formed until it has been carefully looked over.

DODSON'S PATENT HAME CHAINS

H. S. Howland, Sons & Co., Limited, Toronto, are now selling to the Canadian trade "Roy Dodson's Patent Hame Chains," manufactured by The Empire Machine and Metal Stamping Co., Limited, Toronto. The features of these hame chains are their tensile and wearing strength and the remarkable speed with which they can be fastened up. The directions for using are simple. One has merely to hook end X into hame loop, close down with hammer shown at XX, unbuckle at Λ, hook into right hame and pull up same as leather strap, put finger in ring, pull up tight.



Roy Dodson's Patent Hame Chain.

PERSONAL MENTION.

Ed. Hawke has removed from Winnipeg to Moose Jaw, where he will act as agent for "Plymouth" binder twine.

N. A. Gladding, vice-president and secretary of E. C. Atkins & Co., saw and saw tool manufacturers, Indianapolis, Indiana, has been appointed as one of the commissioners from Indiana to the Louisiana Purchase Exposition and World's Fair to be held in St. Louis in 1904.

VIEWS OF HARDWAREMEN ON THE SURTAX.

TO hardwaremen, especially importers of German goods, no part of the Finance Minister's budget speech was more interesting or aroused more comment than the surtax imposed on German goods. The effect of this on the heavier goods is expected to be serious; on the smaller class of hardware, however, there is little fear of any great damage to the trade.

Large importers of German goods naturally regret the action of both the Canadian and German Governments in discriminating against each other's goods, and look toward a settlement of the question doing away with both the extra tariffs. Said one of these gentlemen, who knows the German trade intimately: "I do not believe that the tariff war will last long. The German Government, I feel quite sure, would prefer to make tariff discriminations against English rather than against Canadian goods. The feeling in Germany is that whatever the colonies may do, it is to Great Britain, the centre of the Empire, that they must look for the satisfactory adjustment of the tariffs; and the German Government will examine into the imports and exports between the colonies and Germany and between Great Britain and Germany, and decide to strike at the fountain head. For instance, had the Government, in the first place, placed the surtax on English goods instead of on Canadian, there would be less probability of either Australia, New Zealand, or any of the other colonies giving preferential treatment to British goods, for the very good reason that it would not be accepted by the English Government. The colonies have protective tariffs and can raise them; England being as yet devoted to free trade is not in as good a position to put up a tariff fight."

Regarding the effect on the Canadian German trade, one of the best-known Canadian importers of German goods has the following to say: "There will be very little immediate effect on the shelf hardware and cutlery trade as a consequence of the surtax, because the price of German goods of this kind is now so far below that of other foreign nations competing on this market that the small advance of 10 per cent. on the cost (that is, one-third more than the 30 per cent. now imposed), would make but little difference. The price, even with the added cost, would not be higher than other imported goods of the kind. For the present trade is rather dull, on account of the uncertainty that exists as to prices. We are receiving inquiries day after day as to what the new cost of different articles will be. The principal competitors of Germany on this market are, of course, Great Britain and the United States. In tools and other shelf hardware the Americans are the most important competitors—the English manufacturers supply almost nothing in those lines, so the tariff will not help in that direction. The Americans, however, will, without doubt, push their tool trade here, where they already do a large business. It must not be forgotten, though, that German tools are imported in large quantities to the United States, in spite of the high tariff. To keep their Canadian trade it is possible that German manufacturers will still further reduce prices, and I would not be surprised to see the American or English manufacturers, finding little competition on the Canadian market, advance their prices on some lines.

"In the matter of cutlery the average German goods are all the way from 25 to 50 per cent. cheaper than the Sheffield article of the same quality and finish, and notwithstanding the preferential or the surtax, I cannot see how there will be any material interference with that trade.

"Another point is that these German brands of different classes of shelf hardware have become well known on this market, having been sold here for years, and in my experience I have found that it takes much more than a certain added cost to make people give up a favorite brand for another. Carpenters, blacksmiths, machinists, and all other trades know their tools well, and they don't like to try experiments with different brands to those they have been using and with which they were satisfied.

"As to heavy hardware, iron, steel, chain, vises, and such articles, the effect of the surtax, I believe, will be serious to importers of the German makes. An extra cost of 10 per cent. in these goods is an important item, and it is bound to affect sales on this market.

"In short, it might be said that on all goods where much material and little labor is involved, the consequences of the surtax on German goods will be serious, and on goods where much labor and little material is involved, the effects of it will be almost nil, the price of labor in Germany being much lower than in Great Britain or America."

The generally expressed wish among all importers and jobbers in these lines is to the effect that the two Governments would manage to get together on this question and do away with the discriminating tariffs. The trade in Germany, which has been rather slack for a couple of years, was improving rapidly, and at present business conditions in that country were of the best. This should make them all the more willing to make satisfactory terms with Canada.

SAWING CONTEST CHAMPION.

E. C. Atkins & Co., saw and tool manufacturers, Indianapolis, Indiana, have received a cable advice from New Zealand that the championship in the sawing contest held on Easter Monday, was won by the party using the Atkins saw. Full details will be given later.

METALLIC ROOFING CO.'S WINNIPEG AGENTS.

In our Winnipeg correspondence of "Hardware and Metal," of April 11, it was stated that Clare & Brodgett, of that city, were representatives of The Metallic Roofing Co., of Canada, Limited. In a letter just received from the latter company they say: "Please note that this is incorrect, as we have no connection whatever with that firm. Our goods are handled in Winnipeg by Thomas Black, 131 Bannatyne ave.; also by Merrick, Anderson & Co., and The J. H. Ashdown Hardware Co., all of whom carry them in stock."

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 2c. a word each insertion; cash in advance. Letters, figures, and abbreviations each count as one word in estimating cost.

SITUATIONS VACANT.

TINSMITH—Good all round mechanic, to work in store and shop, in Manitoba. Address, W. G. Rutherford, 427 Church St., Toronto. 17-1

TINSMITH WANTED—With two or three years' experience; state salary. F. A. Hoar, Oshawa. f

TINSMITH WANTED—Good general hand, on building and furnace work. Apply personally, Peaker & Son, Brampton. f

WANTED—First-class machinery blacksmith. Apply Canadian General Electric Co., Limited, Peterboro', Ont. f

WANTED—First-class tool makers, used to forming and cutting dies, etc.; also wood pattern makers. Apply Canadian General Electric Co., Limited, Peterboro', Can. f

WANTED—Good carriage and wagon painter, also wood worker. Apply corner Main and Danforth, East Toronto, Ont. f

TINSMITH—One who can do plumbing; steady job; state experience and salary expected. S. B. McClung & Co., Trenton, Ont. f

A FIRST-CLASS plumber at once. Allison, 668 Yonge. f

GENERAL BLACKSMITH—One or two years' experience; at once; steady work; state wages. Wm. Gowan, Creemore, Ont. f

CARRIAGE TRIMMERS—One on top and one on cushion work; steady job; highest wages. D. Conboy, Toronto. f

FOR SALE.

BINDER twine factory for sale; tenders will be received for purchase of same until May 2, 1903; new first-class plant; capacity three tons per day; highest or any tender not necessarily accepted. For further particulars address Chatham Binder Twine Co., Limited, Chatham, Ont. f

FOR SALE—General store in country village; first-class stand; post office in connection; also dwelling; stock can be reduced to $4,000. Apply to Box No. 6, Murillo, Ont. f

GENERAL BUSINESS for sale—in good manufacturing town Western Ontario; stock about thirteen thousand; best stand; store very modern; can be bought or rented. Address Box 465, Globe. f

OLD-ESTABLISHED HARDWARE—One restaurant, one boot and shoe, one drug. A. Hudgin, 9½ Adelaide east, Room One. f

HARDWARE FOR SALE—Cash business; chance for a young man; stock four thousand, part payment. Box 431, Globe. f

SITUATION WANTED.

HARDWARE CLERK and bookkeeper; young man, experienced, open for engagement May 1st; references furnished. Box 22 HARDWARE AND METAL. 16-3

POWER PLANT.

Elevating and Conveying Machinery for Coal and Merchandise. HEATING AND VENTILATING.

ALFRED J. STEVENS Engineer and Contractor.
Temple Building Toronto

TRADE IN COUNTRIES OTHER THAN OUR OWN.

A BRITISH VIEW OF COPPER.

THE LONDON STATIST of April 11, just received by mail, has the following to say on the copper situation:

"The market, both for copper and for copper shares, has distinctly changed in tendency the last week or two, and it would look as if the metal, after a long series of advances in price, had reached an apex, remained steady thereat for a few days, and that then at that apex point, being a very high price, buyers have refrained as much as possible from purchasing metal, and holders of shares are less assured than they lately were as to the future. It looks as if there were much larger stocks available in consumers' hands than hitherto has been imagined, and if such be the case it will enable consumers of copper to hold aloof from coming into the market at an extravagantly high level of price. Be this as it may, copper, which had advanced to very near £7 per ton, has this week dropped back to below £6. There has also been demoralization in New York Amalgamated Copper shares, having recently touched under 61, as against 71⅜, the highest price of last month (March 12).

"A metal broker, in his circular, stated a few days ago: 'Copper fell 20s. per ton in sympathy with the weaker market for copper shares.' Stock market reports simultaneously gave as the reason for the fall in copper shares that the metal had declined in price. The assertion that copper fell because of weakness of the share market reads like the tale of the tail wagging the dog. But may there not be a hidden meaning in the metal broker's reference to the share market? Speculators in the share market frequently buy metal with a view to influencing the price of shares. Have such speculators been operating in the metal market of late more extensively than has been suspected hitherto? It is a very old device, when there is a bull movement in shares, to affect the price of the metal by giving orders to buy copper for future delivery; then, when the rise in the price of the metal causes a sympathetic rise in the price of the shares, the profit can be taken on the shares, and, perhaps, also on selling the metal bought to influence the price of the shares. In case of a 'bull' movement in shares being checked, and operators seeing nothing more to go for on the 'bull' tack, they will give orders to sell copper that they may have bought to influence a rise in prices."

LARGER LAKE SUPERIOR OUTPUT.

As bearing on the situation on the metal the following figures of production of copper in the Lake Superior district for the calendar year 1902, just compiled by the Michigan authorities, will be of interest:

Mine	1902.	1901.	1900.
Calumet and Hecla	81,848,739	82,519,676	77,761,388
Quincy	18,988,491	20,540,720	14,116,551
Tamarack	15,961,528	18,000,852	19,182,502
Osceola	13,416,396	13 783,487	12,566,471
Wolverine	6,473,181	4,946,126	4,789 82.9
Baltic	6,285,819	2,641,432	1,735,060
Trimountain	6,000,000	.....	.....
Franklin	5,259,140	3,757,419	3,663,710
Atlantic	4,949,366	4,666,880	4,930,149
Champion	4,155,784	.....	.....
Isle Royale	3,569,748	2,171,955	.....
Mass	2,345,805	950,000	122,239
Adventure	606,211	29,361	23,572
Arcadian	600,000	500,000	1,350,000
Mohawk	226,824	160,890	.....
Michigan	133,373	.....	33,601
Winona	101,188	.....	.....
Centennial	.....	806,400	892,500
Arnold	.....	108,000	856,000
Phœnix	.....	93,643	88,206
Miscellaneous	500,000	50,000	73,400
Totals	170,831,593	155,716,848	142,151,571

The total production of copper in this country last year is estimated at about 700,000,000 lb. It is claimed by some members of the trade that, while the Lake Superior output, owing to the commencement of operations by new mines, is increasing, that in some other districts it is falling off.

A WEAK TIN MARKET.

The London pig tin market was weak on realizing sales, the quantity of spot metal placed during the day on the London Metal Exchange being particularly large. Prices on spot eased off 7s. 6d. at the opening, and further declined after noon, closing 15s. below the last figures of Monday. Futures were especially weak, declining £1 10s. In the New York market business was slack and the feeling was depressed. Spot declined to 29.75c. asked, 29.62½c. bid, and closed with a weak tone.—N.Y. Journal of Commerce, April 22.

BRITISH PIG IRON MARKET.

On the Glasgow Exchange this week the market for pig iron warrants has been moderately active, but the tendency has been towards lower rates. There is nothing in the condition of trade to depress values unless it is some alteration in American affairs. It is the opinion of some authorities that it will really be an advantage to the British iron trade when the American demand for our pig iron ceases entirely, but warrants are put up or down as the American demand appears likely to continue or cease. On Monday Scotch warrants were unchanged at 55s. 6d., and on the following day they declined to 54s. 8d. Yesterday the market was fairly steady at 54s. 6d. The market closed this morning at 55s. 3d., a decline of 1s. per ton since last Friday. There was no market this afternoon, nor will there be until Tuesday. At Middlesbrough the withdrawal of American support has weakened the market, and prices have fallen nearly 2s. per ton this week. Buyers are naturally holding off until the situation is clearer, and business is therefore stagnant. No. 3 Cleveland is nominally 50s. 3d. sellers. Iron and Steel Trades' Journal, April 11.

CUT AND WIRE NAILS IN PITTSBURG

There is a good, steady demand for cut nails, and we are advised that prices are being firmly held. In some cases shipments are not made as promptly as desired, owing to the scarcity of steel, but there is now less trouble from this cause than for some time. For April delivery we quote: Steel cut nails, $2.15, base, in carloads and $2.20 in less than carloads; iron cut nails, $2.25, base, in carloads and $2.30 in less than carloads, plus freight in Tube Rate Book to point of destination, 60 days, less 2 per cent. off in ten days.

Demand for wire nails is good and the market is strong in every way. Some of the mills are behind in shipments, due to the continued scarcity of steel, which interferes with the output to some extent. Old contracts, together with new orders being placed, will give the mills full work for some time to come. No advance is now expected in prices, which are regarded as being at a conservative point. The tone of the market is firm. We quote: Wire nails, $2 in carloads to jobbers, $2.05 in carloads to retailers and $2.15 in small lots f.o.b. Pittsburg, 60 days, or 2 per cent. discount for cash in ten days; for galvanizing nails, 75c. per keg is charged and for tinning nails $1.50 per keg extra.—Iron Age, April 16.

IRON SITUATION IN THE STATES.

Surface indications are adverse in the foundry iron markets of the country, and there is a weaker feeling. Sales are largely confined to spot lots and to early delivery, only little being done for the second half. It must be noted, however, that the volume of these transactions is large, considering the circumstances. The cardinal fact remains that the consumption continues on a very large scale, and that our increasing production will be compensated for to a considerable extent by the cutting off of imports.

Our prices for domestic iron now have reached a figure where it is unprofitable

to import foreign iron for distribution in small lots, or to ship larger blocks any distance into the interior. It is likely, too, that American furnacemen will in future meet foreign prices, whatever they may be, on large transactions in coast markets. How far European makers will go to retain their temporary outlet here remains to be seen.—Iron Age, April 16.

BRITISH TINPLATE MARKET.

Since the Birmingham quarterly meeting the market has been very firm. The inquiry is maintained, and a fair proportion of business has resulted at full prices for delivery over the next three or four months. The standard size has been sold at 12s. 1½d. and 12s. 3d. per box f.o.b. Wales, and 12s. 6d., 12s. 7½d., and 12s. 9d. per box f.o.b. Liverpool; and a steady sale is reported in 100 lb., 95 lb., 90 lb. and 85 lb. substances at the usual differences. Manufacturers' quotations are: Bessemer cokes, I C 11 by 20, 112 sheets, 108 lb., 12s. 3d. and 12s. 4½d. per box; Siemens-Martin steel, 12s. 1½d. and 12s. 6d. per box f.o.b. Wales.—Iron and Coal Trades' Review, April 10.

A NEW EUROPEAN GAS BURNER.

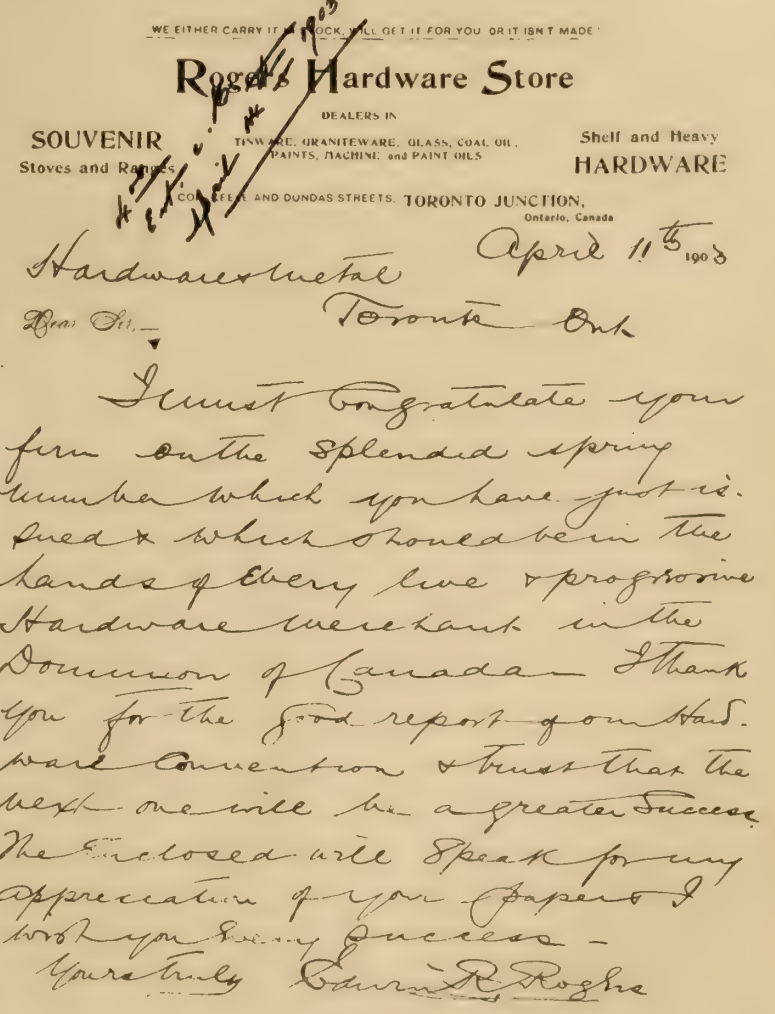
What may prove to be an important development in artificial lighting in the form of a self-luminous (i.e., not incandescent) gas burner, has been patented recently by G. Belin, of Brussels, says The Ironmonger of London. The principle involved is that the light emitted by a self-luminous burner depends on the temperature to which the glowing particles of carbon are raised; so that, if the temperature is increased, the luminosity for a given hourly consumption is raised. With the object of so increasing the temperature, the inventor has arranged a burner in which a non-luminous or atmospheric flame plays upon a luminous flame, part of the gas burnt being thus used solely as a source of heat. In appearance the burner is much the same as the duplex acetylene jets with which most people are now familiar, but centrally disposed between the curved arms there stands one upright jet. All three are joined together at the base to a common inlet aperture. Either the single central arm or the two curved side arms are fitted with air bulbs, so as to produce Bunsen flames; while either the two side arms are provided with pinholes which yield two streams of gas, splaying each other (acetylene fashion) out into a flat flame, or the central arm is connected with a flat-flame burner of the usual description. Thus two non-luminous flames lick the sides of the single luminous flame, or the non-luminous flame is, so to say, inside the luminous flame. Various modifications in the construction are possible; the central tube may carry an Argand burner upon which the two Bunsen flames impinge, or the Bunsen may be given an annular shape with a luminous ring burner arranged inside. The device is claimed to be available for the combustion of coal gas, oil gas or acetylene; but it is specially intended for oil gas. There is every probability that the burner should develop a higher candle power than any type of luminous burner consuming a gas of equal latent luminosity at the same rate when the jet or jets which burn the gas non-atmospherically are alone considered; but it would be interesting to have conclusive evidence that the duty of the new burner is higher than that of any other type when the whole of the gas passed by it is allowed for.

PLUMBERS WITH BARR COLONISTS

The differences of the masters and journeyman plumbers of Winnipeg have assumed an interesting phase recently, says The Telegram. The journeymen are now quietly but persistently trying to get two non-union shops in the city to join their ranks in their demand for an increase of from 40 to 50c. per hour.

On the other hand, the arrival of a dozen or more plumbers in the party of the Barr colonists last week has strengthened the master plumbers' side of the contest. These immigrant plumbers, it is understood, have been persuaded to remain in the city by good inducements for the near future.

Both sides are explicit and apparently determined to push their issue to the farthest extent. The limit allowed the employers by the journeymen in their demand is July 1, but it is entirely probable that some agreement will be reached before this date.


WE EITHER CARRY IT IN STOCK, WILL GET IT FOR YOU OR IT ISN'T MADE

Roger's Hardware Store

DEALERS IN

SOUVENIR Stoves and Ranges

TINWARE, GRANITEWARE, GLASS, COAL OIL, PAINTS, MACHINE and PAINT OILS

Shelf and Heavy HARDWARE

CORNER EGLINTON AVE. AND DUNDAS STREETS. TORONTO JUNCTION, Ontario, Canada

April 11th 1903

Hardware and Metal
Toronto Ont

Dear Sirs,—

I must congratulate you
fore on the splendid spring
number which you have just is-
sued & which should be in the
hands of every live & progressive
Hardware merchant in the
Dominion of Canada. I thank
you for the good report of Hard-
ware Convention & trust that the
next one will be a greater success.
The enclosed will speak for my
appreciation of your paper & I
wish you every success —
Yours truly Edwin R. Rogers

SALPETRE FROM AIR

United States Consul-General Richard Guenther, writing from Frankfort, March 3, 1903, says that Professor Muthmann, of the Polytechnical Academy at Munich, in a recent lecture before the Chemists' Association of his city, stated he had demonstrated that saltpetre can be produced from air by electricity at less than one-fourth its present cost. It has for some time been known to scientists, the professor continued, that nitric acid can be formed by passing high electric currents through moist air between two platinum poles, and suitable apparatus is all that is now needed for the manufacture of nitrates on a large scale.

PAINT, OIL AND BRUSH TRADES

A PAINT MAN'S VIEW OF THE PAINT TRADE.

WALTER H. COTTINGHAM, general manager of The Sherwin Williams Company, left Montreal on Sunday for Boston, Mass., after paying his usual visit to the Canadian branch of the business. Mr. Cottingham speaks enthusiastically of the business in Canada, not only their own, but the general trade of the country. Although in the United States, with its immense field for operations, The Sherwin-Williams Company's business has expanded rapidly, and is still branching out here and there over the entire country, it is just as successful in Canada, in proportion to the population and field for trade. The new factories to be built in Montreal, of which mention has already been made in this paper, will, according to Mr. Cottingham, be among the most modern in point of equipment of any paint plant in the world. Electricity is to be used throughout in the factories. It is an evidence of the actual necessity for enlarging the Canadian plant that the lease on the present premises has still some years to run, and it is not convenient to move out at this time. But it must be done.

The growing trade of the Canadian Northwest was a subject for much comment by Mr. Cottingham. He thought it a good sign that the new settlers there should take the best goods—paints among other things—that were to be had. Although their own trade in the Northwest is supplied, to a great extent, from the Minneapolis branch, yet the warehouse in Winnipeg was doing a thriving business in the new country, and much was expected of it.

The export trade is now engaging the attention of this company. "You know," said Mr. Cottingham, in explanation, "our motto is to cover the earth."

In pushing this export trade Canadians are taking prominent places. Mr. Fallis, who formerly represented the company in Western Ontario, goes to London, Eng., shortly to open an office. The Sherwin-Williams paints have already received fair recognition on the English market, where ready-mixed paints have not been brought to anything like the high standard that characterizes them here; and with a permanent office and warehouse in England there will be practically no limit to the trade. From the London office, Mr. Fallis will superintend the European business also. France and Germany, the largest markets, both collect stiff duties on paints, but in spite of this the Sherwin-Williams people have steadily forced their way into a good trade. Another Canadian, Mr. Donaldson, who represented the firm in the Maritime Provinces, has been touring Australia, New Zealand, India, the Philippines, and China in the interests of "S. W. P." His headquarters are in Sydney, Australia. In Australia he competes with all the world's paints, and does well. The Australians are buyers of the best. India is a market for the cheapest paints, and China, also, is not a gold mine for the exporter of paints. The South-American representative of Sherwin-Williams is a third good Canuck—Mr. Tucker, who is covering the Southern markets, and covering them well.

Canada and the United States are the only countries in which Sherwin-Williams manufacture their paint, although they do not promise that these two will remain the only manufacturing countries.

During his conversation with the "Hardware and Metal" man, Mr. Cottingham paid a high tribute to this paper. It was one of the brightest trade papers he knew of, and should be one of the most helpful to the retail paint and hardware merchant.

PAINT AND OIL MARKETS.

MONTREAL.

THERE has been a sensible decrease in the volume of business in paints and oils during the week, as the cold, unseasonable weather has interfered with outside operations to a considerable extent. The larger orders also for spring shipment have been filled, and new business that is doing is more of a sorting-up character. There has been a decline of 1c. in turpentine, and for forward delivery in May it is claimed that offers of materially lower prices have been made. Linseed oil is cabled quite firm. There is a fair inquiry for ground white lead, and dry colors are also in fair request.

GROUND WHITE LEAD.—Best brands, Government standard, \$5.25 to \$5.50; No. 1, \$4.52½ to \$5.12½; No. 2, \$4.65 to \$4.75; No. 3, \$4.27½ to \$4.37½; No. 4, \$3.90 to \$4., all f.o.b. Montreal. Terms, four months, or 3 per cent. off for cash in 30 days.

DRY WHITE LEAD.—\$5 in casks, and in kegs, \$5.25.

DRY WHITE ZINC.—Pure dry, in casks, 6¼c.; in 100-lb. kegs, 6¾c.; No. 1, zinc, in casks, 5¼c.; in 100-lb. kegs, 5¾c.

WHITE ZINC (ground in oil)—Pure, 25-lb. irons, 8c.; No. 1, 7c.; No. 2, 6c.

PUTTY.—We quote: Bulk, in barrels, \$1.60; bulk, in 100-lb. packages, \$1.85; bladders, in barrels, \$1.90; bladders, in 100 or 200-lb. kegs, \$2.05; 25-lb. tins or irons, \$2; 12½-lb. tins, \$2.30. f.o.b. Montreal, Ottawa, Toronto, Hamilton, London and Guelph. Maritime Provinces, 10c. higher, f.o.b. St. John and Halifax. Three per cent. discount for cash in 30 days.

ORANGE MINERAL.—Casks, 7c.; 100-lb. kegs, 7¼c.; smaller quantities, 8¼c.

RED LEAD.—Genuine red lead, in casks, \$4.50; in 100-lb. kegs, \$4.75; in less quantities, \$5.75 per 100 lb. No. 1 red lead, casks, \$4.25; kegs, \$4.50 and smaller quantities, \$5.50.

LITHARGE.—Ground, casks, 5c.; less quantities, 5½c.; flake litharge, casks, \$5.25; smalls, \$5.75 per 100 lb.

LINSEED OIL.—Raw, 1 to 4 barrels, 59c.; boiled, 62c.; raw, 5 to 9 barrels, 58c.; boiled, 61c. Terms, net cash in 30 days. Delivered in Ontario, between Montreal and Oshawa, at 2c. per gallon advance.

TURPENTINE.—Single barrels, 90c.; 2 to 4 barrels, 89c. Terms, net cash in 30 days.

BENZINE.—25 to 26c.

SHELLAC VARNISH.—Pure white, \$2.35 to \$2.45; orange, \$2.25 to \$2.35.

MIXED PAINTS.—\$1.20 to \$1.40 per gallon.

CASTOR OIL.—8¾ to 9¼c. in wholesale lots, and ½c. additional for small lots.

SEAL OIL.—48 to 50c.

COD OIL.—35 to 37½c.

PURE CANADIAN PARIS GREEN.—Petroleum barrels, 16¼c.; per lb.; arsenic kegs, 16½c.; 50 and 100-lb. drums, 17c.; 25-lb. drums, 17½c.; 1-lb. packages, 18c.; ½-lb. packages, 20c.; 1-lb. tins, 19c.; ½-lb. tins, 21c.

PURE ENGLISH PARIS GREEN.—Petroleum barrels, 14½c.; arsenic kegs, 14½c.; 50 and 100-lb. drums, 15c.; 25-lb. drums, 15½c.; 1-lb. paper boxes, 16c.; 1-lb. tins, 17c.

TORONTO.

Trade has improved materially during the past few days, after two weeks' of quietness. The demand is of a general sorting nature and all districts are sending in orders freely. In the staple the demand is affected somewhat by price conditions. Linseed oil business has fallen off. Turpentine orders are still of the hand-to-mouth nature, buyers looking for further reductions, though the price has been reduced to 76c. for single barrels, Montreal, Ottawa, Toronto, Hamilton, London and Guelph, and 78c. to outside points. Paris green is quiet, as spring delivery orders have all been shipped and repeat orders have not yet started to come in. Prices are still being cut. White lead is quiet and is being sold at exceedingly close margins by some of the jobbing houses. Other prices are steady. We quote:

WHITE LEAD.—Ex-Toronto, pure white lead, \$5.10 to \$5.25. No. 1, \$4.62½ to

"ARK BRAND"

IS INVALUABLE FOR IRON WORK OF ALL KINDS

because it is not affected by expansion and contraction, and under all circumstances and conditions will greatly outlast all other paints.

This is but one of the individual qualities possessed exclusively by "Ark Brand" Paint that go to make it the most profitable paint for dealers to carry.

Let us tell you more about "Ark Brand" Paints, and the inducements we offer to dealers and in the meantime think over this letter.

AMELIASBURG, DEC. 29

To THE FRANCIS-FROST CO., Limited,
TORONTO.

GENTLEMEN:—I have sold your "Ark Brand" Paint for several years and beg to say that I am pleased with the results. I find that my customers after using your "Ark Brand" Paints once, ask for them again and will not have other makes. I find your mixed paints true to name, good colors and good wearing paint.

Yours,
JOHN SPRAGUE.

THE FRANCIS-FROST CO. Limited
TORONTO.

Canadian Distributing Agents for Grippin's Crack Filler, and "Muresco" Wall Finish.

Canada Linseed Oil Mills LIMITED

MONTREAL.

Manufacturers of

"GUARANTEED PURE"

Raw and Boiled

LINSEED OIL

N. B.—We are on the market to buy good, sound, oak Linseed Oil, Turpentine, Varnish and Machine Oil Barrels.

McArthur, Corneille & Co.

MONTREAL

Glue and Gelatine

In extensive assortment, to suit all requirements.
WILL BE PLEASED TO SUBMIT SAMPLES AND PRICES.

MANUFACTURERS AND IMPORTERS OF . . .

White Lead, Oils and Colors, Prepared Paints, Window Glass, Varnishes, Etc.

SELLING AGENTS IN CANADA

For the GENUINE
Imperial French Green
of JOHN LUCAS & CO.,
PHILADELPHIA.

And CELEBRATED
English Varnishes
of CHAS. TURNER & SON,
LONDON.

$1.87½; No. 2, $1.25 to $1.50; No. 3, $2.87½ to $1.12½; No. 4, $3.50 to $3.75 in packages of 25 lb. and upwards; ½c. per lb. extra will be charged for 12½-lb. packages; genuine dry white lead, in casks, $5.02½.

RED LEAD.—Genuine, in casks of 560 lb., $4.75 to $5; ditto, in kegs of 100 lb., $5.25 to $5.50; No. 1, in casks of 560 lb., $4 to $4.25; ditto, in kegs of 100 lb., $4.25 to $4.50.

LITHARGE.—Genuine, 6 to 6½c.

WHITE ZINC.—Genuine, French V.M., in casks, $6 to $6.25; Lehigh, in casks, $6 to $6.25.

SHINGLE STAIN.—In five-gallon lots, 60 to 85c. per gallon.

PARIS WHITE.—90c. to $1 per 100 lb.

WHITING.—65c. per 100 lb; Gilders' whiting, 80c.

GUM SHELLAC.—In cases, 35 to 37c.; in less than cases, 40 to 42c per lb.

LIQUID SHELLAC.—Pure orange, in bbls., $2.30 to $2.40; white, $2.35 to $2.45 per gallon; in less quantities, 10c. extra.

GLUES.—Broken sheet, in 200-lb. bbls., 8 to 8½c. per lb.; cabinet glue, in bbls., 11½ to 12c.; emery glue, in bbls., 17c.; bookbinders', ground, 10½c.; finest American, white, 19c.: No. 1 American white, 15c. per lb.

PUTTY.—Bladders, in barrels, $2.10; bladders, in 100-lb. kegs, $2.25; bulk in barrels, $1.80; bulk, less than barrels, and up to 100 lb., $2.05; bladders, bulk or tins, less than 100 lb., $2.75.

PARIS GREEN.—Petroleum bbls., 13 to 15½c. per lb.; arsenic kegs, 13½ to 15½c.; 50 and 100-lb. drums, 14 to 16c.; 25-lb. drums, 14½ to 16½c.; 1-lb. packages 15½ to 17c.; 2-lb. packages, 17 to 18c.; 1-lb. tins, 16 to 18c.; ½-lb. tins, 17 to 19c.

PLASTER PARIS.—New Brunswick, $2 per barrel.

PUMICE STONE.—Powdered, $2.50 per cwt. in bbls. and 4 to 5c. per lb. in less quantity; lump, 10c. in small lots and 8c. in bbls.

LIQUID PAINTS.—Pure, $1.20 to $1.40 per gallon; No. 1, $1.10 per gallon.

BARN PAINTS.—65 to 70c. per gallon.

CASTOR OIL.—English, in cases, 8 to 9c. per lb.; and 9 to 10c. for single tins.

LINSEED OIL.—Raw, 1 to 2 bbls., 61c.; boiled, 64c.; 3 to 5 barrels, raw, 60c.; boiled, 63c.; 6 to 9 barrels, raw, 58c.; boiled, 61c. delivered. To Toronto, Hamilton and London, 2c. less. All quantities of 10 barrels and over of linseed oil sold only f.o.b., Toronto, Hamilton, London and Guelph.

TURPENTINE.—Single bbls., 76c.; 2 to 3 bbls., 77c. delivered. Toronto, Hamilton and London, 1c. less. For less quantities than barrels, 5c. per gallon extra will be added, and for 5-gallon packages, 50c. and 10-gallon packages, 80c. will be charged.

WINDOW GLASS.

MONTREAL.

There is a fair business doing in window glass, and prices are firmly held all round. Quotations are as follows: First break, 50 ft., $2; second, $2.10 for 50 ft., first break, 100 ft., $3.80; second break, $4; third break, $4.50; fourth break, $4.75.

TORONTO.

There is a fairly good sorting trade. Hardware retailers are keeping up their requirements until import orders arrive. These are expected about the end of May or the beginning of June. Our quotations are as follows: Star, under 26 in., $3.80; 26 to 40 in., $4; 41 to 50 in., $4.50; 51 to 60 in., $4.75; 61 to 70 in., $5; 71 to 80 in., $5.50. Toronto, Hamilton and London. Terms, four months, or 3 per cent., 30 days.

PAINT AND OIL NOTES.

Kingston painters are still on strike.

Winnipeg painters are asking 30c. per hour, the new wage to begin May 1.

Montreal painters propose to form a class for technical instruction during May.

The Canada Hardware Co., Montreal, have received a carload of "Jewel" mixed paints and a large shipment of bamboo fishpoles.

The Francis Frost Co., Limited, report a particularly heavy demand for "Ark" brand mixed paints.

TURPENTINE AND ITS SUBSTITUTES

Turpentine, by far the most useful solvent and dilutent used in paint and oil-varnish making, plays another important role, besides that of a solvent—namely, that of acting as a varnish, says Oils, Colors and Drysalteries. If glass be brushed over with turpentine and allowed to "dry," a transparent varnish-like coating remains showing that a liquid has not merely dried or evaporated; a portion of the fluid has evaporated and the remainder has absorbed oxygen from the air and formed thereby a solid resinous product. This has always to be remembered in substituting turpentine, wholly or partly, for other liquids, such as petroleum ether. When the latter is used, no resinous material is left behind on drying—no binding effect is produced on the other ingredients of the paint. Turpentine weighs on the average 8 lb. 10 oz. to the gallon. The addition of adulterants generally either lowers or raises this weight, although the skilful admixtures of two other ingredients, one being lighter and the other heavier, may be made, which leaves the mixture of the three of the same specific gravity as pure turps itself. Most adulterants in use, however, lower the specific gravity, so that a turpentine weighing appreciably less than about 8 lb. to the gallon is to be strongly suspected.

American turpentine is better adapted for paint-mixing than the other varieties in the market. Russian turpentine is cheaper. Its intolerable odor formerly greatly militated against its more general adoption. Recently, however, this defect has, to a large extent, been overcome by improvements in manufacture. Another characteristic of the Russian turpentine is its rapid oxidizability, which, in some cases, is rather an advantage, but for ordinary paint the reverse.

The "turpentine substitutes" in the market, sold under a variety of fancy names, generally consist of benzoline or rosin spirit, mixed frequently with real turpentine, and also with heavier distillates from petroleum refining. The petroleum spirit of gravity 690, they are, of course, less inflammable and a trifle less solvent in their use, and, consequently, substitutes containing them are, on the whole, greatly preferable to those consisting of the lighter liquids. A good average specific gravity in these petroleum spirit mixtures is 725 to 750. Too light a spirit should be avoided.

It may be mentioned here that much of the cheap paint in the market, especially during the recent times of high prices of both linseed oil and turpentine, about which complaints were frequently made regarding the drying up dull and lustreless, contained an undue proportion of such turpentine substitutes as petroleum spirit and rosin spirit.

TRY

A sample order and you'll stock it always.

It's the greatest seller the paint trade has ever offered.

EVERY CUSTOMER

to your store will buy it. Doesn't fade, chip or wash off.

"ANCHOR" STRAW HAT ENAMEL.

HENDERSON & POTTS

Send us a post card and let us tell you all about it.

Established 1874.

HALIFAX and MONTREAL.

TRADE MARK

PAINT FOR ALL PURPOSES.

ALUMINUM PAINT
BARN PAINT
BOAT PAINT
BRICK PAINT
BRIDGE PAINT
COACH PAINT
COLORED PAINT
COPPER PAINT
CHAIR PAINT
DECK PAINT
DIPPING PAINT
ENAMEL PAINT
FIREPROOF PAINT
FLOOR PAINT
FRESCO PAINT
GRAPHITE PAINT
LEAD PAINT
HANDY PAINT
LIQUID PAINT
MACHINE PAINT
MAGNETIC PAINT
MARINE PAINT
MINERAL PAINT
MAST PAINT
OXIDE PAINT
PAINTERS' PAINT
PRIMING PAINT
POLE PAINT
RADIATOR PAINT
RAILWAY PAINT
READY-MIXED PAINT
ROOFING PAINT
SANITARY PAINT
SCREEN PAINT
SEMI-PASTE PAINT
SHINGLE PAINT
STATION PAINT
WAGON PAINT
WATER PAINT
WHITE PAINT
WIRE PAINT
ZINC PAINT

THE CANADA PAINT COMPANY LT'D

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS AND COMPROMISES.

An offer has been made for the assets of the carriage-making business of Gustave Doucette, Ste. Angele de Laval, Que.

Mrs. P. Cloutier, general merchant, St. Eugene, Que., has assigned.

N. Sukloeff, general merchant, Brechin, Ont., has assigned to A. M. Gunn.

F. A. Labelle has been appointed curator for Geo. Reid, general merchant, Gracefield, Que.

A. K. Hudson, general merchant, Hebertville, Que., has compromised at 10c. on the dollar.

Leader & Parsons, general merchants, Quyon, Que., are offering to compromise at 42½c. on the dollar, cash.

Wald. J. Gosselin, merchant, Gloucester, Ont., has assigned to Wm. A. Cole, and a meeting of the creditors was held on April 20.

INCORPORATIONS AND CHANGES.

N. Hay, hardware merchant, Ottawa, is retiring from business.

Menard & Bouchard, Montreal, have been registered as builders.

Karstedt & Co., tinware, Georgetown, Ont., are giving up business.

Frank Bristow, plumber, Rossland, B. C., has removed to Edmonton.

The Huron Navigation Co., Limited, Toronto, have obtained a charter.

Leda Frigon & Cie, general merchants, St. Tite, Que., have been registered.

S. Bourgeois & Co., general merchants, St. Hyacinthe, Que., have been registered.

The British Columbia Creosoting Works, Limited, Vancouver, B.C., has been incorporated.

The style of H. Wilson, agricultural implement merchant, Cobden, Ont., is now H. & W. Wilson.

The style of J. E. Ryan & Co., hardware merchants, Pembroke, Ont., is now Mackie & Ryan.

The Omineca and Peace River Mining Co., Limited, Vancouver, B.C., has been incorporated.

The Hartney Farmers' Elevator Co., Limited, Hartney, Man., has been incorporated.

Crawford & Co., general merchants, Melfort, N.W.T., have been succeeded by Cliff Bros.

Hamelin Bros. & Co., general merchants, Melita, N.W.T., have been incorporated.

James Newman, general merchant, Cherry Valley, Ont., is succeeded by John H. Jones.

Wilson & Arnold, agricultural implement merchants, Moose Jaw, N.W.T., have been succeeded by Wilson & Son.

The New Brunswick Wire Fence Company, Limited, Moncton, N.B., is applying for letters patent, increasing the capital of the company to $40,000.

SALES MADE AND PENDING.

H. D. Brown, general meechant, Saskatoon, is negotiating to sell out.

H. A. Day, general merchant, Lacombe, N.W.T., has sold out to D. M. Horn.

The assets of the general business of E. Laferriere, St. Julienne, Que., are sold.

About "C" Horse Nails.

We ask your consideration of the following reasons for our making the claim that the "C" brand horse-nails made by our company since 1865 is the best for you to buy.

First:—The material of which they are made. It is the best obtainable—Swedish charcoal steel nail rods—made especially for our work, and imported direct by us from Sweden. We unhesitatingly affirm that no better material is used by any manufacturer of horse-nails in the world for this purpose.

Second:—The process of manufacture. We forge the nails to the desired pattern from the nail rods while they are hot, and, therefore, in a malleable condition. Our process thoroughly hammers and consolidates the nails, making them tough and enduring: no "cold process" will do this as satisfactorily. Our methods for rolling, pointing and finishing the nails differ from those used elsewhere in Canada, and we are satisfied, with much better results.

Third:—When the nails are finished, they are subject to a careful examination and sorting by hand, so as to prevent a single imperfect nail being found in a box bearing our "C" brand.

Fourth:—We guarantee that every box of horse nails bearing our name and trade mark (the letter "C") is perfect and ready for immediate use. They may be returned at our expense if found otherwise.

Any dealer who wishes to permanently secure the best farrier trade, can only do so by selling the best horse-nails: The "C" brand will be found the best, and therefore the most economical. They are the standard nails of Canada, and have been thoroughly tested by thousands of farriers from the Atlantic to the Pacific for the past thirty-eight years.

We ask those who wish to favour us with their orders, through any wholesale hardware merchant, to be particular and specify for the "C" brand, made by the

Canada Horse Nail Co.

MONTREAL.

C. R. Russell, general merchant, Prince Albert, N.W.T., has sold out to Thos. Noble.

PARTNERSHIPS FORMED AND DISSOLVED.

A. Blondin & Co., plumbers, St. Hyacinthe, Que., have dissolved.

James Curtis, sewing machine merchant, Georgetown, Ont., is out of business.

Frank Ford, furniture dealer, Blenheim, Ont., has admitted E. Huffman into partnership.

Bower, Ellacott & Co., machinists, of Ottawa, have dissolved; J. & L. Ellacott continue.

Beverley & Maloney, blacksmiths, of Rossland, B.C., have dissolved; I. W. Beverley continues.

J. G. Hutch, agricultural implement merchant, Lumsden, Man., has admitted John Hewitson.

SALES MADE AND PENDING.

J. A. Wilson, blacksmith, Innisfail, has sold out to McCallum & Thorne.

The Chatham Binder Twine Co., Limited, Chatham, Ont., is advertising the factory and plant for sale.

W. L. Martin, lumber merchant, of Wapella, N.W.T., is reported to have sold out to K. Nixon.

Alex. Stewart, tinsmith, Glen Robertson, Ont., has sold out to Victor Jackson.

Thompson Bros., general merchants, Brechin, Ont., have dissolved partnership.

K. B. Forbes, general merchant, Richibucto, N.B., has been succeeded by W. E. Forbes.

Fletcher & Hunter, hardware merchants, Toronto, have dissolved; Robert Fletcher continues.

W. L. Mitchell, hardware and tinware merchant, Colborne, Ont., has sold out to Outram & Co.

Noble & Philion, general merchants, Prince Albert, N.W.T., have dissolved; J. W. Philion continues.

Forester & Scott, blacksmiths and implement merchants, Pincher, have dissolved, and J. J. Scott continues.

F. C. Ford & Son, furniture dealers and undertakers, Blenheim, Ont., have dissolved; F. C. Ford continues undertaking.

E. R. Patmore, hardware merchant, of Elora, Ont., has sold out to Cannon & Carswell, who will take possession on May 1.

W. C. Millar, sash and door manufacturer, Russell, Ont., has admitted a partner; the style is now Millar & McPherson.

FIRES.

J. R. Cameron, knit-goods merchant, St. John, N.B., has sustained slight damage by fire.

G. F. Stephens & Co., Limited, wholesale paint merchants, Winnipeg, were partially burned out; fully insured.

DEATHS.

P. Martel, general merchant, Lorette, Que., is dead.

F. A. Phillips, general merchant, Bristol, N.B., is dead.

Keeping up the Assortment.

The fellow in the picture is in the employ of one of those merchants who are **wide awake** to the fact that to meet the demands for **ALABASTINE** which come at this season of the year, he must have an assortment of all shades in stock.

CUSTOMERS for ALABASTINE, or anything else for that matter, who have to go elsewhere to get what they want, may be lost altogether. At any rate, the opportunity is given the other dealer to explain how people can **always get** everything they call for at **his** store, etc.

ALABASTINE is the goods that are in demand. It has stood the test of time, and people know it is all right. It is made in Canada, by Canadian labor and from rock taken out of Canadian mines. Is your assortment complete?

For sale by Wholesale Hardware and Paint Dealers. Manufactured by

The ALABASTINE COMPANY, Limited, PARIS, ONT.

GLOBE PAINTS

To hardware merchants who are not handling **Globe Paints** we have a special proposition to make this Spring. Write for particulars.

The Globe Paint Co.,
Limited

422-424 Adelaide St. W., Toronto.

HARTMAN
Steel Rod Picket Fences

stand up erectly, preserve their alignment, are most attractive in appearance and permanently serviceable. Specially adapted to **Parks, Cemeteries, Schools, Churches, Lawns and Public and Private Enclosures.** Three sizes, five styles and seven heights of picket with ornamental posts and gates meet all requirements. Free catalogue and price list on application.

CUYAHOGA WIRE & FENCE CO., DEPT. W, CUYAHOGA FALLS, OHIO.

WINDOW GLASS.

Our Spring Importations are now arriving, and carrying a very heavy stock, we are in a position to fill all orders promptly.

THE ONLY HOUSE IN CANADA manufacturing and stocking EVERY KIND OF GLASS required for Building purposes.

HOBBS MANUFACTURING CO., LIMITED

LONDON, CANADA.

J. Nicklin & Co.

Great Charles Street, Birmingham, Eng.

REGISTERED SAJONIC TRADE MARK

MAKERS OF

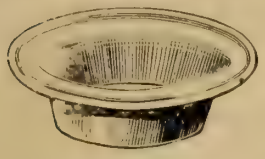
Curtain Rings, Tinned Blind Rings, Brass Rimmed Tablets,

Also the following:

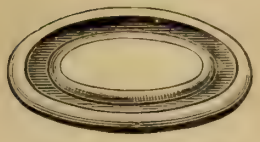
Mill Brand Fastener.

"Lion" Mill Band Fastener.

Brass Sail Eyelet and Ring

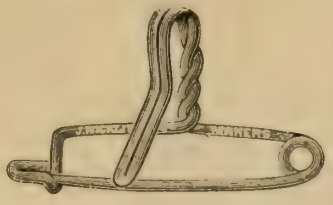


Brass Stamped Label.



Brass Candle Save-all.

"Utile" Curtain Hook.



Agent: F. P Roger, Carlaw Building, 30 Wellington Street W., Toronto.

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Want...

Best Values.

Be Wise and Buy

PERFECTION WIRE CHAINS

"Every Link Guaranteed"

—MADE IN—

COW TIES, HALTER CHAINS, DOG CHAINS, TRACE CHAINS, HOBBLE CHAINS

Smoothest Strongest

HENCE THE BEST MADE

SPREADER CHAINS and for STALL FIXTURES.

WE STAND BEHIND OUR GUARANTEE.

McKINNON DASH & METAL WORKS CO.,

ST. CATHARINES, ONT. Limited

FOR SALE BY LEADING JOBBERS.

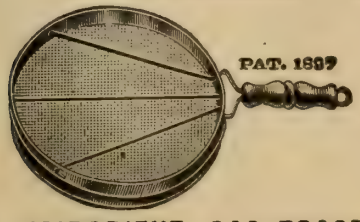
THE "SUN" BRAND PORTLAND CEMENT.

We make only one quality and that the best. Ask us for quotations.

The Sun Portland Cement Co., Limited

OWEN SOUND

JAS. A. CLINE, Managing Director.



The FAIRGRIEVE GAS TOASTER

Retails at 25c. The only Toaster guaranteed to toast on gas, gasoline or blue flame oil stoves without taste or smell. Write for prices.

THE FAIRGRIEVE MAN'FG. CO.,

295 COLLEGE ST., TORONTO.

U. S. Branch: 289 Jefferson Ave., DETROIT.

"NOVO" Air-Hardening Steel

For High-Speed Lathes, Planers, Etc. Annealed for Milling Cutters, Reamers, Etc., without equal for universal use.

WILLIAM ABBOTT, Agent,

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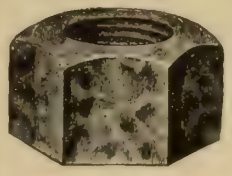
"Pullman" Lawn Sprinkler

IS YOUR ORDER IN?

Send for Folder No.14.

PULLMAN MNFG. CO.

Rochester, N.Y., U.S.A.



THE JOHN MORROW MACHINE SCREW COMPANY, Limited

Manufacturers of

Set and Cap Screws, Special Milled Work, Engine Studs. Etc. Cold Punched Nuts of every variety of finish.

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Which can be obtained direct from the works or from the principal Color Dealers in nCanda.

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THEY ARE THE MOST PROFITABLE LINE FOR THE RETAILER

YOUR JOBBER CAN SUPPLY OUR LINE. SEND FOR OUR LATEST CATALOGUES.

J. STEVENS ARMS & TOOL CO., Chicopee Falls, Mass. U.S.A

HEATING AND PLUMBING

VALUE OF ORGANIZATION.

IN these days of organization, trusts and combines, one feels as though the saying "As free as the air we breathe," is a saying of the past, for we have even combines on "compressed air," while in some cases, trusts or organizations are not gotten together in the best interests of the Poor Public. Such is not true of the association of the master plumbers and heaters. At the inception of this association some seven years ago it was determined that the chief aim would be the elevation of the plumber—both master and journeyman—in his profession. That this is being brought to a successful issue is evidenced in the fact that from time to time when conventions are held most of the time is devoted to the reading and discussion of papers written by some of the best experts on scientific sanitation, heating and ventilation. That this interchange of thought is of very great benefit to the public must go without saying.

It is very rarely one hears of scamp work being done by a master plumber in these days. In looking over the proceedings of the recent convention held in the City of London of the Ontario association one is struck by the work done.

The president's address is full of very interesting and profitable matter. It abounds in good advice, practical suggestions, and with a patriotic sentiment. One of the statements made by the president should be carefully considered by every master plumber in the province. I sing his own words: "Passing as we are through the fiercest days of competition, it behooves us to consider the best means of thorough organization for the purpose of shattering the astounding competition that exists among ourselves. This has been, and is being, carried to such an extent that the situation is truly an alarming one.

"Our calling stands more in need today of laws to modify competition than of anything else. It is injurious to ourselves, to our manufacturers and jobbing houses." And he could have added, to our customers. There is no one feature that tends to the turning out of unsanitary or scamp plumbing like over keen competition. Of course this does not apply to honest rivalry. This is always healthy and good and should not be interfered with. But this reckless endeavor to outbid each other should be discouraged.

No master plumber can live up to the aims and objects laid down by the association without turning out his work in a manner very beneficial to the health of all. It is wise to urge thorough organization, and to create a feeling of confidence one in the other.

OUR NEW PLUMBING EDITOR.

It should be of interest to the plumbing and heating fraternity to learn that Mr. W. H. Meredith, who has been so long connected with the trade, has assumed charge of the plumbing and heating department of "Hardware and Metal." Mr. Meredith has always taken a very deep interest in the master plumbers' associations, and his voice has been heard at more than one convention of

MR. W. H. MEREDITH.

both the national and provincial associations. His confreres honored him time and again by electing him to office, he having held the position of treasurer, also of president, of the "National," and is at present the National vice-president for Ontario. He also took an active part in the formation of the Ontario provincial association and was elected to the office of secretary at its inception. It is needless to say that Mr. Meredith is an enthusiastic advocate of thorough organization.

We trust that this department of "Hardware and Metal" will be of increasing interest to our numerous readers, and that the trade may be greatly benefitted thereby.

Mr. Meredith will be glad at all times to receive the hearty co-operation of his fellow-craftsmen. In the past he used his voice and time to further the interest of the associations, and now he will use his pen.

AN OPEN LETTER TO THE TRADE.

In reference to the announcement in another column of this issue of "Hardware and Metal" stating that I had assumed charge of the plumbing and heating department of that paper, I may say it is with considerable diffidence that I take up the duties connected with so large a subject, and it is only with the hope that my fellow-craftsmen will assist me in this undertaking, that I do so. I will endeavor at all times to advance the welfare of the trade, and shall be pleased to receive papers of value and all items of interest to the profession. It should be of great benefit for the trade to reach each other through these columns. All such articles will have due prominence. It should not be necessary for me to say that the success of the associations connected with our trade lies very near my heart. I simply point to my record during my connection therewith, which has been almost since their inception. While I must view all matters from an impartial standpoint, nothing will be done by me that shall in any way deter the unity or success of the craft. I am an ardent advocate of unity, and I believe the more closely the trade can be brought together, the better it will be. It was with considerable pleasure I noted the great success of the recent convention at London, and very much regretted my inability to be present. Ontario's association is officered by a fine lot of men, and should have the best support of the entire craft. It will be my privilege of addressing you from time to time, and I ask for your hearty support and sympathy in this new undertaking.

W. H. MEREDITH.

A PROUD TREASURER.

Treasurer Wilson of the Ontario Association of Master Plumbers and Heaters is a proud man, and justly so. His report presented at the recent convention shows the finances of that association to be in a good healthy condition. There is nothing like having the wherewithal to successfully carry on the affairs of any undertaking.

FARMER'S PAINT

The farmer wants a paint for his barn, he doesn't want to pay a big price, he can't afford it. Sell him

Ramsay's Outside Paint,

mixed ready for use in 9 first-class shades. You can sell it at a dollar and make a fine profit. Ramsay's No. 108 is the leader for the farmers' barns, roofs, bridges, fences. Want to see a sample card ?

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INDELIBLO

A dry powder, and only requires to be mixed with cold water ; stir it up and put it on ; once on, it stays on. No smell, no dirt—perfectly sanitary, weatherproof and washable ; for all and every kind of painting.

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SHEETS—TUBES—RODS

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FULL STOCK ALWAYS ON HAND.
PROMPT SHIPMENTS.

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The Auer Gas Lamp

"Turns night-time into day-time."

New Models. Lower Prices.

Would you buy a lamp which doesn't smell or smoke ?

Would you buy a lamp which will save you half your expense for coal oil ?

Would you buy a lamp which shows your goods in daylight colors ?

No. 29
200 Candle Power.

Would you buy a lamp which you can return, for full price, if you don't like it?

That's the kind of a lamp we make.

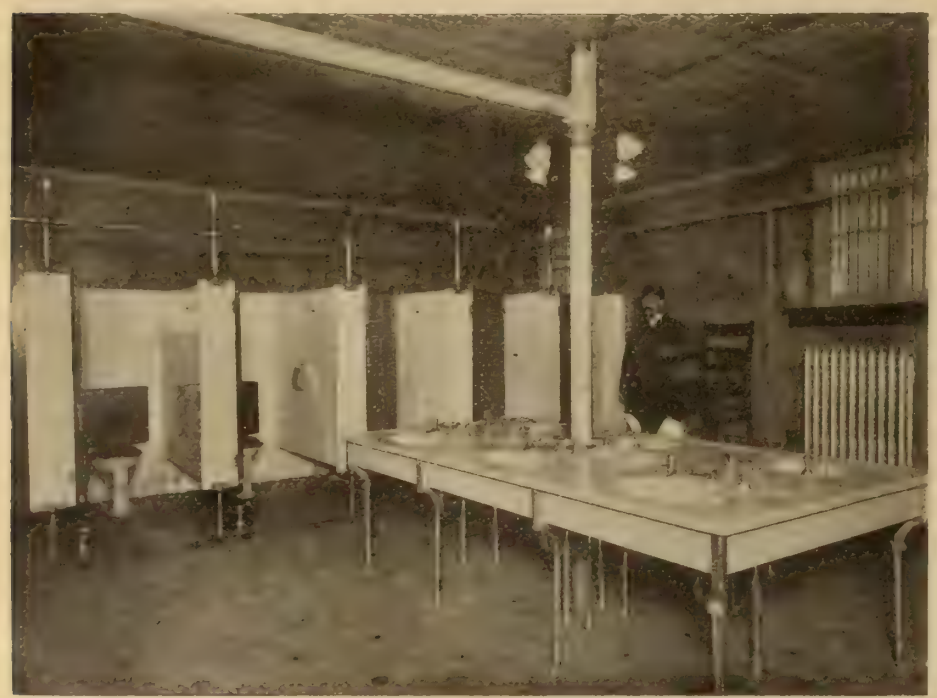
EVERY LAMP GUARANTEED

Write for our Catalogue and Discounts.

AUER LIGHT CO., 1682 NOTRE DAME ST., MONTREAL.

AN ATTRACTIVE LAVATORY.

ONE of the oldest firms in the city of Toronto in the plumbing and heating line is The John Ritchie Plumbing and Heating Co., Limited, of 64 Adelaide street east. This concern was established many years ago by the late John Ritchie, and since his decease it has been formed into a joint stock company, with J. H. Wilson as president. This firm have done some of the best work in their line, amongst others, they point with pride to the lavatory fitted up for the Grand Union Hotel, corner of Front and Simcoe streets. This lavatory is fitted with what is said to be the largest one piece basin slab in Canada. It is 8 ft. 4 in. x 4 ft. 6 in., and is of pink Tennessee marble. It has six basins, 15 x 19, is supported on ten recess apron legs, and has a marble apron all around it. It stands in the centre of the floor with the vent pipe rising out of the centre of the slab. It is fitted with nickel-plated waste, vent and water pipes, all exposed. Each basin is supplied with hot and cold water from the latest improved taps. This slab is without a flaw and is considered the finest piece of work of its kind in America. There is also a battery of five urinals, with marble backs, sides and divisions, standing 5 ft. high. They are supplied with automatic flushing tanks and nickel-plated trimmings. There is also a row of water closets of the latest design; the stalls are of marble. The whole combination making a very attractive lavatory. This firm are at present installing lavatories in the Confederation Life Building, which will equal, if not surpass, the above.



A section of the Lavatory in the Grand Union Hotel, Toronto, and the large marble slab.

A DISCUSSION ON HEATING AND VENTILATION.

At a recent meeting of the New York Railway Club an interesting discussion according to Iron Age, took place upon the subject of heating railway shops and other one-storey buildings of the same nature. While such buildings are very simple in construction, they are not so simple as might appear in regard to the problem of effectively and efficiently distributing heat and air. On account of the large amount of roof, wall and window surface, the loss of heat is very great; and also because of this and the relatively great height of the building considered as a single room, there is a tendency toward unequal distribution of the heat, the warm air rising to the roof and the cold air flowing to the floor, where it renders the workmen uncomfortable. It is extremely important, then, not only that a sufficient quantity of heat should be delivered to the building, but also that it should be delivered where it will do the most good.

If an attempt is made to supply the heat directly by means of steam or hot water coils the best results are not obtained. The vicinity of the coils is apt to be uncomfortably hot from the heat radiated directly therefrom, while places at a distance are disagreeably cold. The heat transmitted to the air of the room by contact and convection from the coils is largely lost, since the hot air rises vertically and imparts its warmth to the roof and skylights. It is also to be objected to this system of heating that it makes no provision whatever for ventilation, the extended system of steam or water pipes is subject to damage by freezing during the coldest weather, and steam pipes have been shown to be frequently the cause of fire where they came in direct contact with wood or other inflammable materials.

Due principally to the reasons which have been given above, the direct system of heating for work of this character is falling into disfavor, and is being superseded by the fan or hot blast system. The distribution of the air by means of pipes should be so carried out that the lower part of the room is kept at a comfortable temperature, while at the same time no disagreeable drafts are produced. It has been found that by properly proportioning and directing the delivery flues most satisfactory results can be secured.

THE NEGATIVE POLE OF A BATTERY

A piece of old blue print paper can be used to determine the positive and negative poles of an electric wire. All that is necessary is to moisten the paper and apply it to the terminals of which it is desired to determine the polarity. In a few seconds it will be bleached in the vicinity of the negative terminal.—Electrical Review (London).

A NEW FIRM.

That the belief that Toronto has bright prospects before it is growing is evidenced in the fact that so many of our neighbors to the south of us are locating here. One of the latest is R. H. Lear, who is opening up a plumbing and heating business, and will locate at present at 20 Maitland street. Mr. Lear has for the past 20 years resided in Chicago, most of which time he carried on a successful business on 13rd street. He is an old Toronto boy, having learnt his trade here. He is erecting an apartment house on Maitland street, similar to those found in the south side of Chicago, which will be fitted with the latest fixtures. Mr. Lear is a believer in associations and has identified himself with the Toronto Association.

ELECTRIC BULBS.

According to "Diamant," the number of electric bulbs required for lighting purposes throughout the world is from 30,000,000 to 35,000,000, the value of which amounts to 87,500,000. Of the above named number the United States manufacturers supply 20,000,000, or nearly two-thirds of the number annually required. The above largely explains the

The Selling Qualities

Of our splendid range

The Imperial Oxford

make them the most desirable stock you can handle.

THEIR DIFFUSIVE FLUE CONSTRUCTION
FRONT DRAW-OUT GRATE
OVEN THERMOMETER
DRAW-OUT OVEN RACK

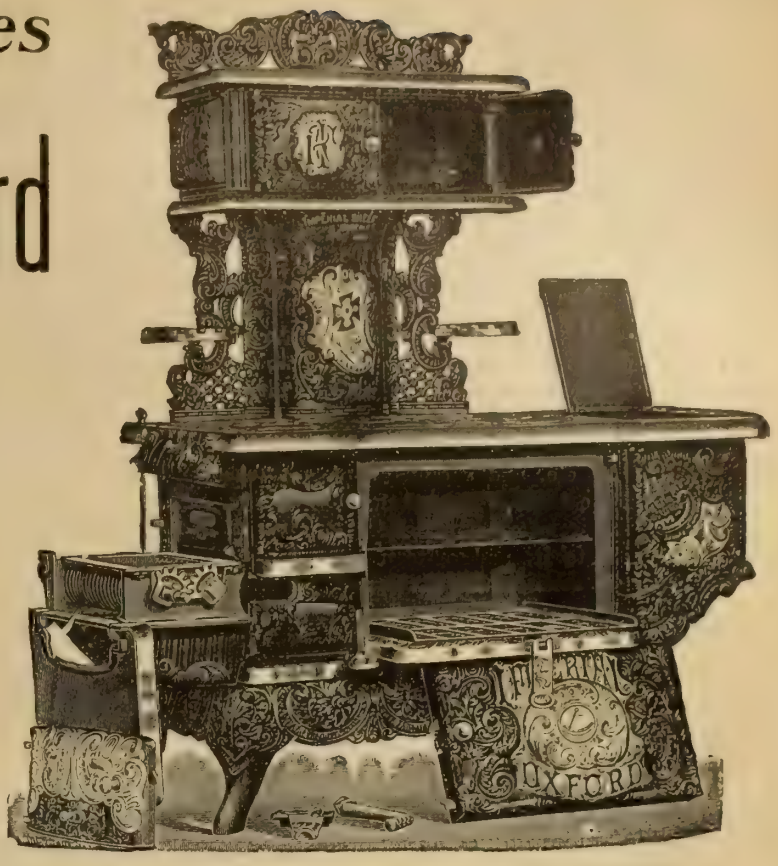
and other improved features, give them a quickly appreciated precedence over other ranges.

Housewives everywhere praise them enthusiastically.

Customers realize their superiority on sight—sales are easy.

They're the popular range of Canada.

Send us your address at once.



THE GURNEY FOUNDRY CO., Limited

TORONTO. WINNIPEG. VANCOUVER.

THE GURNEY-MASSEY CO., LIMITED, MONTREAL.

If we have **A Heart to Heart Talk** with you

we can convince you that our

Flat Telescope Pleated Elbow

is the

Strongest
Smoothest
Neatest
Prettiest
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SELLING ELBOW ON THE MARKET.

It's certainly a smooth one.

It has a continuous "Telescope Pleat," giving it all the strength of "Corrugated Iron" without the raised obstructions.
It has **TWENTY PLEATS**, making it as **SMOOTH** inside and out as a length of stove pipe.
It is especially adapted for air tights.
It will not leak creosote.
It is "long in the throat," making easy work putting up.
Packed in special crates, ensuring delivery in perfect condition.
Made in blued black steel, of best quality, prices **"LOW AS THE LOWEST."**

YOU'LL BE SORRY IF YOU DON'T HANDLE IT.

The THOS. DAVIDSON MFG. CO., Limited, MONTREAL, P. Q.

...ence of the lamp and chimney industries, which, if not actually decreased, has not kept pace with population and modern progress. The same may be said of glass globes, shades, and general glassware for illuminating purposes. The electric bulb has largely taken the place of the lamp and chimney, the gas shade and globe, and for gas lighting, the mica chimney is largely displacing the glass chimney.

THE "ARK" LAMP.

The new catalogue, showing the large line of "Ark" lamps, globes and accessories made and carried by Johnson and Phillips, of Old Charlton, Kent, England, is very replete, and should be of great value to the trade. The catalogue contains a range of very artistic designs subjoined to it, and quite a few testimonials from some of the first firms of England and elsewhere, whose factories, offices and places of business this firm have fitted up, speaking in the highest terms of the satisfaction in using their "Ark" lamps.

OPENING AN UP-TOWN SHOW-ROOM

The Mechanics' Supply Co. intend opening up an upper town branch or showroom, at Nos. 101 103 St. John street, Quebec, where they will carry a full line of samples of their various specialties in the plumbing, heating and electrical trades. They intend making this showroom second to none in Canada, and will have a full line of "Standard" enameled ware on exhibit, also the Toronto steel-clad baths and Twyford's solid porcelain lavatories, for all of which they are the selling agents in Quebec City.

They will also have a fine exhibit of "Safford" hot water and steam radiators, as well as the celebrated boiler, the "Daisy," the agency of which they have had for some 12 years past.

On the second floor a large display will be made of electric light fixtures, also of mantels, grates, tiles, etc.

MEN OF ABILITY IN DEMAND.

The demand for first-class men in all walks of life is greater than ever before, and never were the opportunities "at the top" so numerous or so inviting as today. By first-class men we mean not merely brilliant men, but those who possess real ability, united with good judgment, thoroughness and the faculty of leadership—men of character and purpose. Youth is no longer a bar to the higher places in the business or professional world. The young man who, in a subordinate position, displays ability, zeal and energy, recommends himself for advancement irrespective of the number of his years. Those in charge of large interests are constantly on the lookout for young men of this stamp and, when found, are ready to put them into responsible positions of power and profit. It was announced the other day that the general managership of the great Metropolitan Street Railway system of New York City, involving the supervision of 160 miles of road and 14,000 men, had been conferred upon a young man of 28. In eight years the young man in question, without "pull," other than his own industry and ability, had gone through the various degrees of clerk, gripman, motorman, conductor, inspector, car starter, assistant superintendent, assistant manager and general manager of one of the most important street railway systems in the world. Hard work and ability, united with zeal and thoroughness of knowledge of his business, formed the equipment for success in this, as in countless other cases throughout the country. Thoroughness is one of the qualities most essential to advancement. The young man who means to succeed must take pains to acquire information of every kind bearing upon his calling, and to retain it when gained. He must also know how and when to use it to the best advantage. It is the lack of this quality that keeps so many men plodding along in the lower walks of life, with the constant mortification of seeing their more progressive and ambitious juniors passing over their heads.

BUILDING PERMITS ISSUED.

TORONTO.

Geo. Harrington, a pair semi-detached residences, north side Simpson avenue, near Howland road; cost $3,000.

J. P. Beatty, three residences, one detached and one pair, at 28, 30 and 32 Saunders avenue, to cost $4,500.

W. J. Hewitt, a two-storey and attic brick dwelling, on Langley avenue, to cost $2,000.

W. J. McCrae, a pair of semi-detached dwellings on the east side of Montrose avenue, near Arthur street; builder, Chas. Bulley; cost $3,000.

E. Rogers & Co., one-storey office building on the south side of Queen street, near Dufferin street, to cost $600.

W. A. Murray & Co., Limited, a three-storey brick addition to store, corner Victoria and Colborne streets, to cost $10,000; architect, J. W. Siddall.

Jas. Thompson, a two-storey brick residence on Breadalbane avenue, to cost $3,000.

Andrew Gillies, a detached residence on the east side of Huron street, north of Bernard avenue, to cost $3,500; architect, H. R. Harper.

OTTAWA.

Mrs. L. Braden, brick-veneered dwelling, Somerset street, $2,400.

Addition to dwelling, corner of Nepean and Metcalfe, $5,000.

Patrick Cassidy, brick-veneered dwelling, Wilbrod street, $1,800.

C. M. Carnochan, brick veneered dwelling, Lisgar street, $1,800.

Mrs. W. Ashfield, brick-veneered dwelling, Lisgar street, $1,800.

W. H. A. Fraser, brick dwelling, Theodore street, $13,000.

Theodore St. Germain, brick-veneered dwelling, Cartier street, $3,000.

BUILDING NOTES.

Williams Bros., grocers, Notre Dame street west, Winnipeg, have prepared plans for a three-storey business block.

Crowe & Wilson have the contract for an addition to the Prior block on Hastings street, Vancouver, which will be occupied by Wood, Vallance & Leggett. Prior & Co. will probably build a warehouse for themselves on Pender street, Vancouver.

A contract for another addition to the Deering plant at Hamilton has been let to M. A. Pigott, the price being about $250,000. The new buildings will increase the capacity of the forge shop, the grey iron foundry and the wood-working shop. Further additions are expected of an equally large nature.

PLUMBING AND HEATING NOTES.

More boats have been repaired and fitted out in Kingston, Ont., this spring than in many previous years. This has furnished considerable additional work for the plumbers, steam-fitters, etc. The early formation of ice last fall caused many extra boats to tie up in Kingston.

J. W. Evans, of New Glasgow, N.S., has opened up a tinware and plumbing store in Mrs. Robt. Willis' building, lately occupied by R. S. Faulkner, Westville, N. S. Considerable improvements were made. Carpenter work, paint and the electric lights have brightened the store's appearance effectively.

ST. JOHN PLUMBERS' OFFICERS.

The Journeymen Plumbers and Steamfitters of St. John, N.B., have elected the following officers:

President—John Buckley.
Financial-Secretary—John Kane.
Recording-Secretary—F. Condon.
Treasurer—Jeremiah Buckley.
Trustees—Thos. Collins, James Johnston, John O'Brien.

PENITENTIARY BINDER TWINE.

The announcement has been made that the price of binder twine manufactured at the Kingston Penitentiary for the season will be as follows: Pure manilla, 650 ft., 11½c.; pure manila, 600 ft., 10¾c.; Kingston special, 525 ft., 9½c.

FRANK MILLER'S

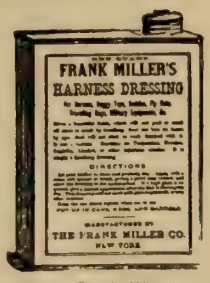
HARNESS PREPARATIONS.

FRANK MILLER'S

HARNESS DRESSING

Recognized as
"THE STANDARD."

Produces a brilliant je black gloss which will not peel or smut and to which dirt will not stick.



Frank Miller's

Harness Soap

Unrivaled for cleaning and softening Harness
Put up in cakes, pans, boxes and tubs.

FRANK MILLER'S

Harness Oil.

Preserves and softens the leather, hus adding life.

The highest quality of oil on the market.

THERE IS NOTHING BETTER THAN— A trial convinces.

"SOLARINE"

METAL POLISHES

Sold by jobbers. Reliable dealers as general agents wanted in some towns. Write to-day.

Solarine Depot: 60 George St., Toronto.

Selkirk Fence Machine and Supplies.

High-Grade Coiled and plain wires.

Patent Steel Gates.

Sold exclusively through the trade.

Send for catalogue and "Our Mode of Doing Business."

Selkirk Fence Co., Welland, Ont.

"THE EMLYN" SAW BENCH

Made in 6 sizes. Best value obtainable. Specially designed for export With or without "Emlyn" Patent Guard. Sole maker—

CHARLES D. PHILLIPS,

Cables—Machinery," Newport. Emlyn Engineering Works, NEWPORT, MON., ENGLAND.

ONTARIO SILVER CO.,

Limited,

NIAGARA FALLS, CANADA.

Manufacturers of **FLATWARE, CUTLERY and ELECTRO PLATE.**

Ask for our Catalogue and Quotations.

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Hardware and Metal Merchant.

Steward & Romaine Mfg. Co.

EXPANSION and TOGGLE BOLTS

For fastening all kinds of material to Brick, Stone or Cement,

124 North Sixth St., Philadelphia, Pa.

GALVANIZING

Our plant is modern, and capacity large Prices O.K. Other branches:

WINDMILLS, PUMPS, TANKS, FOUNDRY WORK ETC., ETC.

Ontario Wind Engine & Pump Co., Limited, 805 Atlantic Ave., Toronto.

STOVE BRICK

Fire Clay and Asbestos, Furnace Cement.

All kinds of Fire Clay products made to order from patterns. Write for Price List.

JONES BROS., BRACONDALE, P.O., ONT. (NEAR TORONTO)

H. & R. SINGLE GUN AUTOMATIC AND NON-EJECTING.

12, 16 and 20 Guage.
Steel and Twist Barrels

Superior in Design, Workmanship and Finish, and the most popular Gun on the Market.

Simplest "Take Down" Gun Made

HARRINGTON & RICHARDSON ARMS CO.
Also makers of H. & R. Revolvers.
Catalog on request. Worcester, Mass., U.S.A.

CHAS. F. CLARK, President. **JARED CHITTENDEN, Treasurer.**

...ESTABLISHED 1849...

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Capital and Surplus, $1,500,000. **Offices Throughout the Civilized World.**

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THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information, no effort is spared, and no reasonable expense considered too great, that the results may justify its claim as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

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LONDON, ONT. ST. JOHN, N.B. WINNIPEG, MAN.
MONTREAL, QUE. TORONTO, ONT.

THOS. C. IRVING, Gen. Man. Western Canada, Toronto.

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Wood Turnings, Hand, Bench and other Screws Mallets, Handles, Vises Clamps, Tool Chests Croquet, Lithographs Wood Toys, Novelties

and also the celebrated

Wood's Patent Car Gate

For Street and Steam Railroad Cars.

The R. BLISS MFG. CO.

Pawtucket, R.I., U.S.A

Canadian Representative: ALEXANDER GIBB, 13 St. John St., MONTREAL.

75 YEARS *ESTABLISHED 1825.* *75 YEARS*

Window and Interior Displays

Timely Hints and Suggestions.

A TENDENCY is gradually becoming prominent in the merchant to not be satisfied with merely having a good arrangement in his store interior and windows, but he feels the necessity also of some decorations entirely apart from the stock itself. For this purpose nothing pays so well as the use of palms.

Elegans Tree.

These have been called artificial palms, but they are in reality the native palm, which have been treated chemically so that they will not fade. They are preserved plants that will retain their appearance for any length of time without care or water, and are not affected by heat, cold, gas, steam or any atmospheric influence. They can be washed without injury, and can thus be kept free from dust.

In stores that handle groceries or hardware their use is particularly great, as the displays to be obtained by the arrangement of the goods themselves is limited. A few of these plants placed at intervals through the store will give an air of cleanliness and brightness that cannot be obtained in any other way. In window, as backgrounds or along the sides, an attractiveness is given that detracts in no way from the practical part of the display. Dealers who have once used them find them invaluable both on account of their appearance and durability.

The cost, too, is a mere trifle, and brings them within the reach of every merchant even in quantities of a half dozen or more. The Chamærops, in height from 30 to 54 inches, with from 4 to 12 leaves, cost only (wholesale) from about $9.60 per dozen to $42 per dozen. These prices are for the potted plant; unpotted they cost from $7.20 to $34 per dozen. The cost of the Elegans tree, which is 8 feet high and has 12 leaves, is only $10.70 for each plant. For the convenience of dealers who wish small lots in assorted sizes, a crate of three 5-leaf, two large 5-leaf, two 6-leaf and two 7-leaf Chamæro

Sago Plant.

palms can be bought for $12. The Sago plant, 2 feet high, with from 3 to 5 leaves, costs from $18 to $36 per dozen, or unpotted from $14.40 to $26.40 per dozen.

The pots provided are moss-filled and are in keeping with the general appearance of the plant itself, but for long distances the unpotted plant is preferable in ordering, as pots are easy to obtain, and dried leaves make a very good substitute for moss in filling the top of the pot. Arrificial cut flowers have their place also in interior decorations, and vines that can be bought in any length are now on the market. Enquiries have recently come to us asking where these plants can be obtained, a fact which shows the favor they are receiving in the minds of many dealers.

Chamærop.

The cuts given with this article are kindly loaned by Nerlich & Co.]

Hardware! Hardware!

To Lumbermen, Contractors, and Merchants **Of the Ottawa Valley**—Has it ever occurred to you that you could **Save a Profit** and get exactly what the **Trade Requires** by purchasing your supplies from

THOS. BIRKETT & SON CO., Limited, Wholesale Hardware Merchants, **Ottawa, Ont.**

EVERYTHING IN HARDWARE. P. S.—SEND FOR PRICES.

ATKINS HIGH-GRADE, CROSS-CUT **SAWS** ARE SUPERIOR TO ALL OTHERS IN MATERIAL, TEMPER, WORKMANSHIP, FINISH AND CUTTING QUALITIES.

OUR VICTOR, TUTTLE TOOTH AND SEGMENT GROUND SAWS ARE THE FAVORITES IN THE CAMPS

E. C. ATKINS & CO., INCORPORATED.

LEADING MANUFACTURERS OF HIGH-GRADE, CROSS-CUT, HAND, BAND, CIRCULAR, HACK, BACK, WOOD AND SMALL SAWS OF ALL KINDS.

Factories and Home Office: INDIANAPOLIS, IND., U.S.A. Write for Catalogue and Prices

H. P. HUBBARD, Sales Agent for Canada Toronto Office, 30 Front St. East Tel Main 1896.

Use Syracuse Babbitt Metal

IT IS THE BEST MADE.

For Paper and Pulp Mills, Saw and Wood Working Machinery, Cotton and Silk Mills, Dynamos, Marine Engines, and all kinds of Machinery Bearings.

Wire, Triangular and Bar Solder, Pig Tin, Lead, Ingot Copper, Ingot Brass, Antimony, Aluminum, Bismuth, Zinc Spelter, Phosphor Tin, Phosphor Bronze, Nickle, etc., always in stock.

Canadian Works, Montreal, P.Q.
American Works, Syracuse, N.Y.
Head Office American Works, 94 Gold Street, New York.

Syracuse Smelting Works

American Steel & Wire Co.

New York: Empire Building. Montreal: New York Life Building. Chicago: The Rookery.

BARB WIRE. GALVANIZED PLAIN WIRE.

PLAIN TWIST CABLE FENCING.

Telegraph and Telephone Wire, Mattress, Broom, Weaving Wires of every description, Rail Bonds, Bale Ties, Special Wires for all purposes. Springs, Horse Shoes, Wire Rope, Cold Drawn Steel Shafting.

GRAIN SHIPMENTS VIA ST. JOHN, N.B.

It has been the hope of the C. P. R. that the grain shipments from this port during the present year will reach the 5,000,000 bushel mark, and thus exceed any previous year. At present this does not seem probable, although the shipments have been good.

At the end of January the total deliveries from the elevator aggregated 1,828,169 bushels of all kinds of grain, and there were in the elevator and on the track 468,703 bushels more, making a total of 2,297,172 bushels handled up till the end of January.

During the month of February grain was delivered on 20 days, and these shipments amounted to 904,962 bushels, and there are now in the elevator 463,105 bushels. Thus the total shipments to date amount to 2,733,431 bushels, which, with the quantity now in the elevator, gives a grain total of 3,202,134 bushels handled this year to date.

Last year the whole grain shipments were only 2,144,937 bushels, so that this season's shipments have already exceeded those of last season by 1,057,191 bushels.

In 1899-1900 the grain handled amounted to 4,596,589 bushels, and this exceeds the present year by 1,394,455 bushels.

It is possible that during the six or seven remaining weeks of the winter port season the grain may come along with a rush and make the shipments exceed any previous year, but this is rather doubtful.—Sun, St. John, N.B.

A NEW STEAMSHIP SERVICE.

The first steamer of the Rochelle-Montreal service left Rochelle, France, on April 15 for Montreal, bringing a general cargo of wines and other spring imports.

This will be a monthly service between France and Canada, the sailings being on the 15th of each month from Rochelle and Montreal alternately. The steamships belonging to the line are cold-storage vessels, and well equipped for the [illegible] traffic.

To the French Chambre de Commerce of Montreal belongs much of the credit for having inaugurated this service in place of the defunct Franco-Canadian line.

AFTER THE SHUTTERS ARE UP.

"FOR gracious sakes, what was that I hit my shins against, coming through the parlor in the dark?"

"Oh, I guess that was the easy chair, Hiram."

"Well, if that's the easy chair, I don't want to run up against the hard one!"—Yonkers Statesman.

Bockus—Did Ajax ever treat you?

Tantalus—No, but he came so near it yesterday that I nearly fainted.

Bockus—How was that?

Tantalus—We were up against Hector's bar and he says, "Say, Tanty, old man, what'll we have—rain or snow?"—New York Sun.

* * *

From Judge:

"Will your employer be in after dinner?" inquired the visitor of the office boy.

"Nope," was the laconic reply.

"What makes you think so?" was the next query

"'Coz," replied the boy, as he prepared to dodge, "that's what he went out after."

* * *

Get up in the morning early and bright;
See that the goods are displayed all right;
See that the clerks are neat and polite,
With everything, everywhere, perfectly right.
Then advertise.
—Schulze, in The Business World.

* * *

"Why don't you call at this town?" said a principal to his traveller.

"I am told there are no customers there," said the traveller.

"I should like you to call and find out," said the principal. But the traveller never went. A year later the principal said to the traveller—

"I am sending McLean to that town."

"Why?" asked the traveller.

"We have had some inquiries from there," said the principal.

"But, sir, with great respect, that town is on my ground."

"Yes," said the principal, "but you did not go when I asked you to call there."

And so McLean got the business, and the other fellow—the victim of habit—had a black mark up against his name.

And the black mark grew and grew, just like the cloud which at first was no bigger than a man's hand.

And so McLean, whose mind remained in a fluid state, and was ever ready to receive fresh impressions, gradually annexed town after town from his colleague, who was the victim of habit.

Finally, McLean captured the complete journey of the unfortunate victim of habit.

Then the principal said to the victim of habit—

"I want you to take the home journey, and you can sleep in your own house every night, but you must report to me twice a week where you have been and upon whom you have called."

The victim said—

"I regret, sir, that my self-respect prevents my doing the journey you ask, for I have already represented you for many years, not as a local traveller, but with the full responsibility of a full-fledged traveller."

The principal said—

"I am very sorry that we must part. Good-bye."

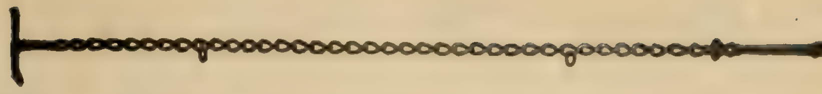
And the victim of habit is now trailing about on half-heels and frayed trousers, with a dirty collar, and his shirt-cuffs trimmed to the quick.—Hardwareman.

Apollo galvanized iron is all alike; if not, send back to your jobber at our expense—we shall hear of it.

American Sheet Steel Company, New York

Representatives for Canada
B. & S. H. Thompson & Company
53 St. Sulpice Street
Montreal

Did you ever compare



Numbers and Measurement of Chain?

BOKER'S Chains are sold by measurement

LEADING HARDWARE HOUSES SELL THEM.

CURRENT MARKET QUOTATIONS.

April 24, 1903.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

TIN.

Lamb and Flag and Straits— 56 and 28-lb. ingots, 100 lb.	$33 00	$34 00

TINPLATES.

Charcoal Plates—Bright.

M.L.S., equal to Bradley—		Per box.
I C, usual sizes	....	$6 75
I X "	....	8 25
I X X "	....	9 75
Famous, equal to Bradley—		
I C	....	6 75
I X	....	8 25
I X X	....	9 75
Raven and Vulture Grades—		
I C, usual sizes	....	5 00
I X "	....	6 00
I X X "	....	7 00
I X X X "	....	8 00
D C, 12½x17	....	4 50
D X	....	5 25
D X X	....	6 00

Coke Plates—Bright.

Bessemer Steel—		
I.C., usual size, 14x20	....	4 00
I.C., special sizes, base	....	4 50
20x28	....	9 00

Charcoal Plates—Terne.

Dean or J. G. Grade		
I.C., 20x[illegible] [illegible] sheets	....	8 50
IX., Terne Tin	....	10 50

[illegible] Plates.

Cookley Grade—		
X X, 14x[illegible], [illegible] sheet[illegible]; " 14x60, "; " 14x65, "	....	7 00

Tinned Sheets.

72x30 up to 24 gauge	....	[illegible]
" " 26 "	....	8 50

IRON AND STEEL.

Common bar, per 100 lb.	....	2 05
Refined " "	....	2 45
Horseshoe Iron "	....	2 40
Hoop steel, 1½ to 3-in. base	....	2 90
Sleigh shoe steel, "	....	2 10
Tire steel	2 30	2 50
Reeled machinery	....	3 00
Toe calk steel	2 85	3 00
T. Firth & Co.'s tool steel, per lb	0 12½	0 13
Jessop's tool steel	....	0 14
Morton's tool steel	0 12½	0 13
Black Diamond and "B.C." tool steel	0 10	0 11
Chas. Leonard's tool steel	0 08	0 09
Park's "Silver" tool steel	0 12	0 14
" "Special"	0 15	0 20
Jonas & Colver's tool steel	0 10	0 20
" "Air Hardening"	....	0 70
Drill steel, per lb	0 08	0 10

BOILER TUBES.

		Per foot
1¼, 1¾ and 4 inch	....	0 09
2½ in	....	0 16
3 in	....	0 13
3½ in	....	0 16
4 in	....	0 31

STEEL BOILER PLATE.

¼ in	2 50	2 60
3-16 in	2 60	2 70
⅜ in. and thicker	2 50	2 60

BLACK SHEETS.

	Com.	D.Fl.
10 and 12 gauge	2 55	2 75
18 gauge	2 85	3 00
20 "	2 85	3 00
22 to 24 gauge	2 95	3 25
26 "	3 05	3 50
28	3 15	....

COPPER WIRE.

Discount, 50 per cent.

CANADA PLATES.

All dull, 52 sheets	2 90	3 00
Half-polished	3 00	3 10
All bright	3 75	3 85

IRON PIPE.

Black pipe—		Per 100 feet.
⅛ inch	3 00	3 25
¼ "	2 30	2 40
⅜ "	....	2 65
½ "	....	2 85
¾ "	....	3 65
1 "	....	5 20
1¼ "	....	7 35
1½ "	....	8 95
2 "	....	12 55
2½ "	....	21 00
3 "	....	25 00
3½ "	....	32 00
4 "	....	38 50
4½ "	....	45 00
5 "	....	48 00
6 "	....	63 00
Galvanized pipe—		
¼ inch	....	3 20
⅜ "	....	3 45
½ "	....	3 85
¾ "	....	5 00
1 "	....	7 20
1¼ "	....	10 05
1½ "	....	12 20
2 "	....	16 85

Malleable Fittings—Discount 15 p.c.
Cast Iron Fittings—

On unio[illegible] 55 per cent.; on nipples, 60 per cent.; on a[illegible], 50 per cent.

GALVANIZED SHEETS.

	G.C.	Comet	Bell.	Queen's Head
16 gauge	....	....	....	....
18 to 24 gauge	4 05	3 75	3 75	4 05
26 "	4 25	4 00	3 90	4 25
28 "	4 50	4 25	4 05	4 50

American brands, $4.40 for 28 gauge.
Less than case lots 10 to 15c. extra.

CHAIN.

Proof coil, 3-16 in., per 100 lb.		....	....
" ¼ "		7 85	8 10
" 5-16 "		5 25	5 50
" ⅜ "		4 50	4 75
" 7-16 "		4 25	4 50
" ½ "		4 20	4 50
" 9-16 "		4 05	4 50
" ⅝ "		4 00	4 50
" ¾ "		4 00	4 50

Halter, kennel and post chains, 40 to 40 and 5 per cent.

Cow ties	40 p.c.
Tie out chains	65 p.c.
Stall fixtures	35 p.c.
Trace chain	45 p.c.

Jack chain, iron, single and double, discount 35 p.c.
Jack chain, brass, single and double, discount 40 p.c.

COPPER.

Ingot.		Per 100 lb.
Casting	....	15 00
Lake Superior	....	....

Bars.

Cut lengths, round, ½ to ¾ in.	23 00	25 00
" round and square, 1 to 2 inches	23 00	25 00

Sheet.

Plain, 14 oz., and light, 16 oz., 14x48 and 14x60	22 00	22 50
Plain, 14 oz., and light, 16 oz., irregular sizes	22 50	23 00
Tinned copper sheet	....	24 00
Planished	....	32 00

Braziers' (in sheets).

4x6 ft., 25 to 30 lb. each, per lb.	....	0 23
" 35 to 45 " "	....	0 22
" 50-lb. and above "	....	0 21

BOILER AND T.K. PITTS.

Plain tinned, per lb	....	0 28
Spun, per lb	....	0 32

BRASS.

Rod and Sheet, 14 to 30 gauge, 15 per cent

Sheets, hard-rolled, 2x4	0 23
Tubing, base, per lb	0 23½

ZINC SPELTER.

Foreign, per 100 lb	6 25	6 50
Domestic " "	...	....

ZINC SHEET.

5-cwt. casks	6 25	6 50
Part casks	6 50	6 75

LEAD.

Imported Pig, per 100 lb.	....	3 50
Bar, per lb.	....	0 05
Sheets, 2½ lb. sq. ft., by roll	....	0 06¼
Sheets, 3 to 6 lb. "	....	0 06

NOTE.—Cut sheets ½c. per lb., extra. Pipe, by the roll, usual weights per yard, lists at 7c. per lb. and 30 p.c. dis. f.o.b. Toronto.

NOTE.—Cut lengths, net price, waste pipe 8-ft. lengths, lists at 8c.

[illegible]HOT.

Common, $[illegible] [illegible]r 100 lb.; chilled, $7.00 per 100 lb.; buck[illegible] seal and ball, $7.50. Discount, 15 p.c. Prices are f.o.b. Toronto, Hamilton, Montreal, St. John and Halifax. Terms, 3 p.c. cash, freights equalized.

SOI[illegible] PIPE AND FITTINGS.

Light soil pipe, discount, 45 and 10 per cent.
" " fittings, discount 50 and 10 p.c.
Med. and Extra heavy pipe and fittings, dis. 55 and 10 per cent.
7 and 8-in. pipe, discount 45 and 10 per cent.

SOLDER.

		Per lb.
Bar, half-and-half, guaranteed	....	0 20
Bar, half-and-half, commercial	0 19	0 19½
Refined	....	0 19
Wiping	0 17	0 18½

ANTIMONY.

Cookson's per lb.	9 00

WHITE LEAD.

		Per 100 lb.
Pure	5 00	5 25
No. 1	4 62½	4 87½
No. 2	4 25	4 50
No. 3	3 87½	4 12½
No. 4	3 50	3 75
Munro's Select Flake White	....	5 75
Elephant and Decorators' Pure	....	5 25
Brandram's Genuine	....	6 50
" Decorative	....	6 00
" " No. 1	....	5 50
"Monarch" brand	....	6 12½
Decorator's Pure	....	5 25
Essex Genuine	....	5 50

RED LEAD.

Genuine, 560 lb. casks, per cwt	$4 75	$5 00
Genuine, 100 lb. kegs, "	5 25	5 50
No. 1, 560 lb. casks, per cwt	4 00	4 25
No. 1, 100 lb. kegs, per cwt	4 25	4 50

WHITE ZINC.

Extra Red Seal	0 06	0 08
No. 1	0 05½	0 07
No. 2	0 05	0 06

DRY WHITE LEAD.

Pure, casks	5 25
Pure, kegs	5 75
No. 1, casks	5 00
No. 1, kegs	5 25

PREPARED PAINTS.

In ¼, ½ and 1-gallon tins.

Pure, per gallon	....	1 20
Second qualities, per gallon	....	1 00
Barn (in bbls.)	0 60	0 90
The Sherwin-Williams paints	....	1 40
Canada Paint Co.'s pure	....	1 25
Toronto Lead & Color Co's pure	....	1 25
Sanderson Pearcy's pure	....	1 20
Standard Paint Co.'s "New Era"	....	1 30
"Globe"	....	1 30
" barn	60	70
The Francis-Frost Co.'s "Ark" Brand	....	1 25
The Francis-Frost Co.'s British Navy deck	....	1 50
Hollywood paste paint	....	1 40
" liquid paint	....	1 25
" floor paint	....	1 25
Henderson & Potts's "Anchor" Brand	....	1 35
Globe Paint Co.'s mixed	....	1 30
Globe Paint Co.'s barn and bridge	....	0 75

COLORS IN OIL.

25-lb. tins, Standard Quality.

Venetian red, per lb.	0 03½	0 05
Chrome yellow	0 12	0 14
Golden ochre	0 07	0 10
French "	....	0 06
Marine black	....	0 04
Chrome green	....	0 10
French Imperial green	....	0 14
Signwriters' black	....	0 16
Umber	0 04	0 06
Sienna	0 04	0 07

COLORS, DRY.

Common ochre, bbls	1 15	1 30
Yellow ochre (J.F.L.S.), bbls.	....	2 00
Brussels ochre	....	2 00
Venetian red, bbl	1 50	2 25
English oxides, per cwt	3 00	3 25
American oxides, bbls.	1 25	2 75
Canadian oxides, bbls.	1 25	1 75
Super magnetic oxides, 93 p.c.	2 00	2 25
Burnt sienna, pure, per lb.	....	0 10
" umber, " "	0 08	0 10
Raw umber	0 08	[illegible]
Drop black, pure		[illegible]
Chrome yellow, pure		[illegible]
Chrome greens, pure per lb	0 09	0 10
Golden ochre	0 03	0 04
Ultramarine blue, in 28-lb. boxes, per lb.	[illegible]	0 12
Fire proof mineral, per 100 lb		1 00
Genunie Eng. Litharge, per lb		0 07
Mortar color, per 100 lb	1 25	1 50
Pure Indian red, No. [illegible], lb	0 08	0 10
Whiting (common), bbl.	0 55	0 60
English vermilion, in [illegible] lb. kegs	...	0 85

BLUESTONE

Casks, for spraying,	5 50
100-lb. lots, do per lb	0 08

THOS. GOLDSWORTHY & SONS

MANCHESTER, ENGLAND.

EMERY { Cloth / Corn / Flour

We carry all numbers of Corn and Flour Emery in 10-pound packages, from 8 to 140, in stock. Emery Cloth, Nos. OO., O., F., FF., 1 to 3.

JAMES HUTTON & CO., Wholesale Agents for Canada, **Montreal.**

PUTTY

Bulk in bbls	1 70
Bulk in less quantity	1 95
Bladders in bbls	2 00
Bladders in kegs, boxes or loose	2 25
25-lb. tins	2 25
12½-lb. tins	2 50
Bladders in bulk or tins less than 100 lb	2 50

VARNISHES.

In 5-gal. lots.	Per gal	Net.
Carriage, No. 1	1 50	1 60
Pale durable body	4 10	4 25
" rubbing	2 85	3 20
Gold size, japan	1 50	1 60
No. 1 brown japan	0 85	0 90
Elastic oak		1 50
Furniture, extra	1 10	1 25
" No. 1	0 90	1 00
Hard oil finish	1 35	1 50
Light oil finish	1 60	1 70
Damar	1 75	2 00
Shellac, white	2 40	2 50
" orange	2 30	2 40
Turpentine, brown japan	1 10	1 20
" black japan	1 10	1 20
" " No. 1	0 85	0 90
Elastilite varnish, 1 gal. can, each		2 00
Granitine floor finish, per gal		2 75

Maple Leaf coach enamels; size 1, $1 20; size 2, 70c.; size 3, 40c. each.
Sherwin-Williams kopal varnish, assorted case, from ½ pts. to 1 gal., $2 50.

CASTOR OIL.

British, 1st qual, in cases, per lb	0 08½	0 09½
" " small lots	0 10	0 10½

COD OIL, ETC.

Cod oil, per gal	0 50	0 55
Pure olive	....	1 40
" neatsfoot	....	0 90

GLUE.

Common	0 08	0 09
French medal	0 10	0 14
White, extra	0 18	0 22
Gelatine	0 25	0 30
Strip	0 18	0 20
Coopers	0 19	0 20
Huttner	0 15	0 16
Ground	0 12	0 16
Cologne, genuine		0 15

HARDWARE.

AMMUNITION

Cartridges.

B. B. Caps Dominion, 50 and 5 per cent.
Rim Fire Pistol, discount 40 p.c., American.
Rim Fire Cartridges, Dominion, 50 and 5 p.c.
Central Fire Pistol and Rifle, 10 p.c., Amer.
Central Fire Cartridges, pistol sizes, Dominion, 30 per cent.
Central Fire Cartridges, Sporting and Military, Dominion, 15 per cent.
Central Fire, Military and Sporting, American add 5 per cent. to list. B. B. Caps, discount 40 per cent., American.
Loaded and empty Shells, Trap and "Dominion" grades, 25 per cent. Rival and Nitro, 10 per cent. advance on list.
Brass Shot Shells, 55 per cent.
Primers, Dom., 30 per cent.; American $1 60.

Wads	per lb.
Best thick white felt wadding, in ½ lb. bags	$1 00
Best thick brown or grey felt wads, in ½-lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 99
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 each, 8 gauge	0 55
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10 gauge	0 25
Thin card wads, in boxes of 1,000 each, 8 gauge	....

Chemically prepared black edge grey cloth wads, in boxes of 250 each	Per M.
11 and smaller gauge	0 60
9 and 10 gauges	0 70
7 and 8 "	0 90
5 and 6 "	1 10

Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 "	1 65
5 and 6 "	1 90

ADZES.

Discount 20 per cent.

ANVILS.

Wright's, 80-lb. and over	0 10¾
Hay Budden, 80-lb. and over	0 09¼
Brook's, 80-lb. and over	0 11¼

AUGERS.

Gilmour's, discount 65 and 5 per cent. off list.

AXES.

Chopping Axes		
Single bit, per doz.	7 00	10 00
Double bit, "	10 00	18 00

Bench Axes, 40 per cent.
Broad Axes, 25 per cent.

Hunters Axes	5 50	6 00
Boys Axes	6 25	7 00
Splitting Axes	7 00	12 00
Handled Axes	7 50	10 00

AXLE GREASE.

Ordinary, per gross	5 75	6 00
Best quality	13 00	15 00

BATH TUBS.

Zinc 6 00
Copper, discount 15 per cent. off revised list.

BATHS.

Standard Enameled.

5½-inch rolled rim, 1st quality	24 00
5½ " " " 2nd "	20 00

BABBIT METAL.

"Tandem," A	per lb.	0 27
" B	"	0 21
" C	"	0 11½
Frictionless Metal	"	0 23

Syracuse Smelting Works:

Aluminum, genuine	0 45
Government, "	0 44
Tough, "	0 40
Hard, "	0 40
Dynamo	0 30
Special	0 25
Harmony	0 22
Car Box	0 20
Extra	0 15

The Canada Metal Co.:

Imperial, genuine,	0 40
Metallic	0 30
Hercules	0 20
Star	0 15
No. 1	0 12
No. 2	0 10
No. 3	0 06
No. 4	0 05

BELLS

Hand.

Brass, 60 per cent.
Nickel, 55 per cent.

Cow

American make, discount 63⅔ per cent.
Canadian, discount 45 and 50 per cent.

Door.

Gongs, Sargant's	5 50	8 00

" Peterboro, discount 46 per cent.

Farm.

American, each	1 25	3 00

House.

American, per lb	0 35	0 40

BELLOWS

Hand, per doz	3 35	4 75
Moulders', per doz.	7 50	10 00

Blacksmiths', discount [illegible]0 per cent.

BELTING

Extra, 60 per cent.
Standard, 60 and 10 per cent.
No. 1, not wider than 6 in., 60, 10 and 10 per cent.
Agricultural, not wider than 4 in., 75 per cent.

BITS.

Auger.

Gilmour's, discount 60 and 5 per cent.
Rockford, discount 50 and 10 per cent.
Jennings' Gen., net list.

Car.

Gilmour's, 47½ to 50 per cent.

Expansive.

Clark's, 40 per cent.

Gimlet.

Clark's, per doz	0 65	0 90
Diamond, Shell, per doz.	1 00	1 50
Nail and Spike, per gross	2 25	5 20

BLIND AND BED STAPLES.

All sizes, per lb.	0 07¾	0 12

BOLTS AND NUTS.

	Per cent.
Carriage Bolts, common ($1 list)	50 and 10
" " full sq. ($2.40 list)	55 and 10
" " Norway Iron ($3 list)	55 and 10
Machine Bolts, all sizes	50, 5 and 10
Plough Bolts	50, 5 and 10
Blank Bolts	50, 5 and 10
Bolt Ends	50, 5 and 10
Sleigh Shoe Bolts	65, 5 and 10
Coach Screws, cone point	66⅔ and 10

Nuts, square, all sizes, 3¼c. per lb. off.
Nuts, hexagon, all sizes, 4c. per lb. off.
Stove Rods, per lb., 5½ to 6c.

BOOT CALKS.

Small and medium, ball	per M.	4 25
Small heel	"	4 50

BRIGHT WIRE GOODS.

Discount 62½ per cent.

BROILERS.

Light, discount 65 to 67½ per cent.
Reversible, discount 65 to 67½ per cent.
Vegetable, per doz., discount 37½ per cent.

Henis, No. 8.	per doz.	6 00
Henis, No. 9	"	7 00
Queen City	"	7 50

BUTCHERS' CLEAVERS.

German	per doz.	6 00	11 00
American	"	12 00	20 00

BUTCHER KNIVES.

Bailey's	per doz.	0 60	6 30

BUILDING PAPER, ETC.

Tarred Felt, per 100 lb		1 75
Ready roofing, 2-ply, not under 45 lb., per roll		0 90
Ready roofing, 3-ply, not under 65 lb., per roll		1 15
Carpet Felt	per ton	45 00
Dry Sheathing	per roll, 400 sq. ft.	0 35
Tar "	" 400 "	0 45
Dry Fibre	" 400 "	0 50
Tarred Fibre	" 400 "	0 60
O. K. & I. X. L.	" 400 "	0 65
Resin sized	" 400 "	0 4[illegible]
Oiled Sheathing	" 600 "	1 00
Oiled "	" 400 "	0 70
Roof Coating, in barrels	per gal.	0 17
Roof " small packages	"	0 25
Refined Tar	per barrel	4 50
Coal Tar	"	4 00
Coal Tar, less than barrels	per gal.	0 15
Roofing Pitch	per 100 lb.	1 00

BULL RINGS

Copper, $2.00 for 2½-inch, and $1.90 for 2-inch.

BUTTS.

Wrought Brass, net revised list.

Cast Iron.

Loose Pin, discount 60 per cent.

Wrought Steel.

Fast Joint, discount 65, 10 and 2½ per cent.
Loose Pin, discount 65, 10 and 2½ per cent.
Berlin Bronzed, discount 70, 70 and 5 per cent.

Gen. Bronzed	per pair	0 40	0 65

CARPET STRETCHERS.

American	per doz.	1 00	1 50
Bullard's	"	....	6 50

CASTORS.

Bed, new list, discount 55 to 57½ per cent.
Plate, discount 52½ to 57½ per cent.

CATTLE LEADERS.

Nos. 31 and 32	per gross	8 50	9 50

CHALK.

Carpenters' Colored, per gross		0 45	0 75
White lump	per cwt.	0 60	0 65
Red		0 05	0 06
Crayon	per gross	0 14	0 18

CHISELS.

Socket, Framing and Firmer.

Broad's, discount 60 and 10 per cent.
Warnock's, discount 50 and 10 per cent.
P. S. & W. Extra, discount 60 and 10 per cent.

CHURNS.

Revolving Churns, metal frames No. 0, $8; No. 1, $8.50; No. 2, $9.00; No. 3, $10.00; No. 4, $12.00; No. 5, $16.00 each. Ditto wood frames, 20c. each less than the above. Discounts: Factories, 53 per cent.; delivered from stock in Montreal, 51 per cent. Terms 4 months or 3 per cent. cash in 30 days.

Churn frames, including bearings, levers, etc. Nos. 0, 1, 2 and 3, wood, $2.40; and 4 and 5, $2.65. Metal frames, 25c. extra. Discount 15 per cent., net 30 days.

CLIPS.

Axle, discount 65 per cent.

CLOSETS.

	Net.
Plain York or Ontario Syphon Jet	$9 60
Emb. " " "	10 20
Fittings	1 00
Plain Elgin or Teu. Syphon Washout	6 00
Emb. " " "	6 60
Fittings	1 25
Low Down Elgin or Teutonic, plain	6 00
Low " " " emb.	6 50
Plain Richelieu	4 25
Emb "	4 50
Connections	1 25
Low Down Ontario Syphon Jet, plain	11 70
Low " " " emb'd.	12 30
Closet connection	1 25
Basins, P.O., 14-in	0 70
Basins, oval, 17 x 14-in.	1 50
Basins, " 19 x 15-in.	2 25

COMPASSES, DIVIDERS, ETC.

American, discount 62½ to 65 per cent.

CONDUCTOR PIPE.

Plain or Corrugated.

2-inch	per 100 feet	3 00
3 "	" "	4 00
4 "	" "	5 25
5 "	" "	6 75
6 "	" "	9 00

CRADLES, GRAIN.

Canadian, discount 20 to 25 per cent.

CROSSCUT SAW HANDLES.

S. & D., No. 3	per pair	0 17½
S. & D., " 5	"	0 22½
S. & D., " 6	"	0 15
Boynton pattern	"	0 20

DOOR SPRINGS.

Torrey's Rod (15 p.c.), per doz.	....	2 00
Coil "	0 88	1 60
English "	2 00	4 00

DRAW KNIVES.

Coach and Wagon, discount 50 and 10 per cent.
Carpenters', discount 60 and 10 per cent.

Experiments are Expensive

but you don't have to experiment with our Patent Wire Edged Ready Roofing. For over ten years we carefully tested the Durability of our Ready Roofing and when we found it was a thoroughly reliable material we advised our customers to use it.

The Paterson Mfg. Co., Limited

Toronto and Montreal.

DRILLS.

Hand and Breast.

Millar's Falls, per doz., net list.

DRILL BITS.

Morse, discount 37½ to 40 per cent.
Standard, discount 50 and 5 to 55 per cent.

FAUCETS.

Common, cork-lined, discount 35 per cent.

EAVETROUGHS.

10-inch . ...per 100 ft. 3 10

ELBOWS (stovepipe.)

and 6-inch, common....... per doz. 1 20
7-inch........................ .. " 1 35
Polished, 15c. per dozen extra.

ESCUTCHEONS.

Discount 40 per cent.

ESCUTCHEON PINS.

Iron, discount 40 per cent.

FACTORY MILK CANS.

Discount off revised list, 40 per cent.

FILES AND RASPS.

Great Western	70 and 10 per cent.
Arcade	70 " 10 "
Kearney & Foot	70 " 10 "
Disston's	70 " 10 "
American	70 " 10 "
J. Barton Smith	70 " 10 "
McClellan	70 " 10 "
Eagle	70 " 10 "
Nicholson, 60 and 10 to 60, 10 and 5	"
Royal	80 "
Globe	70 to 75 "

Black Diamond, 60 and 10 to 60, 10 and 5 per cent.
Jowitt's, English list, 25 to 27½ per cent.
Nicholson File Co.'s "Simplicity" file handle, per gross 85c. to $1.50.

GLASS.

Window. Box Price.

Size United Inches.	Star Per 50 ft.	Star Per 100 ft.	D. Diamond Per 50 ft.	D. Diamond Per 100 ft.
Under 26	2 0	3 80	....	6 75
26 to 40	2 10	4 00	....	7 25
41 to 50	....	4 50	....	8 75
51 to 60	....	4 75	....	10 00
61 to 70	....	5 (0	....	11 5
71 to 80	....	5 50	....	12 50
81 to 85	....	....	....	14 00
86 to 90	....	....	....	16 50
91 to 95	....	....	....	18 00
96 to 100	....	....	...	20 00

A dis ount of 25 per cent is offered ou "Double D amond"

GAUGES.

Marking, Mortise, Etc.

Stanley's, discount 50 to 55 per cent.

Wire Gauges.

Winn's, Nos. 26 to 33 ....each 1 65 2 40

HALTERS.

Rope, ⅜-inch	per gross	...	....
Rope, ½ "	"	....	9 00
Rope, ⅝ to ¾-inch	"	....	14 00
Leather, 1-inch	per doz.	3 87½	4 00
Leather, 1¼ "	"	5 15	5 20
Web	"	1 87	2 45

HAMMERS.

Nail.

Maydole's, discount 5 to 10 per cent. Canadian discount 25 to 27½ per cent

Tack.

Magnetic ....per doz. 1 10 1 20

Sl ge.

Canadian..............per lb. 0 07½ 0 08½

Ball Pean.

English and Canadian, per lb. 0 22 0 25

HANDLES.

Axe, 2nd growth, per doz. net 3 00 4 00
tore door... . .. ...per doz. 1 00 1 50

Fork.

C. & B., discount 40 per cent., revised list.

Hoe.

C. & B., discount 40 per cent., revised list.

Saw.

American...........per doz 1 00 1 25

Plane.

American .... per gross 3 15 3 75

Hammer and Hatchet.

Canadian, discount 40 per cent.

Cross-Cut Saws.

Canadian........ ...per pair 0 13¾

HANGERS. doz. pairs.

Steel barn door	5 85	6 00
Stearns, 4-inch	....	5 00
" 5-inch	....	6 50
Lane's covered—		
No. 11, 5-foot run	....	8 40
No. 11½, 10-foot run	....	10 80
No. 12, 10-foot run	....	12 60
No. 14, 15-foot run	....	21 00
Lane's O.N.T. track, per foot	....	0 04½

HARVEST TOOLS.

Discount 60 per cent.

HATCHETS.

Canadian, discount 40 to 42½ per cent.

HAT ENAMEL.

Henderson & Potts' "Anchor Brand'

HINGES.

Blind, Parker's, discount 16⅔ per cent.
Heavy T and strap, 4-in., per lb....... 0 06½
" " 5-in., " 0 06¼
" " 6-in., " 0 06
" " 8-in., " 0 05¾
" " 10-in., " 0 05½
Light T and strap, discount 65 and 5 per cent
Screw hook and hinge—
6 to 10 in......... per 100 lb. 4 50
12 in. up.......... " 3 25
Spring.......... per gro. pairs 10 50

HOES.

Garden, Mortar, etc., discount 60 per cent.
Planter.......... ... per doz. 4 00 4 50

HOLLOW WARE.

Discount 45 and 5 per cent.

HOOKS.

Cast Iron.

Bird cage	per doz.	0 50	1 10
Clothes line	"	0 27	0 63
Harness	"	0 72	0 88
Hat and coat	per gro.	1 00	3 00
Chandelier	per doz.	0 50	1 00

Wrought Iron.

Wrought hooks and staples, Canadian discount 47½ per cent.

Wire.

Hat and coat, discount 45 per cent.
Belt ....per 1,000 .... 0 60
Screw, bright, discount 55 per cent.

HORSE NAILS.

"C" brand, 40, 10 and 7½ per cent. off list Oval
"M" brand, 50, 10 and 5 per cent. head
Countersunk, 65 per cent.
"Monarch," 65 per cent.
"Peerless" 50 and 7½ per cent. dis.

HORSESHOES.

F.O.B. Montreal

Iron Shoes.	No. 2 and larger.	No. 1 and smaller
Light, medium and heavy	3 35	3 60
Snow shoes	3 60	3 85
Steel Shoes.		
Light	3 45	3 70
Featherweight (all sizes)	4 85	4 85

F.O.B. Toronto, Hamilton, London and Guelph, 10c. per keg additional.
Toe weight steel shoes........ .... 6 70

JAPANNED WARE.

Discount 45 and 5 per cent. off list, June 1899

ICE PICKS.

Star... ....per doz. 3 00 3 25

KETTLES.

Brass spun, 7½ per cent. discount off new list.
Copper .... per lb. 0 30 0 50
American, 60 and 10 to 65 and 5 per cent.

KEYS.

Lock, Canadian dis. 40 to 40 and 10 per cent.
Cabinet, trunk and padlock, American .... per gross 0 60

KNOBS.

Door, japanned and N.P., per doz.		1 50	2 50
Bronze, Berlin	per doz.	2 75	3 25
Bronze, Genuine	"	6 00	9 00
Shutter, porcelain, F. & L. screw	per gross	1 30	4 00
White door knobs	per doz.	....	1 00

HAY KNIVES.

Net prices.

LAMP WICKS.

Discount, 60 per cent.

LANTERNS.

Cold Blast	per doz.	7 00
No. 3, "Wright's"	"	8 50
Ordinary, with O burner	"	4 00
Dashboard, cold blast	"	9 00
No. 0	"	5 75

Japanning, 50c. per doz. extra.

LEMON SQUEEZERS.

Porcelain lined	per doz.	2 20	5 60
Galvanized	"	1 87	3 85
King, wood	"	2 75	2 90
King, glass	"	4 00	4 50
All glass	"	0 50	0 90

LINES.

Fish ... . per gross 1 05 2 50
Chalk .... " 1 90 7 40

LAWN MOWERS.

Woodyatt, 12-in. wheel	7 50
Star "	5 50
Daisy "	4 90
Philadelphia, 12-in. wheel	6 50
Ontario, "	14 25

Discount, 50 per cent.

Maxwell & Sons :

10½-in. high wheel	7 50	10 00
9-in.	5 50	6 25
8-in	49 0	5 50

Discount 50 per cent.

LOCKS.

Canadian, 40 to 40 and 10 per cent.
Russell & Erwin......per doz. 3 00 3 25

Cabinet.

Eagle, discount 30 per cent.

Padlocks.

English and Am..... per doz. 0 50 6 0
Eagle, discount 20 to 25 per cent.

MACHINE SCREWS

Iron and Brass.

Flat head, discount 25 per cent.
Round head, discount 20 per cent

MALLETS.

Tinsmiths'	per doz.	1 25	1 50
Carpenters', hickory,	"	1 25	3 75
Lignum Vitae	"	3 85	5 00
Caulking, each		0 60	2 00

MATTOCKS.

Canadian... . ... per doz 5 50 6 50

MEAT CUTTERS.

American, dis ount 33⅓ per cent
German, 15 per cent.
Gem ....each ... 1 15

MILK CAN TRIMMINGS.

Discount 25 per cent.

NAILS.	Cut.	Wire.
2d and 3d	3 45	3 45
3d	3 10	3 12
4 and 5d	2 85	2 95
6 and 7d	2 75	2 80
8 and 9d	2 60	2 60
10 and 12d	2 55	2 55
16 and 20d	2 50	2 50
30, 40, 50 and 60d (base)	2 45	2 45

Cut nails in carlots 5c. less.
Wire nails in carlots are $2.40.
Steel cut nails 10c. extra.
Miscellaneous wire nails, discount 75 per cent.
Coopers' nails, discount 30 per

NAIL PULLERS

German and American 1 75 3 50

NAIL SETS

Square, round and octagon, per gross.... .... 3 38 4 00
Diamond 1 00 2 00

POULTRY NETTING.

2-in. Mesh, 19 w.g., dis. 60 per cent.
2-in. Mesh, 16 w.g. and heavier, 50 p.c.

OAKUM.

U. S. Navy ....per 100 lb. 6 75
Plumbers .... " ... 3 00

OILERS.

McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 00
Zinc and tin, discount 50, 50 and 10 per cent
Copper .... per doz. 1 25 3 50
Brass............. " 1 50 3 50
Malleable, discount 25 per cent

GALVANIZED PAILS.

Dufferin pattern pails, discount 45 per cent
Flaring pattern, discount 45 per cent.
Galvanized washtubs, discount 45 per cent.

PIECED WARE.

Discount 40 per cent off list, June, 1899.
10-qt. flaring sap buckets, discount 40 per cent
6, 10 and 14-qt. flaring pails, dis. 40 per cent.
Creamer cans, discount 40 per cent.

PICKS.

Per dozen 6 00 9 00

PICTURE NAILS.

Porcelain head ......per gross 1 35 1 50
Brass head...... ... " 0 40 1 00

PICTURE WIRE.

Tin and gilt, discount 75 per cent.

PINE TAR.

½ pint in tins ....per gross ... 7 80
1 " " .... " 9 60

PLANES.

Wood bench, Canadian discount 40 per cent., American discount 50 per cent.
Wood, fancy Canadian or American, 37½ to 40 per cent.

PLANE IRONS.

English ....per doz. 2 00 5 00

PLIERS AND NIPPERS.

Button's genuine, per doz. pairs, discount 37½ to 40 per cent.
Button's imitation....per doz. 5 00 9 00
German .... " 0 60 2 60

PLUMBERS' BRASS GOODS.

Standard Compression work, dis. 60 per cent.
"J.M.T." Cushion work, discount 50 per cent.
Fuller work, discount 65 per cent.
6 dozen lots and over of the above, extra discount 10 per cent.
Lever handle Stops and Waste, discount 60 per cent. With, in lots of 2 dozen and over, an extra discount of 10 per cent.
"J.M.T." Globe, Angle and Check Valves, discount 55 per cent.
Standard Globe, Angle and Check Valves, discount 65 per cent.
"J.M.T." Radiator Valves, discount 55 per cent.
Standard Radiator Valves, discount 65 per cent.
Patent Quick-Opening Valves, discount [illegible] per cent.
No. 1 compression bath cock.. net 2 00
No. 4 " " " 2 00
No. 7 Fuller's............ " 2 20
No. 4½, " " 2 35
Patent Compression Cushion, basin cock, hot and cold. per doz. 15 00
Patent Compression Cushion, bath cock, No. 2208 2 25
Square head brass cocks, discount 60 per cent.
" " iron " [illegible] "
Competition Globe, Angle and Check Valves discount 70 per cent
Thompson Smoke-test Machine, $25.00.

Our New

GLASS CATALOGUE

The most complete work ever issued.

Containing much useful and important information and instruction on all kinds of glass—which you ought to know—as well as a numerous variety of designs and illustrations of glass now used in modern buildings.

EVERY KIND OF PLATE AND WINDOW GLASS IN STOCK.

TORONTO PLATE GLASS IMPORTING CO.,

Hill & Rutherford

Warerooms and Offices—135 to 143 Victoria St.
Bending Works—209 to 213 Victoria St.

TORONTO

PRESSED SPIKES

Discount 20 per cent.

PULLEYS

Hothouse ..... per doz.	0 55	1 00
Axle ..... "	0 22	0 33
Screw ..... "	0 27	1 01
Awning ..... "	0 35	2 50

PUMPS.

Canadian cistern	1 80	3 60
Canadian pitcher spout	1 40	2 10

PUNCHES

Saddler's ..... per doz.	1 00	1 85
Conductor's ..... "	9 00	15 00
Tinners', solid ..... per set		0 72
" hollow ..... per inch		1 00

RANGE BOILERS.

Dominion, 30 gallon ..... net		6 00
" 35 " ..... "		7 00
" 40 " ..... "		8 00
Ronald's Galvanized, 30 gallon, "		7 40
" " 35 " "		8 40
" " 40 " "		9 60
Copper, 30 gallon ..... "		22 00
" 35 " ..... "		24 00
" 40 " ..... "		28 00

Discount off copper boilers 15 per cent.

RAKES.

Wood ..... per doz. net 1 20 up.

RAZORS.

	per doz.	
Elliot's	4 00	18 00
Geo. Butler's & Co's	4 00	18 00
Boker's	7 50	11 00
" King Cutter	12 50	15 00
Wade & Butcher's	3 60	10 00
Theile & Quack's	7 00	12 00
Bailey's	6 00	12 00
Bailey's Brantford	10 00	11 00
Carbo Magnetic	....	15 00
Griffon Barber's Favorite	....	10 75
Griffon No. 65	....	13 00
Griffon Safety Razors	....	13 50
Griffon Stropping Machines ..	....	13 50
Lewis Bros. " Klean Kutter	8 50	10 50

REGISTERS.

Discount 40 per cent

RIVETS AND BURRS.

Iron Rivets, black and tinned, discount 60 and 10 per cent

Iron Burrs, discount 55 per cent.

Extras on Iron Rivets in 1-lb. cartons, ½c. per lb

Extras on Iron Rivets in ½-lb cartons, 1c. per lb.

Copper Rivets, with usual proportion burrs, 45 per cent. discount. Cartons, 1c. per lb. extra net

Copper Burrs only, discount 30 and 10 per cent.

Extras on Tinned or Coppered Rivets, ½-lb. cartons 1c. per lb

RIVET SETS

Canadian, discount 35 to 37½ per cent

ROPE, ETC

Sisal	0 12
Pure Manilla	0 14
"British Manilla	0 11½
Cotton, 3-16 inch and larger	0 16
" 5-32 inch	0 21
" 4 inch	0 22
Russia Deep Sea	0 15
Jute	0 08
Lath Yarn, single	0 70
" double	0 10
Sisal bed cord, 48 feet per doz	0 85
" " 60 feet "	0 90
" " 72 feet "	0 95

RULES

Boxwood, discount 55 per cent

Ivory, discount 37½ to 40 per cent

SAD IRONS

Mrs. Potts, No 55, polished per set	0 70
" No 50, nickle-plated, "	0 90

SAND AND EMERY PAPER

B & A sand, discount, 40 and 5 per cent

Emery, discount 40 per cent.

Garnet (Kurtzon's) 5 to 10 per cent advance on list.

SAP SPOUTS.

Bronzed iron with hooks . . per 1,000 9 50

SAWS.

Hand, Disston's, discount 12½ per cent.

S. & D., discount 40 per cent.

Crosscut, Disston's.. per foot 0 35 0 55

S. & D., discount 35 per cent. on Nos. 2 and 3.

Hack, complete ..... each 0 75 2 75

" frame only 0 75

SASH WEIGHTS.

Sectional ..... per 100 lb.	2 50	2 75
Solid ..... "	1 75	2 00

SASH CORD.

Per lb 0 24 0 30

SAW SETS. per doz.

Lincoln and Whiting	4 75
Hand Sets, No. 1 Woodyatt (Morrill)	4 25
X-Cut Sets, No. 3 Woodyatt (Morrill)	9 50

SCALES.

Gurney Standard, 40 per cent.

Gurney Champion, 50 per cent.

Burrow, Stewart & Milne—
- Imperial Standard, discount 40 per cent.
- Weigh Beams, discount 35 per cent.
- Champion Scales, discount 50 per cent.

Fairbanks standard, discount 35 per cent.
- " Dominion, discount 55 per cent.
- " Richelieu, discount 55 per cent.

Warren's new Standard, discount 40 per cent.
- " " Champion, discount 50 per cent.
- " Weighbeams, discount 35 per cent.

SCREW DRIVERS.

Sargent's ....per doz. 0 65 1 00

SCREEN DOORS.

Common doors, 2 or 3 panel, walnut stained, 4-in. style ..... per doz.	6 80	
Common doors, 2 or 3 panel, yellow and green stained, 4-in. style... per doz.	7 00	
Common doors, 2 or 3 panel, in natural colors, oil finish ..... per doz.	8 15	

3-in. style 20c. per dozen less.

SCREWS.

Wood, F. H., bright and steel, discount 87½ per cent.

Wood, R. H., bright, dis. 82½ per cent.
- " F. H., brass, dis. 80 per cent.
- " R. H., " dis. 75 per cent.
- " F. H., bronze, dis. 75 per cent.
- " R. H., " dis. 70 per cent.

Drive Screws, dis. 87½ per cent.

Bench, wood ..... per doz.	3 25	4 00
" iron ..... "	4 25	5 00

Set, case hardened, dis. 60 per cent.

Square Cap, dis. 50 and 5 per cent.

Hexagon Cap, dis. 45 per cent.

SCYTHES.

Per doz. net 6 00 9 00

SCYTHE SNATHS.

Canadian, discount 40 per cent.

SHEARS.

Bailey Cutlery Co., full nickeled, discou and 2½ per cent.

Bailey Cutlery, Japan Handles, discount 67½ per cent.

Seymour's, discount 50 and 10 per cent.

SHOVELS AND SPADES.

Canadian, discount 45 per cent.

SINKS.

Cast iron, 16 x 24	....	0 85
" 18 x 30	....	1 00
" 18 x 36	....	1 40

SNAPS.

Harness, German, discount 25 per cent.

Lock, Andrews' 4 50 11 50

SOLDERING IRONS.

1, 1½ lb ..... per lb.	....	0 37
2-lb. or over ..... "	....	0 34

SQUARES.

Iron, No. 493 ..... per doz.	2 40	2 55
" No. 494 ..... "	3 25	3 40

Steel, discount 60 to 60 and 5 per cent.

Try and Bevel, discount 50 to 52½ per cent.

STAMPED WARE.

Plain, discount 75 and 12½ per cent. off revised list.

Retinned, discount 75 per cent off revised list.

STAPLES.

Galvanized	3 25	3 50
Plain	2 90	3 15

Coopers', discount 45 per cent.

Poultry netting staples, discount 40 per cent.

STOCKS AND DIES.

American discount 25 per cent.

STONE.

Washita ..... per lb.	0 28	0 60
Hindostan ..... "	0 06	0 07
" slip ..... "	0 09	0 09
Labrador ..... "	....	0 13
" Axe ..... "	....	0 15
Turkey ..... "	....	0 50
Arkansas ..... "	....	1 50
Water-of-Ayr ..... "	....	0 10
Scythe ..... per gross	3 50	5 00
Grind, 2-in., 40 to 200 lb., per ton	....	25 00
" " under 40 lb., "	....	28 00
" under 2 in. thick, "	....	29 00

STOVEPIPES.

5 and 6 inch, per 100 lengths	....	7 00
7 inch ..... "	....	7 50

ENAMELINE STOVE POLISH.

No. 4, 3 doz. in case .. net cash	....	4 80
No. 6, 3 doz. in ase .. "	....	8 40

TACKS, BRADS, ETC.

Carpet tacks, blued	80 and 15
" " tinned	80 and 20
" " (in kegs)	40
Cut tacks, blued, in dozens only	80
" ¼ weights	60
Swedes cut tacks, blued and tinned—	
In bulk	80 and 10
In dozens	75
Swedes, upholsterers', bulk 85,	12½ and 12½
" brush, blued and tinned bulk	70
Swedes, gimp, blued, tinned and japanned	75 and 12½
Zinc tacks	35
Leather carpet tacks	55
Copper tacks	50
Copper nails	52½
Trunk nails, black	65 and 5
Trunk nails, tinned	65 and 10
Clout nails, blued	65 and 5
Chair nails	35
Patent brads	40
Fine finishing	40
Lining tacks, in papers	10
" " in bulk	15
" " solid heads, in bulk	75
Saddle nails, in papers	10
" " in bulk	15
Tufting buttons, 22 line, in dozens only	60
Zinc glaziers' points	5
Double pointed tacks, papers ..	90 and 10
" " " bulk	40
Clinch and duck rivets	45

TAPE LINES.

English, ass skin ..... per doz.	2 75	5 00
English, Patent Leather	5 50	9 75
Chesterman's ..... each	0 90	2 85
" steel ..... each	0 80	8 00

TINNERS' SNIPS.

Bailey's, discount 25 per cent.

THERMOMETERS.

Tin case and dairy, discount 75 to 75 and 10 per cent.

TRAPS (steel.)

Game, Newhouse, discount 25 per cent.

Game, H. & N., P. S. & W., 65 per cent.

Game, steel, 72½, 75 per cent.

TROWELS.

Disston's, discount 10 per cent.		
German ..... per doz.	4 75	6 00
S. & D., discount 35 per cent.		

TWINES.

Bag, Russian ..... per lb.	....	0 27
Wrapping, cotton, 3-ply	....	0 19
" 4-ply	....	0 23
Mattress ..... per lb.	0 33	0 45
Staging ..... "	0 27	0 35

VISES.

Wright's	....	0 13½
Brook's	....	0 12½
Pipe Vise, Hinge, No. 1	....	3 50
" " " No. 2	....	5 50
Saw Vise	4 50	9 00

ENAMELLED WARE.

White, Princess, Turquoise, Blue and White discount 50 per cent.

Diamond, Famous, Premier, discount 50 and 10 per cent.

Granite or Pearl, Imperial, Crescent, discount 50, 10 and 10 per cent.

WIRE.

Smooth Steel Wire.

No. 0-9 gauge		$2 50
10 "		6c. extra.
11 "		12c. "
12 "		20c. "
13 "		30c. "
14 "		40c. "
15 "		55c. "
16 "		70c. "

Add 60c. for coppering and $2 for tinning.

Extra net per 100 lb. Oiled wire 10c., spring wire $1.25, special hay baling wire 30c., best steel wire 75c., bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb. hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.

Fine Steel Wire, discount 25 per cent. List of extras: In 100-lb. lots: No. 17, $5—No. 18, $5.50—No. 19, $6—No. 20, $6.65—No. 21, $7—No. 22, $7.30—No. 23, $7.65—No. 24, $8—No. 25, $9—No. 26, $9.50—No. 27, $10—No. 28, $11—No. 29, $12—No. 30, $13—No. 31, $14—No. 32, $15—No. 33, $16—No. 34, $17. Extras net—tinned wire, Nos. 17-25, $2—Nos. 26-31, $4—Nos. 32-34, $6. Coppered, 5c.—oiling, 10c.—in 25-lb. bundles, 15c.—in 5 and 10-lb. bundles, 25c.—in 1-lb. hanks, 25c.—in ½-lb. hanks, 38c.—in ¼-lb. hanks, 50c.—packed in casks or cases, 15c.—bagging or papering, 10c.

Brass wire, discount 62½ per cent. off the list.

Copper wire, discount 62½ per cent. net cash: 30 days, f.o.b factory.

Galvanized wire, per 100 lb.—Nos. 4 and 5, $3.70 to $3.90 Nos. 6, 7, 8, $3.15 to $3.35—No. 9, $2.50—No. 10, $3.20 to $3.40—No. 11, $3.25 to $3.45—No. 12, $2.65—No. 13, $2.75—No. 14. $3.75 to $3.95—No 15, $4.30—No. 16. $4.30. Base sizes, Nos. 6 to 9, $2.27½ f.o.b. Cleveland. In carlots 12½c. less.

Clothes Line Wire, regular 7 strand, No. 17, $4.65; No. 18. $2.90; No. 19, $2.60. Hollow 6 strand, No. 17, $4.30; No. 18, $2.70; No. 19, $2.35; No. 20, $2.30, f.o.b. Hamilton, Toronto, Montreal.

WIRE FENCING.

Galvanized barb	2 80
Galvanized, plain twist	2 90

Galvanized barb, f.o.b. Cleveland, $2 55½ in less than carlots, and $2 45 in carlots.

COILED SPRING WIRE.

High Carbon, No. 9	$2 75
" No. 11	3 40
" No. 12	2 95

WIRE CLOTH.

Painted Screen, per 100 sq. ft., net .. 1 40

Terms, 3 per cent. off 30 days.

WASTE COTTON.

Colored ..... per lb.	0
White ..... "	0 08

WRENCHES.

Acme, discount 35 to 37½ per cent.

Agricultural, discount 60 per cent.

Coe's Genuine, discount 20 to 25 per cent.

Towers' Engineer ..... each	2 00	7 00
" S. ..... per doz.	5 80	6 00
G. & K.'s Pipe ..... "	....	3 40
Burrell's Pipe ..... each	....	3 60
Pocket ..... per doz.	0 25	2 90

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Leader ..... per doz.	30 00	33 00
Royal Canadian ..... "	....	24 00
Royal American ..... "	....	24 00
Sampson ..... "	....	24 00
Lightning ..... "	....	27 00

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Canadian make, discount 40 per cent.

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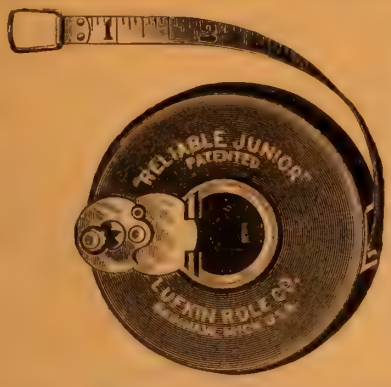

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Does not Burn out or Blow out and requires no following up.

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HARDWARE
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The Weekly Organ of the Hardware, Metal, Heating, Plumbing and Contracting Trades in Canada.

VOL. XV. MONTREAL AND TORONTO, MAY 2, 1903. NO 18.

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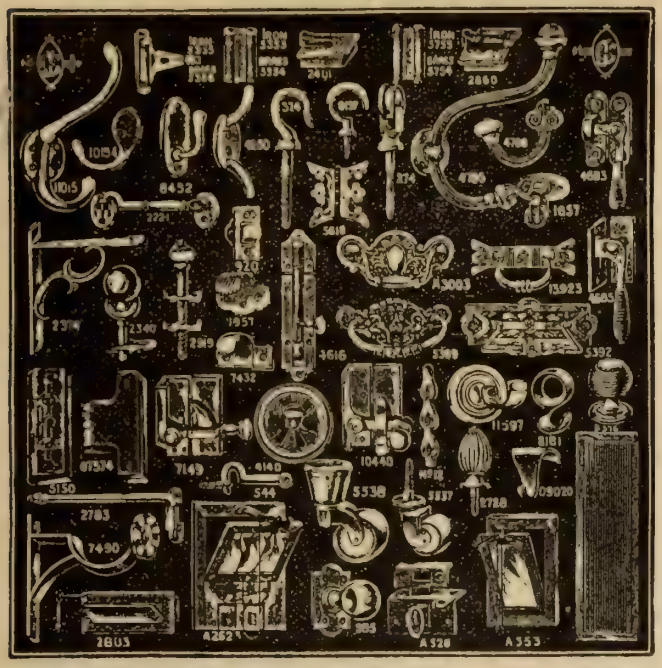

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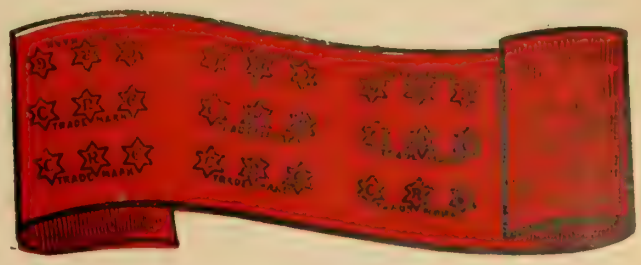

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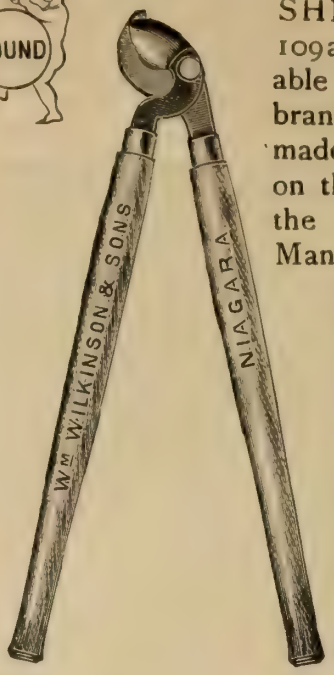

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You WANT a GOOD, LIGHT STORE

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Do Not be Misled by Cheap Imitations.

We can give you cheap glass.
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BAR STEEL.

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All sizes carried in stock. Also extra taps and dies.

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Complete stocks of Straight Lip, Bolt, Gad, Pick, Horseshoers' and Clinching Tongs.

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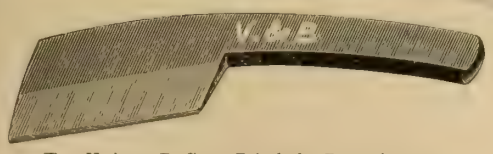
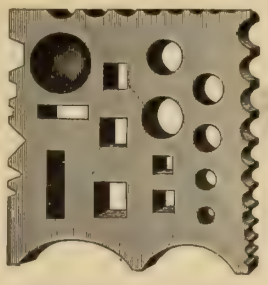
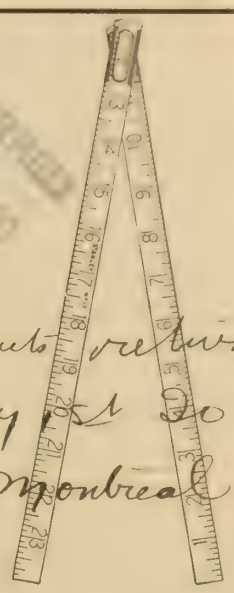


Toe Knives, Buffers, Pritchels, Butterises, etc.



SWEDGE BLOCKS,
15 x 15 x 4 ins.



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all cuts returned
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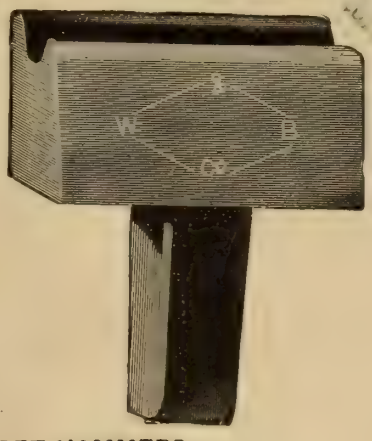

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PUNCHES,
HOT CHISELS,
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FULLERS,
HARDIES,
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Bellows, Blowers,
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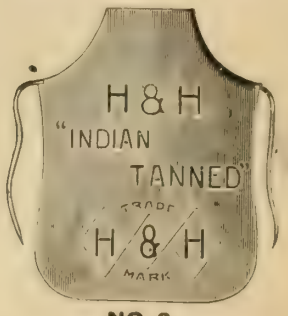

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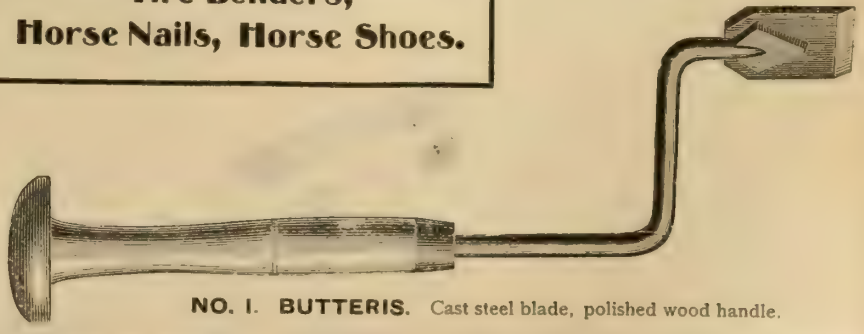
Strings attached.



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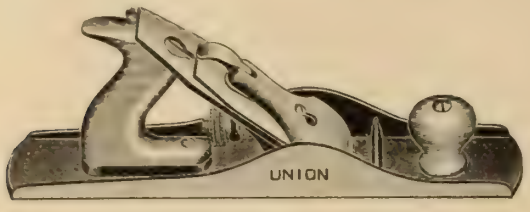

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For Telegraph, Telephone, Trolley and Transmission Lines.

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Of all kinds and for all purposes.

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For Telegraph and Telephone—Barb Wire, Plain Twist Galvanized Coiled Spring Fencing; Galvanized Wire, straightened and cut any length for fence purposes.

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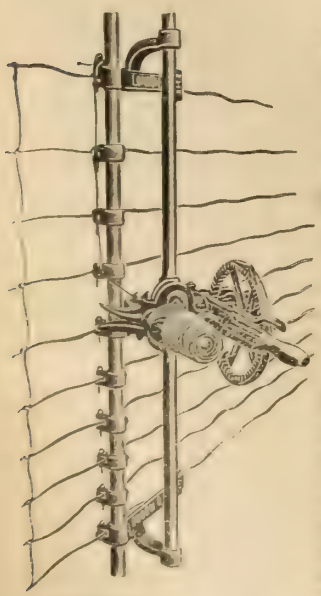

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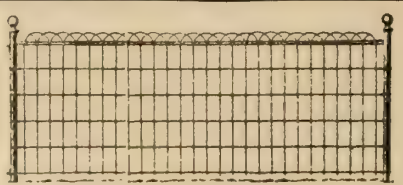

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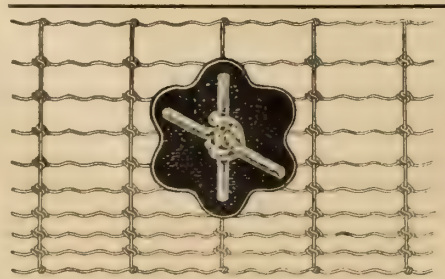
We build it from 24 inch to 42 inch high, from **14c.** to **19c.** per running foot. The best and strongest in the market. We build farm fences and gates of all sizes.

Cyclone Woven Wire Fence Co., Limited

Write for price. **TORONTO**



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Made from No. 9 hard steel wire throughout.
Made to sell, to last, and to give satisfaction.

That is why the IDEAL is

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If not represented there, write for catalogue and prices.

Coiled Spring Wire.

Unexcelled in quality. Prompt shipment.

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"FROST"

COILED WIRE

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IMPORTANT: Insist on all your wire being tagged **"THE FROST."** It is a guarantee of superiority.

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OUR NEW CENTURY RIDGE LINE

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MICHIGAN PATTERN

Made in All the Standard Patterns.

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Each tool is Tempered by Hand, and carefully inspected in every process of manufacture.

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We make the strongest mantles.
Our mantles gives the most light.
We use the purest and most costly chemicals.
We anneal our mantles with pressure gas.
Our mantles won't shrink or fray out.
Our trade mark A is on the best mantles.

We make mantles with any private mark on them, your own name if you desire.

WE MAKE

Coal Gas Mantles.	Coal Oil Mantles.
Oil Gas Mantles.	Gasolene Mantles.
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In single, double or triple weave.

Lowest prices on Mantles, Shades, Chimneys and Sundries.

Write us if you are interested.

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HIGH GRADE — RUBBER GOODS — DURHAM — BOWMANVILLE — ONTARIO, CAN.

Order "Durham" Brands

HOSE
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Our "DURHAM" Brands are a guarantee of good quality, and the large and increasing demand proves that their merits are recognized.

GET SAMPLES AND PRICES.

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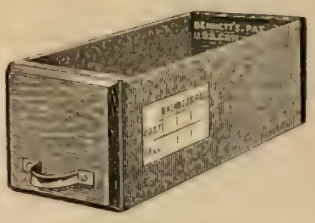

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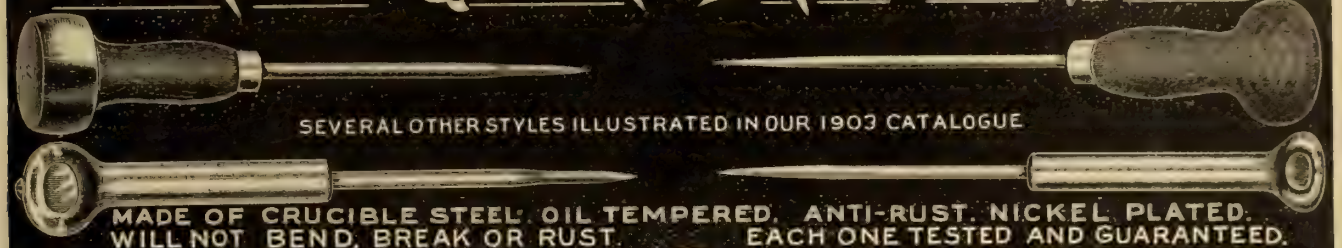

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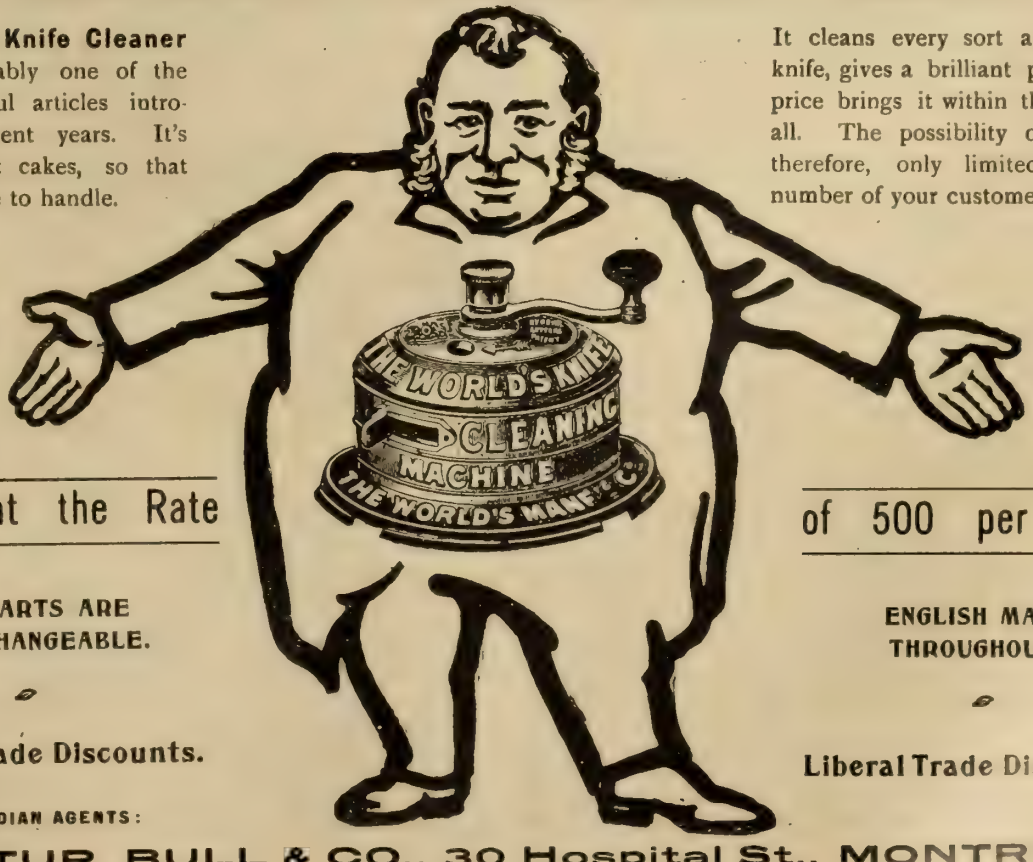

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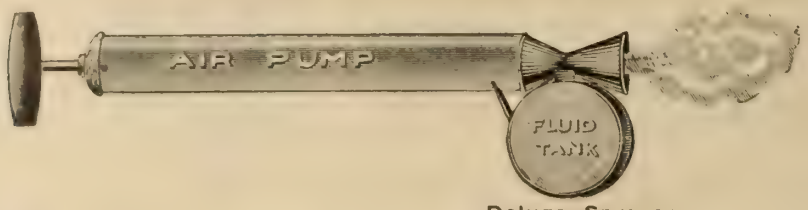

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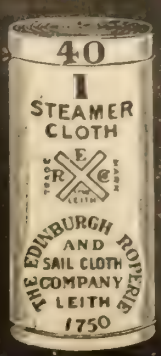

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HARDWARE AND METAL

VOL XV. MONTREAL AND TORONTO, MAY 2, 1903. NO. 18.

Analyzing The Dominion Budget

BY ZED.

THE Budget debate is now well under way, and while many speakers are on the list who intend to mingle in the fray, the speech of the Minister of Finance has, of course, removed all curiosity as to changes in the tariff, which had been rising to a high pitch for a couple of weeks previous thereto, while the reply of the leader of the Opposition has, of course, set the pitch for the chorus of his supporters.

* * *

In the limit of one article it would be impossible to deal with anything like satisfactory fullness with two such speeches as those we have mentioned, to say nothing of the heavy artillery of Sir Richard Cartwright, the skirmishing of that prince of light-armed combatants the Hon. J. Israel Tarte, and the serious discourse of the member for North Norfolk, Mr. Charlton, so we shall confine ourselves chiefly to the utterances of Mr. Fielding, reserving for a future occasion the remarks of the gentlemen who have been succeeding him.

* * *

Mr. Fielding's speech contains a large number of intetesting statistics, inserted, as he tells us, not to demonstrate the prosperity of the country, which is apparent to all, but because the Budget speech is a "sort of financial library" for future reference. And yet we can hardly dismiss this subject of prosperity so lightly as to speak of it as "apparent to all," true as that undoubtedly is; the pleasure of contemplating and analysing it is too great, and the pleasure of reading the figures which prove it, too.

* * *

Whether the present pleasant state of affairs is attributable to the National Policy, now come to harvest; to the Fielding Tariff, of 1897, which displaced the National Policy; to a succession of abundant crops; to the fact that our immense natural resources are at last coming to the attention of the capitalists the world over, with their consequent advantages, or to a combination of some or all of these, we leave it to the politicians to argue; the fact remains that prosperous we are as few peoples on this earth, and for that we are thankful.

* * *

In 1867 Canada was an accomplished fact—on paper. Four provinces experimentally strung together by an Imperial Act of Parliament, jealous and distrustful almost to the point of disruption, with no broad national aspirations beyond vague and doubtful hopes, with no proper channels of inter-communication, with a population sparse and poor; such was Canada at its birth. To-day, what a contrast. A nation, the individual provinces of which exceed in size and resources many a European kingdom; a people proud of their common country; highways by rail and by water connecting districts the most remote; employment more plentiful than the laborers required, and, in place of hopes, certainties of future greatness.

* * *

In 1868 the deposits of the people in the chartered banks were $33,317,879; in 1902, $344,949,901; the discounts of the banks $51,966,120 and $318,690,611 respectively; the total exports and imports $131,027,532 and $423,910,441 respectively. Coming to the figures of the year that is closed, by which, of course, we mean the financial year ending June 30, 1902, we find ourselves opulent beyond the record of any other year.

* * *

The total income stands at the sum of $58,050,790, an increase of over five and one half millions on the preceding year, and showing the very large surplus of more than seven and a quarter millions of money, the largest, omitting that of 1899-1900, in the history of the country. This surplus may be called the politicians surplus, for, while it is no doubt correct as between revenue and ordinary expenditure, the fact remains that in spite of this large receipt we actually spent, including moneys paid out on what is called capital and special accounts, almost $64,000,000, and, deducting from this the amount put away for sinking fund to pay off debt, there was an actual net increase to our national debt of over three and a quarter millions. Of course we cannot blame Mr. Fielding for this method of bookkeeping, which, while justifiable in some ways, is yet, on the whole, misleading to the general public, for it has been the same from the beginning, and to make the necessary comparisons he is bound to follow it; but in the national stock-taking it is well to keep ourselves free from over-fine distinctions, and to endeavor to strike an exact balance. It is no doubt true that by the liberal expenditures we are increasing our national assets, but one cannot make a perfect analogy between the affairs of a business, which some day is bound to be wound up, when assets are converted and debts paid, and the affairs of a nation which, so to speak, lives on for ever, and where liquidation never takes place. It is less misleading then to regard the moneys spent on such things as canals and railways as a simple expenditure, for which we no doubt get value in increased facilities of transport and travel, but which is an expenditure none the less for which we have no convertible asset to show.

* * *

The fact is the amount of our debt is bound to increase in every, or almost

every year, for a long time to come, for the country is young; a country, as has well been said, "of magnificent distances" with all the attendant outlay that implies; a country in which the natural resources must be developed, and all this means money, money, money. And so it happens that only two or three times since confederation has there been an actual surplus of revenue over all expenditure. While, however, the debt may go on increasing in actual amount, it may well be that it is actually decreasing so far as the amount per head of the population is concerned, and this has actually been the case for the last seven years, so that we have nothing to fear on this head, and may go on making necessary improvements with equanimity, since population is now coming to us more rapidly than ever before, and the per capita debt is likely in consequence still further to diminish.

* * *

Great as is the prosperity of the financial year ended last June, it promises to be far eclipsed in the current year, in which the Finance Minister confidently expects the revenue to reach the magnificent sum of $65 [illegible] with an "ordinary surplus of $13,350,000 (ordinary in the method of computation as above described though most unique in amount), and a surplus over all in reduction of the debt of $5,650,000.

* * *

And now passing from the general to the particular, let us see what changes the Budget discloses in the strictly trade matters of the country. It is a matter of very general knowledge that for months past the Government has been bombarded from all sides by deputations, letters and petitions, asking for increased protection, and protesting against increased protection; asking for bonuses and subsidies, and anathematizing bonuses and subsidies; many of the various requests and counter-claims have already been noted in these columns. The Budget is the lifting of the veil, the final act which shows just how effective have been the arguments pro and con, the discloser of the result of "our serious consideration." Hence it is that on the day of this great annual announcement are seen in the galleries many an anxious face, faces which grow darker or brighter as the speech draws on; faces grown familiar to the members; faces soon to disappear from Ottawa "for a season."

* * *

Probably the most interesting announcement of tariff change to the public at large was that of the surtax on German goods, an increase of one-third of the duty on dutiable goods coming in from that country, as a retaliation for the treatment received by Canada at her hands. The length of this article will not permit of a history of the case, but when we consider that we purchased last year from Germany more than ten million dollars' worth of goods, while selling to her scarcely more than a ninth of that in return, it does seem odd that the land of the Kaiser should have driven us into our present course. Where this change is of special interest to certain branches of manufacture appears from a consideration of the various articles which we import most largely from the Fatherland. We quite admit that inasmuch as the increase applies only to goods imported from Germany it is by no means equivalent to an increase to that extent on all similar classes of goods from whatever foreign source, but while it is no doubt true that the effect will be in a large part to transfer the trade from Germany to other countries producing similar lines of goods, it is equally certain that it takes time to create new channels of trade, that the new will not completely equal the old in extent, at least for many years to come, and that meantime Canadian industries will have an added protection of considerable amount for a length of time to come.

* * *

Our makers of beet sugar it is true failed in their effort to get an increased protection (we may say here since we do not propose to refer later to this industry in connection with the Budget, that all machinery and structural iron, etc., required for the building of a beet root sugar factory, is put upon the free list for another year), but we imported last year from Germany no less than $3,655,570 worth of sugar, molasses, and kindred products. The increase on the import duties on these articles cannot fail to benefit our local industry to a very considerable extent, and may give to it that reasonable additional assistance which its promoters assert is necessary to its existence. There are four of these factories in existence, and, if it was found that with this slight assistance they could be worked to advantage, is it not quite possible that a further change in the tariff at some future date might secure to this industry permanency in the benefit?

* * *

In the same way we can extend the argument to the woollen industry. Here again, no direct increase has been made in the protection afforded to this industry but last year we imported from Germany well on to a million dollars of woollens, and the surtax in consequence is bound to help the woollen men. In iron and steel, and manufactures of these, we imported in the same connection, $1,134,511, and, here again, our local manufacturers in this line are bound to benefit during the readjustment which the change is bound to bring about.

Mr. Fielding's Budget at first looks as if not very much had been done to meet the views of the manufacturers, but a close study of it, shows that more has been accomplished than would appear at first blush. So much then for the surtax. Let us turn our attention for a little while to those industries which succeeded in getting at least a portion of their demands granted by the Government; and first, as to steel. Fortunate indeed is the country that can establish a successful iron and steel industry, for this is basic. And probably iron and steel become in turn the raw material for more manufactures than do any other products.

* * *

Entering, as we undoubtedly are, on an era of railway building on an immense scale, it would be of vast benefit to Canada if we could place upon a successful financial basis the production of steel rails. Feeling this the Government has made a conditional change in the tariff in this connection. Somewhat in doubt as to the possibilities of steel rail production here, a doubt aroused mainly by the inability of the Soo mills to fill the Government orders during the past year, and recognizing the fact that to increase the duty on the importation of steel rails would be only to swell our already large revenues unless Canadian manufacturers could supply the local demand, the new enactment provides that a duty of $7 per ton shall be imposed so soon as the Government in Council is satisfied that steel rails of the best quality, suitable for the use of Canadian railways, are being manufactured in Canada, from steel made in Canada, in sufficient quantity to meet the ordinary requirements of the market. It is confidently alleged that the condition will be fully met in a few months' time, partly by the Soo, partly by Sydney, and that in future the Canadian market will be held by the home-made goods.

* * *

And just here it is not out of place once more to emphasize the complexity of business interests, and how difficult it is to aid one particular branch of industry without in some way interfering with

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another. Say, for the purposes of the argument, that 60-lb. rails will be used in the new constructions. This means 105 tons to the mile, and if the price at present obtaining is raised to the full amount of the duty imposed, and we do not see why it will not be, this means an increased cost in railway construction of nearly $750 a mile. And so it is that we find Western members, whose constituents are simply crying out for railway facilities, shaking their heads somewhat, and stating that on general principles they object to any enactment which tends to increase the cost of railway construction. Now, there is in everything a last straw which breaks the camel's back. Suppose that the increased cost of rails should be that last straw in a scheme for building a branch line into some far away part of our Northwest. The railway is not built; settlers who would have gone in to the new territory refrain from doing so, and the few already there, the pioneers so to speak, throw up their holdings and return to the United States. What does that all mean? That a market which might have been a valuable consumer for iron and steel other than rails, has been lost. But iron and steel other than rails are made by the same companies as those producing the rails, and so, while making a profit on rails bought for other sections, which, perchance, can afford the extra cost, they lose the profits of a market which might have been theirs had cheap rails, imported if you will, been obtained. It is, indeed, a mixed question, and the writer frequently envies those gentlemen who can see only the one side of it, who are so perfectly convinced of the correctness of their own views, and so amused at the absolute fallacy of the arguments of the other fellow. We have already mentioned the indirect advantage which will no doubt accrue to this great industry from the surtax on German goods, and so may now pass on to new fields.

* * *

The lead men (and we wish it thoroughly understood that in the application of these various adjectives we describe not the personal qualities, as in the case of a "straw" man, but the industries in which they are interested) were very bitterly disappointed at their failure to secure the protection for which they had asked. Here, again, the matter was not easy sailing. The lead mines of British Columbia are immensely rich, and absolutely shut out from the markets of the United States by the high tariff of that country, while our markets are open to the Yankee lead. On the other hand, this is an article used by every family in Canada in some shape or other, and the consumer still has his advocates and champions. From Mr. Fielding's remarks we think this matter is perhaps not yet definitely settled, as he hinted very strongly that something by way of "bounty" might yet be given this session. When we come to the question of binder twine, we find that the deputations in this line have met with some success. The stock in these companies is very largely held by the farmers themselves, and, human like the rest of us, these gentlemen look with equanimity on a little "help" given to this particular industry, while strongly opposed to increased protection on other outputs. The case is, however, not exactly on a line with many others, but may be said to stand by itself. Since their acquisition of the Philippines the Americans have placed an export duty on Manilla hemp from those islands of ⅝c. per lb., but on all of it imported into the United States a rebate equal to the amount of the duty is given to the American importer. As up to this time twine has been on the Canadian free list, this means that the American manufacturer can make all such twine as that for which he uses the Manilla hemp at a cost of ⅝c. per lb. cheaper than can his Canadian rival, and, while no specific statement as to the change to be made was announced in the Budget, the Minister of Finance promised before the session was over to introduce legislation removing the inequality.

* * *

With regard to marine, two important changes have been made. In the first place, owing to legislation passed last session with a view to meeting the trick of taking a foreign vessel to Newfoundland, registering her there and then bringing her into Canada as a British ship free of duty, we have at present the old duty on foreign ships and with it a license fee, the latter being the method chosen to meet the case mentioned. As it was never the intention to have both, the duty is now entirely repealed, and the license fee alone retained. In the second place, as an experiment which is to be tried for two years, all dues and tolls are to be removed from our canals,

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which are to be "free as the ocean." It was claimed by the Marine Deputation, which was recently in Ottawa urging this action, that it would very greatly promote Canadian mercantile marine. We hope so, and we shall see.

* * *

Another change promised by Mr. Fielding, though not actually incorporated as yet in the tariff, is in connection with the importation of certain articles used by manufacturers. Provision there already is in the Customs that certain articles may be admitted free, but strange to say, it has been held that this does not give to the Governor in Council the power to lower the duty in these articles. It must be abolition or nothing. Now it may well happen that the Government would be quite inclined to reduce the import duty on a certain article used by a manufacturer, feeling that it was out of the question to admit it duty free, and yet the present state of the law is such that a deadlock would result. Mr. Fielding promises that legislation will be introduced giving power to remit in part as well as in the whole, and some changes will then take place which will be very much welcomed by some of our manufacturers.

* * *

To summarize then, we see that while there has been no increase in customs all along the line, neither has there been reduction or even a complete stand-still. Through the surtax on German goods certain industries, notably sugar, iron and woollens, will surely benefit to some extent; binder twine will be aided to remove the present unfair inequalities; steel rails will be handsomely protected if proper conditions be created; free machinery is continued to aid the beet sugar manufacturing; assistance by way of bonus is hinted at in connection with the lead industry. It is the cry of the unwary for an advance "all along the line" that is injuring the case of those industries which might very properly be aided. We well know that in the case of many Canadian trades there is the greatest prosperity, and no need whatever for increased protection, while it is equally apparent that in certain others assistance is very much needed. Mr. Fielding, alluding to the rapidly increasing importance of the West, sounds a note of warning to all moderate men—and these we hope and think are after all in the majority—when he says, "These Western people, producing articles that depend for their value upon the open markets of the world would chafe under a system of high protective duties, and would unquestionably organize against it. Is it not better to meet these people in a spirit of compromise, and ask them to join us in a moderate tariff, rather than, by the adoption of a high tariff policy, array them against the manufacturing interests of the East? I say it would be in the interests of the manufacturers themselves to take account of these things." There is surely food for thought in these words. The average Canadian is neither high protectionist nor absolute free trader, but a man who takes account of existing conditions, and refusing to worship any fetish, demands such laws as will insure a reasonable amount of prosperity to all classes, without making the one tributary to the other. No true and broad minded man wishes to see this a nation of shepherds, and no true patriot asks to make the tillers of the soil pay tribute to the manufacturing classes. We must find our position between the two extremes if we would have this nation reach its true stature as a united people; if we would have the East and the West not East and West but Canada, and the scribe who, dipping his pen in the gall of bitterness, espouses the one extreme or the other, reviling those who disagree with him, should find no place in the columns of our press. He is no benefit to this young country, and must rank, if sincere, as a nonentity; if insincere, as a demagogue.

* * *

Leaving trade matters and coming to administration of the general affairs of the country, it would take altogether too much space to enter into a lengthy discussion, but we may say that on one head argument is unnecessary, and that is, the excellent administration of the Post Office Department by Sir William Mulock, which, in the last fiscal year, shows a deficit of only $105,000, even when including the cost of service in the Yukon and Atlin Districts, which, of course, in the days of the heavy deficits, were not administered. While this journal is strictly non-political, it thinks it only fair to give credit where credit is due, and having a keen appreciation for "good business," it congratulates Sir William and the country on this splendid showing.

TESTED AND TRUE.

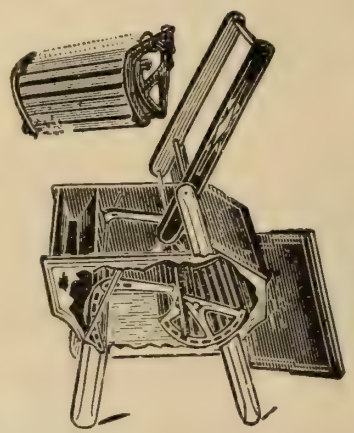
Iver Johnson Revolvers

Gustav Persch, of San Antonio, Texas, says:

"I have tested your revolvers and found them true to the sight and workmanship. I shot at a silver dime at 30 feet and hit it seven out of ten times. Your revolvers stand ahead of other makes every time. I recommend it to all."

Iver Johnson's Arms & Cycle Works,

New York Office: 99 Chambers St. FITCHBURG, MASS.



Vollmar Improved Perfect Washer

It has a most enviable record. A perfection of its kind—will wash more clothes in less time, do it better and easier, with less wear and tear, than any other machine. Prices on application.

COLBORNE, Sept. 10th, 1902,

Messrs. WORTMAN & WARD MFG. CO., LONDON,

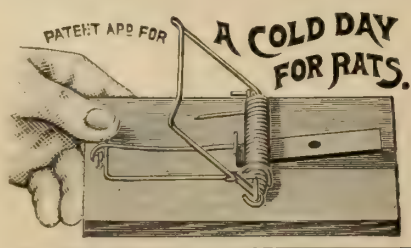
DEAR SIRS,—We have used the washer again and find that further use increased its value to us. The girls are simply delighted with it, as they can do the washing and be presentable for callers if need be.

MRS. R. WEEKS.

The above is a sample of the many kind words said about the Vollmar (Use the street No. when addressing us.)

The Wortman & Ward Mfg. Co., Limited

No. 1500 William Street, London, Ont.



Blizzard Rat Trap

Sold with our other lines of traps by all leading Canadian Jobbers.

J. M. MAST MFG. CO., - LITITZ, Pa., U.S.A.

EDWIN H. GREENFELL & CO., LONDON, ONT., CANADIAN AGENTS.

THE BELLEVILLE BUSINESS COLLEGE, LIMITED

BELLEVILLE, ONTARIO.

Send for handsome Catalogue fully describing all Courses taught.

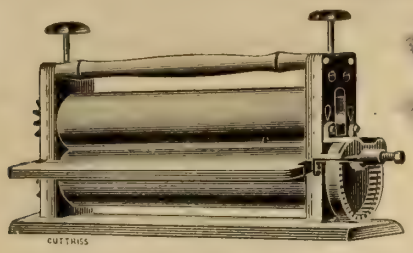
J. Frith Jeffers, M.A., Principal.

H. S. HOWLAND, SONS & CO.,

WHOLESALE ONLY

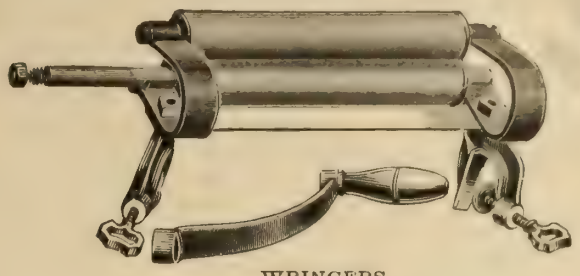
37-39 West Front Street, **Toronto.**

LIMITED ONLY WHOLESALE



MANGLES.

"Domestic," Rollers, 4 x 20-in. (as cut.)



WRINGERS.

"Eureka," Galvanized Iron Frame, Rollers, 1¾ x 11-in.

"Cricket" Wringers

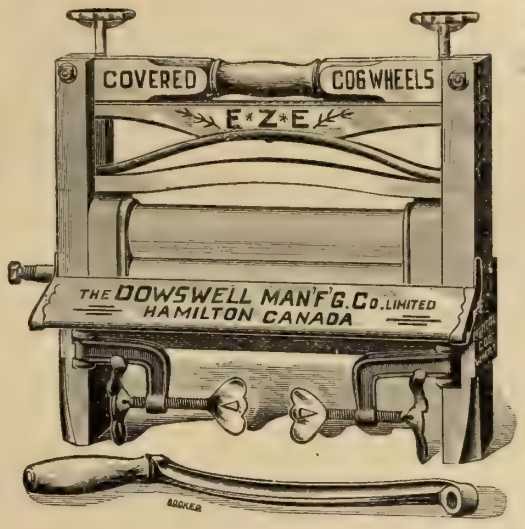
"New Ontario" "

"Royal Canadian" "

"Royal American" "

"Rapid" "

(Protected Cog Wheels.)



"Lightning" Wringers

"Leader" "

"Eze" "

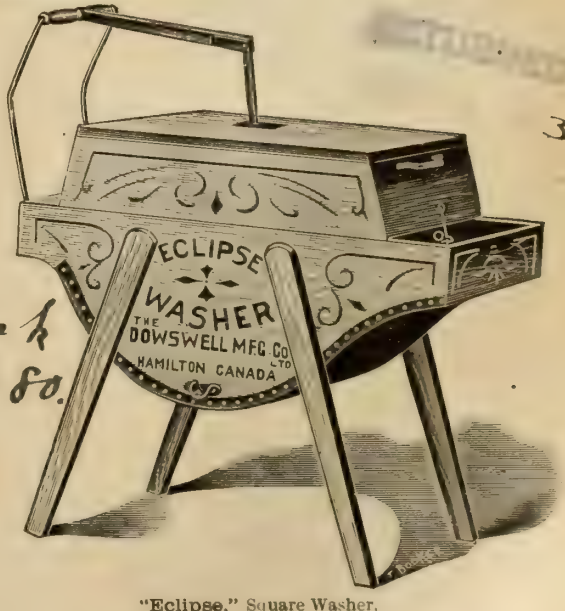
(Protected Cog Wheels.)

"Paragon" "

"Ajax" "

Roller, 2¼ x 14.

"New Century," Round Washer.



"Eclipse," Square Washer.

FOR FULLER PARTICULARS SEE OUR HARDWARE CATALOGUE.

H. S. HOWLAND, SONS & CO. LIMITED, Toronto.

OUR PRICES ARE RIGHT.

Graham Nails are the Best.

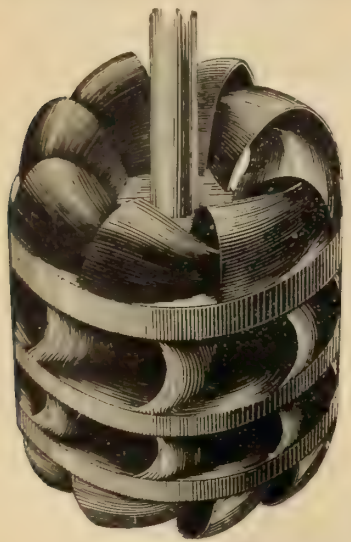
WE SHIP PROMPTLY.

Factory: Dufferin Street, Toronto

MACHINERY

THE ADVENT OF THE TURBINE.

THESE are the days of the passing of the picturesque, of the sacrifice, oft times, of scenic attractiveness at the shrine of practical utility. The old mill, with its ponderous scumcoated bucket wheel cajoled into an unwilling revolution by a cataract of shimmering whiteness, is fast becoming a relic of less strenuous times. Even our own Niagara, that all the world comes to view, is being slowly, but surely, harnessed to the



The Turbine—Showing the buckets or flanges.

car of man's service, and it may be that in some future day the rockface that is now hidden behind the impenetrable veil of the Canadian Fall will be exposed to the unsanctified gaze of our progeny.

Even at the present moment, a "flume" is being wormed out of the solid granite, whose lower end will be behind the Horse Shoe, and the moment when the last foot of rock is cut, and the tunnel opened under the great cataract, will be one never to be forgotten by those workmen to whom the task shall fall.

All this digging and cutting and tunnelling is to provide a new channel for the descending water, so that it may operate turbines that seem mere pigmies, yet whose power is in no way commensurate with their apparent diminutiveness.

The evolution of the turbine wheel is a science in itself, and one in which practical mechanical economy has been the immediate result of the inventive thought expended on it.

The principle ruling all water wheels is the interposition of a resistance to a flow of water, in overcoming which resistance the fall causes work to be done. In the turbine form, the water is confined in a flume or tube, and the wheel is placed at as low a level as possible. Theoretically, the turbine itself is really a screw whose whole body is within the descending water column. The weight of water above rotates the flanges of the screw. The action is really the converse of that of the propeller of a steamship.

One of the chief difficulties encountered in earlier forms of the turbine was the excessive end-thrust of the pivot on which the revolving wheel was supported. Sir Isambau Brunel, to whom, rightly or wrongly, is accredited the invention of the turbine, did not succeed in overcoming this, although he reduced it considerably in his later wheels. The wheel is entirely submerged, thus avoiding the danger of overheating.

Horizontal turbines were next invented, but the difficulty of end-thrust was still there, if, indeed, it were not increased.

Then came the conclusion of the whole matter, in which the flanges of the screw were divided by a central equatorial diaphragm, each side diverting the water towards the ends of the screw or drum, thus doing away with end-thrust altogether. A wheel in which this simple but effective method of overcoming the difficulty has been carried to perfection, is illustrated herewith, the cut having been supplied to us through the courtesy of J. C. Wilson & Co., Glenora.

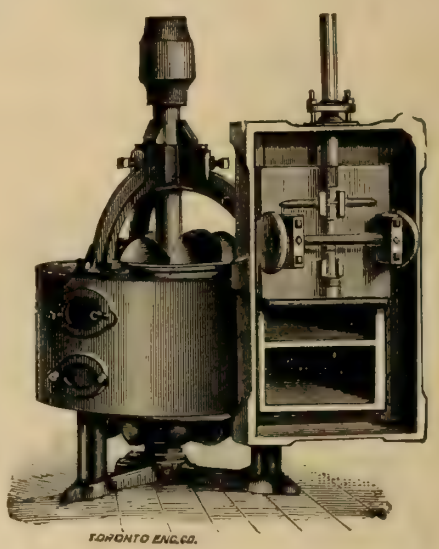
The above cut shows the general form of the buckets or flanges, the peculiar curves of which are modelled in accordance with certain important scientific principles it is not necessary to name here.

The object of the makers of this wheel, which has found favor all over Canada, has been to obtain the maximum of power from a given head of water, and, what is of quite as much importance, to model a wheel that should get rid of the water used as rapidly as possible. In no form of turbine has this dual object been attained to such a degree as in the "Little Giant."

To give some idea of the efficiency of this turbine, and applying the well known law that "the power of water is its weight multiplied by the distance through which it falls," we will suppose a stream of water to have a head of 20 feet, and to have an average flowing volume of 1,300 cubic feet per minute. Theoretically, the power obtained by a perfect turbine ought to be 37.33 horse. That actually delivered at the spindle by an 18 in. wheel of the Wilson pattern, using 1,219 cubic feet per minute, is 36.9 h.-p.

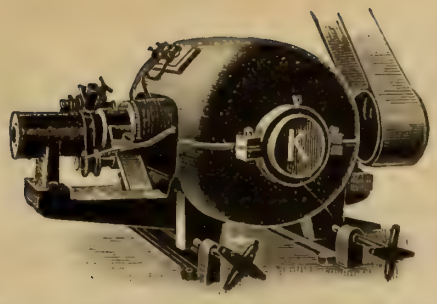
A neat little handbook on "Waterpower," containing some valuable tables for calculating the various data required when a turbine is installed, is issued gratis by the firm.

Another point of vital importance in the effective working of a turbine is that the tube conveying the water to the turbine, and from it, should be absolutely air and watertight. The usual manner of erecting a turbine plant is to make full use of the head of water, by allowing the water level of the wheelpit to cover the turbine itself. This is indicated in the accompanying sketch.



The Turbine—Installed.

Once a turbine is installed, it will supply constant power at a very economical rate, and wherever sufficient head exists to render its working a practical possibility, the water-turbine cannot be too strongly recommended. As to the cost for up-keep, etc., it may be said that at Glenora, Ont., a machine shop and foundry are furnished with ample power by a "Little Giant" turbine, 6 in. in diameter, making 2,200 revolutions per minute under 175 ft. head of water, and



Kay Electric Dynamo and Motor Co., Limited

Manufacturers of Dynamos and Motors for all purposes, both direct and alternating currents. Special attention given to repairs.

Office and Works, 219-221 Queen St. East, Toronto.
'Phone Main 1251. Estimates cheerfully given.

PETRIE'S MACHINERY LIST.

(See Change Next Issue).

WOOD WORKING MACHINERY.

12-in. Doig Pony Planer, New.
24-in. Major Harper Planer and Matcher.
24-in. Whitney Planer and Smoother, New.
24-in. Endless Bed Planer, New.
No. 1½ McGregor, Gourlay Double Surfacer
26-in Pedestal Band Saw Machines, New.
20-in. Combined Disk & Drum Sander, New.
12-in. 4 side Balantine Moulder.
7-in. 3 side Moulder, American Make.
No. 1 Leland & Faulconer Wood Trimmer.

BOILERS.

60 x 135, 21 2-in. Tubes, Scotch Clyde.
58 x 165, 84 3-in. " Hor. Tubular.
44 x 166, 46 3-in. " " "
44 x 162, 43 3-in. " " "
44 x 141, 45 3-in. " " "
38 x 120, 28 3-in. " " "
36 x 120, 30 3-in. " " "
8 H. P. Dutton Fire Box, New.
12 H. P. " " " "
10 H. P. Cornell Engine and Boiler on wheels.
12 H. P. Champion " " " " "

Descriptions of above, Prices and Monthly Stock List also Catalogue No. 21 of Factory Supplies, sent on request.

H. W. PETRIE

131-145 Front St. West, 8-22 Station St., Toronto.

DIAMOND STOVE PIPE DAMPER.

U S. Patent June 25th, 1895 — Canadian Patent December 11th, 1893

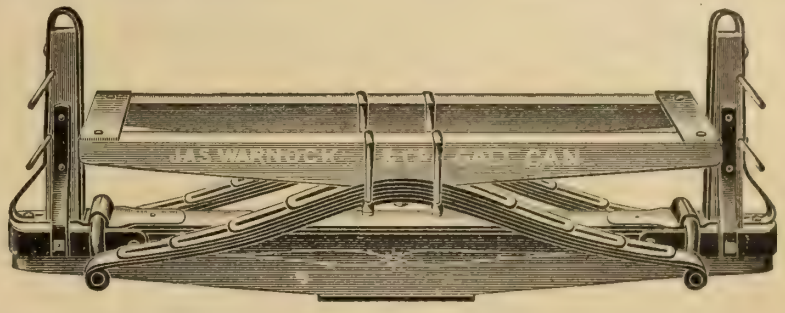
Nickel Handle.

Made by

THE ADAMS COMPANY, Dubuque, Iowa, U.S.A. **TAYLOR-FORBES CO., Limited**, Guelph, Ont

"THE PEERLESS"

is the best Bolster Spring ever produced. A fine line for the hardware trade. **Write Us for Prices**



JAMES WARNOCK & CO., - GALT, ONT.

FAIRBANKS

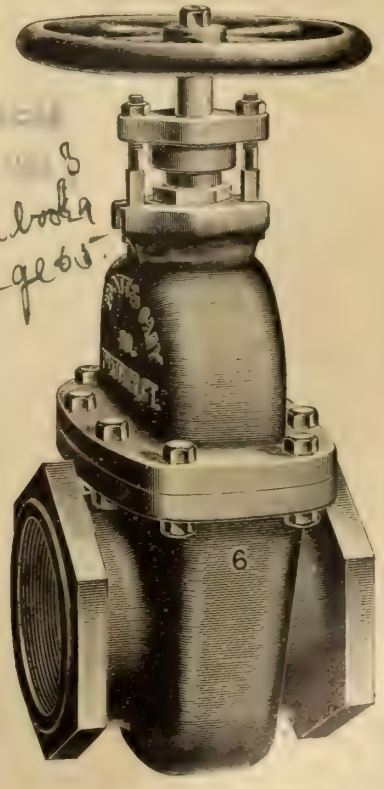
RENEWABLE SEAT

Gate Valves

See cut books Pages 5-

Fitted with Renewable Seat Rings, Vulcabeston or Bronze.

CATALOGUE AND PRICES ON APPLICATION.



The Fairbanks Co.,

Montreal. Winnipeg. Vancouver.

...s wheel has run for 14 years without any repairs and is apparently as tight as the day it was set.

The development of natural resources is a question that neither the farmer, the mechanic nor the hardwareman can afford to overlook, and the latter, in particular, should keep posted on these matters, as he is well able to handle the supplies and fittings that are always a necessary adjunct to mechanical expansion.

Hardwaremen generally are beginning to recognize that the man who knows nothing besides the price of nails and screws and ironmongery in general is not likely to turn the world upside down. A little knowledge is a dangerous thing, but ignorance is still worse, and the hardwareman of the provinces should strive to know something of everything, and everything of something.

NEW LOCOMOTIVE COMPANY.

The British Americas' Locomotive Works, Limited, have been incorporated in Ontario with a share capital of $1,000,000; with head office in Toronto, and with the following provisional directors: Harold E. Collins and Arthur T. Legg, London, Eng.; James R. Davidson, Cincinnati, Ohio; Ernest W. France, Bournemouth, Eng.; Thos F. Heacock, Toronto. The objects of the company are given in their charter, as follows: "To carry on the business of a mechanical engineer and manufacturer and dealer in locomotives, 'vehicle-locomotives,' automobiles, launches, motors, and mechanically propelled cars, omnibusses, cabs, lorries, drays and vehicles of every kind and description and of motive power of all kinds, and, in connection with such business, to carry persons and property of all kinds, and, for the said purposes, to acquire the Canadian business, patent rights, inventions and franchises of American Automobile Company, a company incorporated under the laws of Maine, U.S., or any other corporation, firm or persons."

INSTALLED BRICK-MAKING PLANT.

The business expansion of Canada generally, and of Ontario in particular, is finding the Toronto firms work up to their full capacity. The Bracebridge Brick Making Co. will commence operations in a few days, and it is evident they mean to be in the van of the prosperity procession, for their equipment is of the most modern and improved design. The Bracebridge Co. have left the whole of the machinery outfit in the hands of The Bradley, Levy and Weston Machinery Co., Limited, of Toronto, with the result that an engine, boiler, "Quaker" brick machine and sundry accessories are now being installed.

This is a sample of the contracts, which are mostly for complete plants, being received every day or so by the above firm. They handle the latest forms of modern mechanical appliances, and are crowded to the limit with orders.

A NEW RUDDER MOTOR

E. A. McLachlan, 355a Chiswick Road, London, Eng., is the inventor of a petrol rudder motor, which can be attached to the sternpost of any small boat in the place of the ordinary rudder.

It is then used both to propel and steer the craft. The motor is of 1½ h.-p. size, neat and compact in design. The apparatus consists of motor, rudder and propeller gear, all on one frame, an oil tank, carburettor, coil and battery being carried in a metal case in the body of the boat, the total weight being under 60 lb.

MACHINERY AND ELECTRICAL NOTES.

A NEW manufacturing concern, under the name of The Robert Bell Engine and Thresher Company, and backed by a list of directors, including J. C. Greig and several other local business men has been established in Seaforth, Ont., with a capital of $200,000 and a goodly number of orders to commence with.

A boiler in Pettit Bros.' mill, Comber, Ont., exploded on Thursday, last week.

London, Ont., council are putting in conduits for the new hydraulic pumps which are to be installed shortly.

The Midland, Ont., electric power house is now being constructed and will be ready for the machinery in a few weeks.

J. E. Keenan and T. A. Pickard, of The Strathy Wire Fence Co., Limited, Toronto, are on a trip to Chicago to buy machinery.

A 125-h.-p. fire box boiler and one 100-h.-p. horizontal engine have been installed in the plant of the Toronto Fire Brick Co., Mimico, by H. W. Petrie, Toronto.

The company organized to extend the Guelph, Ont., Street Railway through Arthur, Elora, Fergus, to Owen Sound, include nearly 50 of Guelph's best business men.

It is announced that The Port Huron Engine and Thresher Co., Port Huron, Mich., have received an order for 1,500 portable sawmills, for shipment to Winnipeg and other points in the Canadian West.

Montreal electric workers are asking the Montreal Street Railway and electric light companies for a change in their agreement, which would mean an increase in the men's wages and a more explicit recognition of their union.

North Vancouver, B.C. is to have a new electric light plant, and the council have under consideration the utilization of some of the mountain cascades to generate power. Turbines again, mark you.

The Henderson Roller Bearings Co., Toronto, have added to their plant a 21 in. by 8 ft. Crosby and a 15 in. by 6 ft. London screw-cutting engine lathe. These machines were purchased from H. W. Petrie, Toronto.

W. L. McNabb, of Stouffville, who visited Toronto some days ago, purchased a No. 1 Jewel automatic engine and a 10 h.-p. vertical boiler for his plant. This outfit was furnished by H. W. Petrie, Toronto.

Large orders from the United States for machinery used in the manufacture of full briquettes, so common in Germany and Belgium, have been placed with a syndicate, whose headquarters are at at Ernfield, near Cologne, Germany.

An entire wood working plant has been purchased by Wm. Taylor, of Brockville. This machinery consists of a 4½ h. p. gasoline engine, planers, mortisers, tenoning machines, saw tables and accessories. This plant was furnished by H. W. Petrie, Toronto.

The United States capitalists who propose to establish ferro-manganese works in New Brunswick are asking from the Government the use of the immense power at Grand Falls, on the St. John river, and would erect a big plant. They figure they would pay at the outset $700 a day in freights and wages.

The Montreal Light, Heat and Power Co., which, by the purchase of The Lachine Rapids Hydraulic and Land Company, Limited, and its affiliated companies, has full control of all the gas, electric light and power companies operating in Montreal, has issued $3,414,000 bonds at 5 per cent., to pay for the purchase of the companies referred to.

G. A. Crosby & Co., of Ontario, Limited, are turning out a line of splendid patent automatic can-making machinery, presses, dies and sheet metal working appliances. One of their latest machines is capable of making 30,000 round cans of one size in ten hours, with solder all on the outside of the can. The Crosby Co. also make a specialty of lathes and milling machines.

The new locomotive and machine company's works at Longue Pointe, near Montreal, are rapidly progressing, and it is expected that by midsummer they will be employing 700 men, to be quickly increased to 1,000, and be finishing off locomotives at the rate of two per week. A large portion of the machinery is already on the ground, and it is estimated that by August $500,000 worth of the most modern machinery will have been installed.

MACHINE SHOP CHANGES HANDS.

The machine bicycle repair shop conducted on King street, Brockville, Ont., for the past four years by Harry W. Going, has been disposed of to Ernest Smith, of The James Smart Company. Mr. Going had built up a very lucrative business. From a small beginning he gradually improved the plant until the machinery now embraces the best in the line to be found in Brockville. As an evidence of this his patronage has extended to many points in Eastern Ontario and Quebec. The plant as it stands is well equipped for turning out nearly all kinds of work in the mechanical line.

Mr. Going's successor is a practical machinist, who, for 16 years has been on the staff of The James Smart Company, the greater part of this time engaging his attention as foreman of the machine shop. His experience ought to stand him well in his new venture.

On Saturday last he resigned his position with The Smart Co., but will not take possession of Mr. Going's establishment until May 1. Mr. Going will likely remain in Brockville, though his plans for the future have not yet been decided. He will take a long holiday before settling down to work again.

MACHINE AND METAL STAMPING COMPANY Ltd. TORONTO EMPIRE CANADA

METAL STAMPING OF ALL KINDS.

Do your castings cause you trouble?

Send us your samples and number required, and we will quote you prices for same

Stamped in Relief.

Our stampings are STRONGER, LIGHTER and CHEAPER than castings.

Don't say it can't be done.

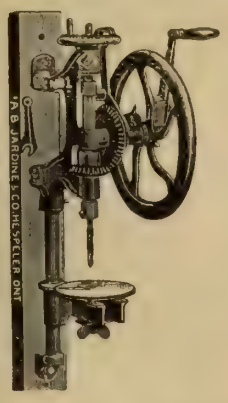
Leave that to us.

Compare our stampings with your castings.

We leave the rest to you.

ADDRESS:

EMPIRE MACHINE AND METAL STAMPING CO., LIMITED, 1012 Yonge St., TORONTO



TRADE MARK J REGISTERED

Blacksmiths' Hand Drills.

The very best.

A. B. JARDINE & CO.
HESPELER, ONT.

Lockerby & McComb

AGENTS IN CANADA

FOR THE

Celebrated P. & B. Cold Storage Lining

AND

. . Ruberoid Roofing . .

P. S.--Prices on Application.

65 Shannon Street, MONTREAL.

STANDARD TIN WORKS

MANUFACTURERS OF

TINWARE AND TIN CANS

Fruit Cans, Meat Cans, Jacketed Oil Cans, Baking Powder Cans, Lard Pails, Etc.

JAS. A. McGOLPIN
156-162 Duke Street, TORONTO.

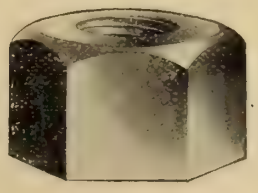
USE

CANADIAN BABBIT

Imperial Metallic **Hercules Star**

The highest grade babbits made.

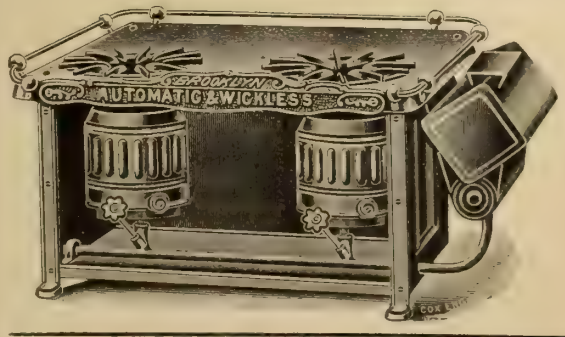
THE CANADA METAL CO., WILLIAM STREET, TORONTO.



Cold Pressed NUTS

Finished, semi-finished and case-hardened. Send for Price List 1001. Special Discounts to the trade.

CANADA FOUNDRY COMPANY, Limited, 14-16 King St. E., Toronto



BROOKLYN Oil Stoves

1, 2, and 3 Burners

E. T. WRIGHT & CO.
Hamilton and Montreal.

CELEBRATED # HEINISCH **SHEARS**

Tailors' Shears,
Trimmers' Shears,
Tinners' Snips, etc.

ACKNOWLEDGED THE BEST.

R. HEINISCH'S SONS CO.

NEW YORK OFFICE, 155 Chambers St
NEWARK, N.J., U.S.A.

DEPARTMENT OF ADVERTISING SUGGESTION AND CRITICISM

Edited by
W. Arthur Lydiatt,
TORONTO.

NOTE.—Herein are discussed the principles and practice of advertising. Subscribers are invited to send Mr. Lydiatt specimens of their newspaper and other advertising, for the purpose of review in this department. Address care of Department of Advertising, HARDWARE AND METAL.

Don't wait until you publish an especially good advertisement before you send me your ads for review in this department. Don't be afraid of a little honest criticism. I will only try to point out the faults—if such there be—that you may have ideas for the improvement of your ads. You don't have to follow my advice or act on my suggestions.

I simply want you to send me specimens of your advertising matter—just what you are using now, or what you have been using. I'll tell you of every way in which I see it might be improved. I will call attention to the good points—mention the weak points.

If you spend money for advertising it is surely advisable to see to it that you get your money's worth. And if you tell me just how you are spending it—show me what kind of advertising matter you use—perhaps I'll be able to give you some suggestions which will help you make your advertising more profitable. It's worth trying, anyway. THE EDITOR.

GIVING THE DETAILS.

THAT giving explanatory details regarding articles advertised is profitable, is well illustrated by the following extract from a speech recently delivered by a prominent Chicago advertising agent:

"A young man who knew the value of giving specific details in advertisements was writing ads. for a grocery store. One day the proprietor came to him and told him he had bought about a ton of prunes at a low price; that they had arrived and were covered with white 'bloom,' because they had dried out and the sugar in them showed on the surface.

"The young fellow asked how prunes in that condition were manipulated to make them fresh and glossy in appearance, and he was told that sometimes they were dipped in a weak mixture of molasses and water by those who understand how such things may be done.

"He at once used a half-page in the local paper to announce that his firm had received a large invoice of prunes that were absolutely in their natural condition. They had not been soaked in molasses and water to make them look nice, but were dry and perfect, and being so, the buyer would get more actual fruit for his money than he could if he bought them after they had been renovated. These prunes were all of the kind that could be bought, and only five pounds would be sold to a customer.

"He told the absolute truth about those prunes, and used a lot of space telling how prunes were cured and packed, and where they came from. In those days no prunes were grown in the United States, and the story he told was as interesting as he could make it. The result was as might be expected. Those prunes attracted attention from people who had never before patronized that store, and were sold out immediately. And, what is more, the people came back to get more of them, and really thought they were better than the fresh glossy ones that had been sold to them by other stores.

"One point in the ad. was minute directions how to cook prunes so as to make them plump and round when put on the table. In this case the advertising man studied up his subject from the grower to the cook, and it is probable his receipt for cooking was the most convincing part of the ad."

To follow the foregoing with advice to be brief may seem to some to contradict the "give details" argument. But the "details" can be made brief, and to the point—can't they?

To give every ad. the careful thought it ought to have—to eliminate all superfluous words, shunning the "gushy" style of advertising—should be the aim of every retailer who writes his own ads.

Cut your story down to a talk which will require but a few minutes of the reader's time. If you want to advertise several articles and the "details" of each little talk happen to be comparatively lengthy, confine yourself to as few articles as possible, and prune your arguments till every sentence—yes, every word—is made to count.

Merely "hot-air" inflation isn't the thing. Every line ought to be interesting—out of the ordinary—and at the same time as full of business as an egg is full of meat. Keep the reader well reined up to the subject under discussion.

The advertisement which appeals best, speaks in frank, unequivocal words about reliable goods; in fact, presents in the briefest and most interesting way many logical arguments for the purchase of the goods in question. This kind of advertising will pay well for the little extra attention it requires.

Study the selling points of each article you are going to advertise. Reason it out something like this: "What is there about this article that ought to make it sell?" "Why would people buy this ——— ?" "In what way is it better than any other ——— on the market?" and so on. The answers to such questions, arranged in local sequence and told in concise, explanatory and convincing arguments will make good advertisements.

ADVERTISING WITH BLOTTERS.

A popular form of advertising, one that is largely used and with a value peculiarly its own, is the blotter. It is used especially where not much is to be said, and is intended more to keep the name of the user in constant prominence before the public than for any direct results it might obtain.

To accomplish anything, blotter advertising should have the same attention as any other form of advertising. The most effective method is to make up a list of customers or prospective customers and distribute them a new blotter every month, or at stated intervals. The text should be short—somewhat general in nature—yet as interesting as the writer can make it.

The blotter offers a good medium for the use of "catchy" sayings—humorous cuts—and "smart" advertising, so much appreciated by many of the smaller advertisers. It is best to confine the text, or subject matter, to one article or idea. Drive home one point at a time.

In distributing, send one or more of the blotters by mail to every person on your list; or, if delivered, put them in envelopes and addresses as though sent by mail. In this way there will be no "waste circulation."

There are two kinds of blotting paper; that enamelled or coated on one side, and the plain blotting surface on both sides. If you use a fine cut, or wish to have any kind of a color effect, the enamelled stock is preferable.

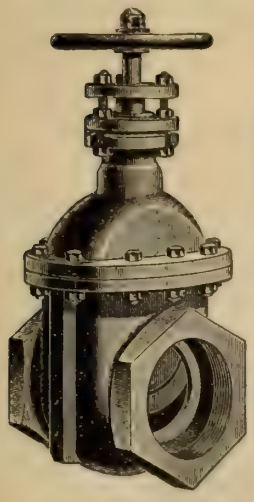
If the text is brief, and large, plain type is used, the plain blotting paper will be best, as many bookkeepers have an aversion to blotters that will blot on only one side. It is desirable to use good stock in either case.

BUY OF THE MANUFACTURERS . . .

Awnings
Tents
Flags and
Covers.

WRITE FOR QUOTATIONS.

RAYMOND BROS., Windsor, Ont.



We Make Good

VALVES

Write for Catalogue. It tells all about them.

The Kerr Engine Co.
LIMITED
Walkerville, Ont.

G. A. Crosby & Co. of Ontario,

SARNIA, ONT. LIMITED

Manufacturers of

Patent Automatic Can Making Machinery, Presses, Dies and Special Machinery for Working Sheet Metal.

H. W. Petrie, 141-145 Front Street West, TORONTO Selling Agent.

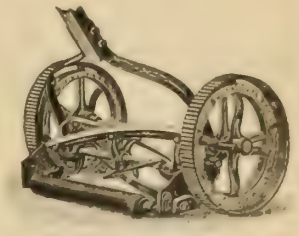
Steel Frame Churn.

DAVID MAXWELL & SONS,

ST. MARYS, ONT., CANADA.

"Maxwell Favorite Churn"

Patented Features: Improved Steel Stand, Roller Bearings, and Foot and Hand Lever Drive, and Detachable Driving Link. Improved for season of 1903. Steel or Wood Frame as desired.



"THE MAXWELL" Lawn Mower
High Wheel 10 inches.

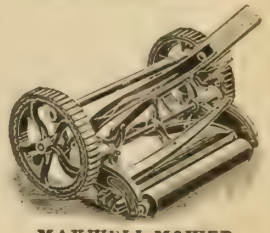
LAWN MOWERS.

High and Low Wheels, from 12-in. to 20-in. widths. Cold Rolled Steel Shafting, Crucible Steel Knives and Cutting Plate.

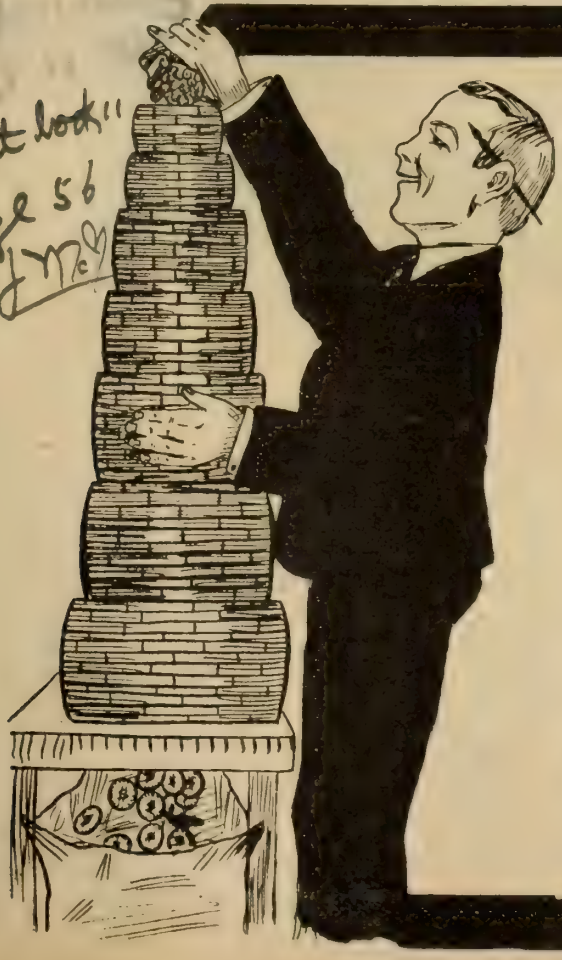
If your Wholesale House does not offer you these articles

SEND DIRECT TO US.

Wheelbarrows. In four different sizes.



MAXWELL MOWER.
5-inch Low Wheel.



"Let Cut look" Page 56

Put Money into Dodge Wood Split Pulleys and Derive Immense Dividends.

A little money invested in a stock of Dodge Wood Split Pulleys will pay big dividends.

No great investment is required, for, with the interchangeable system of bushings, a small stock suffices for large demands.

Modern manufacturing plants use the Dodge Wood Split Pulley in preference to iron pulleys, and, by carrying a stock of Dodge Wood Split Pulleys, you can make money out of every manufacturing plant in your section.

Do a little advertising work among them—we'll assist you in it, prepare your copy, etc.

The Dodge Mfg. Co. of Toronto, Limited

TORONTO.

THE NEW LONDON ROLLING MILLS.

THE development of the Canadian iron and steel industry during the past year or two has been so general that practically every firm interested in the production of iron goods has felt the impetus of expansion.

The London, Ont., Rolling Mills Company, Limited, is a fair case in point. This firm started in a very small way, yet has so steadily grown that to-day their new works will give employment to 200 men.

The raw material used by the firm is scrap iron, notably spikes, bolts and fish plates. The building, a view of which is shown herewith, covers about an acre, and is a busy scene when all its machinery is in motion and its full staff engaged.

The process of refining begins on the west side where three large furnaces are situated. The rough material is thrown into these bushelling furnaces, as they are called, and heated not quite to the melting point, but till it becomes thoroughly malleable. Before this has become accomplished most of the rust and dirt melts and passes off in the form of slag, leaving the purified metal behind. When this metal has been heated to the proper condition, it is removed and subjected to a process of rolling.

The masses of iron are too large to be handled by one man, even when cool, and a special arrangement is adopted to facilitate work. Large tongs are suspended by chains from pulleys, which run along elevated tracks from the furnaces to the rollers, so that when seized in the tongs and taken from the furnace the weight comes on the pulley and it becomes an easy matter to push it from place to place.

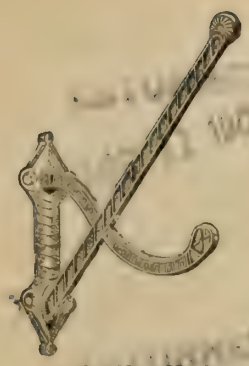
The first step in milling the red hot iron consists in passing it through a "squeezer," where it is reduced to the form of a compact cylinder about 20 in. in length and 6 or 7 in. in diameter. In this form it is removed by another elevator track and passed through a set of large "muck rolls," so-called, because the iron, when it reaches them is still comparatively rough and dirty. The rolls work on much the same principle as a clothes wringer, but have grooves of different sizes cut in them, and it is through these grooves that the iron is forced. Three rollers are placed together, so that the iron, after being passed between the upper ones, can be passed back between the lower, and that is exactly what is done. The work requires two men, one standing on each side. As the bar passes through to one of these men he seizes it in a pair of pincers and sends it back, and thus it is kept passing from one side to the other, each time becoming longer and thinner as it is forced through smaller holes, until from its original form it has changed to a ribbon about 1 in. wide and 25 ft. long. In this form it is laid aside to cool.

The work is only about half over, however, when this stage is reached. The same process of heating and rolling has to be gone over again, but with the difference that most of the impurities have been removed before the finishing process. The sheet iron that has come from the first rollers, after being thoroughly cooled, is passed through a cutting machine and chopped up into bars of from 18 to 30 in. in length, and these bars are made up in the form of "boxes." Each box consists of four pieces of sheet iron wired firmly together, the interior filled with scraps that are already pure enough to require only the one heating.

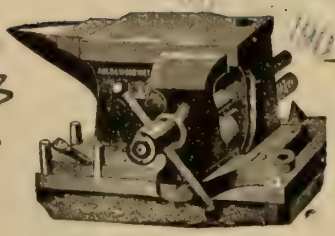
New Works of The London Rolling Mills Co., Limited.

The boxes, when prepared, are passed through another set of furnaces where the last of the impurities passes off. The process is the same as the first one, only that in this case a different set of rollers is used and the operation is a much longer one. From side to side the iron is snatched, a glowing, writhing serpent of fire, that gradually increases in length until it has become a mere thread about 5-16 of an inch in diameter and sometimes as much as 40 or 50 ft. long. These bars, when reduced to the required size, are straightened out on the cooling bed, and when completely cool are passed through another pair of shears and cut up into lengths of from 12 to 25 ft., which are loaded on flat cars ready for shipment.

The cut shown includes portraits of President John White and Manager Chas. H. White, whose energy and industry have made this firm such a success.

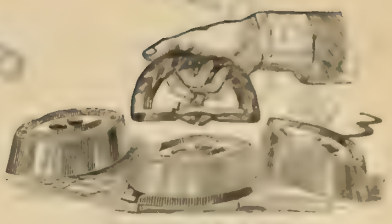


No. 9. Hall Hook.



Handy Anvil and Vise.

No. 6. Foot Scraper.

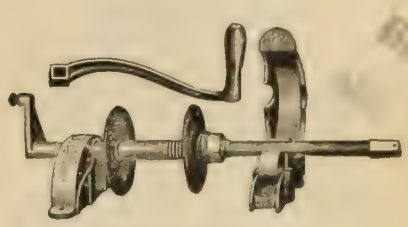


Mrs. Potts' Sad Irons.

Perfect Saw Sets.

No. 2. Clothes Line Reel.

No. 170. Drawer Pull.



Grindstone Fixtures.

A FEW OF THE LINES OF HARDWARE

MANUFACTURED BY

TAYLOR-FORBES COMPANY, Limited

GUELPH, ONT.

At the largest and best equipped HARDWARE AND LAWN MOWER FACTORY in Canada.

SOLD ONLY THROUGH THE JOBBING TRADE.

BOWN'S "NEWMARKET" Clipper.

PATENTED 1874.

The King of Centre-Adjustment Clippers still remains unsurpassed after a run of nearly

THIRTY YEARS

The Improved B. PATTERN "NEWMARKET"

may now be obtained from all jobbers.

Detachable Plates.

Improved Cap with Long Bearing.

Rigidity and Easy Running.

Accurately Machined and Perfectly Fitted.

All Parts Interchangeable.

MANUFACTURED SOLELY BY

BURMAN & SONS, LIMITED

BIRMINGHAM, ENGLAND.

Australasian Hardware and Machinery.

The Organ of the Hardware, Machinery and Kindred trades of the Antipodes.

SUBSCRIPTION $1.25 PER ANNUM,

post free to any part of the world.

PUBLISHING OFFICES:

Melbourne - Fink's Buildings.

Sydney, - - - Post Office Chambers.

BRITISH OFFICES:

London, - - 42 Cannon St., E.C.

CANADIAN AND AMERICAN ENQUIRIES will receive prompt attention if addressed to the **LONDON OFFICE, 42 CANNON STREET, E.C.**

Specimen Copies Free on Application.

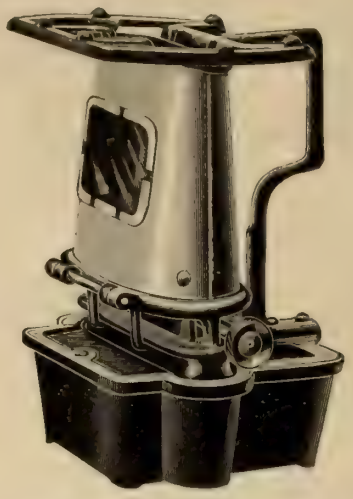
We have heavy stocks in all these goods and can make prompt shipment.

(Without Extension Top)

"Summer Queen"

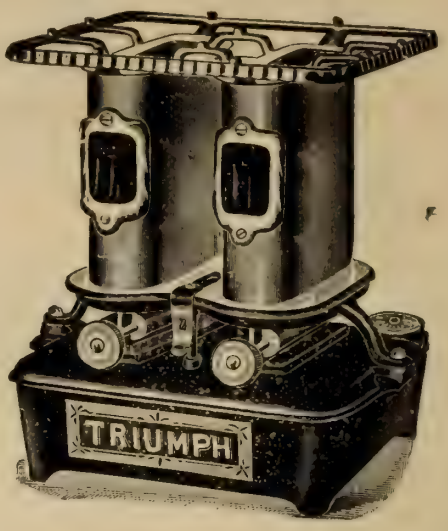
We guarantee this stove to work as well as any oil stove of its size made.

Has two burners and can be fitted with Oven, Extension Top, Sad Iron Heater, and Broiler.



"Golden Star"

Cast-iron oil tank, 4-inch brass burner, bright tin cylinder with mica illumination, all cast-iron parts japanned.



"Triumph"

Made in two sizes—2 and 3 burners. Has cast-iron oil tanks, 4-inch brass burners, bright tin cylinder with mica illumination. All cast-iron parts nicely japanned. As easy to operate as an ordinary lamp.

Also "Dangler" Wickless Blue Flame Oil Cooking Stoves.

"Leonard Cleanable" Refrigerators.

Style No. 4. Real Porcelain Lining. Solid Oak Case with Quarter-Sawed Panels. Highly Polished.

Have many new and exclusive features, such as:

Sliding Shelf, which can be adjusted without the aid of tools.

Porcelain Linings,— Real — Not enamel paint, but the vitrified porcelain on sheet steel, same as blue and white kitchen ware.

Mineral Wool Filling. Air-tight Locks.

Metal Ice Racks. Self-cleansing Traps.

Removable Flues, etc., etc.

SEND FOR COMPLETE CATALOGUE.

WE ARE THE SOLE WHOLESALE DISTRIBUTORS FOR CANADA.

The McClary Mfg. Co.,

London, Toronto, Montreal, Winnipeg, Vancouver, St. John, N.B.

"EVERYTHING FOR THE TINSHOP."

HARDWARE AND METAL

President:
JOHN BAYNE MacLEAN,
Montreal.

The MacLean Publishing Co.
Limited

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, North-West Territories, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

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TORONTO - - - 10 Front Street East. Telephones 2701 and 2702.
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MANCHESTER, ENG. - 18 St. Ann Street. H. S. Ashburner.
LONDON, ONT. - - - Hiscox Building. Walter H. Lindsay.
ST. JOHN, N.B. - - No. 3 Market Wharf. J. Hunter White.
NEW YORK - Room 1241 New York Life Bldg. W. T. Robson.

Subscription, Canada and United States, $2.00.
Great Britain and elsewhere - - 12s

Published every Saturday.

Cable Address { Adscript, London. / Adscript, Canada.

TRADING STAMPS IN QUEBEC

THE Legislature of the Province of Quebec has given power to the municipalities to deal with the trading stamp question in the way they think best. The bill reads:

1. The municipal council of cities, towns and villages may pass by-laws for prohibiting the giving, selling, distributing or receiving of trading stamps, coupons, or other similar devices, and for prohibiting the giving or selling the same or dealing therewith by any person, firm or corporation engaged in trade or business; and, by every such by-law, may provide that any person infringing the same shall be liable to a fine not exceeding twenty dollars, and imprisonment not exceeding three months in default of payment.

2. No such by-law shall, however, apply to any merchant or manufacturer who places in or upon packages of goods or delivers to the purchaser of goods sold or manufactured, tickets or coupons to be redeemed by such merchant or manufacturer, either in money or merchandise.

3. This Act shall come into force on the day of its sanction.

Under this law any municipality may pass a by-law prohibiting the use of trading stamps, though it will be noticed that manufacturers who give premiums or presents for a certain number of wrappers, say, used on their goods, or coupons with packages of goods, are not included in the bill. It is the regular trading stamps the law aims at—and hits. The retail associations objecting to the trading stamp system may now obtain relief from their own city or town councils. In Montreal, where the greatest agitation against the stamps took place, the council has already shown a willingness to pass such a by-law if they were given the power, and no doubt in the near future they will be asked to do so.

Meanwhile the trading stamp people are preparing to fight. The Traders' Advertising Co., operating in Montreal, Quebec and Valleyfield, which gives "cash receipts," does not believe the city councils will pass a by-law. In the event of their doing so, this company makes a curious announcement. It says: "Should they do so, we will at once take advantage of paragraph 2 of the bill, and with as many of the merchants as are willing to join us, form a mammoth trust, with unlimited capital, having stores in every locality, including all lines, and where we are not represented stores will be opened for the accommodation of the public, and filled books of cash receipts will be accepted as $5 cash on any purchase of that amount or over at any of the stores."

This may be taken seriously or not, as the reader sees fit. At all events, the Montreal grocers have not carried on their campaign against trading stamps for so long without insisting, now that the city council has power to legislate against them, that it does so.

THE WHEAT MARKET.

The extensive speculation on the Chicago wheat market, by Armour & Co., during the last two weeks is playing havoc with the legitimate wheat trade of that city.

It is rumored that Armour intends to attempt corners in May and June wheat, but it hardly seems likely that he will carry out such a scheme in a year when the wheat crop promises to be so good. However, if such is his intention something should certainly be done by the Chicago Board of Trade to prevent such a scheme being carried out.

Chicago has surely had enough experience in such matters to recognize the harm that will be done the wheat trade, not only in that city but also all over the country, by such a line of procedure. The real value of wheat will be altogether lost sight of, and the price will fluctuate on a fictitious basis. Already some harm has been done to dealers in Chicago and in other cities.

Canada has also felt the bad effect. The market here during the past fortnight has been exceedingly unsettled, and consequently the dealers are waiting impatiently to see what is going to be done in the matter.

THE DISASTER AT FRANK.

THE mass of debris that tumbled from Turtle Mountain a few days ago, covering the village of Frank and surrounding country for over two miles square to a depth of 100 feet or more, crushing out the lives of nearly 100 people, appals one.

Catastrophies can more often than not be traced to human negligence, but the cataclysm at Frank was another of those great acts of Nature, whereby parts of the face of the earth are transformed, valleys filled, and mountains and hills levelled. Nature is always at work; most of the time quietly and without ostentation, but occasionally her power is manifested in a manner which makes man feel even more helpless in her hands than a midget would be between his own thumb and forefinger.

Although we can do nothing to withstand Nature in her angry moods, we can do a great deal by turning our sympathy into practical channels to aid our fellow beings, who are suffering from her caprices.

When the disaster at Frank became known heartfelt sympathy went out to the bereaved and suffering people from every part of Canada, while the Dominion, the Provincial and Territorial Governments immediately set forces to work for the prompt alleviation of their distress.

On occasions like these the thousands of miles that separate one part of the Dominion from the other become as spans, distant towns and cities become neighbors, and in the spirit of brotherhood which is born of such occasions, are forgotten all things that divide us into sects, creeds and races.

Canada's Position and the British Grain Tax

THE decision of the British Government to repeal the import duties on grain and flour is scarcely less interesting to Canadians than was their imposition a year ago. It is true that Ministers of the Crown do not as a rule give any intimation prior to the bringing down of a budget as to what their intention may be in regard to proposed tariff changes. It is equally true that they do not in speeches or in replies to memorials of petitioners express views antagonistic to those of the latter. About two weeks before he delivered his budget speech the British Chancellor of the Exchequer was waited upon by the Parliamentary Committee of the Co-operative Congress, protesting against the duties on grain, sugar and tea, and asking for a "free breakfast table."

In his reply the Chancellor of the Exchequer said that one objection taken especially to the corn tax was that it was a protective tax. He would remind them, however, with regard to that tax, that it remained on at the very heyday of free trade, and if it was protective in a sense it had enabled the free-traders of the past to regard the smallness of the protection as something not worth counting, and that was the position now.

Had the Chancellor stated in plain terms that he was against making any change in the tax he could scarcely have spoken more plainly than he did. But the tax has evidently proved unpopular in Great Britain, and has no doubt been a factor in bringing about the defeat of Government candidates in bye-elections of the past year. It is evident, therefore, that in repealing the duty the Government was bent on securing its own safety.

When the duty of three pence per cwt. on grain and five pence per cwt. on flour was imposed by the British Government in April of last year, it was, naturally, not looked upon with favor in Canada. As far as grain was concerned, it was not expected to work much injury, but in regard to flour, the exporters in this country were quite perturbed, realizing as they did that the tax on flour meant relatively 3½c. higher protection on a barrel of flour than on the quantity of wheat necessary to produce a barrel of flour.

What the effect of the British tariff on our year's export trade to Great Britain will be, cannot, of course, be positively stated, in view of the fact that the fiscal year has not yet closed and that the figures are not, therefore, accessible. The figures for the eight months are, however, to hand, and judging from these the predictions of a year ago have not been altogether unrealized. On wheat the tariff has not, evidently, adversely affected our export trade with Great Britain, for we sent 17,934,101 bush. against 11,816,962 bush. during the corresponding eight months of 1902. In flour, on the other hand, there has been a slight decrease, there being 417,715 bbls. during the eight months ending February, 1902, and 412,480 bbls. during the same period in the present fiscal year. We know from the English milling journals that the duty on flour has been a help to the milling industry of Great Britain.

In one respect, the situation is now much the same as it was before the British tariff of last year went into force, but in another it is not the same. When the British Government put grain and flour on the dutiable list, there were a great many in Canada who believed that, indirectly at least, it would tend to help along the movement for preferential trade between Great Britain and Canada. In other words, that possibly, now a duty had been placed on grain and flour, it would be much easier to induce the British Government to exempt Canada and other British colonies from its operation than it would have been to have induced it to put a tax on foreign imports of grain and flour for the benefit of the colonies. There were many in Great Britain who believed the same thing. Canada, it was felt, in Great Britain as well as here, was deserving of some such consideration, in view of her voluntary and unsolicited preference of 33⅓ per cent. of the duty which she has since 1898 given to British products.

To them the action of the British Chancellor of the Exchequer comes as a severe disappointment. But that is not all. It is by no means improbable that it will add to the stock of arguments and increase the forces of those who are opposed to a continuance of the preference on British products.

The Opposition in Parliament has on more than one occasion expressed its disapproval of the preference unless the products of Canada were in turn accorded a preference in the British market.

It is true that the Government when introducing the preferential tariff, in 1897, declared that it was actuated by no desire of courting or receiving reciprocal considerations from the Home Government, but it is scarcely necessary to read between the lines of the last budget speech of the Canadian Minister of Finance in order to draw the conclusion that the Government is scarcely as decided on this point as it was.

Mr. Fielding has told us himself that the Government has been seeking to secure from the Imperial Government reciprocal treatment for Canadian products in the British market, and that in order to secure this privilege it was prepared to grant a still further reduction on British products; but further on in his speech occurred these significant remarks: "But if, putting aside other considerations, the British Government and people do not show any appreciation of the value of the preference, then so far as the British people are concerned they cannot complain if we should see fit to modify or change the preferential tariff."

At the colonial conference Mr. Chamberlain said that the Canadian preference, while of value as a mark of the good will of Canada and much to be appreciated for that reason, was not of much material value, and that before the question of the Mother Country granting a preference could be entertained at all it would have to be by the granting of some substantial additional preference on the part of Canada.

As we have already pointed out, the Canadian Government was prepared to grant a further increase in the preference for reciprocal consideration of Canadian

products in the British market, but now comes the budget speech of the new Chancellor of the Exchequer, repealing the tax on grain and flour. And with it vanishes the hope of any reciprocal arrangement with the Mother Country.

While this is disappointing, it can scarcely affect the welfare of Canada. It is not upon the aids or hindrances of the Mother Country, or any other country for that matter, that the prosperity of Canada depends. It altogether depends upon the manner in which we manage our own affairs; upon the energy and skill we exercise and practice in the development of our rich and unlimited resources.

We, not Great Britain, not the United States, are the architects of our national structure. This fact was impressed upon us over 12 years ago, when the McKinley tariff went into force in the United States, and the realization that we cannot expect any preferential treatment in the British market should further impress the fact upon us and stimulate us to the task of developing our resources and minding our own business. If, in the pursuance of this policy, it is better for us to continue the preference on British goods, let us do it. If not, then we have the remedy in our own hands. But we must remember that Great Britain is also minding her business.

A NEW INDUSTRY.

A rumor is current to the effect that a number of American capitalists have formed a company to establish a plant at Shawenegan Falls, Que., for the production of ferro-manganese on a large scale.

Manufacturers of steel are large users of ferro-manganese as an alloy to increase the hardness and density of steel, and the United States as well as the Canadian market will be catered to. The plant is to be installed immediately, though the company have arranged for temporary premises so that they may begin to manufacture in July.

The quality of the ferro-manganese will be of the highest, being electrically treated by a lately-invented process. Rock ore has been hitherto used, but the experiments with bog ore under this new treatment have resulted in a very fine quality of ferro-manganese. This is the commencement of a new industry in Canada which may develop into large proportions. The new company is said to have plenty of capital at the back of it, and having completed experiments at Niagara, decided to make their permanent home in Canada.

WAITING FOR THE BILL.

THE promises given by the Finance Minister indicate that the binder twine manufacturers will be allowed $6.82 per short ton of their raw material, the Manila hemp from the Philippines. This puts them on the same basis as the American manufacturer, as far as the raw material is concerned, though they are still under the disadvantage of having no duty on the manufactured article in Canada, against a duty of 45 per cent. in the United States. The manufacturers asked for a duty of 12½ per cent., which was refused them.

However, they have gained a good deal in having the conditions of buying the raw material improved. It is to be hoped, though, that the Bill granting our manufacturers the $6.82 per ton will be brought in soon, and that it be made to date back to cover the manufacturing operations during the past 10 months. Binder twine commenced to be manufactured for this year on September 1, 1902, and the factories will be going until about the middle of July. If the Bill does not date back there will be little or no benefit accruing to the manufacturers this year.

ROLLING MILLS TO CONSOLIDATE.

It was reported that the Montreal Rolling Mills and the Pillow-Hersey Manufacturing Co. were obout to consolidate, Mrs. J. H. Pillow having sold out her interests in the latter company to a gentleman largely interested in the Montreal Rolling Mills. The latter part is not contradicted, but we are informed that no amalgamation has taken place as yet, and negotiations toward that end have not proceeded beyond the initial stage. As to what will be done in the future no information is obtainable now.

The two companies in question make about the same class of goods, and it may be considered advisable in the future to combine them under one management. A statement was made by one of the prominent figures in the Montreal Rolling Mills Co. that the two concerns for the present would continue business as they are now doing, whatever may happen in the future.

SPORTING GOODS.

In next week's issue of HARDWARE AND METAL particular attention will be given to the sporting goods business. During recent years the interest taken by hardware retailers in this line has greatly increased, and more attention is paid to them to-day than ever before.

Sporting goods are, generally speaking, classed among the luxuries of life, and their sale varies according to the prosperity of the country. The good times prevailing in Canada have been manifested by a remarkable expansion in the sale of practically all lines of sporting goods.

As sporting goods trade responds to shrewd pushing, hardwaremen should at this season of the year pay particular attention to it. For this reason it is desired to make the pages in next week's issue as valuable and interesting to our readers as possible, so we would appreciate any suggestions or information likely to add to the value of the issue.

"COME FOR A SPIN WITH ME, MAUD."

Up with the first light of the sun, on with your sweater and away with me for a spin along the quiet country road—the hum of your wheel keeping time with the sweet rythm of bird song and rustling leaf. Out beneath the overhanging elms with their dark green foliage, dew-glistening in the slanting rays of a new day, floating past the daisy-dotted roadside sward, smoothly gliding on our silent steeds. Ah, fill your lungs with that clover-scented air. This is summer, this is a Canadian summer morning on a bicycle. A Canadian summer morning is enjoyable even in bed; to walk in it is delicious, but to glide swiftly, silently, smoothly along some quiet path is to condense into a few minutes a panorama of sensations so keenly delightful that they must be felt to be appreciated; being felt, they cannot be expressed in words.

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

Montreal, May 1, 1903.

HARDWARE.

THERE has been a fair volume of business in general hardware during the week, despite the fact that many orders have been held back awaiting the opening of the canal on Friday. This event, therefore, has affected the trade in two important particulars, as it always does each spring. It has interfered with deliveries from makers whose works are mostly situated along the canal bank, and has delayed shipments to country points. But, in addition to these interruptions, both jobbers and makers complain of backward deliveries from the United States. One leading manufacturer remarked that in many cases they had raw material on the way that they could not find any trace of owing to the generally congested condition of railway traffic, while a jobber asserted that he had been trying for the past three or four days to get some trace of several carloads of goods that had been shipped to him over a week ago from the States. This will give some idea of the difficulty the trade is experiencing in filling orders at present, and now on top of it all come the labor troubles on the wharf, which will seriously delay the forwarding of English and other European importations by the early steamers. There have been few changes in any of the leading staples during the week, but, in some specialties there have been trifling alterations.

CANT HOOKS.—Trade quiet and values as last quoted: No. 12, $10; No. 8, $11.50; No. 7a, $16; No. 6a, $14.50; No. 5a, $11.50.

AGRICULTURAL WRENCHES.—Values are as last noted with a quiet trade. We quote: No. 6, $9; No. 8, $10; No. 10, $12; No. 12, $14; No. 15, $24; No. 18, $30; No. 21, $36. Discount 70 per cent.

LAWN MOWERS.—Delayed deliveries are still the feature in these. We quote as follows: 10½-in. wheel x 12-in. cutter, $7.50; by 14-inch cutter, $8.00; by 16-inch do, $8.50; by 18-inch do, $9.00; by 20-inch do, $10.00. Star, 9-inch wheel by 12-inch cutter, $5.50; by 14-inch do, $5.75; by 16-inch do, $6. Daisy, 8-inch wheel by 12-inch cutter, $4.90; by 14-inch do, $5.10; by 16-inch do, $5.30. Philadelphia pattern, 7½-inch wheel by 10-inch cutter, $6; by 12-inch do, $6.50; by 14 inch do, $7; by 16-inch do, $7.50. Grass boxes are quoted as follows: 12 inch, $2.25; 14-inch, $2.25; 16-inch, $2.50; 18-inch, $2.50; 20-inch, $2.75. The discount on all the above is 50 per cent. off.

BARBED WIRE.—This material is going forward as fast as deliveries can be secured. We quote $2.80 per 100 lb. f.o.b. Montreal, and $2.67½ f.o.b. Cleveland. Carlots of 15 tons are quoted f.o.b. Cleveland at $2.45.

GALVANIZED WIRE.—There is a lot of this material awaiting the opening of the canal. We quote: No. 5, $3.70; No. 6, 7 and 8, $3.15; No. 9, $2.55; No. 10, $3.20; No. 11, $3.25; No. 12, $2.65; No. 13, $2.75; No. 14, $3.75. In carlots, f.o.b. Cleveland: No. 5, $2.20; Nos. 6, 7, 8 and 9, $2.15; No 10, $2.20; No. 11, $2.25; No. 12, $2.30; No. 13, $2.40; No. 14, $2.50. In less than carlots, 12½c. per 100 lb. extra is charged.

SMOOTH STEEL WIRE.—Fair inquiry for staple sizes of oiled and annealed. We quote as follows: Bright and annealed, $2.50 per 100 lb. f. o. b. Montreal, Toronto, Halifax, London, Hamilton and St. John. Net extras per 100 lb. are now as follows: Coppered wire, 60c.; tinned wire, $2; oiling, 10c.; spring wire, $1.25; best steel wire, 75c.; bright soft drawn, 15c.; special hay-baling wire, 30c.

FINE STEEL WIRE.—Discount is 25 per cent., with the following extras: 1 and 2-lb. hanks, 25c. per 100 lb.; ½-lb. hanks, 37½c. and ¼-lb. hanks, 50c.

BRASS AND COPPER WIRE.—Remains much the same with discount 60 per cent.

PRESSED SPIKES.—There is a fair lot of these moving. Discounts are as before, 20 per cent. f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax.

FENCE STAPLES.—Moving quietly. We quote: $3 per 100-lb. keg for galvanized staples and $2.80 for bright, with 25c. extra for 25 and 50 lb. packages.

CUT NAILS.—Supplies of cut nails are moderate as a rule with jobbers, some sizes, especially 3-in., being very scarce, but it is expected that stocks will be better assorted after May 1, as deliveries from the mills will be more regular. Prices remain $2.50 per keg.

WIRE NAILS.—Stocks of these also are not as well assorted as they might be with jobbers, but by the end of the week it is expected that this will be remedied. Carlots are quoted at $2.40 and small lots at $2.45 per keg f.o.b. Gananoque, Montreal, London, Hamilton, Toronto, Brantford, Windsor, Ont., and St. John.

HORSE NAILS.—Much as they were reported last week. We quote: "M" brand, "Oval" and "New City" heads, 55 per cent.; "Countersunk" heads, prices quoted on application. "C" brand, 40, 10 and 7½ per cent. off; "Monarch," 60 per cent. and "Peerless," 50 per cent.

HORSESHOES.—There is a quiet business passing. We quote as follows: Iron shoes, light and medium pattern, No. 2 and larger, $3.40; No. 1 and smaller, $3.65; snow pattern, No. 2 and larger, $3.65; No. 1 and smaller, $3.90; X L steel shoes, new light pattern, sizes 1 to 5, No. 2 and larger, $3.55; No. 1 and smaller, $3.80; featherweight, all sizes, 0 to 4, $5.10; toe weight, all sizes, 1 to 4, $6.35. Shoes, more than one size in a keg, 10c. per keg extra f.o.b. Montreal only.

RIVETS AND BURRS.—There is a fair trade doing. We quote as follows: Best iron rivets, section carriage and wagon box, black rivets, tinned do., coopers' rivets and tinned swedes rivets, 60 and 10 per cent.; swedes iron burrs are quoted at 55 per cent. off; copper rivets, with the usual proportion of burrs, 45 per cent. off and coppered iron rivets and burrs, in 5-lb. carton boxes are quoted at 60 and 10 per cent. off list.

BOLTS AND NUTS.—Some sizes of nuts are very scarce, in fact, are not to be had at present. We quote as follows: Norway carriage bolts, 55 per cent.; common, 50 and 10 per cent.; full square carriage bolts, 55 per cent.; machine bolts, 50 and 5 and 10 per cent.; coach screws, 66 2-3 per cent.; sleighshoe bolts, 65 and 5 per cent.; blank bolts, 50 and 5 per cent.; bolt ends, 50 and 5 per cent.; plough bolts, 50, 5 and 10 per cent. Tire bolts, 67½ per cent.; stove bolts, 67½ per cent. Nuts, square, 3½c. per lb. off list; hexagon nuts, 3¾c. per lb. off list. To all retailers an extra discount of ½c. per lb. is allowed.

SCREWS.—The movement is fair, and orders are backward in many cases owing to difficulty of getting delivery from makers. We quote: Round head bright, 82½ per cent.; flat head bright, 87½ per cent.; brass, round head, 75 per cent.; brass, flat head, 80 per cent.

SHOVELS.—These continue scarce, and factories do not seem to be able to fill orders.

CORDAGE.—No further change is to note this week. We quote: Pure manila, 14c.; British pure manila, 11½c.; sisal, 11¼c.; double lathyarn, 10½c.; single lathyarn, 10c.

BUILDING PAPER.—This material is moving out quite freely. We quote as follows: Tarred felt, $1.75 per 100 lb.; 2-ply, ready-roofing, 90c. per roll; 3-ply, $1.15 per roll; carpet felt, $2.25 per 100 lb.; dry sheathing, 35c. per roll; tar sheathing, 45c. per roll; dry fibre, 55c. per roll; tarred fibre, 60c. per roll, O K and I X L, 65c. per roll; heavy straw and sheathing, $30 per ton; slaters' felt, 60c. per roll.

SCREEN WIRE CLOTH.—In fair request and steady at $1.12½ per 100 square feet.

FIREBRICKS.—The troubles on the wharf have delayed business in these. Prices remain at $16 to $22 per 1,000 for English and $17 to $22 for Scotch.

CEMENT.—There has been no quotable change in prices, but a lot of material, amounting possibly from 5,000 to 6,000 casks, is tied up on the docks owing to the strike, and this has interfered with business. We quote as follows: Canadian cement, $1.90 to $2.25; German, $2.25 to $2.40; English, $2.15 to $2.25; Belgian, $1.70 to $1.95 per bbl. ex-store, and American, $2.20 to $2.40 ex-cars.

SHOT.—There is a good inquiry for shot. We quote: Ordinary drop shot, A.A.A. to dust, $6.50 per 100 lb.; chilled Nos. 1 to 10, $7 per 100 lb.; buck and seal, $7.50 per 100 lb.; ball, $8 per 100 lb. Trade discount, 15 per cent. f.o.b. Montreal, Toronto, Hamilton, London, St. John, N.B., and Halifax.

METALS

In heavy material and metals generally, as in lighter hardware, a leading feature is the difficulty experienced in procuring delivery of goods already ordered,

PORTLAND CEMENT

CANADIAN, ENGLISH, GERMAN and BELGIAN.

FIRE BRICKS, FIRE CLAY, ENAMELLED BRICKS, all colors. BUILDING BRICKS.

SEWER PIPES, CULVERT PIPES, WHEELBARROWS, FOUNDERS' and CONTRACTORS' SUPPLIES.

F. HYDE & CO.

31 WELLINGTON ST., MONTREAL

. . FULL STOCK .

Salt Glazed Vitrified

Double Strength Culvert Pipe a Specialty.

THE CANADIAN SEWER PIPE CO.

HAMILTON, ONT. TORONTO, ONT.
ST. JOHNS, QUE.

Deseronto Iron Co.

LIMITED

DESERONTO, ONT.

Manufacturers of

CHARCOAL PIG IRON

BRAND "DESERONTO."

Especially adapted for Car Wheels, Malleable Castings, Boiler Tubes, Engine Cylinders, Hydraulic and other Machinery where great strength is required; Strong, High Silicon Iron, for Foundry Purposes.

"MIDLAND"

BRAND

Foundry Pig Iron.

Made from carefully selected Lake Superior Ores, with Connellsville Coke as Fuel, "Midland" will rival in quality and grading the very best of the imported brands.

Write for Price to Sales Agents

Drummond McCall & Co.

MONTREAL, QUE

or to

Canada Iron Furnace Co.

MIDLAND, ONT. Limited

owing to the fact that makers and large handlers are unable to keep up with their business. This is particularly the case in certain lines of small round iron, flats and bands, which are scarce with jobbers because they cannot get delivery. In the case of bar iron also it is understood that some makers finding it practically impossible to catch up with some urgent orders were obliged to place orders in England, so that, judging from this condition of affairs, prices are hardly likely to drop on an oversold market. Advices from England on Canada plates were easier this week. The labor troubles on the wharf have tied up a lot of this class of goods, large shipments of Canada and tinplates and galvanized iron being on board the first steamers, and prices all round have a steady tendency.

BAR IRON.—Makers are rushed with orders for this material and jobbers cannot get delivery as regularly as they wish. We quote: Merchants' bar, $2; horseshoe iron, $2.25; forged iron, $2.30.

BLACK SHEETS.—In good request and buyers find it difficult to obtain some sizes. We quote: 28 gauge, $2.65; 26 gauge, $2.60; 20 to 24 gauge, $2.50; 8 to 20 gauge, $2.50.

GALVANIZED IRON.—Stocks lack assortment here and unless the strike is settled on the wharf many shipments will be seriously delayed. We quote: 28 Queen's Head, $4.50; Apollo, $10\frac{3}{4}$ oz., $4.30; Fleur de Lis, $4.15; Comet, $4.10; "Bell" brand, $4.05. For less than case lots, 25c. extra is charged.

LEAD PIPE.—In fair request. We quote 8c. for composition and waste and 7c. for ordinary, with discount of 30 per cent.

IRON PIPE.—There is a good trade doing and prices are firm. We quote as follows: Standard pipe per 100 ft., in lengths under 19 ft.: Black, $\frac{1}{4}$, $2.40; $\frac{3}{8}$, $2.65; $\frac{1}{2}$, $2.85, $\frac{3}{4}$, $3.65; 1-in., $5.20; $1\frac{1}{4}$, $7.35; $1\frac{1}{2}$, $8.95; 2-in., $12.55. Galvanized, $\frac{1}{4}$, $3.20; $\frac{3}{8}$, $3.45; $\frac{1}{2}$, $3.85; $\frac{3}{4}$, $5; 1-in., $7.20; $1\frac{1}{4}$, $10.05; $1\frac{1}{2}$, $12.20; 2-in., 416.85. Extra heavy pipe, plain ends, are quoted per 100 ft. as follows: Black, $\frac{1}{2}$, $4.20; $\frac{3}{4}$, $5.25; 1-in., $7.55; $1\frac{1}{4}$, 410.55; $1\frac{1}{2}$, $12.75; 2-in., $17.60. Galvanized, $\frac{1}{2}$, $5.20; $\frac{3}{4}$, $6.65; 1-in., $9.55; $1\frac{1}{4}$, $13.25; $1\frac{1}{2}$, $16; 2-in., $21.90. For threads and couplings on extra heavy 5 per cent. net is added. Trade discount, 5 to $7\frac{1}{2}$ per cent.

TINPLATES.—There is no change in prices and demand is fairly active. We quote: Charcoal, $5 to $5.25 and cokes, $4.25 to $4.50.

SOIL PIPE AND FITTINGS.—Discounts are unchanged as follows: Light soil pipe, 3 to 6-inch, 50 per cent.; medium and extra heavy soil pipe, 2 to 6-inch, 60 per cent.; extra heavy soil pipe, 8-inch, 45 per cent.; light fittings, 2 to 6-inch, 50 and 10 per cent.; medium and extra heavy fittings, 2 to 6-inch, 60 per cent.; extra heavy fittings, 8-inch, 45 per cent.

PIG IRON.—Continues strong in tone.

INGOT COPPER.—Rules firm at $15.50 to $15.75 per 100 lb.

INGOT TIN.—There is a fair inquiry with the range $33 to $33.25 per 100 lb.

PIG LEAD.—There has been some business in this and prices are steady at $3.50 to $3.75.

STEEL.—Fully maintains its firm tendency. Quotations follow: Mild, $2.05; sleighshoe, $2.10 to $2.20; tire, $2.15 to $2.25; spring, $2.85 to $3; reeled ma-

PIG IRON

"CARRON" No. 1, 2 and 3
"AYRESOME" No. 1 and 3

for prompt shipment from Montreal.

A. C. LESLIE & CO.

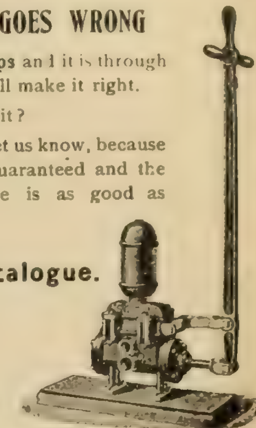
509-512 Merchants Bank Building,
MONTREAL.

IF ANYTHING GOES WRONG

with one of our pumps and it is through our negligence we will make it right.

This is fair. Isn't it?

Don't be afraid to let us know, because all our pumps are guaranteed and the McDougall guarantee is as good as he money.



Write for Catalogue.

The R. McDougall Co., Limited
GALT, ONT.

Pig Iron

We offer the following brands, to arrive, viz:

No. 1 "SUMMERLEE."
" 1 "GARTSHERRIE."
" 1 "EGLINTON."
" 1 "CARNBROE."
" 1 "MIDDLESBORO'."
" 3 do.

Write for quotations.

ADAM HOPE & CO.
Hamilton, Ont.

NOVA SCOTIA STEEL & COAL CO., Limited

NEW GLASGOW, N.S.

Manufacturers of

Ferrona Pig Iron

And SIEMENS MARTIN

OPEN HEARTH STEEL

linery, $2.75 to $3; toecalk, $2.60 to $2.75; machinery (iron finish), $2.10; mild steel, $2.05; square harrow, $2.15.

TOOL STEEL.—Firm in tone. We quote: Black Diamond, 8 to 9c.; Sanderson's, 8 to 9c., according to the grade; Jessop's, 13c.; Leonard's, 7½c; Jonas & Colver's, 10 to 20c.; "Air Hardening," 50 to 65c. per lb.

CANADA PLATES.—Cables have noted an easier feeling in England, but the fact has not affected spot prices. We quote: 52s, $2.60 to $2.70; 60s, $2.70 to $2.80; 75s, $2.80 to $2.85; full polished, $3.75 and galvanized, $4.25 to $4.35; galvanized, 60s, $4.45 to $4.55.

TERNE PLATES.—Rule unchanged at $7.75.

COIL CHAIN.—Supplies nothing special in the way of business. We quote: No. 6, 11½c.; No. 5, 10 to 10½c.; No. 4, 9 to 9½c.; No. 3, 8 to 8½c.; ¼-in., 6½ to 7c. per lb.; 5-16, $5 to $5.20; 5-16 exact, $5.25; ⅜, $4.25; 7-16, $4; ½, $3.95 to $4.05, 9-16, $3.85 to $3.95; ⅝, $3.65 to $3.75; ¾, $5 to $5.20; ⅞, $3.30; 1-in., $3.15 to $3.25. In carlots an allowance of 10c. is made.

SOLDER.—Prices are unaltered at 20c. for bar and 19c. for wire.

ZINC SPELTER.—Continues quiet at $6.25 to $6.50.

SHEET ZINC.—The tone remains firm at $6.75 to $7.

SCRAP METALS

Prices are steady but business is not very active. We quote: Heavy copper and wire, 10c. per lb.; light copper, 9c.; heavy red brass, 10c.; heavy yellow, 8½c.; light brass, 5c.; lead, 2 to 2¼c.; zinc, 2½ to 2¾c.; iron, No. 1 wrought, $17 to $17.50; No. 2, $7.50 per ton; machinery scrap, $17.50 to $18; stove plate, $13; malleable and steel, $6; mixed country rags, 60 to 70c. per 100 lb.; old rubbers, 6¼ to 6¾c. per lb.

HIDES.

A quiet trade is to note in these. We quote as follows: No. 1 hides, 8c.; No. 2, 7c.; No. 3, 6c. Calfskins, 9 to 11c.; lambskins, 75c.

RAW FURS.

Remain unchanged with little business doing. We quote:

ONTARIO MARKETS.

Toronto, May 1, 1903.

HARDWARE.

TRADE all over Ontario continues good in a sorting way, which would indicate that retailers are doing a business fully up to expectations. There seems to be, however, little inclination on the part of either retailers or jobbers to load up, although there is temptation in the conditions which have resulted in such slow deliveries of many lines by manufacturers. Among the lines which are hard to get at the moment are hinges, spades and shovels, poultry netting, wheelbarrows, malleable castings and many lines into which castings enter in process of manufacture. There is a shortage of lawn mowers in the United States as well as in Canada. This seems also to be true of wire nails, cut nails, plain galvanized and barb wire. The market generally, is firm, the feature being an all round advance on German goods. The jobbers are inclined to ask the advance, which will average about 10 per cent. at once. Among the lines affected are German locks, cutlery, carpenters' tools, bells, coat and hat hooks, poultry netting, shears, chains, graniteware, tinware, wire goods, can openers, oyster knives, lemon squeezers, meat cutters and cleavers, butter and cheese triers, thermometers, compasses, key rings, cork screws, curling tongs, tracing wheels, pencils, pliers, pincers, vises, wrenches, clippers, curry combs, ammunition, guns, revolvers, faucets, lanterns, lamp goods, skates and brushes. The competition of Canadian, American and British goods of the same line may prevent the full advance at once on the German goods, but the disposition of jobbers is to take as much of the advance as possible at once. There are no other changes to record, but some jobbers are giving their customers the tip that wire nails are likely to go up early in June, if not in May. A slight reduction has been made in Boeckh's bamboo brooms.

BARB WIRE.—Jobbers' stocks are running close, and as a strong demand continues, prices are steady. Base price is quoted as follows: $2.55 from Cleveland and 10c. less in carlots. From stock, Toronto, $2.80.

GALVANIZED WIRE.—There is an excellent demand and prices are firm, as follows: Nos. 6, 7 and 8, $3.15 to $3.35 per 100 lb.; No. 9, $2.50; No. 10, $3.20 to $3.40; No. 11, $3.25 to $3.45; No. 12, $2.65; No. 13, $2.75; No. 14, $3.75 to $3.95; No. 15, $4.30; No. 16, $4.55. Nos. 6 to 9 base from Cleveland are quoted at $2.27½ in less than carlots.

SMOOTH STEEL WIRE.—The demand for all lines continues satisfactory, with prices firm. The base price is $2.50 per 100 lb. Oiling 10c.; coppering 60c.; and tinning, $2 per 100 lb. extra. Shipping points, Toronto, Hamilton, London and Montreal, with freights equalized on those points.

COIL SPRING WIRE.—The demand for this line shows it to be increasing in favor. Prices are steady, and our quotations are as follows: No. 9, $2.75; No. 11, $3.40; No. 12, $2.95. Freight up to 25c. per 100 lb. allowed on 500 lb. or over. Carlots of 15 tons, 5c. less, with freight up to 20c. allowed.

WIRE NAILS.—Mills are reported to be catching up with orders, but there is a feeling that if the demand continues as it has been an advance is inevitable. The prices are firm. Quotations are as follows: Carlots, $2.40 and small lots, $2.45 per keg f.o.b. Gananoque, Montreal, London, Hamilton, Toronto, Brantford, Windsor, Ont., and St. John.

CUT NAILS.—The supply of this line, too, seems none too large, as a fairly steady business continues. Prices are steady at $2.50 per keg.

HORSE NAILS.—The demand is slightly better. Prices are unchanged. We quote as follows: "C" brand, oval head, 40 and 10 and 7½ per cent.; on "Monarch," 60 and 10 per cent. and "Countersunk" head, 60 per cent.; on "Peerless," 45 and 7½ per cent.

HORSE SHOES.—A quiet trade is doing. Prices are steady. We quote: Iron shoes, No. 2 and larger, light, medium and heavy, $3.45; snow shoes, $3.70; light steel shoes, $3.55; featherweight (all sizes), $4.95; iron shoes, No. 1 and smaller, light, medium and heavy (all sizes), $3.70; snow shoes, $4; light steel shoes, $3.80; featherweight (all sizes), $4.95.

SCREWS.—Manufacturers have not yet caught up with the demand. Prices are firm. Our quotations are as follows: Flat head bright, 87½ per cent. discount; round head bright, 82½ per cent.; flat head brass, 80 per cent.; round head brass, 75 per cent.; round head bronze, 70 per cent.; flat head bronze, 75 per cent.

RIVETS AND BURRS.—The demand keeps strong and jobbers are unable to keep some sizes in stock or to get prompt deliveries from the mills. Our quotations are now: Iron rivets, 60 and 10 per cent. discount; iron burrs, 55 per cent.; copper rivets, with usual proportion of burrs, 45 per cent.

BOLTS AND NUTS.—A general activity is recorded, with shortage in many sizes. We quote: Carriage bolts, common ($1 list), 50 and 10 per cent.; carriage bolts, full square ($2.40 list), 55 and 10 per cent.; carriage bolts, Norway iron ($3 list), 55 and 10 per cent.; machine bolts, all sizes, 50, 5 and 10 per cent.; coach

	Large	Medi m	Small	Kitts	Fall Beave $2.00 to $2.50 per pound.		Spring Beav $3.00 to $3.25 per pound.	
BEAVER Labrador and choice Eastern	$6.00	$5.00	$2.75	$1-1.50				
" Territory Rocky Mountains and Western								
Strictly Prime, or, No. 1	6.00	4.00	2.00	.50-.75				
Partly Prime, or, No. 2	4.00	3.00	2.00	.50				
Unprime, or, No 3	3.00	2.00	.75	.40				
Flat, weak, or poor, or, No. 4	2.50	.50	.25	.25				
	Large	Medi'm	Small	2	3	4	Cubs.	Yearl's
BEAR Black Choice only	15.00	10.00	7.50	6.00	3.00	.50	$2.00 to	$8.00
" Brown "	12.00	7.00	5.00	....	......	......	1.00 to	5.00
	1	2	3	4				
BADGER—Of all sections	.50	.25	.10	.05				
	Dark	Brown	Pale	[illegible]	3	4		
FISHER Eastern and far North-Eastern	6.50	5 00	5.00	3.00	1.75	.50		
Territory and Western	6.50	5.00	3.50	2.00	1.00	.50		
	Large	Small	2	3	4			
FOX Red North Eastern and similar fine bright red kinds	4 00	2 75	1.25	.75	.20			
" Territory and Western	4.00	2.75	1.40	.50	.20			
	Dark	Fair	Pale	2	3	4		
" Cross—Value principally as to beauty, also size & richness	10.00	7.00	4.00	2.50	1.50	.50		
" Silver Eastern and far Northern	75.00	50 00	25 00	20.00	9.00	4.50		
" Pacific Coast, Territory and Western	50.00-60	35 00	20.00	15.00	5.00	2.50		
	Large	Medi'm	Small	2	3			
LYNX Far North Eastern	4 00-5 00	2 to 3 50	2.25	2.00	.75	.25		
" Territory and Western	4.00-5.00	2 to 3.50	2.25	2.00	.60	20		
	Dark	Brown	Pale	2	3	4		
MARTEN—British Columbia, Northern Pacific and similar	7.00	5.00	2.50	1.75	1.00	.25		
" Territory and Western	3 50	2 25	1.50	1.00	.60	.20		
" Quebec and Ontario	3 00-3 50	2.25-3 00	2 to 2 25	1.00	.50	.25		
	Large	Medi m	Small	2 Large	2 Small	3		
MINK Halifax, far North-Eastern and choice	4 00	3.25	2.50	2.25	1.50	.40	.25	
" Territory and Western	1.50-2.00	1.50	1.00	.75		.25	.15-25	
	Spring	Winter	Fall	Kitts				
MUSKRAT Eastern, best large		10 to .13	8 to 10	2 to 5				
" Territory and Western		5 to 10	.07	2 to 4				
	Large	Small	2	3	4		Cubs	
OTTER—Labrador and far North-Eastern	$10-$14	7 00-10	5.00	2.50	2.00		$1.00 to $2.00	
" Territory and Western	6.00	4.50	3.50	2.25	.50		.25 to .50	
	Large	Small	2	3	I			
RACOON—	.75-1.25	.60-75	.33-50	.25	.15			
" Black Value according to darkness, size and beauty	2 25	2 00	1 00	.50	.25			
	Black	Sh rt St	Long St	White				
SKUNK	75 1 25	75	40- 50	.05-15				
	Dark	Brown	Pale	2	3	4		
WOLVERINE—Value according to darkness, size and beauty	5.00	4 00	2.50	1.50	.75	.25		
CASTOREUM—	$5 00 to $6 00 per pound.							

screws, cone points, 66 2-3 and 10 per cent.

BINDER TWINE.—The demand is well up to the average and a steady market is reported. We quote: 650 ft., 13c.; 600 ft., 12c.; 550 ft., 11¼c.; 500 ft., 10½c.

CORDAGE.—An advance of ¼c. is noted in all lines except pure manila. A good trade is doing. We quote: Pure manila, 14c.; British pure manila, 11¾c.; sisal, 11½c.; double lathyarn, 11c.; single lath yarn, 10½c.

SPADES AND SHOVELS.—Some jobbers have had fairly good deliveries of shovels, but there is still a big shortage. Discount is 45 per cent. and the list price has been reduced $3 per dozen for Old's goods, $2 for Gray's and $1 for Burns'.

HARVEST TOOLS. A fairly good business is still doing with the discount steady at 60 per cent.

LAWN MOWERS.—The shortage is still recorded, but it seems that if retailers are patient they will, as a rule, have their orders filled in time for their trade. The prices are steady. Quotations are as follows: Woodyatt, 12 in., $7.50; 14 in., $8; 16-in., $8.50; 18 in., $9; 20-in., $10; Star, 12-in., $5.50; 14-in., $5.75; 16-in., $6; Daisy, 12-in., $4.90; 14-in., $5.10; 16-in., $5.30; Ontario, 12-in., $14.25; 14-in., $15.80; 16-in., $16.80; 18-in., $18.90; 20-in., $20.50; Philadelphia, 12-in., $6.50; 14-in., $7; 16 in., $7.50. Discount, 40 and 10 to 50 per cent.

BUILDING PAPER.—An improvement is noted in the demand. Prices are steady. Quotations are: Tarred felt, $1.75 per 100 lb.; 2-ply ready roofing, 90c. per roll; 3-ply, $1.15 per roll; carpet felt, $2.25 per 100-lb.; dry sheathing, 35c. per roll; tar sheathing, 45c. per roll; dry fibre 50c. per roll; tarred fibre, 60c. per roll, O K and I X L, 65c. per roll; heavy straw and sheathing, $30 per ton; slaters' felt, 60c. per roll.

RANGE BOILERS.—Business is less active. The prices are steady. We now quote: 18 and 30 gal., $5.50; 35 gal., $6.50; 40 gal., $7.50; 52 gal., $12.50; 63 gal., $19; 82 gal., $23; 100 gal., $31 and 120 gal., $37.

SCREEN DOORS.—The warm days early in the week have increased attention to this line. Prices are steady. Quotations are as follows: Screen doors, common, two or three panel, walnut stained, 4-in. style, $6.80; stained, yellow or green, $7; in natural colors, oil finish, $8.15; 3-inch style, 20c. per dozen less.

GREEN WIRE CLOTH.—The price continues stiff at the 10c. advance of last week, which made the quotation $1.50.

CEMENT.—Prices are stiff, and as the demand is fully up to the supply, an advance is prophesied. We quote as follows: Canadian Portland, $2.40 to $2.50; German, $2.30 to $2.60, and hydraulic, $1.50.

METALS.

The local market is practically unchanged, despite numerous fluctuations in London and New York. The pig iron market, which is being watched keenly by large buyers, shows a general expectancy of lower prices in the United States by the last half of the year. As a consequence, buying is confined largely to current requirements, which are, however, large, and prices are for the moment well maintained. The steel market continues firm, both for future and present delivery. The difficulty here is to get stocks. Copper quotations show a reduction of £1 7s. in London for the week, but this is largely speculative and the local market is not affected. Tin is about £1 higher in London, but now shows a downward tendency. Pig lead is easier in both London and the United States. Antimony and spelter are both higher in New York. The demand keeps up nicely for practically all lines.

PIG IRON.—The demand continues excellent for present delivery, showing a big consumption, but prices are not firm enough to induce much buying ahead. We quote: No. 2 at $22.50 to $22.75; No. 2 Summerlee, $25 on track, Toronto.

BAR IRON.—The demand is still active and a decidedly firm tone for spot business is shown. The base price is $2.05. For extras, cut to length while rolling: 2 ft. and over, 10c. per 100 lb.; 1 ft. and under 2 ft., 15c.; under 1 ft., 20c.; over 20 ft., by special agreement, according to length and size.

BLACK SHEETS.—There is a good trade doing. Prices are unchanged. We quote: Common, $3.15 for 28 gauge and dead flat, $3.50 for 26 gauge.

CANADA PLATES.—A better demand is noted with prices steady. We quote: All dull, $2.90 to $3; half polished, $2.85 to $3.10 and all-bright, $3.75 to $3.85.

GALVANIZED SHEETS.—Prices are unchanged. The demand is excellent. We quote: Queen's Head, $4.50 for 28 gauge; American, $4.40 for 24 gauge; Bell brand, $4.30 for 28 gauge; Gordon Crown, $4.50 for 28 gauge.

TIN.—There is not much doing and the prices are unchanged throughout. Prices are weak at $33 to $33.25.

TINPLATES.—Prices continue to strengthen, yet there is no change. A good trade is doing. We quote: Charcoals, $4.75 to $5 and cokes, $4.25 to $4.50 per box.

COPPER.—Another decline of over £1 is noted in London, but the local market has not been affected. A good business is being done in sheets. We quote: Ingot copper, $15, and sheet copper, $21 to $22 per 100 lb.

BRASS.—The market is active, with prices steady. Discount is 10 per cent.

STEEL BOILER PLATES.—Prices continue firm. A big demand has been recorded this spring. We quote $1.96 f.o.b. Toronto.

TOOL STEEL.—The demand continues excellent. Prices are firm. Quotations are as follows: "B C" and "Black Diamond," 10 to 11c.; Jessop's, Morton's and Firth's, 14c.; Jonas & Colver's, 10 to 20c.; ditto, "Air Hardening," 70c. per lb.; Chas. Leonard's, 8 to 9c.; Park's "Silver," 12 to 14c.; Park's "Special," 15 to 20c.

MACHINERY STEEL.—The demand is particularly active. Prices are steady at $2 to $2.05 f.o.b. Toronto.

LEAD.—A much better demand is reported. Prices are unchanged. We quote as follows: $3.50 per 100 lb. for pig lead and $3.75 for bar lead.

IRON PIPE.—Prices are fair, with a good trade doing. Quotations are: Per 100 ft.: Black pipe, ⅛-in., $3.25; ¼-in., $2.40; ⅜ in., $2.65; ½ in., $2.85; ¾ in., $3.65; 1-in., $5.25; 1¼-in., $7.35; 1½-in., $8.95; 2-in., $12.55; 2½ in., $21; 3 in., $25; 3½ in., $32; 4 in., $38.

ZINC SPELTER.—There is a good demand and stocks are light. Prices are steady at 6¼ to 6½c. per lb.

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, LIMITED

MANUFACTURERS OF

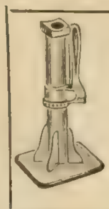
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:

JOHN FORMAN, 644 Craig Street

MONTREAL



COVERT MFG. CO.

West Troy, N.Y

Auto Screw Jack

Harness Snaps, Chain, Rope and Goods, etc.

FOR SALE BY JOBBERS AT MFRS. PRICES

PRIEST'S CLIPPERS

Largest Variety, Toilet, Hand, Electric Power

ARE THE BEST.

Highest Quality Grooming and Sheep-Shearing Machines.

WE MAKE THEM.

SEND FOR CATALOGUE TO

American Shearer Mfg. Co., Nashua, N.H., USA

Oneida Community Goods

HALTERS, COW TIES, SNAPS, etc., etc.,

in all sizes and styles. May be had of all jobbers throughout Canada.

Factory—NIAGARA FALLS, ONT

Don't Forget the Name...

NEWMAN'S INVINCIBLE FLOOR SPRINGS

Strong, Quick, Reliable, Effective.

Will close a door against any pressure of wind Far ahead of ordinary door springs, pneumatic or otherwise. Ask your wholesaler.

W. NEWMAN & SONS. Birmingham.

..A..

STANDARD.

The cost of Axes per million feet of lumber taken out should be the best Standard. Under this Standard the CROWN JEWEL is the cheapest Axe in the market.

Dundas Axe Works, Dundas, Ont.

W. L. Haldimand, Jr., Eastern Agent, Montreal.

Nicholson Co.

High-Grade Files and Rasps

Largest Manufacturers in the World.

Seven Factories. Seven Brands.

May be purchased from all Prominent Hardware Merchants.

Walter Grose, Selling Agent, Montreal. Dominion Works, Port Hope, Canada.

ZINC SHEETS.—Quite a large business is being done. We quote the base price as follows: Cask lots, $6.75 to $7 and part casks, $7 to $7.25.

SOLDER.—The market is active. Prices are unchanged. Guaranteed half-and half is quoted at 18 to 19c., and wiping 17 to 18c.

OLD MATERIAL.

Copper has fallen to 12c. per lb. Zinc is ½c. higher. The general demand is fair, but the supply is somewhat limited. We quote as follows: Heavy copper and wire, 12c. per lb., light copper, 10c. per lb., heavy red brass, 10½c. per lb.; heavy yellow brass, 9c. per lb.; light brass, 6c.; lead, 2½c.; scrap zinc, 3½c.; iron, No. 1 wrought, $14 per net ton; No. 2 wrought, $5; machinery cast scrap, $16; stove plate, $11; malleable and steel, $7; old rubbers, 6½c. per lb. and country mixed rags, 50c. per 100 lb.

SEEDS.

Although the seed season is drawing to a close there is still a very good market, and it is expected that it will continue to be good right up to the close. Jobbing orders are still coming in, and although they are not as large as they were earlier in the season, are arriving in greater numbers. Red clover is quoted this week at $6 to $7.80 per bushel, a drop of from 30 to 50c. Timothy is quoted ex-ware house here at from $2 to $2.75 and alsike from $4.80 to $8 per bushel, a fall of from 20 to 25c.

HIDES, SKINS AND WOOL.

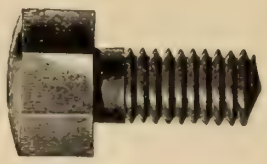
There is some change in this market since our last issue. Prices for calf-skins have come down in Chicago, and although the prices on the Toronto market have not changed, still, this has the effect of weakening the market. The wool and hide markets are slightly stronger than last week. The tallow market has weakened, the price having come down ¼c. per lb.; this is also caused by a weakening of the Chicago market.

HIDES.—No. 1 green, 7½c.; No. 2 green, 6½c. per lb.; No. 1 green, steers, 8c.; No. 2 green, steers, 7c. per lb.; cured, per lb., 7¾ to 8¼c.

CALF SKINS.—Veal skins, No. 1, 6 to 14 lb. inclusive, 10c.; No. 2, 8c.; No. 1, 15 to 20 lb. inclusive, 9c.; No. 2, 7c. Deacons (dairies), each, 60 to 70c.; sheep-skins, 40c. to $1.10.

WOOL.—Unwashed wool, per lb., 8 to 9c; fleece wool, 15 to 16c.; pulled wools, super., per lb., 15c.; extra, 18c.

TALLOW.—Tallow is very scarce. We quote 5¾ to 6c. per lb.



THE JOHN MORROW MACHINE SCREW COMPANY, Limited

Manufacturers of

Set and Cap Screws, Special Milled Work, Engine Studs. Etc. Cold Punched Nuts of every variety of finish.

INGERSOLL, ONT.

NEW LIGHT STEEL RAILS ALL WEIGHTS, ALL SECTIONS

We offer for immediate shipment from stock, all sections from 12 up to 56 pounds to the yard with fastenings. CORRESPONDENCE SOLICITED.

Sessenwein Bros., 103 Shannon St., Montreal

WILL IT PAY?

Every business transaction is weighed by one standard.

Will it Pay?

If you handle ***oil of any kind*** and are considering the purchase of a

BOWSER

Self-Measuring

OIL TANK

Let us ask you a few questions:

Is it worth 10 cents a Day to handle your oil without waste?

Is it worth 10 cents a Day to sell your oil without loss of time and labor?

Is it worth 10 cents a Day to have no leaky, dirty measures and funnels to handle?

Is it worth 10 cents a Day to keep your oil room neat and clean?

We might propound a hundred questions equally as pertinent. If any one of these is worth 10 cents a day, is not the combination of the many worth more than the cost of a **Bowser Self-Measuring Oil Tank**, which will give you all these advantages?

Let us give you full particulars. Ask for Catalogue "A."

S. F. BOWSER & CO., Factory FORT WAYNE, IND.

MANITOBA MARKETS.

Winnipeg, April 27, 1903.

MARKET is active and there have been some few changes of price for the week, and more are in anticipation. Green wire cloth advances 10c. and is now quoted at $1.50. Turpentine has declined 3c. per gallon. Paints are firmer, and an advance is anticipated. Before the week is out a new list will be given the trade for axe handles, hay fork handles and similar goods, and the list will show an advance in sympathy with the advance in the American market. Tools are also advancing, although lists have not yet been changed.

We quote :

Barbed wire, 100 lb	$3 25
Plain twist	3 25
Staples	3 65
Oiled annealed wire ... 10	3 42
" ... 11	3 48
" ... 12	3 56
" ... 13	3 66
" ... 14	3 76
" ... 15	3 91

Annealed wires (unoiled) 10c. less.
Horsenails, 40 per cent. discount.

Horseshoes, iron, No. 0 to No 1	4 35
No. 2 and larger	4 20
Snow shoes, No. 0 to No. 1	4 60
No. 2 and larger	4 45
Steel, No. 0 to No. 1	4 45
No. 2 and larger	4 20

Cut Nails—		Wire Nails—	
2d 1 in	$4 10	1 in	$4 20
3d Fin. 1⅛ in	4 10	1⅛ in	4 20
3d 1¼ in	3 75	1¼ "	3 85
4d 1½ in	3 50	1½ "	3 60
5d 1¾ in	3 50	1¾ "	3 60
6d 2 in	3 40	2 "	3 50
8d 2½ in	3 25	2½ "	3 35
10d 3 in	3 20	3 "	3 30
20d 4 in	3 15	3½ "	3 25
30d 4½ in	3 10	4 "	3 20
40d 5 in	3 10	4½ "	3 20
50d 5½ in	3 10	5 "	3 20
60d 6 in	3 10	5½ "	3 20
		6 "	3 20

Bar iron, $2.70 basis.
Swedish iron, $4.75 basis.

Sleigh shoe steel	2 85
Spring steel	3 25
Machinery steel	3 50
Tool steel, Black Diamond, 100 lb	8 50
Jessop	13 00
Sheet iron, black, 10 to 16 gauge, 100 lb.	3 50
18 to 22 gauge	3 75
24 gauge	3 90
26 gauge	4 00
28 gauge	4 10
Galvanized Iron, Apollo, 16 gauge	4 00
18 and 20 gauge	4 00
22 and 24 gauge	4 50
26 gauge	4 50
28 gauge	4 75
30 gauge or 10¾ oz	5 00
Extra sheets, 36 in. wide an advance of 25 p.c. per 100 lb.	
Queen's Head, 24 gauge	4 50
26 gauge	5 75
28 "	5 00
Genuine Russian, per lb	11
Imitation " "	07
Tinned, 24 gauge, 100 lb	8 50
26 gauge	9 00
Tinplate, IC charcoal, 20 x 28, box	10 00
" IX "	12 00
" IXX "	14 00
Ingot tin	35
Canada plate, 18 x 21 and 18 x 24	3 25
Sheet zinc, cask lots, 100 lb	7 00
Broken lots	7 50
Pig lead, 100 lb	5 00
Black iron pipe, ⅛ inch	3 30
" ¼ "	3 30
" ⅜ "	3 40
" ½ "	3 75
Black iron pipe, ¾ inch	4 30
" 1 "	6 25
" 1¼ "	8 75
" 1½ "	10 50
" 2 "	14 50

For Yourself

You choose reliability and endurance when it comes to building—

Choose the Same for Your Customers

Then you are certain of harmonious conditions and ever increasing sales and prestige.

We make every conceivable need in

Sheet Metal Building Materials

Honest, capable goods that give the acme of artistic effect, as well as enduring reliability. With our lines in stock, you'll never have an apology to make to your customers.

Consider—these things count for much.

The Metallic Roofing Co., Limited

TORONTO MONTREAL WINNIPEG

Rope, sisal, 7-16 and larger, basis	$11 75
Manila, 7-16 and larger, basis	14 75
Solder	20
Axes, chopping	$ 6 75 to 12 00
" double bitts	12 00 to 18 00
Bluestone	5 75
Screws, flat head, iron, bright	85 and 10 p.c.
Round " "	80 p.c.
Flat " brass	75 and 10 p.c.
Round " "	70 and 10 p.m.
Coach	65 p.c.
Bolts, carriage	50 p.c.
Machine	50 and 5 p.c.
Tire	60 and 5 p.c.
Sleigh shoe	65 p.c.
Plough	50 p.c.
Flat head stove	60 and 5 p.c.
Round head	60 and 5 p.c,
Elevator	60 p.c.
Rivets, iron	50 and 10 p.c.
Copper, No. 8	32
" No. 12	36
Coil chain, 3-16 inch	10½
" ¼ inch	8¼
" 5-16 inch	5½
" ⅜ inch	5¼
" 7-16 inch	5
" ½ to ¾ inch	4¾
Spades and shovels	40 and 5 p.c.
Harvest tools	60 p.c.
Axe handles, turned, s. g. hickory, doz.	$2 50
No. 1	1 50
No. 2	1 25
Octagon extra	1 75
No. 1	1 25
Files common	70, and 10 p.c.
Diamond	60
Ammunition, cartridges, Dominion R.F.	50 p.c.
Dominion, C.F., pistol	30 p.c.
" military	15 p.c.
American R.F.	30 p.c.
C.F. pistol	5 p.c.
C.F. military	10 p.c. advance.

Loaded shells:

Eley's-soft, 12 gauge black	16 50
chilled, 12 gauge	18 00
soft, 10 gauge	21 00
chilled, 10 gauge	23 00
Shot, Ordinary, per 100 lb	6 20
Chilled	6 60
Powder, F.F., keg	4 75
F.F.G.	5 00
Tinware, pressed, retinned.	70 and 10 p.c.
" " plain	75 and 2½ p.c.
" pieced	
Japanned ware	37½ p.c.

Enamelled ware, white	45 p.c.
" Famous	50 and 10 p.c.
" Imperial	50 and 10 p.c.
Green Wire Cloth	1 50

PETROLEUM.

Water white American	26½c.
Prime white American	24½c.
Water white Canadian	24c.
Prime white Canadian	22½c.

SCRAP.

No. 1 cast iron	$16 per ton.
No. 2 "	8 "
Wrought iron scrap	5 "
Copper (heavy)	7c. per lb.
Yellow brass (heavy)	7½c.
Light brass	5c. to 6c. "
Lead pipe, or tea lead	2c. to 2½c. "
Zinc scrap	1c. "

PAINTS, OILS AND GLASS.

Turpentine, pure, in barrels	$ 1 00
Less than barrel lots	1 01
Linseed oil, raw	66
Boiled	69
Lubricating oils, Eldorado castor	28½
Eldorado engine	27½
Atlantic red	33½
Renown engine	42
Black oil	19½ to 21½
Cylinder oil (according to grade)	55 to 74
Harness oil	56
Neatsfoot oil	1 00
Steam refined oil	85
Sperm oil	2 00
Pure castor oil, first pressure	10
Lubricating	10

BINDER TWINE.

Jute, per lb	$0 08½
American, per lb	0 10½
Sisal, per lb	0 10½
Standard, per lb	0 10½
Manila, per lb., 550 ft	0 11¼
Manila, per lb., 600 ft	0 12
Manila (pure), per lb	0 13

F.O.B. Chicago; discount ⅛c. on 5-ton lots and ¼c. on car lots.

NOTES.

The Stewart Machinery Company has been awarded the contract for supplying the machinery for a new electric light plant at Prince Albert.

NOVA SCOTIA MARKETS.

Halifax, April 28, 1903.

THE various wholesale hardware houses continue to do a good, average business, especially in the seasonable lines. The business, so far this year, has been above the average, and the prospects are bright for a continuance of the same throughout the balance of the year. Conditions are favorable all over the Maritime Provinces, and good orders are being placed with the expectation of a good summer's business. With general trade conditions reported good all over the Dominion, a buoyant feeling prevails and many people are building, rebuilding, or doing extensive repairs, which, under less hopeful conditions, would be put off until another season, or later. Money is being made in the country and is being expended freely.

* * *

If the amount of building operations in progress is any sign of a country's prosperity—and a good many people consider it one of the best signs—then Nova Scotia is very prosperous. Last year there was a heavy demand for all kinds of builders' materials, and this season's business, so far, in this line, has been quite as good with every prospect of continuance. Not for many years in the city has there been such a rush of building and remodelling so early in the season. On quite a number of buildings inside work has been carried on night and day for weeks. Similar activity is reported from other of the principal towns of the province. All lines of builders' materials are firm, with generally distributed advances.

* * *

Having tools and various farming implements have lately had a good sale, which still continues. These are all quoted at an advance on last season's prices. The last of the outfitting of the Bank fishermen, which has been quite heavy for the last few weeks, was done last week when some 75 of them were in port to get the last odds-and-ends of gear before departing for their season's work on the Banks. Each vessel, and there are 180 alone from the county of Lunenburg, fits out for the year at an expense of about $750 to $800, about one-half of which amount falls to the hardware line.

* * *

The trade was largely engaged last week in making up and shipping orders of glass and cement, the spring supply of which came by the s.s. Pharsalia.

* * *

There has been no change during the week in turpentine or linseed oil, both now in heavy demand.

R. C. H.

PERSONAL MENTION.

Mr. A. M. St. Arnaud, manager of The Canada Hardware Company, Limited, Montreal, is leaving on a tour through the various manufacturing sections of the United States. He will be absent from the city about eight or ten days.

Mr. Thomas Fortye, manager of The Peterborough Lock Co., Peterborough, Ont., was in Toronto last week. He reports business particularly brisk.

INDUSTRIAL GOSSIP

THE stock in the Manitoba Cement Co., Winnipeg, is selling well, and it is hoped the construction of the works will be finished in time to start operations before the close of the summer.

Rapid progress is being made in the erection of the cement factory for the Colonial Cement Co., Limited, Wiarton, Ont. The company hopes to be making cement before Christmas.

A feature of the building boom in Winnipeg is the remarkable demand at the moment for warehouse sites. As many as eight firms in Eastern Canada are reported to be looking for suitable property on or about Market, Princess, King or Arthur streets.

The Von Echa Company, incorporated in West Virginia, have been authorized to do business in Ontario as contractors for the construction of railways, buildings and general structural work. S. R. Ickes, Woodstock, Ont., represents the company.

The International Asbestos Co., incorporated in New York, have been authorized to do business in Ontario. This company proposes to mine, mill, develop and reduce ores of various kinds. H. S. Predmore, of Actonilite, Hastings Co., represents the company in Ontario.

The Empire Wall Paper Co., incorporated in New York, have been authorized to manufacture and sell wall paper and similar products in Ontario, having their headquarters in Toronto. Herbert C. Jarvis, of Toronto, represents the company.

Messrs. Gillies, Carleton Place, and Allen McLellan, Ottawa, are considering a proposal to locate cement works near Kingston.

MORE ELEVATORS FOR PORT ARTHUR.

D. D. Mann, of McKenzie & Mann, has announced that the Canadian Northern Railway will double its elevator capacity at Port Arthur during the coming season. The new buildings will be two in number, one a working and the other a storage elevator. Both will be fireproof and will have a total capacity of three and a half million bushels. As the Canadian Northern freight service from interior points to Port Arthur is now complete, this additional elevator capacity at that terminus should help to reduce to a large measure the grain blockade so usual in the fall between Manitoba points and the Great Lakes.

NEW COMPANIES INCORPORATED.

The Connell Anthracite Mining Co., Limited; headquarters at Toronto; directors, F. V. Clisdell, G. L. Gowlland, R. W. Eyre, J. W. Curry, R. E. Clisdell; capital $50,000.

The Chelsea Land & Building Co., Limited, to do real estate business, including the erection of buildings, bridges and other permanent improvements upon their property; directors, Col. W. R. Gartshore, John and George White, Joseph Dudley, R. W. Wilson and R. T. Wilson; head office London, Ont.; capital $75,000.

J. W. Curry, R. W. Eyre, C. Davidson, E. Wheeler, F. W. Nettleton, Toronto, under the style of Gowlland, Limited, to manufacture, acquire, sell and deal in all kinds of machinery, instruments, apparatus, devices and appliances, electrical or otherwise. The company will take over the business and patents of G. L. Gowlland and will have a capital of $200,000.

The Durham Mfg. Co., Limited, to buy, sell and manufacture cream separators and dairy appliances; directors, E. R. Broomall, W. A. Bradshaw, W. J. Parks, N. Somerville and E. Lackie; headquarters, Durham, Ont.; capital $50,000.

The Dundonald Mining Company, Limited, capitalized at $250,000, is incorporated.

The British Columbia Power and Manufacturing Company, Limited, Vancouver, is incorporated to carry on an iron foundry business.

The Trites-Wood Company, Limited, Victoria, is incorporated with a capital of $250,000 to carry on a general mercantile business.

The Berry Furnace Co., Ottawa; capital, $20,000; directors, Austin Berry, T. F. Sullivan, F. B. Wilson, Andrew Wilson and James D. McCann; to manufacture and sell furnaces, stoves, ranges, machinery and castings of all kinds.

The North Shore Copper and Smelting Co., Limited, Toronto; capital, $250,000; directors, A. T. E. Hamer, G. P. Crittsinger, B. C. Crittsinger, J. M. Brinker and W. C. Edwards.

The Canadian Fog Signal Co., Limited, Toronto; capital, $100,000; directors, J. P. Northey, F. S. Mearns, T. E. Northey, J. R. Bell, Toronto; to manufacture fog signals and similar apparatus.

McCLARY'S MARITIME TRAVELLERS IN CONVENTION.

SINCE the opening of the St. John, N.B., branch of The McClary Manufacturing Co. two years ago, their business has extended from the small trade to very large proportions, so much so that it warranted the purchase of a large building on Prince William street, which was further enlarged 60 per cent. last year in order to accommodate the increasing business.

No convention of the travellers or clerks had been held previous to the dates arranged of April 8 and 9, when all gathered together for day and evening sessions to consult with one another on different matters for the benefit of the business. These conferences have been found to do admirable service in the education of the clerks in bringing out the ideas of those who are thoroughly versed in special lines. This conference was particularly educational on account of the vast amount of information imparted to those attending the meetings.

At the close of the convention a supper was given to the travellers, clerks and friends in the Union Club, St. John, where an excellent supper was served by the caterers. The jolly party who sat around the handsomely decorated round table will all remember the pleasant evening spent with the McClary travellers and clerks.

It will be especially remembered by the handsome Russia leather menu cards lined with embossed raw silk, which will be a lasting souvenir of the occasion. The cover of the menu card was printed in gold and with a motto for all McClary's travellers, namely, "Hang On." The menu consisted of a tasty list of viands as follows :

Mock Turtle.
Olives.

Scalloped Oysters.
No Shell Game, for they are cooked by a Famous Army Range.

Entrees :
Creamed Sweetbreads.
Sherry Sauce and Mushrooms.
Live Broiled Lobster, French Dressing.
I'm also a Traveller and a good "hanger-on."

FILLET VEAL.

Vegetables.

Wine Jellies. Frozen Pudding.

Celery.

Cheese Balls. Cafe Noir.
Fruit. Nuts and Raisins.

The menu cards were made to represent a traveller's pocket order book, and a complete order book of similar pattern was furnished to each of the travellers on this occasion.

Suitable speeches and songs made the remainder of the evening pass very pleasantly, in which good advice, sociability and fun predominated, the following gentlemen taking part : John McAvity, H. M. Stanbury, J. J. Barry, C. B. Allan, F. Barr, Col. Markham, Allan Schofield, D. Geo. Clark and H. H. Beer. During the evening John J. Foot, the manager, briefly reviewed the good results of such conferences, and thanked the travellers and staff for the able manner in which they had assisted in making the business such a success, and alluded to his having opened this branch two years ago merely as an experiment and which is now a permanency.

A telegram was also read from headquarters at London, Ont., wishing the party a pleasant time and the good wishes of the headquarters for the continued prosperity of the Maritime Provinces and the business of this branch. Mr. Foot also intimated that conferences and social gatherings would be held annually.

LONDON BOARD OF TRADE.

THE annual meeting of the London Board of Trade was held on Friday night, C. B. Hunt, the retiring president, in the chair.

Many matters of importance to the Forest City were discussed, such as the proposed new belt line, fire protection and fire insurance, communication with western mining towns with a view to opening up trade. A resolution was passed favoring the removal of the duty on soft coal. At the suggestion of a communication from the Vancouver board a resolution was passed asking the Dominion Government to make every effort to secure the same preferential treatment from the South African colonies as may be accorded to the Mother Country.

Other items of business received attention, and it was determined that co-operation with outside boards would always be taken, where the interests of the country generally could be advanced.

J. A. Nelles, for 23 years Secretary of the London Board of Trade.

Officers for the ensuing year were elected as follows :

President—J. R. Minnhinick.
Vice-President—J. A. Carrick.
Secretary-Treasurer—J. A. Nelles.
Auditor—John Bowman.
Council—John Bowman, S. Sterling, W. M. Gartshore, James Mattinson, John McClary, F. G. Rumball, P. W. D. Broderick, A. B. Greer, J. W. Little, J. M. Dillon, G. D. O'Grady and W. J. Reid.
Board of Arbitration—W. C. Allen, Raymond Blandford, C. H. Hyman, S. St. L. McIntosh, John Pringle, C. B Hunt, G. B. Gerrard, A. O. Graydon, C. W. Leonard, John McClary, D. S. Perrin and A. H. Beddome.
Board of Examiners—I. J. A. Hunt, John Sutherland and W. C. Benson.
Western Fair Representatives—John Bowman, J. W. Little, A. B. Greer, Jas. Mattinson, W. J. Reid and Isaac Waterman.

The new president and vice-president were appointed delegates to the Congress of Chambers of Commerce to be held in Montreal, August 17 to 21. W. H. L.

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 2c. a word each insertion, cash in advance. Letters, figures, and abbreviations each count as one word in estimating cost.

SITUATIONS VACANT.

TINSMITH—Good all-round man steady job state wages and experience; to start at once. O. N. Hodson, Bolton. f

WANTED—First-class tinsmith; must be good for inside and outside work. Purvis Bros., Sudbury. f

TINSMITH wanted—At once; $12 per week; steady job for steady, reliable man. Apply Hiller & Clark, Burk's Falls. f

WANTED — First-class carriage blacksmith, young man preferred. J. H. D. Walker, Grimsby. f

BLACKSMITH—Immediately, one or two years' experience at horse shoeing and general work; strictly temperate. John Wilson, Homer, Ont. f

WANTED—Traveller for wholesale iron and steel business; one with practical experience in working steel preferred. State experience and salary expected. P. O. Box 678, Montreal.

MOULDERS—At once; two floor and two bench; on agricultural implement work. Apply David Maxwell & Sons, St. Mary's f

PLUMBER AND TINSMITH—State wages and reference. J. E. Mosely, Huntsville. f

FOR SALE.

CARRIAGE business for sale or rent, with good will; blacksmith, paint, wood shop, show rooms and dwelling all in good order; doing largest business in Barrie; 6,000 population; established 31 years; good reasons for selling. Sevigny & Co, Barrie. f

BINDER twine factory for sale; tenders will be received for purchase of same until May 2, 1903; new first-class plant; capacity three tons per day; highest or any tender not necessarily accepted. For further particulars address Chatham Binder Twine Co., Limited, Chatham, Ont. f

FOR SALE—Tinsmith's outfit. Apply to A. E. Brock, Penetang, Ont. f

GENERAL STORE BUSINESS—No opposition; C.P.R. ticket and telegraph business in connection. Address C. F. Wood, Treesbank, Man. f

SITUATION WANTED.

HARDWARE CLERK and bookkeeper; young man, experienced, open for engagement May 1st; references furnished. Box 22 HARDWARE AND METAL. 16-3

POWER PLANT.

Elevating and Conveying Machinery for Coal and Merchandise. HEATING AND VENTILATING.

ALFRED J. STEVENS, Engineer and Contractor, Temple Building. Toronto.

THE C. G. YOUNG CO.
RUBBER STAMPS
AND SUPPLIES
No. 1 Adelaide Street East - Toronto

TRADE IN COUNTRIES OTHER THAN OUR OWN.

SITUATION IN IRON AND STEEL

GENERALLY speaking, and taking the country as a whole, the markets for foundry pig iron have been quiet. A certain tonnage is being placed for early and prompt delivery, and cases of actual scarcity are not unknown. But little is being done for the second half, although the foundries are known to have made considerable contracts for castings for the third quarter, for which they have not covered as yet.

German furnace interests meet fresh inquiries either with indifference or refuse to quote for early delivery. English sellers seem more eager, and as illustrating the position we may note that Middlesbrough pig is being offered as low as 56s. 6d., c.i.f., in cargo lots, which would make the cost to import duty paid a shade over $17.75.

Basic pig has been offered at prices equivalent to $17, Birmingham, or $18, Virginia furnaces, without leading to business. Bessemer pig is being offered in Pittsburg as low as $19.50 at Valley furnace, for the second half.

Another period of scarcity has developed in the steel market, due primarily to the enormous demand for finished goods. The wire trade, particularly, is under enormous pressure, and while jobbers have been pretty well taken care of themselves, the manufacturing industries which purchase drawn wire are complaining a good deal of delays in deliveries. The demand for steel is so urgent that one of the large rail mills in the Central West has been switched over to billets. On the other hand, a modern mill in the Youngstown district is to close down for two months before long. In the east some additional steel capacity has become available recently, but the requirements seem so large that further importations are necessary. German billets are difficult to secure for early delivery, the majority of the works being filled up for some time to come. Recent prices are 85s., shipping port, and some business has been done. Importers note that the demand is not only from tidewater markets, but that inquiries are being received from the west also.—Iron Age.

GALVANIZED SHEETS IN GREAT BRITAIN.

A moderate inquiry has been experienced all around, but merchants in close touch with the continent report that inquiries from that quarter are disappointing. There are a few second hand sellers at below the quoted rates, but, generally speaking, the market remains steady, with prices much the same as those last reported: 24 gauge corrugated qualities are quoted at from £11 10s. to £11 15s., f.o.b. Liverpool.—Ironmonger, April 17.

BINDER TWINE IN THE STATES

During the past two weeks the eastern market has undergone some changes. The price on sisal and standard twine has been advanced ½c. per lb. by some manufacturers. Some concerns are only accepting orders for small lots, having about sold their entire product up to June 1, while others are not accepting any new business. Demand is active, while the amount of twine is limited, especially sisal and standard. Very few of the priceless orders taken before April 1, and guaranteed against International Harvester Co.'s prices, have been cancelled. The quantity of available twine is somewhat reduced, as some eastern mills are under contract to make twine for the combined companies in the West. The impression prevails to a considerable extent that a scarcity of twine may result from an unusually early harvest.—Iron Age, April 25.

TINPLATES IN ENGLAND.

The holidays have, of course, greatly interfered with business during the past week. Prices, however, are well maintained, and the market shows little, if any, change. Bessemer coke tins are selling at 12s. 1½d. and 12s. 3d. per box of I C 14 by 20 full weights, f. o. b. Wales, and 12s. 6d., 12s. 7½d., and 12s. 9d. per box, f.o.b. Liverpool. Manufacturers' quotations are unchanged, namely: Bessemer cokes, I C 14 by 20, 112 sheets, 108 lb., 12s. 3d. and 12s. 4½d. per box; Siemens-Martin steel, 12s. 4½d. and 12s. 6d. per box, f.o.b. Wales.—Iron and Coal Trades' Review, April 17.

STATE OF TRADE IN SHEFFIELD

Business has scarcely been resumed after the holiday stoppage, and consequently there is little to be said on the subject of the trade outlook. This year's Easter probably establishes a record in the steel trade for the length of the holiday stoppage, which, in the case of quite a number of leading works—not merely those which do Government business—extends from April 9 until April 20, a minority restarting on Wednesday or Thursday of this week. It appears that there were so few orders and inquiries on hand last week that managers, rather than run their engines and machinery for the sake of a meagre supply of work, resolved upon the more economical policy of a lengthy stoppage. That such a step was possible at this period of the year proves that the local steel trade must be seriously depressed, as undoubtedly is the case. The new quarter opened in the most disappointing manner, but it is yet to be seen whether orders ready to be given out have been withheld until after the holidays. At present there are no indications of a revival, although manufacturers take hope from the reports of improvement in the engineering and boilermaking trades, and the expanding tendency of the export returns, for it is felt that Sheffield must benefit by increased activity in other large centres of the metal industries. The Sheffield workpeople are experiencing a very bad year, the average earnings having undergone a continuous shrinkage for at least two months, followed now by a week's complete idleness. Full employment for any considerable proportion of working men is not considered to be likely this year, as the war-material department expect to be short of work so long as they are depending upon the Home Government.—Ironmonger, London.

BRITISH PIG IRON MARKET

The pig iron market has a somewhat weaker tone, for although the cases in which prices have quotably changed are comparatively few, the position all round is hardly as strong as it was a fortnight ago. In the Cleveland district the change is, perhaps, more pronounced than in other centres, makers having reduced their prices for foundry iron in sympathy with the reduction in the quotations for warrants, and, generally, they have this week asked about 50s. per ton for early f.o.b. deliveries of No. 3. Hematite iron has not been affected to the same extent by the fall in warrants, and East Coast mixed numbers are quoted at 58s., which is still, however, a relatively low price, as compared with that for Cleveland iron, or with West Coast hematite, mixed numbers of which are 61s. 9d. Little actual change in the position is reported from Lancashire, although the market is somewhat quieter, and in South Staffordshire makers now have orders of some weight on their books. In Scotland the Glasgow market has been less active, and on Wednesday the "bears" depressed Cleveland warrants, which alone were dealt in, to 49s. 8½d. cash. Scotch warrants were quoted at 54s. 9d. We append our usual table of stocks:

Public stores stocks in tons—

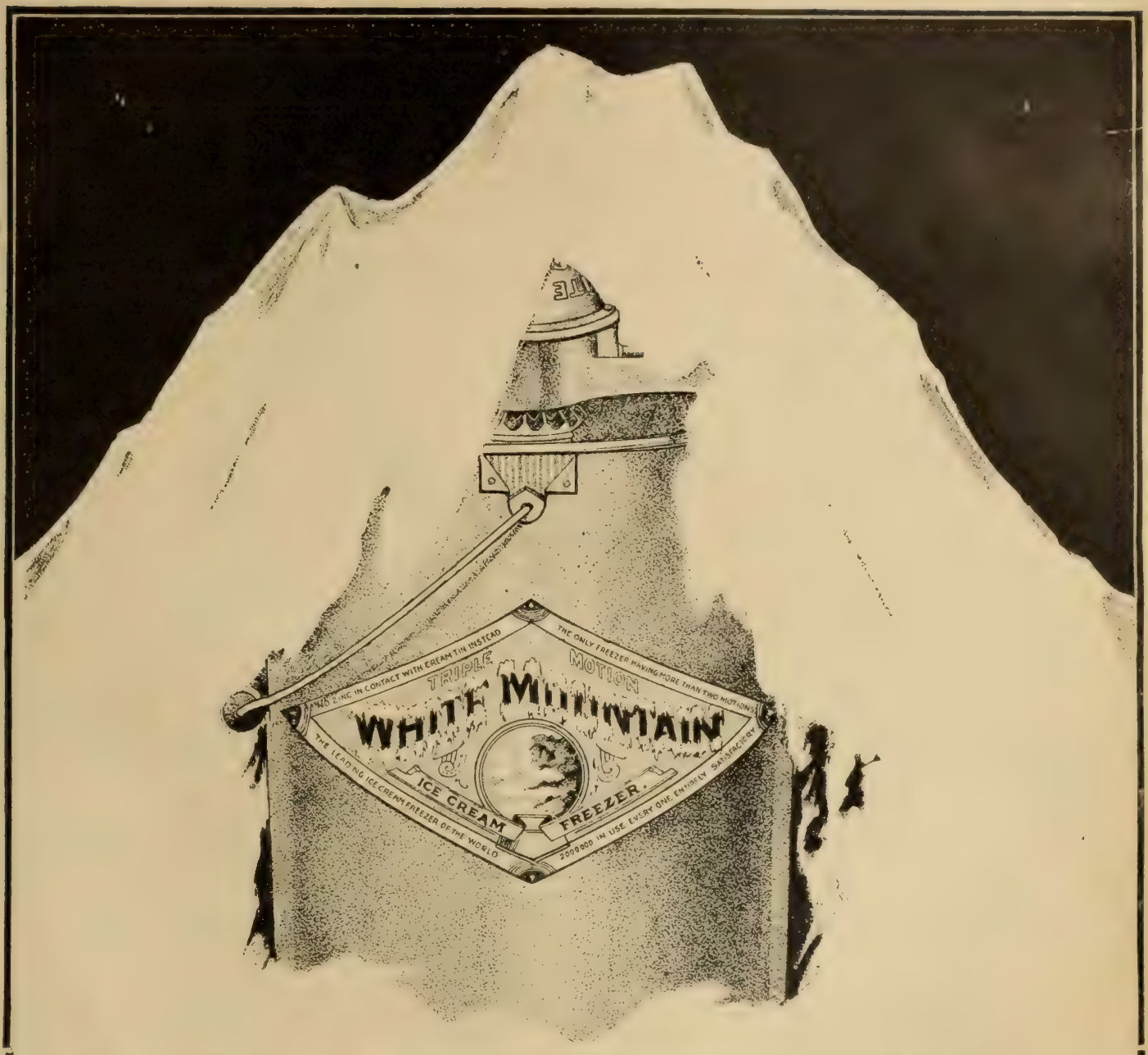
	April 16, 1903.	April 17, 1902.	Increase or Decrease.
Connal's at Glasgow	19,000	53,200	—34,200
Connal's at Middlesbrough	131,400	140,000	— 8,600
Connals at Middlesbrough, hematite	1,300	300	X 1 000
West Coast hematite	25,100	17,500	X 7,600
N.E.R. Stores Middlesbrough		360	— 360
Totals	176,800	211,360	34,560 · Net decrease.

—Iron and Coal Trades' Review, April 17.

CUT AND WIRE NAILS IN THE STATES

Manufacturers report a good, steady demand for cut nails, and are shipping their product as fast as made. There is still some trouble in getting steel promptly, and this delays shipments to some extent. Prices are firm but without change, and we quote: Steel cut nails, $2.15, base, in carloads and $2.20 in less than carloads; iron cut nails, $2.25, base, in carloads and $2.30 in less than carloads, plus freight in Tube Rate Book to point of destination, 60 days, less 2 per cent. off in 10 days.

The situation in the wire nail trade is very satisfactory, the mills having plenty of orders, and specifications on old contracts placed prior to the advance in prices are coming in very freely. There is some delay in getting prompt deliveries of wire nails, owing to the crowded condition of the mills and the scarcity of steel. The car situation is now satisfactory, and there is very little trouble from this source. The tone of the market is firm, and we quote: Wire nails, $2 in carloads to jobbers; $2.05 in carloads to retailers and $2.15 in small lots, f.o.b., Pittsburg, 60 days, or 2 per cent. discount for cash in 10 days; for galvanizing nails, 75c. per keg is charged and for tinning nails, $1.50 per keg extra.—Iron Age, April 25.



A MOUNTAIN OF ICE CREAM IS ANNUALLY MADE IN THE

White Mountain Freezer

Thousands of people who eat it say that it is the best cream, and suggest the "White Mountain" as the most complete and satisfactory ice cream freezer made. This popularity makes "White Mountain" Freezers easy and profitable to sell. The dealer who tries to sell any other is badly handicapped, for the dealer who sells the "White Mountain" gets the business. If you haven't a full knowledge of the "White Mountain" proposition, it is to your interest to investigate it now.

WE ARE SOLE AGENTS FOR THE DOMINION OF CANADA.

THE McCLARY MANUFACTURING CO.

London, Toronto, Montreal, Vancouver, Winnipeg and St. John, N.B.

PAINT, OIL AND BRUSH TRADES

PAINT AND OIL MARKETS.

MONTREAL.

THE past week, owing to the warm, fine weather, has shown a distinct improvement in the volume of business for all lines in this department of trade, while the opening of the canal on Friday will release a lot of goods that have been held back on that account. In fact, makers here this week have been as busy as they could be satisfying the demand from Western as well as local jobbers, who were insistent upon early delivery. The turpentine market is down low already for present stocks, but as the low priced importations have not yet reached here, business at this week's reduction, noted below, represents a loss to the seller. It is expected also that a further decline will be witnessed by the end of next week unless there is a decided change in the interval in prevailing conditions.

GROUND WHITE LEAD.—Best brands, Government standard, $5.25 to $5.50; No. 1, $4.52½ to $5.12½; No. 2, $4.65 to $4.75; No. 3, $4.27½ to $4.37½; No. 4, $3.90 to $4., all f.o.b. Montreal. Terms, four months, or 3 per cent. off for cash in 30 days.

DRY WHITE LEAD.—$5 in casks, and in kegs, $5.25.

DRY WHITE ZINC.—Pure dry, in casks, 6¼c.; in 100-lb. kegs, 6¾c.; No. 1, zinc, in casks, 5¼c.; in 100-lb. kegs, 5¾c.

WHITE ZINC (ground in oil)—Pure, 25-lb. irons, 8c.; No. 1, 7c.; No. 2, 6c.

PUTTY.—We quote: Bulk, in barrels, $1.60; bulk, in 100-lb. packages, $1.85; bladders, in barrels, $1.90; bladders, in 100 or 200-lb. kegs, $2.05; 25-lb. tins or irons, $2; 12½-lb. tins, $2.30. f.o.b. Montreal, Ottawa, Toronto, Hamilton, London and Guelph. Maritime Provinces, 10c. higher, f.o.b. St. John and Halifax. Three per cent. discount for cash in 30 days.

ORANGE MINERAL.—Casks, 7c.; 100-lb. kegs, 7¼c.; smaller quantities, 8¼c.

RED LEAD.—Genuine red lead, in casks, $4.50; in 100-lb. kegs, $4.75; in less quantities, $5.75 per 100 lb. No. 1 red lead, casks, $4.25; kegs, $4.50 and smaller quantities, $5.50.

LITHARGE.—Ground, casks, 5c.; less quantities, 5½c.; flake litharge, casks, $5.25; smalls, $5.75 per 100 lb.

LINSEED OIL.—Raw, 1 to 4 barrels, 59c.; boiled, 62c.; raw, 5 to 9 barrels, 58c.; boiled, 61c. Terms, net cash in 30 days. Delivered in Ontario, between Montreal and Oshawa, at 2c. per gallon advance.

TURPENTINE.—Single barrels, 85c.; 2 to 4 barrels, 84c. Terms, net cash in 30 days.

BENZINE.—25 to 26c.

SHELLAC VARNISH.—Pure white, $2.35 to $2.45; orange, $2.25 to $2.35.

MIXED PAINTS.—$1.20 to $1.40 per gallon.

CASTOR OIL.—8¾ to 9¼c. in wholesale lots, and ½c. additional for small lots.

SEAL OIL.—48 to 50c.

COD OIL.—35 to 37½c.

PURE CANADIAN PARIS GREEN.—Petroleum barrels, 16¼c.; per lb.; arsenic kegs, 16½c.; 50 and 100-lb. drums, 17c.; 25-lb. drums, 17½c.; 1-lb. packages, 18c.; ½-lb. packages, 20c.; 1-lb. tins, 19c.; ½-lb. tins, 21c.

PURE ENGLISH PARIS GREEN.—Petroleum barrels, 14½c.; arsenic kegs, 14½c.; 50 and 100-lb. drums, 15c.; 25-lb. drums, 15½c.; 1 lb. paper boxes, 16c.; 1-lb. tins, 17c.

TORONTO.

A good sorting business is reported, but a study of the business done has shown that the labor troubles are having an effect on the sales of all lines. This has already resulted in larger sales of prepared paints, to which reference is made in another column. The business in staples is comparatively light and is generally unsatisfactory. White lead and paris green are being sold at exceedingly close figures. Linseed oil is on a sounder basis, but is quiet at the moment. Turpentine sales are light. Prices throughout are unchanged. We quote:

WHITE LEAD.—Ex-Toronto, pure white lead, $5.10 to $5.25, No. 1, $4.62½ to $4.87½; No. 2, $4.25 to $4.50; No. 3, $3.87½ to $4.12½; No. 4, $3.50 to $3.75 in packages of 25-lb. and upwards; ½c. per lb. extra will be charged for 12½-lb. packages; genuine dry white lead, in casks, $5.02½.

RED LEAD.—Genuine, in casks of 560 lb., $4.75 to $5; ditto, in kegs of 100 lb., $5.25 to $5.50; No. 1, in casks of 560 lb., $4 to $4.25; ditto, in kegs of 100 lb., $4.25 to $4.50.

LITHARGE.—Genuine, 6 to 6½c.

WHITE ZINC.—Genuine, French V.M., in casks, $6 to $6.25; Lehigh, in casks, $6 to $6.25.

SHINGLE STAIN.—In five-gallon lots, 60 to 85c. per gallon.

PARIS WHITE.—90c. to $1 per 100 lb.

WHITING.—65c. per 100 lb; Gilders' whiting, 80c.

GUM SHELLAC.—In cases, 35 to 37c.; in less than cases, 40 to 42c per lb.

LIQUID SHELLAC.—Pure orange, in bbls., $2.30 to $2.40; white, $2.35 to $2.45 per gallon; in less quantities, 10c. extra.

GLUES.—Broken sheet, in 200-lb. bbls., 8 to 8½c. per lb.; cabinet glue, in bbls., 11½ to 12c.; emery glue, in bbls., 17c.; bookbinders', ground, 10½c.; finest American, white, 19c.; No. 1 American white, 15c. per lb.

PUTTY.—Bladders, in barrels, $2.10; bladders, in 100-lb. kegs, $2.25; bulk in barrels, $1.80; bulk, less than barrels, and up to 100 lb., $2.05; bladders, bulk or tins, less than 100 lb., $2.75.

PARIS GREEN.—Petroleum bbls., 13 to 15½c. per lb.; arsenic kegs, 13½ to 15½c.; 50 and 100-lb. drums, 14 to 16c.; 25-lb. drums, 14½ to 16½c.; 1-lb. packages 15½ to 17c.; 2-lb. packages, 17 to 18c.; 1-lb. tins, 16 to 18c.; ½-lb. tins, 17 to 19c.

PLASTER PARIS.—New Brunswick, $2 per barrel.

PUMICE STONE.—Powdered, $2.50 per cwt. in bbls. and 4 to 5c. per lb. in less quantity; lump, 10c. in small lots and 8c. in bbls.

LIQUID PAINTS.—Pure, $1.20 to $1.40 per gallon; No. 1, $1.10 per gallon.

BARN PAINTS.—65 to 70c. per gallon.

CASTOR OIL.—English, in cases, 8 to 9c. per lb.; and 9 to 10c. for single tins.

LINSEED OIL.—Raw, 1 to 2 bbls., 61c.; boiled, 64c.; 3 to 5 barrels, raw, 60c.; boiled, 63c.; 6 to 9 barrels, raw, 58c.; boiled, 61c. delivered. To Toronto, Hamilton and London, 2c. less. All quantities of 10 barrels and over of linseed oil sold only f.o.b., Toronto, Hamilton, London and Guelph.

TURPENTINE.—Single bbls., 77c.; 2 to 3 bbls., 78c. delivered. Toronto, Hamilton and London, 1c. less. For less quantities than barrels, 5c. per gallon extra will be added, and for 5-gallon packages, 50c. and 10-gallon packages, 80c. will be charged.

WINDOW GLASS.

MONTREAL.

There is a good movement in glass and the prices continue unchanged: First break, 50 ft., $2; second, $2.10 for 50 ft.; first break, 100 ft., $3.80; second break, $4; third break, $4.50; fourth break, $4.75.

TORONTO.

Import orders are now being taken into stock by some jobbers. Prices are firm, with a good demand recorded. Quotations are as follows: Star, under 26 in., $3.80; 26 to 40 in., $4; 41 to 50 in., $4.50; 51 to 60 in., $4.75; 61 to 70 in., $5; 71 to 80 in., $5.50. Toronto, Hamilton and London. Terms, four months, or 3 per cent., 30 days.

DRYING AND LASTING QUALITIES OF OILS.

A paper on "Paints" was read before a recent meeting of the American Chemical Society of New York, by Mr. Houston Lowe, of Dayton, Ohio, illustrated by samples of painted strips or panels, showing the durability of oil alone and mixed with various pigments, says The

Don't Put Your Foot in it

by offering an inferior line of paint to your customers. Although your temporary profits may be a bit larger, the loss of your customers' confidence will in the long run prove most costly. Sell the

"Ark Brand" Paints

and have every customer an advertiser for your superior line. **"ARK BRAND" PAINTS** are honest paints; they will not peel, crack or chalk; they cover a larger space, last longer, and in the aggregate are the most profitable paints for your customers to use and for you to sell.

Write to-day for information concerning **"ARK BRAND" PAINTS**, and why they constitute the most profitable line to carry.

THE **FRANCIS-FROST CO.** Limited

TORONTO, ONT.

Canadian Distributing Agents for Grippin's Crack Filler, and "Muresco" Wall Finish.

Canada Linseed Oil Mills LIMITED

MONTREAL.

Manufacturers of

"GUARANTEED PURE"

Raw and Boiled

LINSEED OIL

N. B.—We are always in the market to buy good, sound, oak Linseed Oil, Turpentine, Varnish and Machine Oil Barrels.

"Just as Good"

The hope of competition is to make paint just as good as Lucas Paint. Lucas standard is the highest.

Fast Vermilions

Lucas Fast Vermilions are unequalled for durability of color and gloss, richness of color and covering capacity; toning or enriching Iron Oxides, Venetian, Indian and Tuscan Reds. Making permanent pink and red tints—when mixed with Lucas French Zinc. For lightness of gravity; they do not "liver" in the can, nor settle hard when thinned. They are the best selling Vermilions on the market.

WRITE US.

JOHN LUCAS & CO.

Paint, Varnish and Color Manufacturers.

NEW YORK *PHILADELPHIA* CHICAGO

DRY COLORS—The Lucas line is [illegible]
Originators of the famous [illegible]

Trade Oil and Drug Review. Mr. Lowe said he was sure that the slower drying oil in paint was the more durable, and that he was averse to the use of boiled oil in any but varnish paints. Pigments are used not only for color, but also to prevent of the application and retention on the surfaces painted of more oil; also for the mechanical protection which the pigment furnishes to the oil. Two strips were shown on which the same measured volume of oil and mixed paint were applied successively, and dried until it had all been applied. It required 24 coats of the oil alone and 10 coats of the paint to get the equal volumes on the strips. Pigments are classified as inert and as combining with the oil (saponification); oxide of iron and silica being typical of the former, while all the lead pigments are of the latter character. Of the lead pigments red lead makes the most insoluble soap. Mr. Lowe said that one important difficulty in getting good results with paint was the "personal equation" of the painter. To such an extent is this so that a poor paint applied by a sensible and competent painter will give better service than a good paint applied by a careless operator.

These papers caused a lengthy discussion, in which the porosity of films of linseed oil was maintained by some members and denied by others.

THE PAINT TRADE AND THE UNIONS

There has been a widespread spirit of restlessness manifested during the present season by all workmen employed in the building trades, especially in the larger cities. Strikes and threats of strikes have been of everyday occurrence.

In some cases the wage question was paramount, and, as a rule, the advances asked for have been given. In other cases the cause of trouble has been an attempt by the unions to establish the right to dictate to the employers. The absurd length to which this attempt has been carried is well illustrated in St. John, N.B., where a body of painters struck because their employer would not discharge an apprentice who had become 21 years of age. The union rules are, it seems, that no apprentice must be 21 years old and the men struck to force the employer to alter this rule of his employes.

The result of all this striking and of the increased prices charged by master painters to make up for the higher wages has undoubtedly had its effect on the amount of painting done and the quantity of paint used.

Recognizing this development, paint dealers have devoted especial attention to the sale of ready mixed paints. It is better, they argue, to sell prepared paints to householders and induce them to use it themselves than to lose the business altogether because the householder decides not to have his house or verandah painted because of the high prices painters are charging for their work.

ADULTERATED TURPENTINE.

Editor "Hardware and Metal": In the interest of the trade who handle spirits of turpentine, perhaps you will be willing to say that a few days ago a sample of turpentine was sent to me in a sealed package, representing that it had been taken from a 10-gallon package in the presence of two or three witnesses. The package had been received from a Toronto house properly sealed with ordinary matter, such as plaster paris. As the price named was considerably less than the price at which turpentine was being sold by the regular dealers, I thought it wise to have it analyzed, and submitted it to Thomas Heys & Son. Their report will be found below, and I merely wish to call attention to the fact that they indicate that 27 per cent. corresponds to petroleum and 6 per cent. of a resinous matter, leaving about 67 per cent. of pure turpentine.

E. FIELDING.

Toronto, April 30, 1903.

Specific gravity of sample as received....	.845
Distilate at 105 to 150° C.....27.00 p. c.	Sp. Gr. .798
Distilate at 150 to 180° C.....67.00 p. c.	Sp. Gr. .856
Resinous matte:..... 6.00 p. c.	
100.00 p.c.	

The distilate of 27 p. c. at 105 to 150° corresponds to petroleum and possibly a little rosin spirit.

Yours truly.

(Signed) THOMAS HEYS & SON.

PAINT AND OIL NOTES.

About 10,000 casks of kerosene oil, gasoline and naptha were destroyed by fire at The Dominion Iron and Steel Company's warehouse, George's River, N. S.

The discovery of oil in Southeast Kootenay is arousing widespread attention. Claims have been staked by prospectors from Ontario and various parts of the United States, as well as by residents of the district.

SMALLER FLAX AREAS.

"Considerable interest is being manifested in the prospective flax area in the Northwest this year," says The Duluth Commercial Record, "and while little is or can be known that will warrant exact figuring, it is quite generally assumed that a large increase is possible. Several reasons are advanced for expecting a decrease, the principal one being that farmers prefer wheat at 70c. or barley at 40 to 45c., than flax at around a dollar. Other reasons are that continued flax growing has exhausted the soil for that purpose, and the general spread of the so called flax blight has made it an uncertain crop at best. Taking North Dakota as a whole, it looks reasonable to expect a flax area not much under 2,000,000 acres. But the fact should not be overlooked that, with an area of not over 1,500,000 acres, it will be possible to raise a crop as large as was raised last year. Under any conditions that can now be foreseen Minnesota should have 700,000 to 800,000 acres and South Dakota about half of that. A total area, including Iowa and the Southwest, of 3,250,000 acres or upward would seem assured a decrease of about 500,000 acres from last year."

The World's Standard.

When we say that BRANDRAM'S B.B. GENUINE WHITE LEAD is the best in the world it may sound like an extravagant statement, but we are ready to stand behind our assertions and can produce proof positive.

This being the only white lead used in "ANCHOR" LIQUID PAINT what is the natural inference?

We leave you to draw your own conclusion, then think what the agency means.

HENDERSON & POTTS

Established 1874.

HALIFAX and MONTREAL.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

YOUNG & MORRISON, general merchants, Thamesford, Ont., have assigned to C. B. Armstrong, and there will be a meeting of the creditors on May 1.

Henry Gould, grocer, London, Ont., has closed up.

Thomas O'Leary, general merchant, of Thurso, Que., has compromised.

L. J. Bourget, general merchant, of Lauzon, Que., has assigned to V. E. Paradis.

A meeting of the creditors of the Sunlight Gas Co., Limited, Montreal, will be held on May 8.

M. Boisvert, sporting goods merchant, Shawenegan Falls, Que., has assigned to Kent & Turcotte.

Fred. C. Dezouche has been appointed curator to Thomas Mosseau, general merchant, Campbell's Bay, Que.

W. Simard, general merchant, St. Paul's Bay, Que., is offering to compromise at 30c. on the dallar cash.

Gagnon & Caron have been appointed curators for N. Gagnon & Fils, casket manufacturers, St. Celestin, Que.

An adjourned meeting of the creditors of the National Box Co., Limited, Wiarton, Ont., will be held on May 4.

The Hollywood Paint Co., Limited, Hamilton, has assigned to C. S. Scott, Hamilton, and has applied for a winding up order.

Miron & Lalonde, general merchants, of Russell, Ont., have assigned to Wm. A. Cole, and a meeting of the creditors will be held on May 7.

George H. Karstedt, tinsmith, Georgetown, Ont., has assigned to C. B. Armstrong, and a meeting of the creditors will be held on May 4.

INCORPORATIONS AND CHANGES.

Jourdain & Brien, painters, Montreal, have been registered,

T. Deschambault & Co., painters, Montreal, have been registered.

The Winnipeg Stone Co., Winnipeg, have been incorporated.

The Canadian Fog Signal Co., Limited, Toronto, have been chartered.

The W. A. Dunn Lumber Co., Limited, Toronto, have been chartered.

A. Knowles, general merchant, Wapella, Ont., is no longer in business.

The United Typewriter Co., Limited, of Montreal, have been registered.

W. T. Farrell, sawmiller, Vancouver, B.C. has leased his mill to B. Flater.

The Durham Mfg. Co., Limited, Durham, Ont., have obtained a charter.

The Taplin Anderson Co., Limited, Novar, Ont., have been chartered.

The Imperial Granite Co., Limited, Toronto, have obtained a charter.

The Martin Stanley Piano Co., Limited, Toronto, have obtained a charter.

The Goderich Organ Co., Limited, Goderich, Ont., have obtained a charter.

The Connell Anthracite Mining Co., Limited, Toronto, have been chartered.

The Chelsea Land & Building Co., Limited, London, Ont., have been chartered.

Letson & Burpee, machinery manufacturers, Vancouver, have been incorporated.

Philvert Ferdinand, tinsmith, Buckingham, Que., has been succeeded by A. Cote.

Coffin & Grandjean, electric plating makers, Sutton, Que., have been registered.

The North Shore Copper & Smelting Co., Limited, Toronto, have obtained a charter.

The British American Locomotive Works, Limited, Toronto, Ont., have been chartered.

The Trites-Wood Co., Limited, general merchants, of Fernie, B.C., has been incorporated.

The Sault Ste. Marie Coal & Wood Co., Limited, Sault Ste. Marie, Ont., have obtained a charter.

S. Walsh, agricultural implement merchant, Arthur, Ont., has been succeeded by Moore & Hamilton.

Gerber, Francis & Henry, agricultural implement merchants, of Chatham, Ont., have been succeeded by King & Gerber.

The Berry Furnace Co., Limited, Ottawa, have been incorporated.

Letters patent have been issued increasing the capital stock of The Canadian Rand Drill Co., Sherbrooke, Que., to $150,000.

SALES MADE AND PENDING.

William Nesbitt, general merchant, of Wellwood, has sold out to Wm. Walker.

M. N. Olsen, general merchant, Morningside, has sold out to Mathias & Walker.

S. B. Todd, carriage maker, Uxbridge, Ont., is advertising his business for sale.

W. A. Barons, general merchant, Gladstone, Ont., has sold out to Victor Jackson.

The assets of the general business of Geo. B. Reid, Glacefield, Que., are to be sold.

Alfred Brewer, carriage maker, Cowansville, Que., is offering his business for sale.

A. Stewart, blacksmith, Blackfalds, has sold out.

W. J. Avery, wagonmaker, Medicine Hat, N.W.T., is advertising his business for sale.

Thomas McKee, general merchant, of Mapleton, Ont., has sold out to W. A. Barons.

William Carter, general merchant, of Minto, has sold out to R. W. Frank & Company.

A
FARMER'S
INJUNCTION!

"You must wake
"And call me early
"Call me early,
"Samantha dear,
"For the 'Early Roses'
"Are all planted,
"And the POTATO BUG,
"Is near!"

(*Apologies to Tennyson.*)

VIGILANCE
AND THE
CANADA
PAINT
COMPANY'S

PURE
PARIS
GREEN

Will
Eradicate
The
POTATO
BUG.

Be sure
that
the packages
bear the
name
of

THE
CANADA
PAINT
COMPANY
LTD

The general stock of A. C. McDonald & Co., Carman, Man., is advertised for sale by tender.

Freeman Bros., general merchants, of Freeman, Ont., have sold out to Thompson & Lorrimer.

Henry Maurer, blacksmith and carriage maker, Hanover, Ont., has sold out to N. A. Bentinger.

The assets of the general business of Mrs. P. Cloutier, St. Eugene, Que., were sold on April 27.

Martin Anderson, general merchant, of Slocan Junction, B.C., is advertising his business for sale.

A. R. Fanning, grain and hardware merchant, Newdale, Ont., has sold his business to George Clark.

The Sheppard Hardware Co., Toronto, have sold out to N. Prichard, and will take possession on June 1.

PARTNERSHIPS FORMED AND DISSOLVED.

Lepoirer & Co., painters, Montreal, have dissolved, and there will be a new registration.

Noble & Philon, general merchants, of Prince Albert, have dissolved; J. W. Philon continues.

J. Waterson & Co., general merchants, Montreal, have dissolved, and there will be a new registration.

FIRES.

R. J. Husband, painter, Rat Portage, Ont., has been burned out.

T. Underwood, builder, Calgary, N.W.T., has sustained a loss by fire.

The Swan River Lumber Co., Fisher's Siding, Man., had their sawmill burned.

The Kootenay River Lumber Co., Nelson, B.C., sustained a loss by fire; insured.

BOOK NOTICE.

Kutner's Commercial German. By Arnold Kutner, High School of Commerce, New York City. Cloth, 12mo, 404 pages. Price, $1.00. American Book Company, New York, Cincinnati and Chicago.

This book is adapted for use in commercial schools and in commercial courses of high schools, and is the first to introduce American students to a foreign language by means of its commercial vocabulary. Part I contains the elements of commercial German. Each of the sixteen lessons includes a reading lesson, special vocabulary, exercises on grammar and questions. Following these are thirty-one brief grammatical tables of the principal parts of speech, with references to the reading lessons which illustrate them. Part II is intended to widen the commercial vocabulary by means of reading selections dealing with German business customs and institutions. It is also devoted to the study of commercial correspondence, business forms, documents, newspaper articles and advertisements. A vocabulary and a list of strong, mixed and irregular verbs complete the book, which will no doubt be most acceptable to teachers of German in commercial courses.

Keeping up the Assortment.

The fellow in the picture is in the employ of one of those merchants who are **wide awake** to the fact that to meet th demands for **ALABASTINE** which come at this season of the year, he must have an assortment of all shades in stock.

CUSTOMERS for ALABASTINE, or anything else for that matter, who have to go elsewhere to get what they want may be lost altogether. At any rate, the opportunity is given the other dealer to explain how people can **always get** everything they call for at **his** store, etc.

ALABASTINE is the goods that are in demand. It has stood the test of time, and people know it is all right. It is made in Canada, by Canadian labor and from rock taken out of Canadian mines. Is your assortment complete?

For sale by Wholesale Hardware and Paint Dealers. Manufactured by

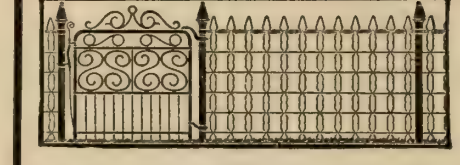
The ALABASTINE COMPANY, Limited, PARIS, ONT.

GLOBE PAINTS

To hardware merchants who are not handling **Globe Paints** we have a special proposition to make this Spring. Write for particulars.

The Globe Paint Co.,
Limited

422-424 Adelaide St. W., Toronto.



A FENCE
to Protect and Adorn.

Made of steel rods in different sizes and heights to adapt it to the various requirements, the

Hartman Steel Picket Fence is the most popular on the market. Adapted alike to **Lawns and Private Property, Parks, Cemeteries, Schools, Church Lots, etc.** It preserves its alignment, is handsome in appearance and permanently serviceable. Catalog free on application. Write for it.

CUYAHOGA WIRE & FENCE COMPANY., Dept W, CUYAHOGA FALLS, OHIO.

The Dennis Wire and Iron Co.,

LONDON, ONT.

WIRE WINDOW GUARDS
IRON ROOF CRESTING
STABLE FITTINGS
IRON STAIRS
OFFICE AND BANK RAILINGS
METAL SASH BARS

Ornamental Wire, Iron and Brass Work.

Special Terms to the Hardware Trade. Send for Catalogue.

YOU CAN MAKE MONEY BY HANDLING OUR . . .

FENCING and GATES

We carry constantly in stock: Nos. 6, 9, 12, 13, 14, and 15, galvanized wire. Write for catalogue and prices.

THE OSHAWA WIRE FENCE CO., LIMITED

OSHAWA, ONT.

The

Canada Screw Company

HAMILTON. TORONTO.

MONTREAL.

Ask for our

Wood Screws, Wire, Wire Nails,
Machine Screws, Screw Eyes,
Tire Bolts, Screw Hooks,
Stove Bolts, Gate Hooks and
Rivets, Eyes.

We make Endless Specials.
Submit Samples for Prices.

Wise Buyers

Want...

Best Values.

Be Wise and Buy

PERFECTION WIRE CHAINS

"Every Link Guaranteed"

—MADE IN—
COW TIES,
HALTER CHAINS,
DOG CHAINS,
TRACE CHAINS,
HOBBLE CHAINS

Smoothest Strongest
HENCE THE
BEST MADE

SPREADER CHAINS and for STALL FIXTURES.

WE STAND BEHIND OUR GUARANTEE.

McKINNON DASH & METAL WORKS CO.,
ST. CATHARINES, ONT. Limited

FOR SALE BY LEADING JOBBERS.

THE "SUN" BRAND PORTLAND CEMENT.

We make only one quality and that the best.
Ask us for quotations.

The Sun Portland Cement Co., Limited
OWEN SOUND.
JAS. A. CLINE, Managing Director.

"NOVO" Air-Hardening Steel

For High-Speed Lathes, Planers, Etc. Annealed for Milling Cutters, Reamers, Etc., without equal for universal use.

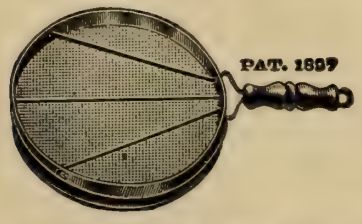
WILLIAM ABBOTT, Agent,
334ST. JAMES ST., MONTREAL

"Pullman" Lawn Sprinkler

IS YOUR ORDER IN?

Send for Folder No.14.

PULLMAN MNFG. CO.
Rochester, N.Y., U.S.A.



The FAIRGRIEVE GAS TOASTER

Retails at 25c. The only Toaster guaranteed to toast on gas, gasoline or blue flame oil stoves without taste or smell. Write for prices.

THE FAIRGRIEVE MAN'FG. CO.,
295 COLLEGE ST., TORONTO.
U. S. Branch: 289 Jefferson Ave., DETROIT.

H. & R. SINGLE GUN AUTOMATIC AND NON-EJECTING.

12, 16 and 20 Guage.
Steel and Twist Barrels

Superior in Design, Workmanship and Finish, and the most popular Gun on the Market.

Simplest "Take Down" Gun Made

HARRINGTON & RICHARDSON ARMS CO.
Also makers of H. & R. Revolvers.
Catalog on request. Worcester, Mass., U.S.A.

TRADE WITH ENGLAND

Every Canadian who wishes to trade successfully with the Old Country should read

"Commercial Intelligence"

(The address is 168 Fleet St., London, England.)

The cost is only 6c. per week. (Annual subscription, including postage, $4.80.)

Moreover, regular subscribers are allowed to advertise without charge in the paper. See the rules.

STEVENS

PISTOLS

have for nearly 40 years been regarded as

STANDARD

Your Jobber Can Supply Our Firearms
Send for Our Latest Catalogues

J. STEVENS ARMS & TOOL CO., Chicopee Falls, Mass, U.S.A.

HEATING AND PLUMBING

LACK OF CONFIDENCE AN OBSTACLE.

IN these days of keen and sometimes unwise competition, it is difficult to create a feeling of confidence amongst business men engaged in the same line of trade. The old fashioned golden rule of "Do unto others as you would wish to be done by," seems to have given place to the more up to date idea of what may be called the Steel Rule, "Do the other fellow or he will do you." Any legitimate effort to offset this condition of affairs should be encouraged, and, following out the idea that man is a social animal, it would seem that the more men can be brought together in social intercourse, the better it will be.

There is no better way of doing this than to meet each other around the festive board. If ever a man is at his best, that is the occasion. Following out this line of argument it has been one of the main features of the National Master Plumbers' Association to bring the crafts men together in this manner.

Of the many occasions of a social nature, none have been more successful than the recent banquet of the Toronto association, which was held at McConkey's. It was gotten up on very short notice and the expense was borne entirely by the association, no assistance being asked from any outside source. One could not but be struck with the feeling of independence which prevailed. There is nothing like genuine independence to bring out true manhood. The guests of the evening must have felt that they were guests in the best sense of the word. While Toronto may have created a precedent in local banquets, it is said that London holds that honor in convention banquets. All who had the privilege of attending either or both of these banquets, must admit that they were among the most successful held. There is no doubt, now that the fact has been established that these banquets can be held without outside assistance, that future functions of this nature will be carried out on that line. It is worth considering.

WATER PIPES FOR EXPORT.

Thomas Piggott & Co., Limited, of Birmingham, England, have just obtained an order to supply about seven and a half miles of lap-welded steel pipes for the water supply of the Kolar gold fields, India, an exchange. These pipes are in 15-ft. lengths, and are constructed from a single plate of mild steel, rolled into cylindrical form and lapwelded by a patented system. Piggott & Co. were the first to introduce this type of conduit, which is in large demand abroad, especially in cases where the cost of freight for cast iron mains is prohibitive. A further saving in transport is also effected, when these light pipes are exported, by varying the diameter of the pipe line, and nesting the different sizes together for shipment.

WROUGHT STEEL REGISTERS AND VENTILATORS.

HART A. COOLEY CO.'S wrought steel registers and ventilators are lightweight and unbreakable. All sizes have a uniform depth—open, 2 5-16 in.; closed, 1 1-2 in.—measured under face plate, which, with border, is black japanned. The operating slide is made of very heavy gauge steel and is especially strong to insure against breakage and

sharp edges. They derive great supporting strength from the arched form of fret work, as well as from strengthening braces underneath, the latter being set guaranteeing a free and positive operation for all time.

Face plates are made from thin metal, with finely rounded fret work, free from cutely riveted to register box.

Face plates are sold separate from register boxes for side wall and ceiling use only.

Border frames are provided with lugs for centering and holding in floor openings, and also with means for holding register box securely in place. H. S. Howland, Sons & Co., Limited, 37-39 Front street west, Toronto, have these registers and ventilators in stock.

ANOTHER VERSION.

Dr. J. R. Kaye, when lecturing on "Plumbing in Relation to the Public Health," before an audience of English plumbers, gave the following parody on Longfellow's "Psalm of Life:"

Tell me not in scornful numbers
Sanitation is a dream;
Woe be to the man who slumbers,
Thinking plumbers what they seem.

Pipes are leaky, gas injurious,
If the grave is not our goal;
All past fittings are but spurious,
Carefully replumb the whole.

Baths, traps and closets all remind us
Sanitation is sublime,
Defective working of the plumber
Henceforth shall be held a crime.

A GOOD SOFT SOLDER.

In answer to an inquiry, C.H.F. writes to The Metal Worker saying: A good soft solder is composed of 50 parts bismuth, 25 parts tin and 25 parts lead. This mixture melts at 200 deg. Far. Another good solder is composed of 50 parts bismuth, 30 parts lead and 20 parts tin. This will melt at 190 deg. Far. The solder that I use in soldering Britannia metal and block tin pipes is composed of 2 parts of tin and 1 part of lead. I do not know the melting point of this mixture, but I do know that it melts in the blow pipe flame at many degrees lower temperature than either tin or Britannia metal, and it is nearly of the same color. Care must be taken in mixing these solders to keep them well stirred when pouring into molds. Care should also be taken that metal which melts at a higher temperature be melted first and then allowed to cool to the melting temperature of the next metal to be added, and so on. Articles to be soldered with these solders should be joined with a blow pipe to get the best results, but if a copper is used it must be drawn out to a long, thin point. For a flux use powdered rosin or sweet oil.

MUCH LARGER PREMISES.

The Eureka Mineral Wool Co., who recently removed from Bay street to 71 York street, are greatly pleased with their new premises. They occupy the ground floor and basement, which gives them about five times the floor space they formerly occupied. This firm makes a specialty of pipe and boiler covering, engine packing, roofing and insulating papers, and under the capable management of James M. Sinclair, is making itself a factor in business in these lines.

FARMER'S PAINT

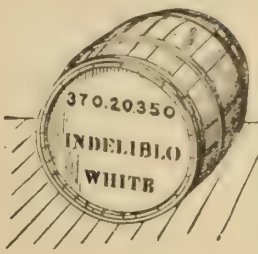
The farmer wants a paint for his barn, he doesn't want to pay a big price, he can't afford it. Sell him

Ramsay's Outside Paint,

mixed ready for use in 9 first-class shades. You can sell it at a dollar and make a fine profit. Ramsay's No. 108 is the leader for the farmers' barns, roofs, bridges, fences. Want to see a sample card ?

A. RAMSAY & SON	EST'D	THE PAINT
MONTREAL	1842	MAKERS

THE LATEST PAINT



INDELIBLE

A dry powder, and only requires to be mixed with cold water; stir it up and put it on; once on, it stays on. No smell, no dirt—perfectly sanitary, weatherproof and washable; for all and every kind of painting.

INDELIBLO BRINGS MONEY AND BUSINESS.

AGENTS:

A. RAMSAY & SON,	MONTREAL
THE J. H. ASHDOWN HARDWARE CO., Limited,	WINNIPEG
McLENNAN, McFEELY & CO.,	VANCOUVER

Makers

THE MURALO COMPANY, New Brighton, Borough of Richmond, New York.

Salt Glazed Vitrified

and Fittings.

Fire Brick and Ground Fire Clay, Flue Linings, Portland Cement.

ASK FOR CATALOGUE AND PRICES.

TORONTO POTTERY CO.

TORONTO, ONT.

Exclusive Sales Agents.

THE AUER GAS LAMP.

"TURNS NIGHT-TIME INTO DAY-TIME."

New Styles. Lower Prices.

No. 21
100 Candle Power.

Do you want a lamp which won't tire your eyes?

Do you want a lamp which makes sewing or reading a pleasure?

Do you want a lamp which gives more light than half a dozen kerosene ones for less money?

Do you want to sell the best lamp on the market?

THEN WRITE FOR OUR CATALOGUE AND DISCOUNTS.

Every Lamp Guaranteed.

AUER LIGHT CO., 1682 NOTRE DAME ST., MONTREAL.

SHOULD THE WATER BE METRED?

ONE of the problems that is difficult of solution in all large cities, is how best to prevent the waste of water. Toronto is no exception to the general rule. When it is taken into consideration the number of gallons that is supplied per head, there is not much ground to question the statement that the waste is a very large percentage. In all cities where power has to be created to produce and supply the pressure it is a serious proposition and a question that requires more than a passing thought.

Toronto has pretty well demonstrated to a certainty just how much water can be pumped with a given quantity of coal; there seems very little to expect in the reduction of cost along that line. In fact, there would appear to be an uncertainty just whether the cost of supply would not increase. Our unpleasant experience from the shortage and the high cost of coal is too recent to need recalling, and only goes to show really how serious the subject is. Instead of the percentage growing less as the city grows, it would appear to be greater the larger the city.

The water commissioners of New York have reported that that city loses $1,500,000 a year through, they claim, defective taps. They further state that if leaking mains were considered, the amount would be greatly increased. They arrived at their conclusions by dividing the city into districts and metreing the flow from the mains into those districts. While it is impossible to arrive at a positive certainty just how much the waste really is, their conclusions would be fairly accurate.

This subject has engaged the attention of the committee of the Council of the City of Toronto having that matter in charge a great many times, and does not seem to be any nearer settlement. Different solutions have been suggested. Going on the lay that the waste is from defective taps, it has been thought wise to have all taps attached to the city's water supply tested by the city authorities. While this may to a certain extent lessen the waste it is far from a complete cure. The tap may be perfect when first attached, but no inspection could guarantee the life of a tap. It greatly depends on the usage it gets.

If the city could supply ordinary common sense to the users, they would be in a better condition to look for a saving along that line. How many times when the taps are being shut off do the users imagine that they have to turn the handle just so long as their own strength holds out, forgetting that they are simply turning the water off, and the moment the water stops, that moment they should stop turning.

It would be a good idea for the city to take the plumbers into their confidence and use them as missionaries in educating the people just how to use the plumbing fixtures. The trouble is that everybody seems to be under the impression that it is in the plumbers' interest that the lives of taps should be of short duration. This is an erroneous idea, for what little profit that might accrue to him in installing another tap is more than offset by the number of times he has to make an attempt to repair the former one put on. There is a great field for improvement just along the line of getting help from the plumber. If the plumber could be got to a position where he would refuse to attempt to repair taps that are long past that stage, and insist on putting on new ones, a considerable portion of the difficulty would be overcome. How many times when a plumber goes to a house to repair leaks he finds that to repair is only a temporary job, but the owner insists on "just one more trial."

While a great portion of the waste comes from leaking fixtures, another source is in winter to let the water run to keep it from freezing, and, in the summer time, let it run to keep it cool. The latter prevails in high buildings, where, as the water has to go a long distance, it partakes of the temperature of the rooms.

Assistant City Engineer Fellowes is in favor of metreing the entire city, but to do this would entail an expenditure of over $764,000. He believes this would do away with the evil. While this may be so, the cost seems too great to effect the cure. The cost of pumping the water supply is in the neighborhood of $100,000, and the interest and sinking fund would amount to more than the loss by waste.

Like other great evils, this question will have to be dealt with along the line of education. The users will have to be educated to such a high moral plane that they will realize that it would be just as right for them to go down to the City Hall and help themselves to the funds in the treasury as to wilfully waste the water.

M.

TORONTO ASSOCIATION

A meeting of the Toronto association took place in their rooms, 18 Victoria street, on Monday evening last. Nothing of importance was transacted. The delegates to the recent convention made a verbal report. President Mansell promised that the printed report would be ready shortly. As the association is locating in new quarters the secretary was instructed to convey to Secretary Day, of the Employers' Association, the association's appreciation of his courtesy in placing the room so often at their disposal. The association adjourned to meet on Wednesday, May 6, when officers and committees will be elected.

BUILDING PERMITS ISSUED.

HAMILTON.

GEORGE E. MILLS, for a brick dwelling on the corner of Nightingale and Wilson streets for James Laidlaw, to cost $1,200.

J. B. Fairgrieve, for a brick dwelling on Bold street,, between James and Macnab streets, to cost $2,000; Charles Mills, architect; R. Tope, contractor.

OTTAWA.

Chas. Holbrook, brick veneered dwelling, MacLaren street, $3,000.

H. N. Bate, warehouse, Besserer street, $3,500.

Mrs. Annie Botterel, double brick dwellings, Rideau street, $3,000.

D. Charlebois, shop and dwelling, Wellington street, $2,000.

J. E. May, brick veneered dwelling, Flora street, $1,500.

J. Prior, Harryett, shop and dwelling, Mutchmor street, $950.

William Scott, brick veneered shop and dwelling, Bank street, $1,500.

TORONTO

R. C. Vaughan, pair brick dwellings, 1 and 3 Albany avenue, to cost $5,200; J. A. Harvey, architect.

T. S. Webster, residence, corner Spadina avenue and Willcocks street, to cost $5,000; A. C. Barrett, architect.

G. A. Reid and Mrs. Armstrong, dwellings 17 and 19 Montrose avenue, to cost $2,000.

S. J. Graydon, residence, 93 Spadina Road, to cost $4,000.

Jas. A. Aberdean, pair dwellings, 133 and 135 Symington avenue, to cost $2,200.

W. A. Elliott, pair semi-detached dwellings on Empress Crescent, near Dunn avenue, to cost $5,000.

F. M. Patriarch, dwelling, 1465 King street west, to cost $2,000.

Burford & Bland, brick dwelling, north side of Wells street, near Howland avenue, to cost $2,800; G. T. W. Price, architect.

Walter Marks, pair semi-detached two storey-and-half stone and brick dwellings, at 637 and 639 Euclid avenue, to cost $4,000; R. W. Ogilvie, architect.

Wm. Cheyne, residence, south side of Smith street, near Broadview avenue, to cost $1,700.

H. W. Fudger, alterations and verandah to residence on Maple avenue, to cost $1,500; Burk & Horwood, architects.

The Selling Qualities

Of our splendid range

The Imperial Oxford

make them the most desirable stock you can handle.

THEIR DIFFUSIVE FLUE CONSTRUCTION
FRONT DRAW-OUT GRATE
OVEN THERMOMETER
DRAW-OUT OVEN RACK

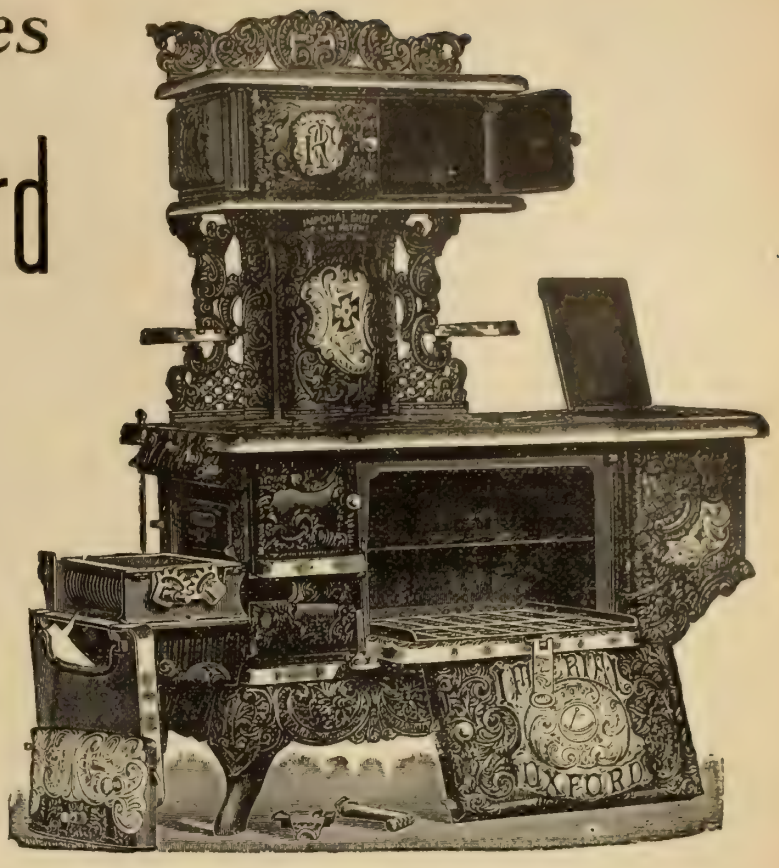
and other improved features, give them a quickly appreciated precedence over other ranges.

Housewives everywhere praise them enthusiastically.

Customers realize their superiority on sight—sales are easy.

They're the popular range of Canada.

Send us your address at once.



THE GURNEY FOUNDRY CO., Limited

TORONTO. WINNIPEG. VANCOUVER.

THE GURNEY-MASSEY CO., LIMITED, MONTREAL.

If we have **A Heart to Heart Talk** with you

we can convince you that our

Flat Telescope Pleated Elbow

is the

Strongest
Smoothest
Neatest
Prettiest
Easiest

SELLING ELBOW ON THE MARKET.

It's certainly a smooth one.

It has a continuous "Telescope Pleat," giving it all the strength of "Corrugated Iron" without the raised obstructions.
It has **TWENTY PLEATS**, making it as **SMOOTH** inside and out as a length of stove pipe.
It is especially adapted for air tights.
It will not leak creosote.
It is "long in the throat," making easy work putting up.
Packed in special crates, ensuring delivery in perfect condition.
Made in blued black steel, of best quality, prices **"LOW AS THE LOWEST."**

YOU'LL BE SORRY IF YOU DON'T HANDLE IT.

The THOS. DAVIDSON MFG. CO., Limited, MONTREAL, P. Q.

CARPENTERS' STRIKE IN MONTREAL

The carpenters' strike in Montreal resulted in the stopping of building operations on many of the largest structures now being erected in the city, among them the Board of Trade building, Liverpool and London and Globe building and the Guardian Fire and Life Assurance Company's building, and the retail trade in builders' hardware and carpenters' requirements has in consequence suffered. In wholesale circles no effect of the strike is felt as yet, but should it continue, orders are expected to drop off.

The demands of the strikers are for a wage of 22½c. per hour, and a working day of nine hours. They were offered 20c. per hour, but almost unanimously refused it. A number of the carpenters are still working, and some of the employers have signed the new scale of wages, but with the great majority the question is still at a standstill. The allied trades, such as the painters and decorators, plasterers, etc., have not been called out, but in the event of a continuance of the strike, they may be. The painters already get 22½c. per hour. Should these allied unions strike in sympathy with the carpenters, one of the most serious labor struggles of the time is likely to result.

MADE TO USE.

The Imperial Granite Co., Limited, 74 York street, Toronto, are manufacturing a stationary granite laundry wash tray under a new process of cement and stone. These trays are made of a composition of the best grade of cement and crushed granite, in the proportion of three parts of stone to one part of cement. This makes a perfectly smooth finish on the inside and is of a non absorbent nature. Being moulded all in one piece they have an advantage of those made of natural stone, having no seams to expand or contract by the action of hot or cold water. W. S. Jackson, the general manager of the company, claims this tray is the equal of anything on the market. Write him for fuller particulars.

PROVINCIAL COMMITTEE MEETS.

President Mansell, of the Ontario Provincial Association, had his Sub-Executive Committee together to arrange the minutes of the recent convention for the printer and to consider what action should be taken to carry out the suggestions made at the convention.

BUILDING NOTES.

McQueen & Bissett are erecting a warehouse at Deloraine, Man.

The Colonial Elevator Co., have decided to build an elevator at Deloraine, Man.

The Bain Wagon Co., Brantford, Ont., will spend $10,000 in enlarging its blacksmithing and ironworking departments.

A building boom is on at Orillia, Ont. Black & Clark have five brick residences under construction; the Long Mfg. Co. will add a brick building to their works; Messrs. George McDonald, Dan. McKinley, Wm. Hulsman, E. J. Wallace and T. B. Mitchell are among those erecting new residences.

There will be 200 new elevators erected this year along C. P. R. and C. N. R. points. C. C. Castle, warehouse commissioner, Winnipeg, is daily receiving applications for new sites, and, if lumber can be secured for all these the largest number of new elevators ever erected in one year will be put up. A number of the American firms are talking of building saw mills, so as to cut their own lumber.

The activity in building operations at Sault Ste. Marie, Ont., continues this summer. McPhail & McCarthy are building a brick house for Mrs. Frenylen and a mission for the West End Baptist Church; Dr. Dando is building a $3,500 residence; C. F. Farwell will build an $8,000 residence; Architect Simpson, Toronto, is preparing detail plans for additions to the Methodist church. Several other buildings are projected.

ANOTHER ON THE PLUMBER.

The Executive Committee of the American Federation of Labor at a meeting held recently in the City of Toronto, handed out their decision in the much vexed question between the electric workers and the plumbers over conduit work, which holds that the work properly falls within the scope of the electrical workers and should be done by them.

PLUMBING AND HEATING NOTES

Mahoney Bros., of Guelph, have secured the contract for the plumbing work in connection with the new public library of their city.

London, Ont., master plumbers have agreed to an advance of 7c. per hour in the wages of the journeymen. Negotiations have been under way for a month or so, and both sides have conceded something.

J. T. Matthews & Co., Toronto, will open a plumbing business in Smith's Falls, Ont., within the next few days, says The Rideau Record, of that town. Their shop will be on the corner of Market and William streets, opposite the market.

F. N. Cullen has opened a large general plumbing supply establishment at 79 King street east, Toronto. He is carrying a full range of plumbers' sanitary enamel ware, made by the J. M. Kohler, Sons Co., of Sheboygan, Wisconsin. Mr. Cullen's long connection with the supply trade should ensure him a fair share of business.

Purdy, Mansell Co., of 46 Adelaide street west, Toronto, have secured the contract for the plumbing and heating work in the new bank building being erected by the Ontario Bank in Peterborough. They have also closed a very large contract for installing the fire extinguishing system in the addition to the Deering Harvester Co.'s building, Hamilton. It will require a large gang of men for months to carry the latter job to completion.

McKinley & Northwood, of Ottawa, report trade to be in a flourishing condition. This firm have closed contracts for the following work: Plumbing and heating in the Bank of British North America building on Sparks street; addition to Darcy Scott's residence on Chapel street; new building for the Citizen Publishing Co. on Sparks street; residence for Dr. Minnes on Metcalfe street; the plumbing, heating and galvanized iron work in new building for the J. F. Castle Co., Queen street, and on the new block for Dr. Graham on Rideau street.

THE BEST MADE.
WRITE FOR PRICES.

The Imperial Granite Co., Limited,

MANUFACTURERS OF
Granite Laundry Trays, etc.

74 York St., = = TORONTO, ONT.

Show your customers the Morrison Low Tank Combination, and make an easy sale and a pleased patron.

The Morrison Low Tank operates noiselessly (a feature which no other low tank possesses). It flushes perfectly, using ¾ the ordinary amount of water, making the tank ¼ smaller.

It is simple, without any complicated mechanism.

It is neat and compact.

It has selected woodwork and gracefully designed earthenware.

It is as near perfection as intelligence and ingenuity can devise, and skilled labor can execute from the finest material.

It finds instant demand and at our remarkably low prices is a money-making line to carry.

THE JAMES MORRISON BRASS MFG. CO., Limited
TORONTO, ONTARIO

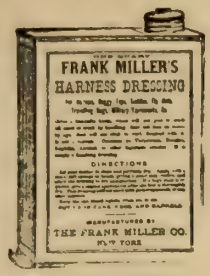
TRADE MARK
J.M.T
REGISTERED

FRANK MILLER'S

HARNESS PREPARATIONS.

FRANK MILLER'S

HARNESS DRESSING



Recognized as
"THE STANDARD."

Produces a brilliant je black gloss which will not peel or smut and to which dirt will not stick.

Frank Miller's
Harness Soap

Unrivaled for cleaning and softening Harness.
Put up in cakes, pans, boxes and tubs.

FRANK MILLER'S

Harness Oil.

Preserves and softens the leather, thus adding life.

The highest quality of oil on the market.

THERE IS NOTHING BETTER THAN— A trial convinces.

"SOLARINE"

METAL POLISHES

Sold by jobbers. Reliable dealers as general agents wanted in some towns. Write to-day.

Solarine Depot: 60 George St., Toronto.

YOUR CUSTOMER'S INTEREST IS YOURS

It pays the farmer to use our High-Grade Coiled and Plain Wires, Selkirk Fence Machines and Patent Steel Gates.

It pays you to sell them to him.

Sold only through the trade.

Send for a catalogue and "Our Mode of Doing Business."

Selkirk Fence Co., Welland, Ont.

"THE EMLYN" SAW BENCH

Made in 6 sizes. Best value obtainable. Specially designed for export With or without "Emlyn" Patent Guard. Sole maker—

CHARLES D. PHILLIPS,

Cables—Machinery," Newport. Emlyn Engineering Works, NEWPORT, MON., ENGLAND.

ONTARIO SILVER CO.,

Limited,

NIAGARA FALLS, CANADA.

Manufacturers of **FLATWARE, CUTLERY and ELECTRO PLATE.**

Ask for our Catalogue and Quotations.

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Hardware and Metal Merchant.

Steward & Romaine Mfg. Co

EXPANSION and TOGGLE BOLTS

For fastening all kinds of material to Brick, Stone or Cement,

124 North Sixth St., Philadelphia, Pa.

GALVANIZING

Our plant is modern, and capacity large Prices O.K. Other branches:

WINDMILLS, PUMPS, TANKS, FOUNDRY WORK ETC., ETC.

Ontario Wind Engine & Pump Co., Limited, 505 Atlantic Ave., Toronto.

STOVE BRICK

Fire Clay and Asbestos, Furnace Cement.

All kinds of Fire Clay products made to order from patterns. Write for Price List.

JONES BROS., BRACONDALE, P.O., ONT. (NEAR TORONTO)

CHAS. P. CLARK, President. **JARED CHITTENDEN, Treasurer.**

...ESTABLISHED 1849...

BRADSTREET'S

Capital and Surplus, $1,500,000. **Offices Throughout the Civilized World.**

Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claim as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

Subscriptions are based on the service furnished, and are available only by reputable wholesale, jobbing and manufacturing concerns, and by responsible and worthy financial, fiduciary and business corporations. Specific terms may be obtained by addressing the Company at any of its offices. **Correspondence Invited.**

——OFFICES IN CANADA——

HALIFAX, N.S. HAMILTON, ONT. LONDON, ONT. MONTREAL, QUE.
OTTAWA, ONT. QUEBEC, QUE. ST. JOHN, N.B. TORONTO, ONT.
VANCOUVER B.C. WINNIPEG, MAN.

THOS. C. IRVING. Gen. Man. Western Canada, Toronto.

SEASON 1903

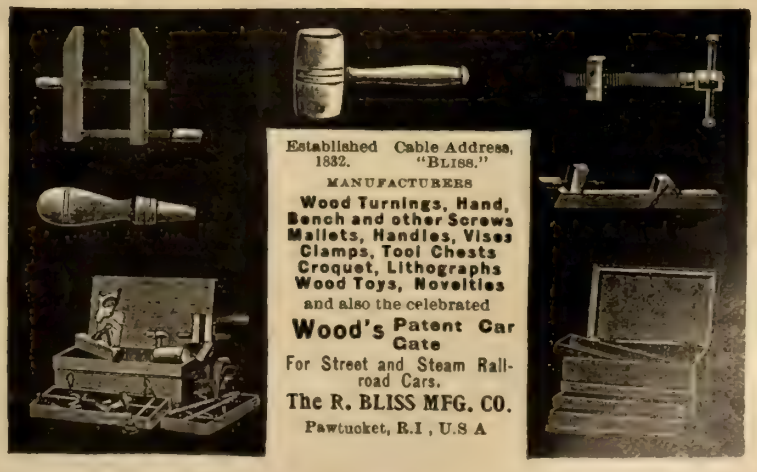
INVINCIBLE BRAND HORSE BLANKETS

Burlington-Stay-On Stable Blankets. **BISHOP FUR ROBES AND COATS.**

PLUSH AND WOOLLEN KNEE RUGS.

Our travellers are on the road with samples of the above for next season. We make a specialty of these goods and are large dealers in them. If you are not on our list of customers, write us. We are always pleased to show samples and quote prices.

Established 1866. **SAMUEL TREES & CO., TORONTO**



Established 1832. Cable Address, "BLISS."

MANUFACTURERS

Wood Turnings, Hand, Bench and other Screws Mallets, Handles, Vises Clamps, Tool Chests Croquet, Lithographs Wood Toys, Novelties

and also the celebrated

Wood's Patent Car Gate

For Street and Steam Railroad Cars.

The R. BLISS MFG. CO.

Pawtucket, R.I., U.S.A

Canadian Representative: ALEXANDER GIBB, 13 St. John St., MONTREAL.

75 YEARS *ESTABLISHED 1825.* *75 YEARS*

Window and Interior Displays

Timely Hints and Suggestions.

SOME inquiries have been received concerning the cost of store fronts, and, in answer to these inquiries, the following sketch and description supplied to a grocer by request will be found of great value to hardware merchants who intend building or improving their front.

The store is built on a corner and has the show window open on the side to the depth of the window. The store has a 26 ft. frontage, and the following description was given as being about the most suitable design. The height of the ceiling may be dropped a foot and also the height of the large front sheets of glass:

The length of the glass front is 24 ft. 6 in., allowing from the total 26 ft. frontage 1 ft. for brick wall at the closed side and 6 in. for the projection of the wall beyond the show window on the other side. The height of the ceiling and show windows will be best at about 13 ft.

The measurements of the front are: Front glasses, 8½ ft. long and 8 ft. high, ornamental (or plain) glass above, about 3 ft.; height of window from sidewalk, 20 in.; height of doorway from sidewalk, 3 in.; depth of window, 5½ ft.; width of doorway, 7½ ft.; width of door, 4 ft.; height of door, 8 ft., glass in door, 3 ft. from bottom of door and 5½ x 3 ft. in size.

The size of the sheet of glass in the doorway will then be about 5 ft. 9¼ in. x 8 ft.

Two transoms appear above the door, both opening inwards and downwards.

The corners of the glass should not be large wooden partitions, but the small, neat brass connections now almost universally used.

The 3-in. ledge at the bottom of the front extends along the entire front. The ledge immediately at the bottom of the glass should be made wide enough, and with the proper slant to have the proprietor's name and business in gilt letters on a black background behind glass and in an oak frame.

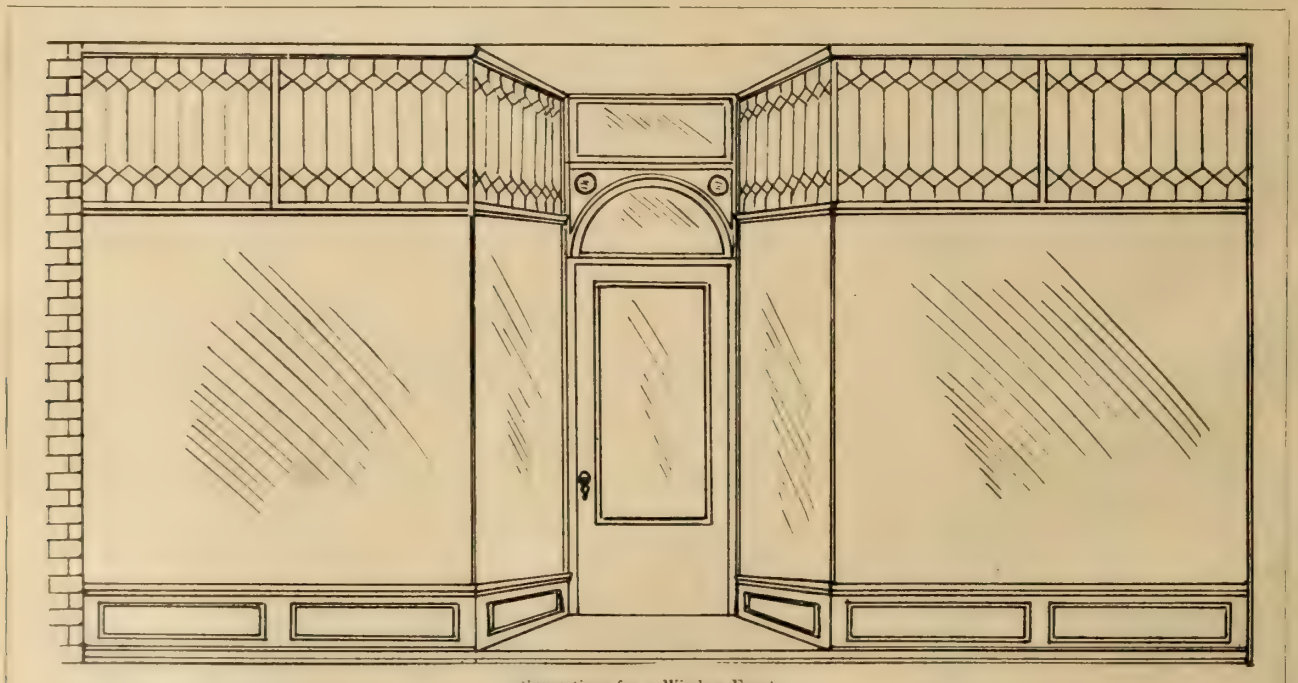
Just here, let us say, the wooden trimming should all be in oak, or at least in an oak color.

The margin between the ornamental glass and ceiling should be only 4 in. wide, never more than 6, as a deeper margin prevents the light reflecting from the ceiling of the interior and deprives the store of much of its light.

The cost of the entire glass front would not be more than $225. Of course, in ornamental glass, there is scarcely any limit to the price, but with this pattern the cost is very little more than for plain glass.

The brass rods connecting the sheets of glass cost about $1.25 per foot.

A future number will contain specific instructions as to the construction in detail of a show window.



Suggestions for a Window Front.

AN INCUBATOR IN ACTION.

In the store window of W. H. Thorne & Co., hardware dealers, St. John, N.B., they had an Easter exhibit which attracted a great deal of attention. It was an incubator from which chickens were being hatched, and the whole process was clearly shown. The apparatus was from The Cypher Incubator Co., of Buffalo, N.Y.

On St. Patrick's Day eggs were put in the incubator, and a few weeks later little fluffy yellow balls began to appear. The shells cracked and motherless, machine made chickens stared at the world. They are healthy little creatures, too, and show no hesitation about making their way in life.

From the incubator the chickens are placed in a brooder, an apparatus in which the temperature is graduated so that by easy stages the delicate creatures are brought to the ordinary degree.

Hardware! Hardware!

To Lumbermen, Contractors, and Merchants **Of the Ottawa Valley**—Has it ever occurred to you that you could **Save a Profit** and get exactly what the **Trade Requires** by purchasing your supplies from

THOS. BIRKETT & SON CO., Limited, Wholesale Hardware Merchants, **Ottawa, Ont.**

EVERYTHING IN HARDWARE. P. S.—SEND FOR PRICES.

ATKINS

HIGH-GRADE, SILVER STEEL SAWS

Are the FINEST that Money,
Experience and Skill can Produce.

No dealer's Stock is complete without them.
They are easy to sell. Every saw warranted.

Write for Catalogue and Prices.
H. P. HUBBARD, Sales Agent for Canada.
Toronto Office: 30 Front St. East. Tel. Main 1896

E. C. ATKINS & CO.
Incorporated.
Factories and Home Office: INDIANAPOLIS, IND.

Use Syracuse Babbitt Metal

IT IS THE BEST MADE.

For Paper and Pulp Mills, Saw and Wood Working Machinery, Cotton and Silk Mills, Dynamos, Marine Engines, and all kinds of Machinery Bearings.

Wire, Triangular and Bar Solder, Pig Tin, Lead, Ingot Copper, Ingot Brass, Antimony, Aluminum, Bismuth, Zinc Spelter, Phosphor Tin, Phosphor Bronze, Nickle, etc., always in stock.

Canadian Works, Montreal, P.Q.
American Works, Syracuse, N.Y.
Head Office American Works, 94 Gold Street, New York.

Syracuse Smelting Works

American Steel & Wire Co.

New York: Empire Building.
Montreal: New York Life Building.
Chicago: The Rookery.

BARB WIRE. GALVANIZED PLAIN WIRE.
PLAIN TWIST CABLE FENCING.

Telegraph and Telephone Wire, Mattress, Broom, Weaving Wires of every description, Rail Bonds. Bale Ties, Special Wires for all purposes. Springs, Horse Shoes, Wire Rope, Cold Drawn Steel Shafting.

INQUIRIES ABOUT CANADIAN GOODS.

THE following were among the recent inquiries relating to Canadian trade received at the Canadian Government office in London :

1. A Huddersfield firm asks for names of Canadian exporters of weaving, spinning and twisting bobbins.

2. A London firm of export and import commission merchants having an agent in the Dominion calling on wholesale houses, is prepared to execute indents for Canadian firms, charging a small fixed commission for the service.

3. Inquiry is made for the names of firms at Montreal, Toronto, Halifax, St. John and Hamilton, willing to take up the agency for bottled ale and stout.

4. A West of England firm ask to be placed in touch with importers of Labrador pickled salmon in either London, Liverpool, Bristol or elsewhere.

5. Inquiry is made of a firm of furniture makers and upholsterers for the names of parties able to supply dimension timber.

6. The names of sugar refiners in Canada are asked for by an exporter in British Guiana.

7. A Liverpool firm asks for addresses of Canadian millers engaged in the preparation of all kinds of maize products.

8. Inquiry has been made respecting the suitability of Canadian hemlock for railway ties, and the supplies of this timber available.

9. A North of England firm wishing to buy Canadian sheep skins (raw) asks to be referred to shippers or receivers of same.

10. The proprietors of a belting preservative wish to hear from a party in Canada willing to take up their wholesale agency for the Dominion.

11. A Glasgow importer asks to be placed in touch with asbestos mine owners and operators in Canada.

Among inquiries received by the Canadian Section of the Imperial Institute were the following :

1. A London house asks to be placed in touch with reliable Canadian butter packers who are prepared to ship supplies direct to South Africa.

2. A firm of timber merchants desires the addresses of Canadian manufacturers of chair materials.

3. A firm of manufacturers of leather travelling bags, trunks, harness and other lines, wish to get into communication with an influential Canadian house prepared to act as their representatives.

4. A London house seeks large supplies of spoolwood and wishes to hear from Canadian shippers of same.

5. A manufacturer of worsted and woollens wishes to be placed in correspondence with Canadian wholesale importers of textiles.

[The names of the firms making the above inquiries can be obtained on application to the Editor of HARDWARE AND METAL.]

VANCOUVER FREIGHTS TO EUROPE

Vancouver has now been classed as a regular port of call for all the mammoth freight steamships operated jointly to this coast from Liverpool, Glasgow and Antwerp by the Ocean Steamship Company and the China Mutual Steam Navigation Company. These two companies are to all practical purposes one, says The Vancouver Province.

The inclusion of Vancouver as a port of call for the steamships of these companies was brought about by the increasing trade of the port and the consequent prominence it has assumed as an importing and exporting centre.

Included among the fleet of steamships operated by the Ocean and China Mutual Companies are some of the greatest cargo carriers operating on the Pacific, and the next two vessels to reach this port from Liverpool via the Suez Canal and Oriental ports will beat the tonnage record of this port. The first steamer, due about April 28, will have a freight-carrying capacity of 14,000 tons.

FOREST CITY GOSSIP.

London, April 29, 1903.

Office of " Hardware and Metal."

TRADE has very materially improved since the beginning of this month, and notwithstanding the prognostications of rough weather during the month, outdoor work has commenced, and builders are now busily at it with sleeves turned up. It is pleasing to tell of continuous activity all along the line ; both retail and wholesale hardwaremen are above the average in the volume done to date this year. Very good orders are being placed amongst the wire and nail factories here from jobbing houses over the country, as well as from the local hardware jobbers.

* * *

Glass is in good demand, and London is receiving an increased share of stained and memorial window glass orders from various points in Canada. One large firm here issues a handsome catalogue, containing 340 cuts, illustrating fancy art glass. Retail stores are now exhibiting lawn mowers, rubber hose, garden rakes, spades, hoes, and the many other requisites for the lawn and gardens.

* * *

Fishing tackle is being shown to tempt the purchasing power of the sportsmen, and the bicycle is out and around in every direction, the roads now having become available for wheeling ; and the bicycle dealers and repair men are reaping their share of the business connected therewith.

* * *

The following persons have been granted patents in Canada : W. A. McDougall, London, device for displaying lace curtains ; Frank Curtis, jr., Ingersoll, screw-making machine ; Wm. Kingsland, London, ratchet-operated electric switch ; C. E. Long, London, sliding-bolt fastenings. Messrs. McDougall and Curtis have also secured United States patents on their inventions.

* * *

The new McClary buildings will not be completed for another month, and it was stated yesterday that the machinery for the new plant will not be in place for probably three months. This is longer than was at first expected.

* * *

William Murdy, of The Globe Casket Company, was presented with a purse of gold by his fellow employes in the hardware department of the works. The presentation was accompanied with a kindly-worded address. Mr. Murdy is going to the Northwest.

* * *

For 30 hours London was in a serious predicament owing to the breakage in the main from the waterworks to the city. Every factory was more or less affected, and business men were much alarmed. The damage is now fully repaired, but manufacturers are urging precautionary measures against similar mishaps.

W. H. L.

APOLLO BEST BLOOM
GALVANIZED IRON

What are you in business for ?

That's what Apollo galvanized iron is for.

American Sheet Steel Company, New York

Representatives for Canada
B. & S. H. Thompson & Company
53 St. Sulpice Street
Montreal

Did you ever compare

Numbers and Measurement of Chain?

BOKER'S Chains are sold by measurement

LEADING HARDWARE HOUSES SELL THEM.

CURRENT MARKET QUOTATIONS.

May 1, 1903.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

TIN.

Lamb and Flag and Straits—
56 and 28-lb. ingots, 100 lb. $33 00 $34 00

TINPLATES.

Charcoal Plates—Bright.

		Per box.
M.L.S., equal to Bradley—		
I C, usual sizes	....	$6 75
I X "	....	8 25
I X X "	....	9 75
Famous, equal to Bradley—		
I C	....	6 75
I X	....	8 25
I X X	....	9 75
Raven and Vulture Grades—		
I C, usual sizes	....	5 00
I X "	....	6 00
I X X "	....	7 00
I X X X "	....	8 00
D C, 12½x17	....	4 50
D X	....	5 25
D X X	....	6 00

Coke Plates—Bright.

Bessemer Steel—		
I.C., usual size, 14x20	....	4 00
I.C., special sizes, base	....	4 50
20x28	....	9 00

Charcoal Plates—Terne.

Dean or J. G. Grade—		
I.C., 20x28, 112 sheets	....	8 50
IX., Terne Tin	....	10 50

Charcoal Tin Boiler Plates.

Cookley Grade—		
X X, 14x56, 50 sheet bxs. } " 14x60, " } " 14x65, " }	....	7 00

Tinned Sheets.

72x30 up to 24 gauge	....	8
" " 26 "	....	8 50

IRON AND STEEL.

Common bar, per 100 lb	....	2 05
Refined " "	....	2 45
Horseshoe Iron "	....	2 40
Hoop steel, 1½ to 3-in. base	....	2 90
Sleigh shoe steel, "	....	2 10
Tire steel	2 30	2 50
Reeled machinery	....	3 00
Toe calk steel	2 85	3 00
T. Firth&Co.'s tool steel, per lb	0 12½	0 13
Jessop's tool steel	....	0 14
Morton's tool steel	0 12½	0 13
Black Diamond and "B.C." tool steel	0 10	0 11
Chas. Leonard's tool steel	0 08	0 09
Park's "Silver" tool steel	0 12	0 14
" "Special"	0 15	0 20
Jonas & Colver's tool steel	0 10	0 20
" "Air Hardening"	....	0 70
Drill steel, per lb	0 08	0 10

BOILER TUBES.

		Per foo
1¼, 1½ and 4 inch	....	0 09
2½ in	....	0 16
3 in	....	0 13
3½ in	....	0 16
4 in	....	0 31

STEEL BOILER PLATE.

¼ in	2 50	2 60
3-16 in	2 60	2 70
⅜ in. and thicker	2 50	2 60

BLACK SHEETS.

	Com.	D.Fl.
10 and 12 gauge	2 55	2 75
18 gauge	2 85	3 00
20 "	2 85	3 00
22 to 24 gauge	2 95	3 25
26 "	3 05	3 50
28	3 15	....

COPPER WIRE.

Discount, 50 per cent.

CANADA PLATES.

All dull, 52 sheets	2 90	3 00
Half-polished	3 00	3 10
All bright	3 75	3 85

IRON PIPE.

		Per 100 feet.
Black pipe—		
⅛ inch	3 00	3 25
¼ "	2 30	2 40
⅜ "	....	2 65
½ "	....	2 85
¾ "	....	3 65
1 "	....	5 20
1¼ "	....	7 35
1½ "	....	8 95
2 "	....	12 55
2½ "	....	21 00
3 "	....	25 00
3½ "	....	32 00
4 "	....	38 50
4½ "	....	45 00
5 "	....	48 00
6 "	....	63 00
Galvanized pipe—		
¼ inch	....	3 20
⅜ "	....	3 45
½ "	....	3 85
¾ "	....	5 00
1 "	....	7 20
1¼ "	....	10 05
1½ "	....	12 20
2 "	....	16 85

Malleable Fittings—Discount 15 p.c.
Cast Iron Fittings—

On unions, 55 per cent.; on nipples, 60 per cent.; on all others, 50 per cent.

GALVANIZED SHEETS.

	G.C.	Comet	Bell.	Queen's Head
16 gauge	....	....	....	....
18 to 24 gauge	4 05	3 75	3 75	4 05
26 "	4 25	4 00	3 90	4 25
28 "	4 50	4 25	4 05	4 50

American brands, $4.40 for 28 gauge.
Less than case lots 10 to 15c. extra.

CHAIN.

oof coil, 3-16 in., per 100 lb.	....	....
" ¼ "	7 85	8 10
" 5-16 "	5 25	5 50
" ⅜ "	4 50	4 75
" 7-16 "	4 25	4 50
" ½ "	4 20	4 50
" 9-16 "	4 05	4 50
" ⅝ "	4 00	4 50
" ¾ "	4 00	4 50

Halter, kennel and post chains, 40 to 40 and 5 per cent.

Cow ties	40 p.c.
Tie out chains	65 p.c.
Stall fixtures	35 p.c.
Trace chain	45 p.c.

Jack chain, iron, single and double, discount 35 p.c.
Jack chain, brass, single and double, discount 40 p.c.

COPPER.

Ingot.		Per 100 lb.
Casting	....	15 50
Lake Superior	....	....
Bars.		
Cut lengths, round, ½ to ⅞ in.	23 00	25 00
" round and square, 1 to 2 inches	23 00	25 00
Sheet.		
Plain, 14 oz., and light, 16 oz., 14x48 and 14x60	22 00	22 50
Plain, 14 oz., and light, 16 oz., irregular sizes	22 50	23 00
Tinned copper sheet	....	24 00
Planished	....	32 00
Braziers' (in sheets).		
4x6 ft., 25 to 30 lb. each, per lb.	....	0 23
" 35 to 45 " "	....	0 22
" 50-lb. and above "	....	0 21

BOILER AND T.K. PITTS.

Plain tinned, per lb	....	0 28
Spun, per lb	....	0 32

BRASS.

Rod and Sheet, 14 to 30 gauge, 15 per cent

Sheets, hard-rolled, 2x4	0 23
Tubing, base, per lb	0 23½

ZINC SPELTER.

Foreign, per 100 lb	6 25	6 50
Domestic " "	....	....

ZINC SHEET.

5-cwt. casks	6 25	6 50
Part casks	6 50	6 75

LEAD.

Imported Pig, per 100 lb	....	3 50
Bar, per lb	....	0 05
Sheets, 2½ lb. sq. ft., by roll	....	0 06½
Sheets, 3 to 6 lb. "	....	0 06

NOTE.—Cut sheets ½c. per lb., extra. Pipe, by the roll, usual weights per yard, lists at 7c. per lb. and 30 p.c. dis. f.o.b. Toronto.

NOTE.—Cut lengths, net price, waste pipe 8-ft. lengths, lists at 8c.

SHOT.

Common, $6.50 per 100 lb.; chilled, $7.00 per 100 lb.; buck, seal and ball, $7.50. Discount, 15 p.c. Prices are f.o.b. Toronto, Hamilton, Montreal, St. John and Halifax. Terms, 3 p.c. cash, freights equalized.

SOIL PIPE AND FITTINGS.

Light soil pipe, discount, 45 and 10 per cent.
" " fittings, discount 50 and 10 p.c.
Med. and Extra heavy pipe and fittings, dis. 55 and 10 per cent.
7 and 8-in. pipe, discount 45 and 10 per cent.

SOLDER.

		Per lb.
Bar, half-and-half, guaranteed	....	0 20
Bar, half-and-half, commercial	0 19	0 19½
Refined	....	0 19
Wiping	0 17	0 18½

ANTIMONY.

Cookson's per lb. 9 00

WHITE LEAD.

		Per 100 lb.
Pure	5 00	5 25
No. 1	4 62½	4 87½
No. 2	4 25	4 50
No. 3	3 87½	4 12½
No. 4	3 50	3 75
Munro's Select Flake White	....	5 75
Elephant and Decorators' Pure	....	5 25
Brandram's Genuine	....	6 50
" Decorative	....	6 00
" " No. 1	....	5 50
"Monarch" brand	....	6 12½
Decorator's Pure	....	5 25
Essex Genuine	....	5 50

RED LEAD.

Genuine, 560 lb. casks, per cwt	$4 75	$5 00
Genuine, 100 lb. kegs, "	5 25	5 50
No. 1, 560 lb. casks, per cwt	4 00	4 25
No. 1, 100 lb. kegs, per cwt	4 25	4 50

WHITE ZINC.

Extra Red Seal	0 06	0 08
No. 1	0 05½	0 07
No. 2	0 05	0 06

DRY WHITE LEAD.

Pure, casks	5 25
Pure, kegs	5 75
No. 1, casks	5 00
No. 1, kegs	5 25

PREPARED PAINTS.

In ¼, ½ and 1-gallon tins.

Pure, per gallon	....	1 20
Second qualities, per gallon	....	1 00
Barn (in bbls.)	0 60	0 90
The Sherwin-Williams paints	....	1 40
Canada Paint Co.'s pure	....	1 25
Toronto Lead & Color Co's pure	....	1 25
Sanderson Pearcy's pure	....	1 20
Standard Paint Co.'s "New Era."	....	1 30
"Globe"	....	1 30
" barn	60	70
The Francis-Frost Co.'s "Ark" Brand	....	1 25
The Francis-Frost Co.'s British Navy deck	....	1 50
Hollywood paste paint	....	1 40
" liquid paint	....	1 25
" floor paint	....	1 25
Henderson & Potts's "Anchor" Brand	....	1 35
Globe Paint Co.'s mixed	....	1 30
Globe Paint Co.'s barn and bridge	....	0 75

COLORS IN OIL.

25-lb. tins, Standard Quality.

Venetian red, per lb.	0 03½	0 05
Chrome yellow	0 12	0 14
Golden ochre	0 07	0 10
French "	....	0 06
Marine black	....	0 04
Chrome green	....	0 10
French Imperial green	....	0 14
Signwriters' black	....	0 16
Umber	0 04	0 06
Sienna	0 04	0 07

COLORS, DRY.

Common ochre, bbls	1 15	1 30
Yellow ochre (J.F.L.S.), bbls.	....	2 00
Brussels ochre	....	2 00
Venetian red, bbl	1 50	2 25
English oxides, per cwt	3 00	3 25
American oxides, bbls	1 25	2 75
Canadian oxides, bbls	1 25	1 75
Super magnetic oxides, 93 p.c.	2 00	2 25
Burnt sienna, pure, per lb.	....	0 10
" umber, " "	0 08	0 10
Raw umber	0 08	0 10
Drop black, pure	....	0 10
Chrome yellow, pure	....	0 18
Chrome greens, pure per lb	0 09	0 10
Golden ochre	0 03	0 04
Ultramarine blue, in 28-lb boxes, per lb.	0 06	0 12
Fire proof mineral, per 100 lb	....	1 00
Genuine Eng. Litharge, per lb.		0 07
Mortar color, per 100 lb	1 25	1 50
Pure Indian red, No. 45, lb.	0 08	0 10
Whiting common, bbl	0 55	0 60
English vermilion in 30-lb bgs.	....	0 85

BLUESTONE.

Casks, for spraying,	5 50
100-lb. lots, do per lb.	0 08

WADE & BUTCHER'S "SPECIAL" Razors

Are unequalled for quality and finish.

JAMES HUTTON & CO., - MONTREAL

—Sole Agents for Canada.—

PUTTY.

Bulk in bbls	1 70
Bulk in less quantity	1 95
Bladders in bbls	2 00
Bladders in kegs, boxes or loose	2 25
25-lb. tins	2 25
12½ lb. tins	2 50
Bladders in bulk or tins less than 100 lb.	2 50

VARNISHES.

In 5-gal. lots	Per gal.	Net.
Carriage, No 1	1 50	1 60
Pale durable body	4 10	4 25
" rubbing	2 85	3 20
Gold size, japan	1 50	1 60
No 1 brown japan	0 85	0 90
Elastic oak	...	1 50
Furniture, extra	1 10	1 25
" No. 1	0 90	1 00
Hard oil finish	1 35	1 50
Light oil finish	1 60	1 70
Damar	1 75	2 00
Shellac, white	2 40	2 50
" orange	2 30	2 40
Turpentine, brown japan	1 10	1 20
" black japan	1 10	1 20
" " No 1	0 85	0 90
Elastilite varnish, 1 gal can, each		2 00
Granitine floor finish, per gal		2 75

Maple Leaf coach enamels; size 1, $1.20; size 2, 70c; size 3, 40c each

Sherwin-Williams kopal varnish, assorted case, from ½ pts. to 1 gal., $2.50

CASTOR OIL.

British, 1st qual, in cases, per lb	0 08½	0 09½
" " small lots	0 10	0 10½

COD OIL, ETC.

Cod oil, per gal	0 50	0 55
Pure olive	....	1 40
" neatsfoot	....	0 90

GLUE.

Common	0 08	0 09
French medal	0 10	0 14
White, extra	0 18	0 22
Gelatine	...	....
Strip	0 18	0 20
Coopers	0 19	0 20
Huttner		
Grained	0 12	0 16
Cologne genuine		....

HARDWARE.

AMMUNITION.

Cartridges

B B Caps Dominion, 50 and 5 per cent

Rim Fire Pistol, discount 40 p.c., American

Rim Fire Cartridges, Dominion, 50 and 5 p.c.

Central Fire Pistol and Rifle, 10 p.c., Amer.

Central Fire Cartridges, pistol sizes, Dominion, 30 per cent

Central Fire Cartridges, Sporting and Military, Dominion, 15 per cent

Central Fire, Military and Sporting, American, add 5 per cent to list. B B Caps, discount 40 per cent, American

Loaded and empty Shells, "Trap" and "Dominion" grades 25 per cent. Rival and Nitro, 10 per cent advance on list

Brass Shot Shells, 55 per cent

Primers, Dom., 30 per cent; American, $1 30

Wads

	per lb.
Best thick white felt wadding, in ½-lb bags	$1 00
Best thick brown or grey felt wads, in ½-lb bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 99
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 each, 8 gauge	0 55
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10 gauge	0 25
Thin card wads, in boxes of 1,000 each, 8 gauge	....

Chemically prepared black edge grey cloth wads, in boxes of 250 each	Per M.
11 and smaller gauge	0 60
9 and 10 gauges	0 70
7 and 8 "	0 90
5 and 6 "	1 10

Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each

11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 "	1 65
5 and 6 "	1 90

ADZES.

Discount 20 per cent.

ANVILS.

Wright's, 80-lb. and over	0 10¾
Hay Budden, 80-lb. and over	0 09¼
Brook's, 80-lb. and over	0 11¼

AUGERS.

Gilmour's, discount 65 and 5 per cent. off list.

AXES.

Chopping Axes

Single bit, per doz.	7 00	10 00
Double bit, "	10 00	18 00

Bench Axes, 40 per cent.

Broad Axes, 25 per cent.

Hunters' Axes	5 50	6 00
Boys' Axes	6 25	7 00
Splitting Axes	7 00	12 00
Handled Axes	7 50	10 00

AXLE GREASE.

Ordinary, per gross	5 75	6 00
Best quality	13 00	15 00

BATH TUBS.

Zinc 6 00

Copper, discount 15 per cent. off revised list.

BATHS.

Standard Enameled.

5½-inch rolled rim, 1st quality	24 00
5½ " " " 2nd "	20 00

BABBIT METAL.

"Tandem," A	per lb.	0 27
" B	"	0 21
" C	"	0 11½
Frictionless Metal	"	0 23

Syracuse Smelting Works:

Aluminum, genuine	0 45
Government, "	0 44
Tough, "	0 40
Hard, "	0 40
Dynamo	0 30
Special	0 25
Harmony	0 22
Car Box	0 20
Extra	0 15

The Canada Metal Co.:

Imperial, genuine	0 40
Metallic	0 30
Hercules	0 20
Star	0 15
No. 1	0 12
No 2	0 10
No. 3	0 06
No. 4	0 05

BELLS.

Hand.

Brass, 60 per cent.

Nickel, 55 per cent.

Cow.

American make, discount 63⅓ per cent.

Canadian, discount 45 and 50 per cent.

Door.

Gongs, Sargant's	5 59	8 00

" Peterboro', discount 46 per cent.

Farm.

American, each	1 25	3 00

House.

American, per lb	0 35	0 40

BELLOWS.

Hand, per doz	3 35	4 75
Moulders', per doz.	7 50	10 00

Blacksmiths', discount 40 per cent.

BELTING.

Extra, 60 per cent.

Standard, 60 and 10 per cent.

No. 1, not wider than 6 in., 60, 10 and 10 per cent.

Agricultural, not wider than 4 in., 75 per cent.

BITS.

Auger.

Gilmour's, discount 60 and 5 per cent.

Rockford, discount 50 and 10 per cent.

Jennings' Gen., net list.

Car.

Gilmour's, 47½ to 50 per cent.

Expansive.

Clark's, 40 per cent.

Gimlet.

Clark's, per doz	0 65	0 90
Diamond, Shell, per doz.	1 00	1 50
Nail and Spike, per gross	2 25	5 20

BLIND AND BED STAPLES.

All sizes, per lb.	0 07⅔	0 12

BOLTS AND NUTS.

	Per cent.
Carriage Bolts, common ($1 list)	50 and 10
" " full sq. ($2.40 list)	55 and 10
" " Norway Iron ($3 list)	55 and 10
Machine Bolts, all sizes	50, 5 and 10
Plough Bolts	50, 5 and 10
Blank Bolts	50, 5 and 10
Bolt Ends	50, 5 and 10
Sleigh Shoe Bolts	65, 5 and 10
Coach Screws, cone point	66⅔ and 10

Nuts, square, all sizes, 3¾c. per lb. off.

Nuts, hexagon, all sizes, 4c. per lb. off.

Stove Rods, per lb., 5½ to 6c.

BOOT CALKS.

Small and medium, ball	per M.	4 25
Small heel	"	4 50

BRIGHT WIRE GOODS.

Discount 62½ per cent.

BROILERS.

Light, discount 65 to 67½ per cent.

Reversible, discount 65 to 67½ per cent.

Vegetable, per doz., discount 37½ per cent.

Henis, No. 8	per doz.	6 00
Henis, No. 9	"	7 00
Queen City	"	7 50

BUTCHERS' CLEAVERS.

German	per doz.	6 00	11 00
American	"	12 00	20 00

BUTCHER KNIVES.

Bailey's	per doz.	0 60	6 30

BUILDING PAPER, ETC.

Tarred Felt, per 100 lb.	1 75
Ready roofing, 2-ply, not under 45 lb., per roll	0 90
Ready roofing, 3-ply, not under 65 lb., per roll	1 15
Carpet Felt ... per ton	45 00
Dry Sheathing ... per roll, 400 sq. ft.	0 35
Tar " ... " 400 "	0 45
Dry Fibre ... " 400 "	0 50
Tarred Fibre ... " 400 "	0 60
O. K. & I X L ... " 400 "	0 65
Resin-sized ... " 400 "	0 40
Oiled Sheathing ... " 600 "	1 00
Oiled " ... " 400 "	0 70
Roof Coating, in barrels ... per gal.	0 17
Roof " small packages "	0 25
Refined Tar ... per barrel	4 50
Coal Tar ... "	4 00
Coal Tar, less than barrels ... per gal.	0 15
Roofing Pitch ... per 100 lb.	1 00

BULL RINGS.

Copper, $2.00 for 2½-inch, and $1.90 for 2-inch.

BUTTS.

Wrought Brass, net revised list.

Cast Iron.

Loose Pin, discount 60 per cent

Wrought Steel.

Fast Joint, discount 65, 10 and 2½ per cent.

Loose Pin, discount 65, 10 and 2½ per cent.

Berlin Bronzed, discount 70, 70 and 5 per cent.

Gen. Bronzed	per pair	0 40	0 65

CARPET STRETCHERS.

American	per doz.	1 00	1 50
Bullard's	"	....	6 50

CASTORS.

Bed, new list, discount 55 to 57½ per cent.

Plate, discount 52½ to 57½ per cent.

CATTLE LEADERS.

Nos. 31 and 32	per gross	8 50	9 50

CHALK.

Carpenters' Colored, per gross	0 45	0 75
White lump ... per cwt.	0 60	0 65
Red	0 05	0 06
Crayon ... per gross	0 14	0 18

CHISELS.

Socket, Framing and Firmer.

Broad's, discount 60 and 10 per cent.

Warnock's, discount 50 and 10 per cent.

P. S. & W. Extra, discount 60 and 10 per cent

CHURNS.

Revolving Churns, metal frames—No. 0, $8; No. 1, $8.50; No. 2, $9.00; No. 3, $10.00 No. 4, $12.00; No. 5, $16.00 each. Ditto wood frames, 20c. each less than the above. Discounts: Factories, 53 per cent.; delivered from stock in Montreal, 51 per cent. Terms 4 months or 3 per cent. cash in 30 days.

Churn frames, including bearings, levers, etc. Nos. 0, 1, 2 and 3, wood, $2.40; and 4 and 5, $2.65. Metal frames, 25c. extra. Discount 15 per cent., net 30 days.

CLIPS.

Axle, discount 65 per cent.

CLOSETS.

	Net.
Plain York or Ontario Syphon Jet	$9 60
Emb. " " "	10 20
Fittings	1 00
Plain Elgin or Teu. Syphon Washout	6 00
Emb. " " "	6 60
Fittings	1 25
Low Down Elgin or Teutonic, plain	6 00
Low " " " emb.	6 50
Plain Richelieu	4 25
Emb. "	4 50
Connections	1 25
Low Down Ontario Syphon Jet, plain	11 70
Low " " " emb'd.	12 30
Closet connection	1 25
Basins, P.O., 14-in	0 70
Basins, oval, 17 x 14-in.	1 50
Basins, " 19 x 15-in.	2 25

COMPASSES, DIVIDERS, ETC.

American, discount 62½ to 65 per cent.

CONDUCTOR PIPE.

Plain or Corrugated.

2-inch	per 100 feet	3 00
3 "	" "	4 00
4 "	" "	5 25
5 "	" "	6 75
6 "	" "	9 00

CRADLES, GRAIN.

Canadian, discount 20 to 25 per cent.

CROSSCUT SAW HANDLES.

S. & D., No. 3	per pair	0 17½
S. & D., " 5	"	0 22½
S. & D., " 6	"	0 15
Boynton pattern	"	0 20

DOOR SPRINGS.

Torrey's Rod (15 p.c.), per doz.	....	2 00
Coil "	0 88	1 60
English "	2 00	4 00

DRAW KNIVES.

Coach and Wagon, discount 50 and 10 per cent.

Carpenters', discount 60 and 10 per cent.

Experiments are Expensive

but you don't have to experiment with our Patent Wire Edged Ready Roofing. For over ten years we carefully tested the Durability of our Ready Roofing and when we found it was a thoroughly reliable material we advised our customers to use it.

The Paterson Mfg. Co., Limited

Toronto and Montreal.

DRILLS.

Hand and Breast.

Millar's Falls, per doz., net list.

DRILL BITS.

Morse, discount 37½ to 40 per cent.
Standard, discount 50 and 5 to 55 per cent.

FAUCETS.

Common, cork-lined, discount 35 per cent.

EAVETROUGHS.

10-inch ....per 100 ft. 3 10

ELBOWS (stovepipe.)

and 6-inch, common	per doz.	1 20
7-inch	"	1 35

Polished, 15c. per dozen extra.

ESCUTCHEONS.

Discount 40 per cent.

ESCUTCHEON PINS.

Iron, discount 40 per cent.

FACTORY MILK CANS.

Discount off revised list, 40 per cent.

FILES AND RASPS.

Great Western	70 and 10 per cent.
Arcade	70 " 10 "
Kearney & Foot	70 " 10 "
Disston's	70 " 10 "
American	70 " 10 "
J. Barton Smith	70 " 10 "
McClellan	70 " 10 "
Eagle	70 " 10 "
Nicholson, 60 and 10 to 60, 10 and 5	"
Royal	80 "
Globe	70 to 75 "

Black Diamond, 60 and 10 to 60, 10 and 5 per cent.
Jowitt's, English list, 25 to 27½ per cent.
Nicholson File Co.'s "Simplicity" file handle, per gross 85c. to $1.50.

GLASS.

Window. Box Price.

Size United Inches.	Star Per 50 ft.	Star Per 100 ft.	D. Diamond Per 50 ft.	D. Diamond Per 100 ft.
Under 26......	2 0	3 80	....	6 75
26 to 40......	2 10	4 00	....	7 25
41 to 50......	....	4 50	....	8 75
51 to 60......	....	4 75	....	10 00
61 to 70......	....	5 00	....	11 50
71 to 80......	....	5 50	....	12 50
81 to 85......	....	....	....	14 00
86 to 90......	....	....	....	16 50
91 to 95......	....	....	....	18 00
96 to 100......	....	....	...	20 00

A dis ount of 25 per cent is offered on "Double Diamond"

GAUGES.

Marking, Mortise, Etc.

Stanley's, discount 50 to 55 per cent.

Wire Gauges.

Winn's, Nos. 26 to 33 ....each 1 65 2 40

HALTERS.

Rope, ⅜-inch	per gross	....	....
Rope, ½ "	"	....	9 00
Rope, ⅝ to ¾-inch	"	....	14 00
Leather, 1-inch	per doz.	3 87½	4 00
Leather, 1¼ "	"	5 15	5 20
Web	"	1 87	2 45

HAMMERS.

Nail.

Maydole's, discount 5 to 10 per cent. Canadian discount 25 to 27½ per cent

Tack.

Magnetic ....per doz. 1 10 1 20

Sl ge.

Canadian..............per lb. 0 07½ 0 08½

Ball Pean

English and Canadian, per lb. 0 22 0 25

HANDLES.

Axe, 2nd growth, per doz. net	3 00	4 00
?ore door .... per doz.	1 00	1 50

Fork.

C. & B., discount 40 per cent., revised list.

Hoe.

C. & B., discount 40 per cent., revised list.

Saw.

American........ ...per doz 1 00 1 25

Plane.

American .... per gross 3 15 3 75

Hammer and Hatchet.

Canadian, discount 40 per cent.

Cross-Cut Saws.

Canadian........ ...per pair 0 13¾

HANGERS. doz. pairs.

Steel barn door	5 85	6 00
Stearns, 4-inch	....	5 00
" 5-inch	....	6 50
Lane's covered—		
No. 11, 5-foot run	....	8 40
No. 11½, 10-foot run	....	10 80
No. 12, 10-foot run	....	12 60
No. 14, 15-foot run	....	21 00
Lane's O.N.T. track, per foot	....	0 04½

HARVEST TOOLS.

Discount 60 per cent.

HATCHETS.

Canadian, discount 40 to 42½ per cent.

HAT ENAMEL.

Henderson & Potts' "Anchor Brand"

HINGES.

Blind, Parker's, discount 16⅔ per cent.

Heavy T and strap, 4-in., per lb.	......	0 06½
" " 5-in., "	......	0 06¼
" " 6-in., "	......	0 06
" " 8-in., "	......	0 05¾
" " 10-in., "	......	0 05½

Light T and strap, discount 65 and 5 per cent

Screw hook and hinge—		
6 to 10 in......... per 100 lb.	....	4 50
12 in. up......... "	....	3 25
Spring.......... per gro. pairs	....	10 50

HOES.

Garden, Mortar, etc., discount 60 per cent.
Planter............. per doz. 4 00 4 50

HOLLOW WARE.

Discount 45 and 5 per cent.

HOOKS.

Cast Iron.

Bird cage	per doz.	0 50	1 10
Clothes line	"	0 27	0 63
Harness	"	0 72	0 88
Hat and coat	per gro.	1 00	3 00
Chandelier	per doz.	0 50	1 00

Wrought Iron.

Wrought hooks and staples, Canadian discount 47½ per cent.

Wire.

Hat and coat, discount 45 per cent.
Belt.................per 1,000 .... 0 60
Screw, bright, discount 55 per cent.

HORSE NAILS.

"C" brand, 40, 10 and 7½ per cent. off list } Oval
"M" brand, 50, 10 and 5 per cent. } head
Countersunk, 65 per cent.
"Monarch," 65 per cent.
"Peerless" 50 and 7½ per cent. dis.

HORSESHOES.

F.O.B. Montreal

Iron Shoes.	No. 2 and larger.	No. 1 and smaller.
Light, medium and heavy	3 35	3 60
Snow shoes	3 60	3 85
Steel Shoes.		
Light	3 45	3 70
Featherweight (all sizes).. ..	4 85	4 85

F.O.B. Toronto, Hamilton, London and Guelph, 10c. per keg additional.

Toe weight steel shoes........ .... 6 70

JAPANNED WARE.

Discount 45 and 5 per cent. off list, June 1899

ICE PICKS.

Star... ....per doz. 00 3 25

KETTLES.

Brass spun, 7½ per cent. discount off new list.
Copper .... per lb. 0 30 0 50
American, 60 and 10 to 65 and 5 per cent.

KEYS.

Lock, Canadian dis. 40 to 40 and 10 per cent.
Cabinet, trunk and padlock, American .... per gross 0 60

KNOBS.

Door, japanned and N.P., per doz.	1 50	2 50
Bronze, Berlin .... per doz.	2 75	3 25
Bronze, Genuine .... "	6 00	9 00
Shutter, porcelain, F. & L. screw .... per gross	1 30	4 00
White door knobs....per doz.	....	1 00

HAY KNIVES.

Net prices.

LAMP WICKS.

Discount, 60 per cent.

LANTERNS.

Cold Blast	per doz.	7 00
No. 3, "Wright's"	"	8 50
Ordinary, with O burner. ...	"	4 00
Dashboard, cold blast	"	9 00
No. 0	"	5 75

Japanning, 50c. per doz. extra.

LEMON SQUEEZERS.

Porcelain lined	per doz.	2 20	5 60
Galvanized	"	1 87	3 85
King, wood	"	2 75	2 90
King, glass	"	4 00	4 50
All glass	"	0 50	0 90

LINES.

Fish	per gross	1 05	2 50
Chalk	"	1 90	7 40

LAWN MOWERS.

Woodyatt, 12-in. wheel	7 50
Star "	5 50
Daisy "	4 90
Philadelphia, 12-in. wheel	6 50
Ontario, "	14 25

Discount, 50 per cent.

Maxwell & Sons:

10½-in. high wheel	7 50	10 00
9-in.	5 50	6 25
8-in.	49 0	5 50

Discount 50 per cent.

LOCKS.

Canadian, 40 to 40 and 10 per cent.
Russell & Erwin......per doz. 3 00 3 25

Cabinet

Eagle, discount 30 per cent.

Padlocks.

English and Am..... per doz. 0 50 6 0
Eagle, discount 20 to 25 per cent.

MACHINE SCREWS.

Iron and Brass.

Flat head, discount 25 per cent
Round head, discount 20 per cent

MALLETS.

Tinsmiths'	per doz	1 25	1 50
Carpenters', hickory,	"	1 25	3 75
Lignum Vitae	"	3 85	5 00
Caulking, each		0 60	2 00

MATTOCKS

Canadian.......... per doz. 5 50 6 50

MEAT CUTTERS.

American, discount 33⅓ per cent
German, 15 per cent.
Gem ....each ... 1 15

MILK CAN TRIMMINGS.

Discount 25 per cent.

NAILS.	Cut.	Wire.
2d and 3d	3 45	3 45
3d	3 10	3 12
4 and 5d	2 85	2 95
6 and 7d	2 75	2 80
8 and 9d	2 60	2 60
10 and 12d	2 55	2 55
16 and 20d	2 50	2 50
30, 40, 50 and 60d (base)	2 45	2 45

Cut nails in carlots 5c. less.
Wire nails in carlots are $2.40.
Steel cut nails 10c. extra.
Miscellaneous wire nails, discount 75 per cent.
Coopers' nails, discount 30 per

NAIL PULLERS

German and American 1 75 3 50

NAIL SETS

Square, round and octagon, per gross	3 38	4 00
Diamond	1 00	2 00

POULTRY NETTING

2-in. Mesh, 19 w.g., dis. 60 per cent.
2-in. Mesh, 16 w.g. and heavier, 50 p.c

OAKUM.

U. S. Navy ....per 100 lb.	.	6 75
Plumbers .... "	....	3 00

OILERS.

McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 00
Zinc and tin, discount 50, 50 and 10 per cent

Copper	per doz.	1 25	3 50
Brass	"	1 50	3 50

Malleable, discount 25 per cent

GALVANIZED PAILS.

Dufferin pattern pails, discount 45 per cent
Flaring pattern, discount 45 per cent.
Galvanized washtubs, discount 45 per cent

PIECED WARE.

Discount 40 per cent off list, June, 1899.
10-qt. flaring sap buckets, discount 40 per cent
6, 10 and 14-qt flaring pails, dis 40 per cent.
Creamer cans, discount 40 per cent.

PICKS.

Per dozen 6 00 9 00

PICTURE NAILS.

Porcelain head	per gross	1 35	1 50
Brass head	"	0 40	1 00

PICTURE WIRE

Tin and gilt, discount 75 per cent.

PINE TAR.

½ pint in tins	per gross	...	7 80
1 " "	"	....	9 60

PLANES.

Wood bench, Canadian discount 40 per cent., American discount 50 per cent.
Wood, fancy Canadian or American, 37½ to 40 per cent.

PLANE IRONS.

English .... per doz. 2 00 5 00

PLIERS AND NIPPERS.

Button's genuine, per doz. pairs, discount 37½ to 40 per cent.

Button's imitation....	per doz.	5 00	9 00
German	"	0 60	2 60

PLUMBERS' BRASS GOODS.

Standard Compression work, dis. 60 per cent.
"J.M.T." Cushion work, discount 50 per cent.
Fuller work, discount 65 per cent.
6 dozen lots and over of the above, extra discount 10 per cent.
Lever handle Stops and Waste, discount 60 per cent. With, in lots of 2 dozen and over, an extra discount of 10 per cent
"J.M.T." Globe, Angle and Check Valves, discount 55 per cent.
Standard Globe, Angle and Check Valves, discount 65 per cent.
"J.M.T." Radiator Valves, discount 55 per cent.
Standard Radiator Valves, discount 65 per cent.
Patent Quick-Opening Valves, discount 70 per cent

No. 1 compression bath cock	net	2 00
No. 4 " " ..	"	2 00
No. 7 Fuller's	"	2 20
No. 4½, " ..	"	2 35
Patent Compression Cushion, basin cock, hot and cold ....per doz.		15 00
Patent Compression Cushion, bath cock, No 2208		2 25

Square head brass cocks, discount 60 per cent
" " iron " " 60 "
Competition Globe, Angle and Check Valve discount 70 per cent
Thompson Smoke-test Machine, $25.00

Our New

GLASS CATALOGUE

The most complete work ever issued.

Containing much useful and important information and instruction on all kinds of glass—which you ought to know—as well as a numerous variety of designs and illustrations of glass now used in modern buildings.

EVERY KIND OF PLATE AND WINDOW GLASS IN STOCK.

TORONTO PLATE GLASS IMPORTING CO.,

Hill & Rutherford

Warerooms and Offices—135 to 143 Victoria St.
Bending Works—209 to 213 Victoria St.

TORONTO

PRESSED SPIKES

Discount 20 per cent.

PULLEYS.

Hothouse	per doz.	0 55	1 00
Axle	"	0 22	0 33
Screw	"	0 27	1 00
Awning	"	0 35	2 50

PUMPS.

Canadian cistern	1 80	3 60
Canadian pitcher spout	1 40	2 10

PUNCHES.

Saddlers'	per doz	1 00	1 85
Conductors	"	9 00	15 00
Tinners', solid	per set		0 72
" hollow	per inch		1 00

RANGE BOILERS.

Dominion, 30 gallon	net	6 00
" 35 "	"	7 00
" 40 "	"	8 00
Ronald's Galvanized, 30 gallon	"	7 40
" " 35 "	"	8 40
" " 40 "	"	9 60
Copper, 30 gallon	"	22 00
" 35 "	"	24 00
" 40 "	"	22 00

Discount off copper boilers 15 per cent.

RAKES.

Wood ..... per doz. net 1 20 up.

RAZORS. per doz.

Elliot's	4 00	18 00
Geo Butler's & Co.'s	4 00	18 00
Boker's	7 50	11 00
" King Cutter	12 50	15 00
Wade & Butcher's	3 60	10 00
Theile & Quack's	7 00	12 00
Bailey's	6 00	12 00
Bailey's Brantford	10 00	11 00
Carbo Magnetic	....	15 00
Griffon Barber's Favorite	....	10 75
Griffon No 65	....	13 00
Griffon Safety Razors	....	13 50
Griffon Stropping Machines	....	13 50
Lewis Bros' " Klean Kutter	8 50	10 50

REGISTERS

Discount 40 per cent.

RIVETS AND BURRS.

Iron Rivets, black and tinned, discount 60 and 10 per cent

Iron Burrs, discount 55 per cent.

Extras on Iron Rivets in 1-lb. cartons, ½c. per lb

Extras on Iron Rivets in ½-lb cartons, 1c. per lb

Copper Rivets, with usual proportion burrs, 45 per cent. discount. Cartons, 1c. per lb. extra, net.

Copper Burrs only, discount 30 and 10 per cent.

Extras on Tinned or Coppered Rivets, ½-lb. cartons, 1c. per lb.

RIVET SETS.

Canadian, discount 35 to 37½ per cent.

ROPE, ETC

Sisal	0 10½
Pure Manilla	0 14
"British Manilla	0 11½
Cotton, 3-16 inch and larger	0 16
" 5-32 inch	0 21
" ¼ inch	0 22
Russia Deep Sea	0 15
Jute	0 08
Lath Yarn, single	0 10½
" double	0 10½
Sisal bed cord, 48 feet per doz	0 85
" " 60 feet "	0 80
" " 72 feet "	0 95

RULES

Boxwood, discount 55 per cent

Ivory, discount 37½ to 40 per cent

SAD IRONS

Mrs. Potts, No 55, polished per set 0 70
" No 50, nickle-plated, " 0 80

SAND AND EMERY PAPER

B & A sand, discount, 40 and 5 per cent

Emery, discount 40 per cent

Garnet (Burton's) 5 to 10 per cent. advance on list.

SAP SPOUTS.

Bronzed iron with hooks ....per 1,000 9 50

SAWS

Hand, Disston's, discount 12½ per cent.
S. & D., discount 40 per cent.
Crosscut, Disston's ...per foot 0 35 0 55
S. & D., discount 35 per cent on Nos. 2 and 3.
Hack, complete .....each 0 75 2 75
" frame only 0 75

SASH WEIGHTS.

Sectional .....per 100 lb. 2 50 2 75
Solid ..... " 1 75 2 00

SASH CORD.

Per lb 0 24 0 30

SAW SETS. per doz.

Lincoln and Whiting 4 75
Hand Sets, No. 1 Woodyatt (Morrill) 4 25
X-Cut Sets, No. 3 Woodyatt (Morrill) 9 50

SCALES.

Gurney Standard, 40 per cent.
Gurney Champion, 50 per cent.
Burrow, Stewart & Milne—
Imperial Standard, discount 40 per cent.
Weigh Beams, discount 35 per cent.
Champion Scales, discount 50 per cent.
Fairbanks standard, discount 35 per cent.
" Dominion, discount 55 per cent.
" Richelieu, discount 55 per cent.
Warren's new Standard, discount 40 per cent.
" " Champion, discount 50 per cent.
" Weighbeams, discount 35 per cent.

SCREW DRIVERS.

Sargent's .....per doz. 0 65 1 00

SCREEN DOORS.

Common doors, 2 or 3 panel, walnut stained, 4-in. style.....per doz. 6 80
Common doors, 2 or 3 panel, yellow and green stained, 4-in. style....per doz. 7 00
Common doors, 2 or 3 panel, in natural colors, oil finish .....per doz. 8 15
3-in. style 20c. per dozen less.

SCREWS.

Wood, F. H., bright and steel, discount 87½ per cent.
Wood, R. H., bright, dis. 82½ per cent.
" F. H., brass, dis. 80 per cent.
" R. H., " dis. 75 per cent.
" F. H., bronze, dis. 75 per cent.
" R. H., " dis. 70 per cent.
Drive Screws, dis. 87½ per cent.

Bench, wood	per doz.	3 25	4 00
" iron	"	4 25	5 00

Set, case hardened, dis. 60 per cent.
Square Cap, dis. 50 and 5 per cent.
Hexagon Cap, dis. 45 per cent.

SCYTHES.

Per doz. net..... 6 00 9 00

SCYTHE SNATHS.

Canadian, discount 40 per cent.

SHEARS.

Bailey Cutlery Co., full nickeled, discou and 2½ per cent.
Bailey Cutlery, Japan Handles, discount 67½ per cent.
Seymour's, discount 50 and 10 per cent.

SHOVELS AND SPADES.

Canadian, discount 45 per cent.

SINKS.

Cast iron, 16 x 24	....	0 85
" 18 x 30	....	1 00
" 18 x 36	....	1 40

SNAPS.

Harness, German, discount 25 per cent.
Lock, Andrews' 4 50 11 50

SOLDERING IRONS.

1, 1½-lb	per lb.	0 37
2-lb or over	"	0 34

SQUARES.

Iron, No 493	per doz.	2 40	2 55
" No 494	"	3 25	3 40

Steel, discount 60 to 60 and 5 per cent.
Try and Bevel, discount 50 to 52½ per cent.

STAMPED WARE.

Plain, discount 75 and 12½ per cent. off revised list.
Retinned, discount 75 per cent. off revised list.

STAPLES.

Galvanized	3 25	3 50
Plain	2 90	3 15

Coopers', discount 45 per cent.
Poultry netting staples, discount 40 per cent.

STOCKS AND DIES.

American discount 25 per cent.

STONE.

Washita	per lb.	0 28	0 60
Hindostan	"	0 06	0 07
" slip	"	0 09	0 09
Labrador	"	....	0 13
" Axe	"	....	0 15
Turkey	"	....	0 50
Arkansas	"	....	1 50
Water-of-Ayr	"	....	0 10
Scythe	per gross	3 50	5 00
Grind, 2-in., 40 to 200 lb., per ton		....	25 00
" " under 40 lb.,	"	....	28 00
" under 2 in. thick,	"	....	29 00

STOVEPIPES.

5 and 6 inch, per 100 lengths	....	7 00
7 inch	"	7 50

ENAMELINE STOVE POLISH.

No. 4, 3 doz. in case..net cash	....	4 80
No. 6, 3 doz. in case	"	8 40

TACKS, BRADS, ETC.

Carpet tacks, blued	80 and 15
" " tinned	80 and 20
" " (in kegs)	40
Cut tacks, blued, in dozens only	80
" ½ weights	60
Swedes cut tacks, blued and tinned—	
In bulk	80 and 10
In dozens	75
Swedes, upholsterers', bulk....85,	12½ and 12½
" brush, blued and tinned bulk	70
Swedes, gimp, blued, tinned and japanned	75 and 12½
Zinc tacks	35
Leather carpet tacks	55
Copper tacks	50
Copper nails	52½
Trunk nails, black	65 and 5
Trunk nails, tinned	65 and 10
Clout nails, blued	65 and 5
Chair nails	35
Patent brads	40
Fine finishing	40
Lining tacks, in papers	10
" " in bulk	15
" " solid heads, in bulk	75
Saddle nails, in papers	10
" " in bulk	15
Tufting buttons, 22 line, in dozens only	60
Zinc glaziers' points	5
Double pointed tacks, papers	90 and 10
" " " bulk	40
Clinch and duck rivets	45

TAPE LINES.

English, ass-skin	per doz.	2 75	5 00
English, Patent Leather		5 50	9 75
Chesterman's	each	0 90	2 85
" steel	each	0 80	8 00

TINNERS' SNIPS.

Bailey's, discount 25 per cent.

THERMOMETERS.

Tin case and dairy, discount 75 to 75 and 10 per cent.

TRAPS (steel.)

Game, Newhouse, discount 25 per cent.
Game, H. & N., P. S. & W., 65 per cent.
Game, steel, 72½, 75 per cent.

TROWELS.

Disston's, discount 10 per cent.
German ..... per doz. 4 75 6 00
S. & D., discount 35 per cent.

TWINES.

Bag, Russian	per lb.	....	0 27
Wrapping, cotton, 3-ply		....	0 19
" " 4-ply		....	0 23
Mattress	per lb.	0 33	0 45
Staging	"	0 27	0 35

VISES.

Wright's	....	0 13½
Brook's	....	0 12½
Pipe Vise, Hinge, No. 1	....	3 50
" " " No. 2	....	5 50
Saw Vise	4 50	9 00

ENAMELLED WARE.

White, Princess, Turquoise, Blue and White discount 50 per cent

Diamond, Famous, Premier, discount 50 and 10 per cent

Granite or Pearl, Imperial, Crescent, discount 50, 10 and 10 per cent.

WIRE.

Smooth Steel Wire.

No. 0-9 gauge		$2 56
10 "	6c.	extra.
11 "	12c.	"
12 "	20c.	"
13 "	30c.	"
14 "	40c.	"
15 "	55c.	"
16 "	70c.	"

Add 60c. for coppering and $2 for tinning.

Extra net per 100 lb.—Oiled wire 10c., spring wire $1.25, special hay baling wire 30c., best steel wire 75c., bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb. hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.

Fine Steel Wire, discount 25 per cent. List of extras: In 100-lb. lots: No. 17, $5—No. 18, $5.50—No. 19, $6—No. 20, $6.65—No. 21, $7—No. 22, $7.30—No. 23, $7,65—No. 24, $8—No. 25, $9—No. 26, $9.50—No. 27, $10—No. 28, $11—No. 29, $12—No. 30, $13—No. 31, $14—No. 32, $15—No. 33, $16—No. 34, $17. Extras net—tinned wire, Nos. 17-25, $2—Nos. 26-31, $4—Nos. 32-34, $6. Coppered, 5c.—oiling, 10c.—in 25-lb. bundles, 15c.—in 5 and 10-lb. bundles, 25c.—in 1-lb. hanks, 25c.—in ½-lb. hanks, 38c.—in ¼-lb. hanks, 50c.—packed in casks or cases, 15c.—bagging or papering, 10c.

Brass wire, discount 62½ per cent. off the list.

Copper wire, discount 62½ per cent. net cash; 30 days, f.o.b factory.

Galvanized wire, per 100 lb.—Nos. 4 and 5, $3.70 to $3.90—Nos. 6, 7, 8, $3.15 to $3.35—No. 9, $2.50 — No. 10, $3.20 to $3.40—No. 11, $3.25 to $3.45 — No. 12, $2.65—No. 13, $2.75—No. 14. $3.75 to $3.95—No 15, $4.30—No. 16. $4.30. Base sizes, Nos. 6 to 9, $2.27½ f.o.b. Cleveland. In carlots 12½c. less.

Clothes Line Wire, regular 7 strand, No. 17, $4.65; No. 18. $2.90; No. 19, $2.60. Hollow 6 strand, No. 17, $4.30; No. 18, $2.70; No. 19, $2.35; No. 20, $2.30, f.o.b. Hamilton, Toronto, Montreal.

WIRE FENCING.

Galvanized barb	2 80
Galvanized, plain twist	2 90

Galvanized barb, f.o.b. Cleveland, $2 55½ in less than carlots, and $2 45 in carlots.

COILED SPRING WIRE.

High Carbon, No. 9	$2 75
" No. 11	3 40
" No. 12	2 95

WIRE CLOTH.

Painted Screen, per 100 sq. ft., net 1 50
Terms, 3 per cent. off 30 days.

WASTE COTTON.

Colored ..... per lb.	0
White ..... "	0 02

WRENCHES.

Acme, discount 35 to 37½ per cent.
Agricultural, discount 60 per cent.
Coe's Genuine, discount 20 to 25 per cent.

Towers' Engineer	each	2 00
" S.	per doz.	5 80
G. & K.'s Pipe	"	3 40
Burrell's Pipe	each	3 00
Pocket	per doz.	0 25	2 90

WRINGERS.

Leader	per doz.	30 00	33 00
Royal Canadian	"		24 00
Royal American	"		24 00
Sampson	"		24 00
Lightning	"		27 00

Terms, 4 months, or 3 per cent. 30 days.

WROUGHT IRONWASHERS.

Canadian make, discount 40 per cent.

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HIGHEST QUALITY

Most Satisfactory to Customer.

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Every Blade Fully Warranted.

Complete Lines in Shears, Scissors, Tinners' Snips, Butcher Knives and Razors.

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BRANTFORD, ONT. Limited

LUFKIN MEASURING TAPES

Steel, Metallic, Linen, Pocket, Ass Skin, Pat. Leather, Bend Leather, Etc.

ARE THE BEST AND MOST POPULAR TAPES IN THE WORLD.
YOUR STOCK IS NOT COMPLETE WITHOUT THEM.

LUFKIN RULE CO., Saginaw, Mich, U.S.A.

New York City Branch—280 Broadway.

For sale by ALL PROMINENT CANADIAN HARDWARE JOBBERS.

It Pays to do Things Right.

In the beginning, we were absolutely sure that a perfectly-made, reasonable-priced line of Huron Stoves and Ranges would command a ready sale. A good article is always appreciated, and now the regular demand for

HURONS

is taxing the capacity of our foundry.

Every purchaser takes a pride in recommending our goods as the most economical and satisfactory. Read what the trade think of them.

AMHERSTBURG, April 14, '03.

WESTERN FOUNDRY CO., LIMITED, WINGHAM, ONT.

GENTLEMEN—Accept our congratulations on your success in turning out the finest Range for the money we have yet seen in Canada.

Yours truly, J. D. BURK.

THE WESTERN FOUNDRY CO., Wingham, Ont.

LIMITED.

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Awarded
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Special Prize
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RUBBER HOSE

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Water	Air	Suction
Steam	Acids	Fire Protection
Gas	Brewers	Pneumatic Tools

SUPERIOR IN QUALITY.
SATISFACTORY IN SERVICE.

"Redstone" Sheet Packing

for High Pressures.

Does not Burn out or Blow out and requires no following up.

THE GUTTA PERCHA AND RUBBER MFG. CO.

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Head Office and Warerooms—
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TORONTO,

Factories—115-165 West Lodge Ave.
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Portland Cement

For import orders we are now prepared to quote prices for

BEST ENGLISH CEMENT—"WHITES."
BEST GERMAN CEMENT.
BEST BELGIAN CEMENT.
NATURAL BELGIAN CEMENT.

BARRELS or SACKS

B. & S. H. THOMPSON & CO.

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Standard Railway and Carriage Varnishes
Standard Boat and Spar Varnishes
—Won't turn white from the effects of water and sun
Standard Piano, Furniture and Decorative Varnishes
Zanzerine Transparent Wood Finishes and Varnishes
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Unsurpassed for Value and Service.
Use LANGWELL'S BABBIT, - MONTREAL.

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HARDWARE
AND METAL MERCHANT

The Weekly Organ of the Hardware, Metal, Heating, Plumbing and Contracting Trades in Canada.

VOL. XV. MONTREAL AND TORONTO, MAY 9, 1903. NO 19.

POCKET KNIVES
H. BOKER & COs
IMPROVED
TREE BRAND
TRADE MARK
RAZORS CUTLERY SCISSORS
FOR SALE BY LEADING WHOLESALE HARDWARE HOUSES.

"QUEEN'S HEAD"
GALVANIZED IRON.
Works best,
Lies flattest,
Lasts longest.
JOHN LYSAGHT, Limited, Makers, BRISTOL, ENG.
A. C. LESLIE & CO., MONTREAL
Managers Canadian Branch.

"Safford" Radiators

Manufactured for Heating all classes of Buildings by Hot Water or Steam. Made in different heights, beautiful designs. Plain or Ornamental.

THE DOMINION RADIATOR CO., Limited
Head Office and Works: DUFFERIN ST. TORONTO, CAN.

SPORTING GOODS

We have just received our new stock of

SUPPLIES	Baseball	SUPPLIES	Cricket	SUPPLIES
	Lacrosse		Bicycle	
	Football		Lawn Bowling	
	Golf		Fishing	
	Tennis		Gun and Rifle	

Write for Prices.

RICE LEWIS & SON

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SAMUEL, SONS & BENJAMIN, - - London and Liverpool, England.

M. & L. SAMUEL, BENJAMIN & CO.

General Importers and Exporters and Metal Merchants

27 Wellington St. West, TORONTO, ONT.

We carry in stock a full line of the following goods:

Antimony.

Brass—Sheets, Soft and Hard.
Rods and Tubes.

Canada Plates.

Copper—Bar and Ingot.
Pitts.
Rods and Tubes.
Sheathing, Roofing and Brazier's.

Copperine and Babbitt.

Cotton Waste.

Crucibles.

Eave Trough—Also Spikes and Cond. Hooks.

Iron—Band, Hoop and Rod.
Black and Tinned Sheet.
Galvanized, "Gordon Crown."
Russia, Genuine and Imitation.

Iron Pipe—Black and Galvanized.

Lead—Bar, Pig and Sheet. **Lead Pipe**

Solder—Half and Half and Standard.

Steel Sheets—Common and Dead Flat.

Tin Plates—Charcoal and Coke.

Tin—Bar. Ingot, "L & F" and Straits.

Wire—Brass and Copper.
Bright Iron and Coppered Iron.

Zinc—Sheets and Block.

FOR IMPORT—Pig Iron, Structural Iron and Steel, Angles, Beams, Channels, etc.

INQUIRIES SOLICITED. PLEASE WRITE FOR QUOTATIONS.

ALWAYS READY FOR USE

NO HONING
NO GRINDING

The CARBO MAGNETIC Razor.

No Hard Blades
No Soft Blades
No Temper Streaks

No Returned Blades to the dealer—Will Shave for Years Without Requiring Honing

Retail Price $2.00

BOOKLET COMING—
if you'll ask for a copy with trade discount.

Firm of **A. L. SILBERSTEIN**

Mfrs. of *Griffon* Cutlery

453-461 Broadway, New York City.

"C.R.Co." Star

RED RUBBER PACKING

FOR HIGH-GRADE WORK

Good Packing **Good Price**
Good Profits **Good Advertising Matter**

Send for samples, prices and advertising matter.

The Canadian Rubber Co.

MONTREAL TORONTO WINNIPEG

Other Tools are very good Tools, but

"YANKEE TOOLS"

ARE BETTER

No. 15. "Yankee" Ratchet Screw Driver, with Finger Turn on Blade.

No. 30. "Yankee" Spiral-Ratchet Screw Driver, Right and Left Hand.

No. 41. "Yankee" Automatic Drill, Eight Drill Points in Handle.

No. 50. "Yankee" Reciprocating Drill for Iron, Steel, Brass, Wood, etc.

No. 60. Pocket Magazine Screw Driver.

Our "YANKEE" Tool Book tells all about them. Mailed free on application. . . . . .

Manufacturers also of

LIGHTNING, GEM and BLIZZARD Ice Cream Freezers.

Toy Freezers, Ice Shaves and Ice Chippers.

Fluting Machines, Hand Fluters.

Sold by Leading Jobbers in Canada.

NORTH BROS. MFG. CO.,

Philadelphia, Pa., U.S.A.

NEW GEM SAFETY RAZORS

There's a difference in Safety Razors—a difference that denotes the higher perfection of the "New Gem." The following are extensively advertised retail prices:

New Gem Safety Razor, in tin box, complete, $2 00
Razor with two blades, in leather case, - 3.50
Automatic Stropping Machine and Strop, - 2.00

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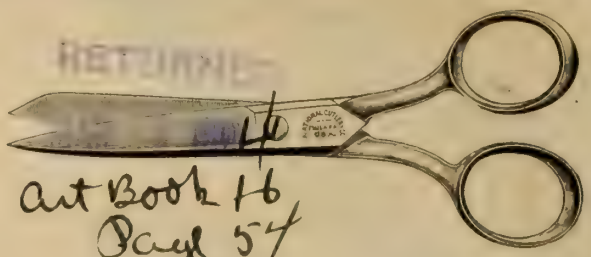

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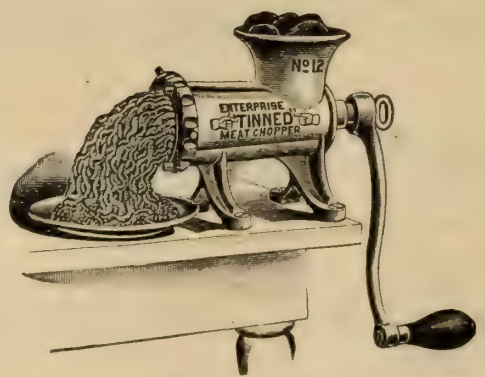

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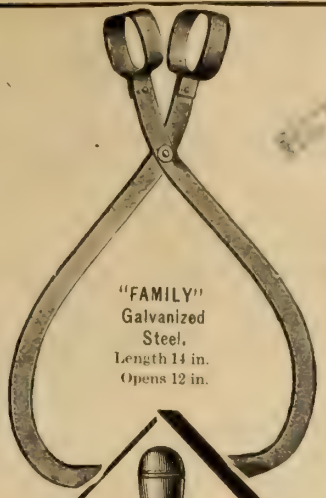

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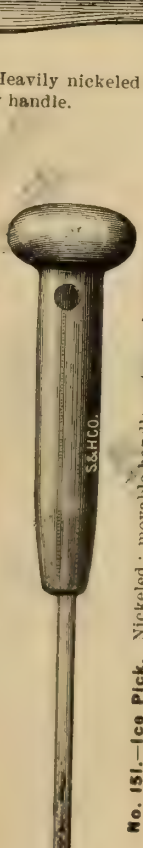

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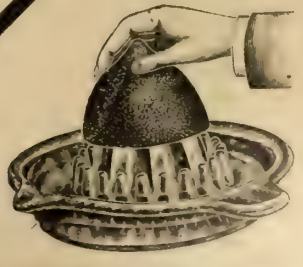

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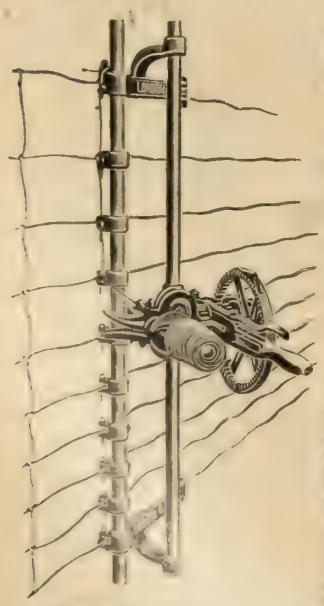

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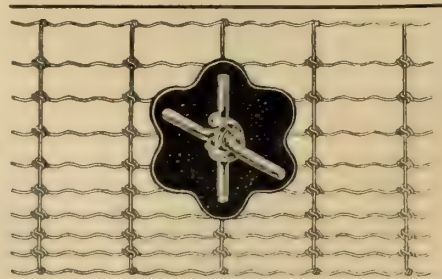

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A COMPARISON

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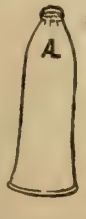
Cheap chemical.

This is caused by the cheap chemicals which the manufacturer used.

QUALITY A good mantle, which cannot shrink, made of the purest chemicals, is the only kind we put our trade mark A on. It guarantees you the best that is made and will satisfy your customers.



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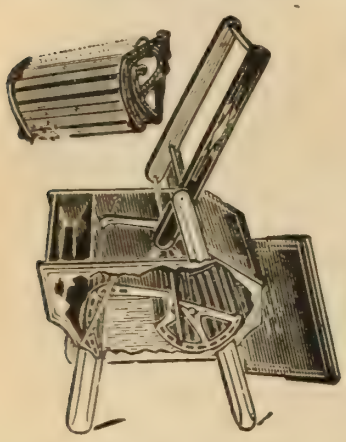

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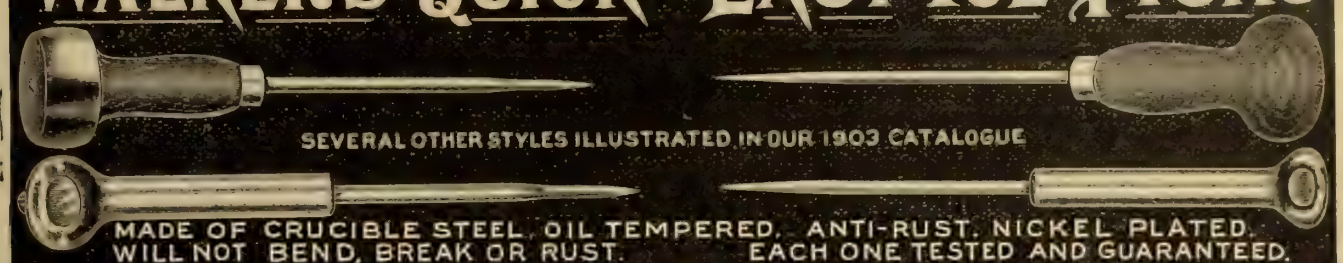

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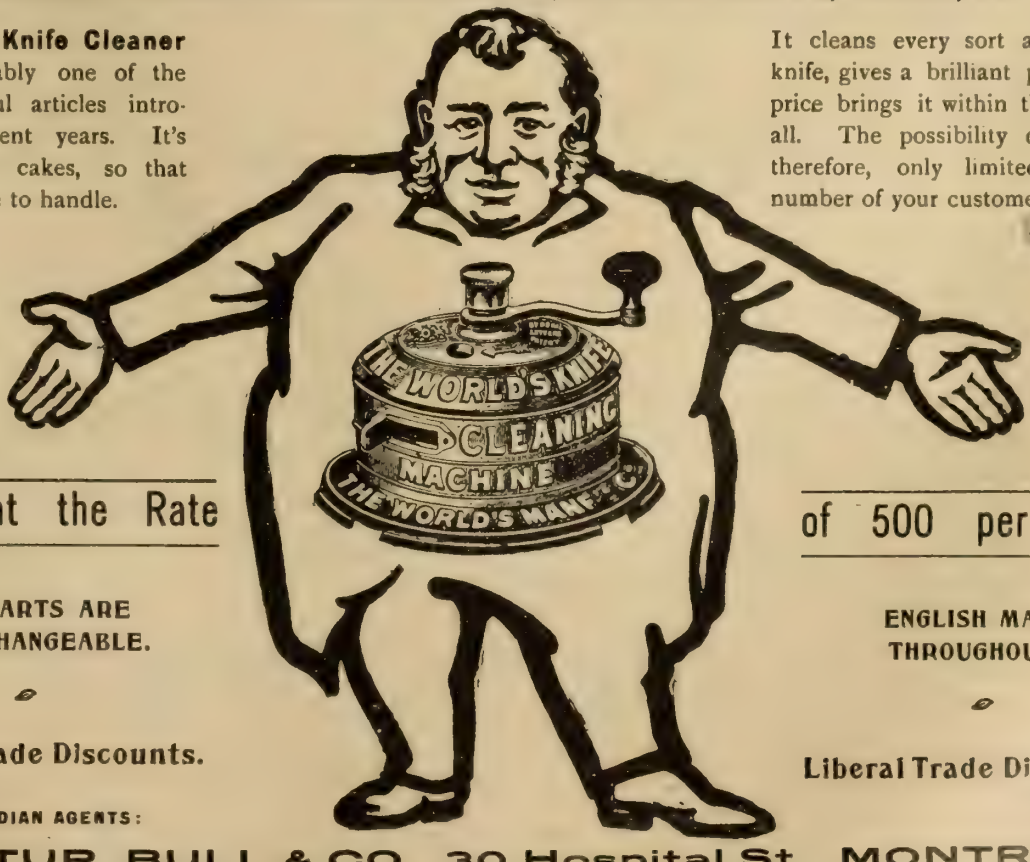

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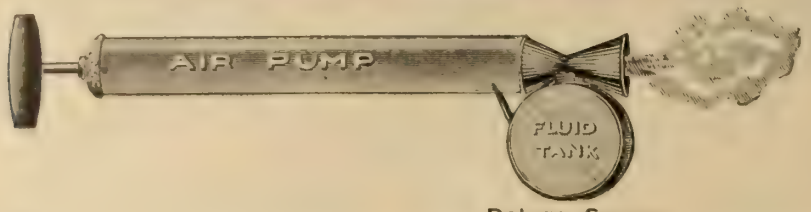

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TWO WAYS.

HARDWARE AND METAL

VOL. XV. MONTREAL AND TORONTO, MAY 9, 1903. NO. 19.

THE TELEPHONE QUESTION BEFORE PARLIAMENT

BY ZED.

House of Commons,
Ottawa, May 2, 1903.

WHILE the budget still holds the stage on the floor of the House, it by no means follows that everything else in the way of parliamentary activity is meantime suspended, nor is such the case. Much excellent work is being done in the various standing and sub-committees, where, after all, the chief part of the really effectual labor is put in, the House being reserved, to a large extent, for spectacular displays, for announcements of policy on the one side or the other, and for the discussion of the financial items when the House resolves itself into Committee of the Whole.

* * *

By far the most interesting matter to all those engaged in business is the proposed legislation with regard to telephones, as embodied in Bills Nos. 2 and 5, both standing in the name of W. F. Maclean, M.P. The latter is a one clause Act, in amendment to the Railway Act, which proposes to enact that "Every company which grants any facilities to any incorporated telephone company or person shall grant equal facilities on equal terms and conditions to any incorporated telephone company or person which demands such facilities."

As already fully explained in the columns of the daily press this is an attempt to avoid the monopoly created by the agreement made by The Bell Telephone Company with the C.P.R. and other roads by which no telephones but those of the Bell Company will be admitted to the places of business of the railway company. At first sight this would appear to be a very simple matter, but like all such legislation there are many points which certainly give food for thought.

* * *

The Bill, with Bill No. 2, has been referred by the Railway Committee to a special sub-committee, which held its first meeting on April 28, and at the sitting many arguments were introduced which are worth consideration. For instance, suppose this Bill became law, and that a dozen independent companies installed 'phones in a railway station of moderate size, slimly manned, who, ask the opponents of the Bill, will look after all these various instruments? "You can drive a horse to the water, but you can't make him drink," and while Parliament can enact the proposed measure, it most certainly would be powerless to enforce prompt, or for that matter any, attendance on the 'phones of those companies not acceptable to the railways.

Again, even if the railways had no wish whatever to discriminate against any company, it is claimed that it would seriously interfere with the management of an office, if a large number of instruments were installed. At present the agent has a 'phone on his desk, to which he can attend with little or no inconvenience, but he could not very well have half a dozen there, and if they had to be placed in other parts of the office, he would continually be forced to jump up and leave his work. Railwaying is already sufficiently demanding on its servants, and to still further increase the duties, might quite conceivably increase the number of accidents which overwork and distraction already cause in too great number. It may be said, let the railway employ more hands—but who would pay for them? Not the railway, surely, deriving no benefit whatever from the new arrangement, and if not the railway, then, once more—who?

So much for the argument advanced by the opponents of the Bill. In answer to this it is urged that the present creates a monopoly so great as to be almost complete. What business man would be willing to contract for his telephone service with a company which is shut out of all communication with the railways? And as no man would willingly deal with two companies, that means he would be forced to deal with the favored company, or, in other words, extinction for the new comer, and a continuance of the monopoly to the old line. The fact is that this whole thing comes to the point not so much of municipal ownership, as to State ownership, with the organization and economy which that means.

Whether Canada is at present ready to add this service, now a great commercial necessity, to the Post Office service, is a point which we shall not attempt to argue now, but we feel sure that a very large majority would, for the time at least, reply in the negative.

* * *

Coming now to the much more lengthy and elaborate Bill, we will consider its various more important clauses with some detail, nor do we apologize for dwelling thus at length on this telephone legislation, knowing that a telephone is no longer a luxury, but a necessity, to almost every business man in Canada, a statement sustained by the fact that The Bell Company alone claims to have between 50,000 and 60,000 subscribers.

We may state generally, that the main objects sought by the promoters of the Bill are: (1) To secure to the various municipalities complete control of their streets; (2) To regulate and control the rates, preventing not only excessive charges, but discrimination; (3) To force the traffic of one company over the lines of another as a forwarder on terms

as to division of receipts to be agreed upon; (4) To provide for temporary or [illegible] appropriation of telephone lines by the Government, and (5) To force companies to supply service to those demanding instruments, under certain conditions as to distance of applicant from existing lines.

* * *

So far as the municipalities are concerned, while they seem to agree pretty generally with the terms of the Bill, their most earnest fight is being put up to regain their lost control of the highways within their limits. The counsel for the companies argue that the municipalities are creations of the Provincial Government (undoubtedly true), and that, therefore, the promoters of the Bill are before the wrong tribunal. They say, further, so far, at least, as The Bell Telephone Company is concerned, that though incorporated under a Dominion Act, they have taken the precaution to get the right from the Ontario House to use the various streets they require, and that in this way they are within their rights, where the Dominion Parliament would be powerless to interfere. Be this as it may, and possibly at some future date the Privy Council will have to settle the question, the fact remains that the telephone companies have, to a large extent, been themselves to blame for the present agitation by the high-handed way in which they have set up their poles in the various towns and cities throughout Canada. The placing of an unsightly pole in front of either residence or place of business in which the occupant has taken a pride is in itself an unpleasant necessity, but when this is done, as it frequently is, with complete disregard to the surrounding appearance, where it might, in other words, have been equally well placed in a less conspicuous spot, public indignation is aroused, and sooner or later public indignation must be settled with. The vexatious cutting of the branches of beautiful shade trees is a yet more annoying feature of telephone operation in many places, and for all these indiscretions and petty tyrannies of their minor servants, the telephone companies are now paying the penalty in the hard fight which is upon them.

Clause 5 of the Act, which provides that no company shall have the right to run wires through a municipality without its consent, would seem in any case (we mean leaving out of the point of law as to the right of the Dominion Government to legislate as to the use of streets in municipalities) to require modification.

What, if some petty municipality refused without rhyme or reason to allow a telephone long distance line to be run through its boundaries? Would the public at large have to be deprived of this great utility because of such action? Even if the municipalities are to be given back their ancient rights, it must be with conditions attached as to the rights of the general public which will render impossible such a disaster as that just supposed.

* * *

With the second object as above given there will, we believe, be general sympathy. The Bill proposes to allow companies to fix their own tolls, but the tariff is not to go into force until approved by the Governor-in-Council, and absolutely no discrimination in favor of any person is to be permitted. We know how hard and long a fight our American cousins had to abolish that discrimination in railway rates given by roads to certain favored individuals and localities, discriminations which meant ruin to those against whom they were framed. While the present case is not so great in magnitude, it is on all-fours in point of reasoning, and the Bill does well to provide against the possibility of such a wrong. The argument of the companies on this point that the clause is unfair, because an unwarrantable interference with trade, because in dealing with large users special contracts should be permitted on the "wholesale" principle, and last (Oh heart-wounded philanthropists), because it takes away the right of giving free 'phones to charitable institutions, strikes one as lamentably, almost laughably, weak. No one asks that special rates shall not be allowed to large users, at least no reasonable person would, but let all users of the same amount of service, so to speak, pay exactly the same amount. Let the firm requiring 12 'phones pay for them exactly what another firm requiring a dozen pays, and so on, class by class. As for an unwarrantable interference with trade, what is an unwarrantable interference? Is it an unwarrantable interference with the tobacco trade for the Government to prohibit the sale of cigarettes, as it is going to do? To impose a license for the privilege of selling whiskey? To lay an import duty or an excise duty on this, that, or the other? The rights and convenience of the public must be the touchstone, and the greatest good of the greatest number the rule, by which to determine this rather mixed question. As for the right to give service free to charities, we believe the promoters of the Bill might be induced, if sufficiently pressed, to amend the section in this respect, and leave this great boon to the otherwise sorrowing corporations.

* * *

The third object in view, compulsory traffic of one line over another, is much better met by the companies. They point out their obligations to their particular customers, liable to interference by the cutting in of the customers of other companies, that their lines are already, in many cases, fully loaded, and so unable to bear the extra traffic extra trade would entail, a trade insufficient to make the necessary increased outlay for more accommodation profitable, that their plant and property would be at the mercy of employes of other companies over which they would have no control or discipline, that the satisfactory transmission of a message requires perfect instruments at both ends, and perfect connections and wires between, for part of which only could one company make assurance through its own work and management.

Suppose, say they, that a small rural telephone company, ten miles long, badly equipped and badly managed, makes compulsory connection with one of the old and perfectly managed concerns for the transmission of a long-distance message to Toronto, 90 miles further on. The message turns out to be a failure, the man in Toronto unable to hear sufficiently well owing to the defective instrument of the smaller company—result, no pay collected, loss of time and revenue, 90 per cent. of which would fall on the large company through whose fault no trouble whatever had occurred.

Truly, regulation of rates seems feasible, but compulsory connection is by no means a clear case. The arguments of the company advanced the other day may, it is true, be met at a later sitting, but meantime the majority of the members of the committee seem to have serious doubts as to the workability of this part of the Act.

* * *

As for the expropriation clauses, that would be fair if the Government took over the whole line of any given company, paying its market value as a going concern. But while the Bill itself is silent at present on this point, there are many from the municipalities who are pressing for an amendment giving to each of them the right of expropriating that part of the line of any company operated within their jurisdiction. This would, in many cases, be taking from the companies the meat and leaving them the bone, and would be pretty sure, moreover,

WIRE NAILS
TACKS
WIRE

Prompt Shipment

The ONTARIO TACK CO.
Limited
HAMILTON, ONT.

to lead in the end to the direst of confusion. Let the Government expropriate when the proper time comes, but give to the municipalities sparingly, not only in the interests of the general public, but in their own.

The city of Glasgow is ever in the mouths of these enthusiastic gentlemen who advocate so strenuously a system of municipal management, but they say nothing of the hundreds of failures which heavily weigh down the other beam of the scale. Private management, properly controlled and supervised by the Government, will "hold the fort" until we are a good deal nearer the millennium than at present.

And, lastly, a very few words as to the clause which, if enacted, will force companies to supply service to those seeking it, where the distance from a line already part of the general service of the village or town is limited to a certain number of feet (the Bill is left blank as to the number, for the consideration of the committee). To this the companies put some pertinent inquiries. What is a company to do if it has no capital with which to make the necessary extension? What, if the line is already fully loaded? What, if rates have been fixed which would mean that the new service would be an actual loss? But these arguments are more apparent than real. Companies are not, as a usual thing, either so short of power or money as to be in the positions suggested by interrogatories one and two, and the rate question could be fixed by some clause in the tariff providing for just such cases as these, leaving the amount, in case of difference, to be fixed by arbitration, or, even, say, by the county judge.

Not to have some such clause as this leaves a man going into business for the first time, or even one in an established business, who has not hitherto had a telephone, liable to discrimination far more disastrous than merely a slightly larger toll than some business rival is paying—for it leaves him actually deprived of the very service itself.

From all this one may say, in conclusion, that there seems to be a good deal still to do before the Bill will be ready to report to the General Committee on Railways, Canals and Telegraph Lines whose offspring the sub-committee is.

OPENING OF VOOGT BROS'. STORE.

VOOGT BROS. held the opening ceremonies of their large departmental store in Sydney, N.S., on April 22, 23 and 24. The Sydney Post says that it has very few superiors in Canada. The Post representative describes the building as follows:

"The basement is filled with the finest and largest display of crockery, glass and enamelled ware ever seen in Cape Breton. These goods are all imported from England and France, and nothing superior to them can be found anywhere. Here also is the engine room, containing two huge engines and the condensing tank for the hydraulic machine.

The first floor is divided into five departments, shipping room, groceries, gents' furnishings, ladies' department and boots and shoes department. The ladies' department is a fairyland of beautiful creations in silks, millinery, etc., while the other departments, each under the management of a competent person, are filled with everything that one could desire.

The second floor is devoted to gents' ready-to-wear, hats, caps, carpets, rugs, ladies' ready-made and ladies' millinery show-rooms. Here also is the refreshment room, which, particularly during show days, commands a large share of patronage.

On the third floor everything in the line of house furniture and furnishings are displayed. This department is a huge furniture store in itself, and is filled with a well selected stock of house furniture, rugs, wall paper, etc.

The fourth floor is used as a store-room for surplus stock, which is conveyed there by a huge freight elevator, to which communication can be had only from the rear of the store.

All the floors are connected by telephone, rendering communication from any part of the huge store to another a matter of no difficulty whatever; while the passenger elevator, which is running constantly, makes it not only easy but pleasant to go from one floor to another.

MONEY-MAKING PAINT

There's no use in handling paint unless you can make money out of it—unless it's the kind that can build up a wide, substantial business—unless it's backed by the right sort of selling organization.

Any merchant anywhere can make money out of the paint business with ***The Sherwin-Williams Paint*** backed by ***The Sherwin-Williams Methods.***

Because **S W P.** quality brings business and holds it.

Because ***The Sherwin-Williams Methods*** are more progressive, more systematic, better order-getting than others.

Because the paint and the methods are backed by the largest selling organization in the world—an organization that makes it possible for us to help our dealers go after each individual order—no matter how large or how small.

If you want to handle the best paint made and do more and better paint advertising than any of your competitors, if you want to make money out of paint, write to-day for the B-13 booklet—it gives in detail our proposition.

THE SHERWIN-WILLIAMS CO.
PAINT AND VARNISH MAKERS.

CLEVELAND, CHICAGO, NEW YORK, NEWARK, BOSTON, KANSAS CITY, SAN FRANCISCO, LOS ANGELES, MINNEAPOLIS, MONTREAL, TORONTO, WINNIPEG.

CANADIAN DIVISION

HEADQUARTERS & PAINT FACTORY
21 St. Antoine Street, Montreal.
VARNISH FACTORY.
St. Patrick Street, Montreal.
TORONTO DEPOT
86 York Street.
WINNIPEG DEPOT
147 Banatyne St., East.

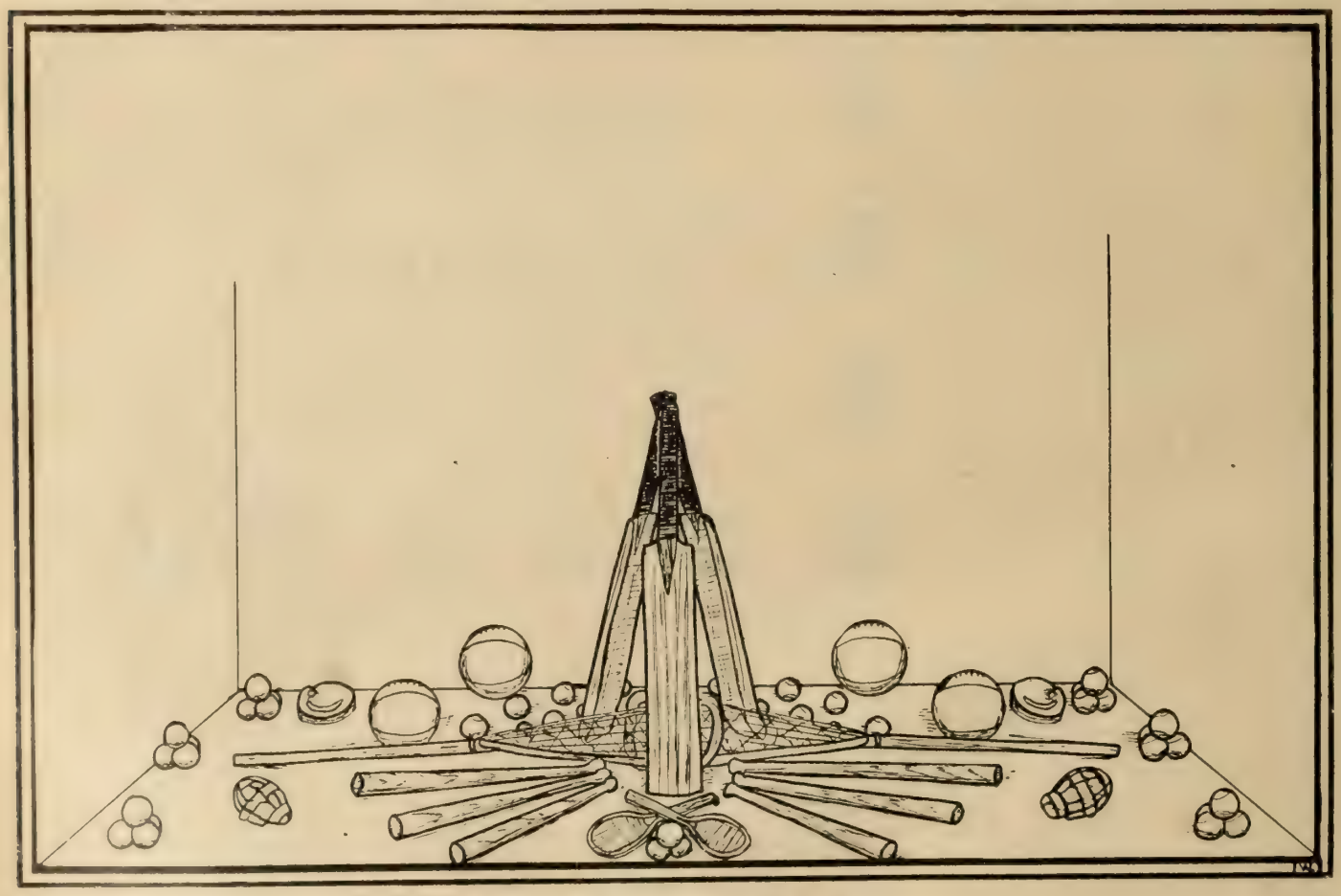
A Sporting Goods Window

THE majority of hardware stores now carry a line of sporting goods, but very seldom is a whole window devoted to their display. Usually, goods of this class are simply crowded in with some shelf hardware, which assists in the sale of neither to any appreciable extent. However, a whole window can be arranged with nothing but the needs of the athlete or sport, and a very neat display results.

It is not necessary at this time to impress a merchant with the fact that a window, to be a good salesman, must be as far as possible a unit, as it were; that is, the articles used in the display should be along one line, so that a confusion of ideas will not spring up in the observer's mind. Now that the sporting season is with us in full blast, no better timed window can be shown than the one containing the goods necessary for that season, and so seasonable is such a display, that a whole window is none too much (nor even two windows) to be devoted exclusively to that line. Such a display is not difficult if the proprietor or a clerk will devote a little time to thinking out a scheme, and various designs are serviceable.

The one in the illustration is full of ideas, which can be pressed into service in any plan, or, indeed, the entire window, is effective. The floor and back of the window are covered with some cheap colored material, stretched tight. Dark red is the best color, and no folds or draping should be allowed, as such accessories, although suitable for a dry goods exhibit, are very much out of place for sporting goods, and, indeed, are of very little use in any display of articles so utilitarian as hardware. Two lacrosse sticks are first placed in position as for the draw in a game. Over these three cricket bats are fastened together at the top. Baseball bats are then arranged in the front, with two crossed tennis rackets in the middle, and a pyramid of tennis balls. At the back, around the ends of the cricket bats, half circles of different kinds of balls are arranged, increasing in size, from the smallest to footballs. Along the sides, pyramids of baseballs and lacrosse balls are set symmetrically, and the display is completed by placing at intervals baseball masks and gloves.

The variations possible using this groundwork are only determined by the size of the window. The pyramids and the rows of balls at the back can be increased in number, as also can the mitts and other paraphernalia of the baseball player. Croquet mallets can be arranged in the same manner as the cricket bats, and many other articles worked in. In fact, a very good window is one of baseball necessaries alone. The bats can be stacked or arranged in symmetrical figures with judicious arrangement of gloves, mitts, balls, chest protectors, masks, shoes, umpire indicators, etc. In all these displays great care should be observed that the articles are not crowded. Much clear space serves to bring each article into prominence, and the general good effect is greatly enhanced. Another window can be devoted solely to tennis requisites—rackets, balls, nets, racket cases and presses, markers, etc.; and still another to cricket goods—bats, wickets, bat bags, nets, balls, leg guards, guantlets, batting gloves, etc. The same plan can be adopted in football and lacrosse, and even croquet, with mixtures of the various lines, according to the season. Such displays can be continued at intervals all summer and fall in at least one window, and the merchant will be well repaid for the little trouble incurred.



A Simple and Neat Sporting Goods Display.

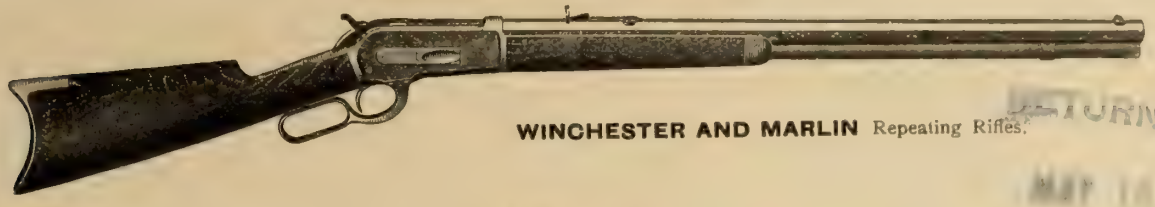
H. S. HOWLAND, SONS & CO.,

WHOLESALE ONLY

37-39 West Front Street, **Toronto.**

LIMITED ONLY WHOLESALE

Guns and Rifles.



WINCHESTER AND MARLIN Repeating Rifles.

STEVENS' Single-Barrel Shot Guns.

IVER-JOHNSON'S Single-Barrel Shot Guns.

PIEPER'S Double-Barrel Breech-Loading Guns.

FOR OTHER LINES, AND AMMUNITION, SEE OUR HARDWARE CATALOGUE.

H. S. HOWLAND, SONS & CO. LIMITED, **Toronto.**

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has been adopted by some of the most influential Baseball Leagues in Canada for 1903. So constructed as to hold its shape. Official weight and measurement. Fully guaranteed.

Baseball
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MOST SATISFACTORY TO PLAYERS.

MOST PROFITABLE TO DEALERS.

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Every piece with the well-known trade mark

TRADE MARK VICTOR REGISTERED

A guarantee of excellence and of value.

FOR 24th MAY

You should be fully equipped to meet the requirements of the trade with

VICTOR SPORTING GOODS.

The Fancy Goods Company of Canada, Limited

50 Yonge St., and 6 Wellington St. West, TORONTO.

SPORTING GOODS

A Seasonable Line for Hardware Merchants

THE RETAILER AND THE MAIL ORDER HOUSE

DURING the past few years the demand for sporting goods has grown so materially throughout the country that hardwaremen have recognized it as a line worthy of particular attention. It must be admitted that this line was sadly neglected by the trade, with the inevitable result that buyers turned to other quarters for their supplies.

A feature of the present situation—the business done by catalogue or mail order houses—is the result of this indifference in the past. Mail order houses have grown to considerable proportions and have built up a connection with clubs in all sections of the country. Catalogues are sent out every season to these clubs, giving stock quotations and offering a discount to clubs. Their advertising is directed to reach the consumers, but they express themselves as ready to supply "the trade," which term seems to include any person who conducts a retail business. While ready to supply the retailer, they offer no particular inducements, but are, in fact, desirous of selling to clubs direct, as much as possible, thus admitting that they are really keen competitors of the local retailers. Now, the question arises, how is this competition to be most successfully met?

A few weeks ago the secretary of a club in Eastern Ontario went to a retailer in his town, asking the latter to secure a cricket bat for him. This was done; the retailer getting the bat from a mail-order house. The retailer was given 10 per cent. rebate from stock prices. A few days later the secretary received a catalogue from the mail-order house, which included a cut of the bat he had bought, also stock prices, and the information that a "discount of 10 per cent." was offered to clubs. Naturally, the secretary asked the retailer for the discount. How his name was secured by the mail order house was a mystery to the retailer, but the incident was sufficient to teach the latter that he should have other sources of supply in order to compete with the mail-order firm. The cricket club secretary maintains that in future he will buy direct from the catalogue house, unless the local dealer can meet the prices quoted.

What remedy is open to the retailer? Simply to study the sources of supply and to get his stock from the legitimate wholesale house, from whom he can, in fact, buy almost as cheaply as does the mail order house. So, as the latter gets a big margin of profit on many lines, there is no reason whatever for retailers, who have studied the matter, to allow an order to get from their town to the city catalogue or mail-order houses.

The sporting goods wholesale houses, who sell to the catalogue firms as well as to the local retailers, are progressive and up to date, and will be able to supply any line which the retailer may ask, and will be able to quote prices considerably lower than those sent out by the catalogue houses.

Hardwaremen who handle sporting goods should, if they do not deem it wise to carry a full stock of various lines, get catalogues from all the wholesale houses; should study them, so as to be ready to refer to them in case of inquiry, and should advertise the line once in a while, expressing a readiness to get any article in the line at shortest notice. There may be weeks, or even months, when some goods are never asked for, but, if one knows where to get anything asked for, it should not be a difficult matter to persuade a local customer to wait until they are secured. Hardwaremen who do not sell sporting goods, would do well to consider the matter, remembering that there is a particularly good margin on them; that the line responds well to good display, and that the amount of business done in it during a season is large enough to make it worthy of much attention.

If hardware retailers would give the same attention; devote the same powers of shrewd calculation, and the same energy and enterprise to sporting goods that they now give to other lines, they would have little reason to fear the encroachments of the catalogue or mail order houses, and they could depend on building up a trade that in the years to come will steadily grow in value and magnitude.

On the other hand, if hardwaremen do not give due attention to this line, it is inevitable that the local clubs will sooner or later get their supplies from the mail

MAC.

READY FOR VICTORIA DAY.

Throughout Canada May 24th has so long been recognized as the first public holiday of the summer time, that it was almost unnecessary for the Dominion Government to pass an Act, making it a legal holiday, to be known as Victoria Day, in honor of Queen Victoria. But the Act was passed, and so there is every reason to expect that the day will be remembered in the same loyal manner of former years. The enthusiasm will not probably manifest itself till the day following the 24th being Sunday when, as can be seen by a study of the papers, clubs all over the country are preparing to have important games on that date. It is probable, too, that there will be a good demand for flags, fireworks, etc., so it is up to the hardwaremen to have a good stock of sporting goods for this trade, and to push them in the usual methods.

OUTFITTING A CAMPING PARTY.

"It's sound doctrine all right to state that it pays to push the sale of sporting goods to clubs," remarked a retailer a few days ago to the writer. "But where I have made most money out of the line has been in getting after the individual buyer.

"For instance, I am now making my plans to get a big slice of the business in fitting out camping parties. You would be astonished at the money our people spend in that way.

"I go on the principle that I should try to sell to every party going camping a tent, a hammock, supplies for boat or canoe, such as paddles, oars or oar locks, etc., a few flags, a supply of fishing tackle and ammunition, a hatchet, some nails and twine, a lantern, a can opener, and a score of small articles. Some campers have these goods, but many buy almost a complete outfit every season.

"The list of goods I have given you doesn't sound very expensive, but when you start out to supply a real fisherman with tackle, you have a customer worth pleasing. It is the same with ammunition. A good sport will burn up a lot of shot and powder in a season, and he generally gets the worth of his money in game or enjoyment. It's just as well to have a few corkscrews in stock, too, I may add.

"If there are women or children in the party, it is worth while trying to push the sale of an oil stove, or even a small portable wood stove. A few cheap balls and bats are generally wanted, too. Altogether, the business makes a profitable line when trade slackens off in the summer months."

SOME OPINIONS OF PRACTICAL MEN.

Is the hardware store the proper place for the sale of sporting goods? "Hardware and Metal" has taken the position that it is, and, during the past few days, its arguments have been strongly endorsed by practical men who have had wide experience in the trade.

It is true, that in some towns the trade is divided between the hardwareman, the bookseller, the dry goods merchant, and even, in some cases, the grocer, but it is clear that the hardwaremen may win the bulk of the business if they get after it in the proper manner.

A few days ago, while the writer was in Perth, Ont., the subject was brought up in conversation with Geo. S. James, of James & Reid, hardware dealers, of that town. This firm have for many years carried sporting goods. "We have found the line a good one in every way," said Mr. James. "We have considered the line as part of our regular stock and have made a point of either having in stock, or being ready to get, anything that was wanted. In fishing tackle we made a particular effort to work up interest in our stock by offering a first-class rod and line to the fisherman who caught the largest bass with tackle bought in our store. In every way we have sought to interest the townspeople in our stock of sporting goods, and have been more than satisfied with the results."

On Wednesday, this week, the matter was suggested to Mr. Westwood, of C. H. Westwood & Co., fishing tackle dealers, Toronto. "As far as fishing tackle is concerned," said he, "I fully believe that the hardwareman has the advantage if he pays proper attention to the business. To-day every class of merchant sells tackle, but the bulk of it is sold by hardwaremen. It largely depends on whether the retailer has ever become sufficiently interested in fishing to know how to appreciate good tackle. The merchant who carries a good assortment, not too large, but well assorted, so that a fisherman can get exactly what he wants, is the dealer who is going to get the business, no matter who has handled the line in his town in the past."

T. A. Russill, of the Russill Hardware Co., Toronto, in talking over the matter with a representative of "Hardware and Metal" last week also took a decided stand. "In handling sporting goods," said he, "the hardwareman is not going out of his sphere. In the towns and smaller cities every hardwareman should pay considerable attention to this line of goods. We find it pays very well. In the sporting seasons we push the line in our advertising, in window display, and also, by arrangement in the store, and we find we have good returns.

"We pay special attention to guns and rifles, keeping a clerk whose particular duty is to look after that department. Angling goods are also a specialty.

"I have read the articles on this subject in 'Hardware and Metal,'" concluded Mr. Russill, "and there is no doubt that hardwaremen are the proper dealers to handle sporting goods."

The hardwareman who does not handle sporting goods should consider these opinions—the verdict of three men who have made a success of their business.

NEW ACTION FOR "IDEAL" RIFLES.

The J. Stevens Arms & Tool Co., Chicopee Falls, Mass., have for two years been working on a new drop-forged, sliding breech-block action to supplant the old-style action that has been used on their "Ideal" rifles for many years, and have perfected what they believe to be the best, simplest, and most durable action yet brought out by them. It has been passed on by their rifle expert, H. M. Pope. Its strength permits using the modern heavy charges, and its ease of manipulation is a conspicuous feature.

The popular lever action is retained, but greatly improved, with sliding breech-block. The dropping of the lever leaves a free inspection of the barrel from the breech, permitting loading quickly. Bringing back the lever raises and carries forward the strong breech-block with a rocking motion, which prevents any possibility of buckling the shell, thus properly seating the cartridge in the chamber and finally securely locking the action ready to be discharged.

Standard length of barrel for rim-fire cartridges, 24 in., weight 7 lb.; for centre-fire cartridges, 26 in., weight 7½ lb., and made in all the standard calibres. All "Ideal" rifles, Nos. 44½ to 54, will be fitted with this new style frame and action. They will continue the manufacture of the No. 44's with the old-style action, but in 22, 25 and 32 rim-fire and 25-20 and 32-20 centre-fire calibres only.

REVIVAL OF CROQUET.

Many people think croquet is a modern game, yet, although in some respects it is new, it is little more than an old one revived. It used to be played by the ancient Gauls so universally that the greater portion of the promenades adjoining large towns consisted each of a long alley, the mall the name of the game being "jeu de mail." The later French received it from their ancestors, the Gauls, and it was introduced into England under Charles II. at the time of the restoration, after his sojourn in France. The long avenue in front of Buckingham Palace, called the "Mall," or "Mail," derived its name from this game, which was played there. The residents of Boston a century ago gave the same name to the side avenues of their famous common. Very few of the present residents are aware that Beacon street and Park street malls derive their title from the game of croquet.

One prime feature of croquet is that it is an outdoor sport, in which ladies and gentlemen, boys and girls may alike engage. Hitherto, while men and boys have had their healthful means of recreation in the open air, the women and girls have been restricted to the less exhilarating sports of indoor life; or, if they ventured out, all the participation in the healthful outdoor amusement and exercise they could indulge in was the tame and unsatisfactory position of mere lookers on.

In Canada the revival of croquet has been warmly received by all classes, and offering, as it does, an amusement admirably adapted to Canadian home life and climatic conditions, it will undoubtedly remain as our greatest family pastime in the "outdoor" season.

AUTOMOBILE CLUB ORGANIZED.

The Toronto Automobile Club was organized last week. The objects are to encourage automobiling in Canada, assist the good roads movement, and make regulations against fast driving among the members. The following committee was appointed to draw up by-laws and nominate officers:—Dr. Doolittle, J. C. Eaton, C. Gurney, T. A. Russell, W. A. Kemp, W. F. Turnbull, F. McMahon and W. Hyslop. A resolution was passed, recommending that steps be taken to form a Dominion association with other clubs. Dr. Doolittle presided, and T. A. Russell acted as secretary. Prior to the meeting the members of the new organization had a run around the city. About 25 carriages were out, J. C. Eaton being leader.

TWO GOOD LINES OF POWDER.

H. S. Howland, Sons & Co., Limited, Toronto, are sole agents for Canada of the American "Rifle Cartridge" and "Dead Shot" powders, unsurpassed by any similar grades. This is a remarkably popular brand for general field and trap shooting. "Dead Shot" powder, F.G., F.F.G., and F.F.F.G. is sold in 1-lb. tins and in 25 lb. metal kegs; "Rifle Cartridge" powder, sizes 3 and 4 in 6¼ and 25 lb. kegs.

1863 1903

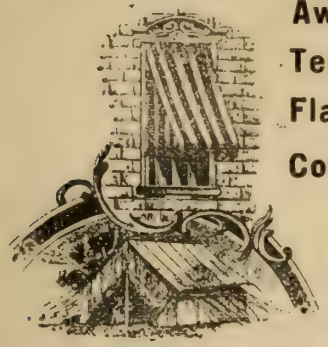
HEADQUARTERS IN CANADA FOR

**TENTS,
SAILS,
FLAGS,
OILED CLOTHING,
SHIP and YACHT HARDWARE.**

SEND FOR OUR CATALOGUE.

JOHN LECKIE, LIMITED, TORONTO.

BUY OF THE MANUFACTURERS . . .



**Awnings
Tents
Flags and
Covers.**

WRITE FOR QUOTATIONS.

RAYMOND BROS., Windsor, Ont.

STENCIL BRANDS

A great many people think that "any old thing will do for a Stencil" but this is a mistake.
When you are in want of stencil brands for barrels, boxes, bags, or addresses, send to us and see the difference.

Hamilton Stamp & Stencil Works, Hamilton, Ont.

TRUCKS

for **Warehouse**
and **Factory.**

Save You Money
Do Men's Work
Draw no Salary.

Our Trucks are guaranteed satisfactory.
Turn in their own length.

MADE IN CANADA.

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Factory, Ontario Street, Temple Building, MONTREAL.

TESTED AND TRUE.

Iver Johnson Revolvers

Gustav Persch, of San Antonio, Texas, says:

"I have tested your revolvers and found them true to the sight and workmanship. I shot at a silver dime at 30 feet and hit it seven out of ten times. Your revolvers stand ahead of other makes every time. I recommend it to all."

Iver Johnson's Arms & Cycle Works,

New York Office: 99 Chambers St. FITCHBURG, MASS.

J. J. TURNER & SONS

Wholesale manufacturers of

Tents, Flags, Awnings, Waterproof Goods, Coal Bags, Feed Bags and Camping Supplies. Dealers in Canoes, Oars, Paddles, Lee Boards and everything in the Camping line.

Cable address: Turners, Peterborough, Canada; Long Distance Telephone Day or Night.
Cor. of George, King and Water Streets, PETERBOROUGH, ONTARIO, CANADA.

H. & R. SINGLE GUN AUTOMATIC AND NON-EJECTING.

12, 16 and 20 Guage.
Steel and Twist Barrels
Superior in Design, Workmanship and Finish, and the most popular Gun on the Market.

Simplest "Take Down" Gun Made

HARRINGTON & RICHARDSON ARMS CO.
Also makers of H. & R. Revolvers.
Catalog on request. Worcester, Mass., U.S.A.

STEVENS

NO RETAILER CAN AFFORD TO BE WITHOUT OUR LINE OF

FIREARMS

Your Jobber Can Supply Our Line — Send for Our Latest Catalogues

J. STEVENS ARMS & TOOL CO., Chicopee Falls, Mass. U.S.A.

CATALOGUES OF SPORTING GOODS HOUSES.

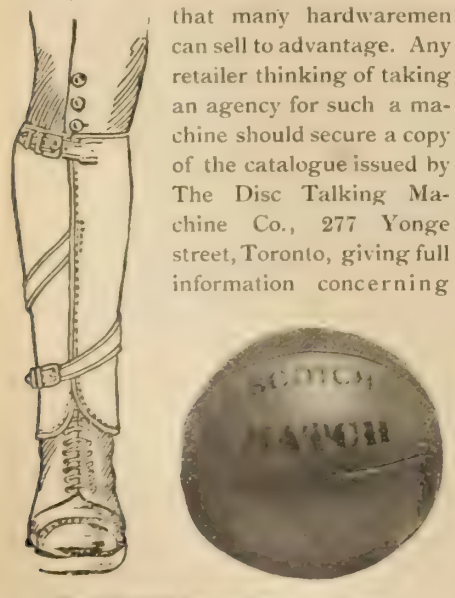
AS suggested in another column, every hardware dealer should make a point of securing the catalogues of the various sporting goods houses, whether they handle the lines referred to or not, for the reason that such goods are frequently asked for and can often be sold from catalogue when a stock is not carried. HARDWARE AND METAL would appreciate the courtesy if retailers in writing for such catalogues would mention this paper.

MARINE HARDWARE.

Hardwaremen everywhere are looking for opportunities to widen the scope of their business. For this reason the catalogue issued by John Leckie, Limited, 76 Wellington street east, Toronto, should be secured and studied by the trade. This firm is recognized as one of the strongest and most reliable houses of its line in Canada. They handle marine hardware of all kinds, oiled clothing, flags, tents, horse and wagon covers, nets, fishermen's supplies, all of which lines could be sold to best advantage by the hardware trade. This firm desire to establish a connection in every town, and would readily send to readers of HARDWARE AND METAL a copy of their catalogue and any information they may desire before taking up these lines more extensively.

THE DISC TALKING MACHINE.

The use of the talking machines is surely, steadily increasing, until to-day it is a line that many hardwaremen can sell to advantage. Any retailer thinking of taking an agency for such a machine should secure a copy of the catalogue issued by The Disc Talking Machine Co., 277 Yonge street, Toronto, giving full information concerning



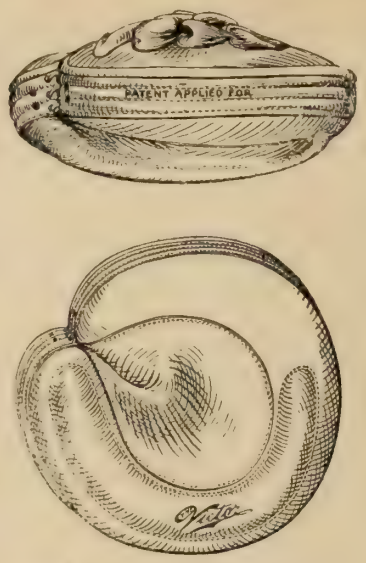
The Julian Sale Leather Goods Co., Limited

the Disc machine and supplies for same.

The Marlin Fire Arms Co., New Haven, Conn., are sending to the trade a folder describing their new grade "B" repeating shot gun which, they state, is made for the man who wants sterling worth without excessive ornamentation or elaboration and the consequent cost. It is not as elaborate in style as the grades "C" and "D," but much nicer in finish than grade "A." Further particulars will be sent upon inquiry.

"VICTOR" SPORTING GOODS.

The Fancy Goods Co. of Canada, Limited, Toronto, have ready for the trade their "Sporting and Athletic Goods Annual," which includes illustrated description of their "Victor" basball, tennis, basket ball, lacrosse, cricket and football supplies, the "Victor" exercises, boxing



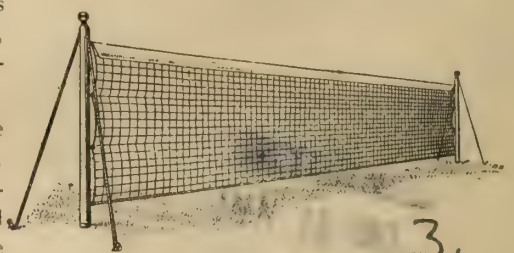
The Fancy Goods Co. of Canada, Limited.

gloves, punching bags, lawn bowls, fencing foils, hammocks, as well as the full line of flags, air guns, tents, celebration goods such as lanterns, horns, candles, etc., croquet sets, garden sets, children's wheeling goods.

This company are making a bid for the trade of the best, the most particular, class of sporting goods buyers. Last season their "Victor" official league ball was used exclusively by several of the Canadian leagues. This season they are making a feature of the "Victor" catching mitts, into which they are introducing a new principle, which is calculated to effect a decided improvement. Instead of reinforcing the top of the mitt by cowhide attached underneath the cover by rivets, which so frequently tear away, rendering the mitt useless, they reinforce the top of the mitt with three strong bands of cane attached to the outside of the mitt. The result is to keep the mitt sound and in proper shape without making it liable to pull apart. The two illustrations given give an excellent idea of the new mitt. As the mitt is padded with the best quality of hair felt, it is guaranteed not to gather up in balls or lumps, exposing the vitals or wrist after a few weeks' usage. It is made throughout of the finest green broncho horsehide, specially selected, specially reinforced palm, double seam, heavy roll heel, and, in every way, made equal to the best gloves on the market. As the "Victor" sporting goods are made in Canada by the best workmen procurable, and from the best material, it is not surprising that they have won popular approval, and as The Fancy Goods Co. of Canada, Limited, do their business entirely through the retailer, this firm have a good argument to present to the trade for support. A copy of their catalogue will be sent on application to any of the trade.

JULIAN SALE'S SPORTING GOODS.

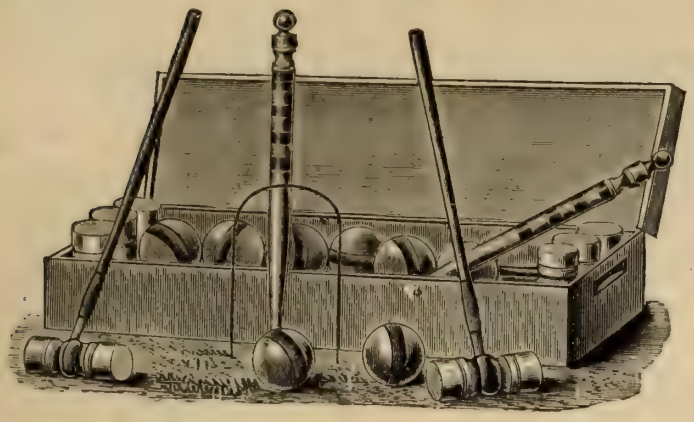
The Julian Sale Leather Goods Co., Limited, Toronto, confine their attention in sporting goods to footballs, boxing gloves, striking bags, riding leggings, basket balls, tennis racket covers, fencing gloves, wrist supporters or bands, shin guards, supports, dog collars, razor sets and strops, leather-covered flasks, drinking cups and glasses. Yet what they do make is manufactured in a thorough manner, the best material and workmanship being put into them. The firm are at the moment paying especial attention to riding leggings and to footballs, which are in particular demand now. Hardwaremen who have not received a copy of the excellently illustrated sporting goods catalogue issued by this firm should get one before the spring football is over, and while the demand for other lines is good.



Nerlich & Co.

Mention was made in these columns a few weeks ago of the fact that Nerlich & Co., Toronto, had issued their spring and summer goods catalogue, including full information regarding their "Crown" sporting goods. If you have not received one of these catalogues write for one.

Croquet



A postcard will bring you our prices on Croquet Sets, Hammocks, Baseball, Tennis Goods, Toy Garden Tools, Paper Lanterns, Flags, etc.

Nerlich & Co.

146-148 FRONT ST. WEST. (Opposite Union Station) Toronto

SAVAGE RIFLES

Are you familiar with the increased line of

Savage Repeating Rifles?

These are manufactured from a 22-calibre to the heavy big game sizes and stand for all that is best in modern fire-arms

Our new Catalogue (No. 16) describes the complete line. Mailed on request.

SAVAGE ARMS CO., Utica, N.Y., U.S.A.

BAKER & HAMILTON, San Francisco and Sacramento, Cal. Pacific Coast Agents.

EVERY HARDWARE MERCHANT

should have a copy of our

Sporting Goods Catalogue

IT ILLUSTRATES AND GIVES OUR PRICES OF THE WELL-KNOWN GOODS WE MAKE. WE ARE THE ONLY MAKERS IN CANADA SELLING SPORTING GOODS DIRECT TO THE RETAIL TRADE.

FOOTBALLS
STRIKING BAGS
WRIST BANDS
SHIN GUARDS
ANKLE SUPPORTS
LEG GUARDS

BOXING GLOVES
BASKET BALLS
TENNIS RACKET COVERS
RIDING LEGGINGS
FENCING GLOVES

The JULIAN SALE LEATHER GOODS CO. Limited

105 King Street West, TORONTO

DUNLOP BRAND

Lawn Hose

Send at once for our price list of Lawn Hose. By watching the small savings you accumulate big profits.

Dunlop Hose sells quickly because everybody knows there is good quality behind the "two hands" trade mark.

Hardware Merchants will find profit in handling our Rubber Matting, Horse Shoe Pads, etc.

THE DUNLOP TIRE CO., Limited,
TORONTO.

MACHINERY

MOTIVE POWER ON THE FARM.

THE farmer who, in these days of labor-saving devices will yet cling to the old methods whereby a live blood has for generations been wrested from the virgin soil; whose attitude towards the modern policy of replacing hand labor by power, is summed up in the ancient couplet,

When Adam delved and Eve span
Who was then the gentleman?

who looks upon the scientific evolution of modern agriculture as the devout sons of Scotia were wont to regard the introduction "o' the unsanctified box o' whustles intil the Kirk:" that man is out of the reckoning, and his pessimistic plaint is of none effect.

Every farmer knows the vital importance of a good and constant water supply, and, perhaps, the easiest line along which the specific education of the provincial agriculturist has proceeded, is that of the mechanical means for securing immunity from drought. This is, undoubtedly, the special sphere of the wind-engines. The ancient Egyptian method of raising water from the Nile by means of the "shadoof"—a balanced pole swinging on a pivot, one end of which carried a bucket that could be dipped into the river and then levered

up and emptied into the irrigating channel, is still followed in eastern countries. Even in France and Belgium, it is no uncommon sight to see the time-honored well surmounted by a counter-balanced swing pole, and, in our own enlightened Dominion, the "old oaken bucket" is not infrequently lowered to the cool depths by a hooked stall, which would be far more useful as a fence rail.

The chain pump generally demands, in dry weather at least, an expenditure of kinetic energy calculated to satisfy the most advanced graduate of a physical culture class, and it is just as easy to walk half a mile for water as to wind it 30 feet on the rungs of a recalcitrant chain ladder.

The best solution of the water supply problem is a wind-engine outfit. Of course, the devotees of "puff-engines" and water wheels will throw scorn at such an assertion, and will hurl their weighty trade arguments at wind-engines in general, just as Don Quixote made good showing in his dramatic thrusts at the vitals of the four-armed monsters, and with a similar result.

Comparisons are odious, and it is not for us to draw parallels between the various adaptations of motive power, but to assist in the assignment of each to its proper place. That is why one is constrained to say, "Let the wind raise the water, if you want to raise the wind."

Coming, then, to the specific features of wind-engines, it is well to look out for those that are least complicated in their construction, easiest to erect, most substantial in material, and of the highest efficiency in power. Cost is a matter which must be relegated to a fifth place, as subordinate to the points named. There are several firms in England, the United States and Canada, who make wind-engines, and good, effective engines, too.

Some makers stop short, however, at the wind-engine itself, while others take care of the making of towers, gears and accessories. Among the latter class should be placed The Ontario Wind Engine and Pump Co., of Toronto, by whom the cuts used to illustrate this article have been supplied. Whilst the greater number of wind engines are used for pumping, the company have been successful in their installations throughout the Dominion, in England, Africa, and Australia, of wind-engines for other purposes.

The chief drawback to the wind-engine is the fact that it needs little attention, for the farmer usually considers that a windmill needing so little care can get along very well with none at all. Hence the squeak which in airmotology is synonymous with "oil up." Wind engines will run for a long time without any attention, but they will run much longer, and work much better if oiled occasionally.

Those who have installed a wind-engine to drive a grinding or chopping plant, or have applied the power of the wind to other farm work, have every reason to be satisfied with the investment.

Certainly the power is intermittent, in some sense, and the periods of its most effective operation are uncertain, thanks to the caprice of the weather clerk. But the wet and stormy weather, when outside farm work is impossible, is generally the opportunity for the wind-engine to work overtime, so that it is really an ill-wind that blows nobody good. No instance has come to our notice of a farmer regretting the installing of an Airmotor, for whatever disadvantages the wind engine has, it is, after all, the only motor that costs nothing after being set up.

An important feature in the Airmotor tower is the simple device for tightening

Method of Tightening Stay-rods.

the stays. This will be readily understood by a glance at the cut herewith.

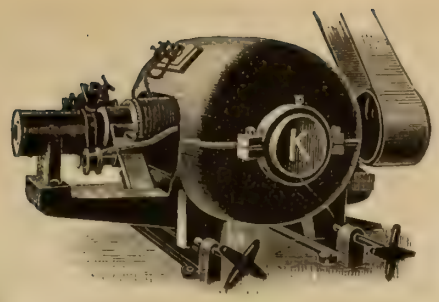
In some parts of the Dominion, particularly Eastern Ontario, the galvanized arms and towers of the Airmotor, crated ready for immediate delivery, form a familiar part of the hardwareman's stock, and wherever the trade has been handled by the local dealer, the results have been satisfactory. Tradesmen are advised to write for fuller details than can be given in this article, to The Ontario Wind-Engine and Pump Co., Toronto. The cuts we reproduce explain themselves, and are taken from the catalogue of the company.

B.

SHERBROOKE MAY LOSE THEM.

The Jenckes Company, Sherbrooke, Que., are seriously considering a change of location, the question having been discussed at a recent meeting of the directors. Major I. Wood and S. W. Jenckes have visited Niagara, Galt, Toronto, and other places with a view to finding the most suitable locality.

They reported at the meeting that great inducements had been held out to them in the places they had visited. The busi-



Kay Electric Dynamo and Motor Co., Limited

Manufacturers of Dynamos and Motors for all purposes, both direct and alternating currents. Special attention given to repairs.

Office and Works, 219-221 Queen St. East, Toronto.
Phone Main 1251. Estimates cheerfully given.

PETRIE'S MACHINERY LIST.

(See Change Next Issue).

MARINE ENGINES.
2¼ x 3 Tandem Compound.
3 and 5½ x 4½ Fore and Aft Compound, new.
4 and 5½ x 4 " " " "
7½ x 14 x 12 Steeple Compound.
4 x 4 Polson Iron Works.
5½ x 5, complete with shaft and wheel.
2½ x 3 Dutton Co., new.
6 x 7½ " "
7½ x 8 " "
3½ to 4½ h.p. Triton Marine Gasoline Engines, new.

HOISTING ENGINES.
6½ x 8 Double Cylinder, Single Drum, new.
8 x 8 " " Double " "

FANS AND BLOWERS.
Nos. 1, 2 and 3 Sturtevant Steel Pressure Blowers, new
Nos. 0, 1 and 2 " Monogram Fans, new
Nos. 2, 7 and 8 Buffalo B. Exhausters, new.
Nos. 1, 3 and 7 " Steel Pressure Blowers, new.
50-in. Double Steel Plate Exhaust Fans.
No. 4 American " " "

STONE CRUSHERS.
No. 4 Sawyer & Massey, Portable.
No. 2 Dodge Crusher.
Rotary Screen for above.

Send for Descriptions, Prices and Catalogues of Mill and Engineers' Supplies.

H. W. PETRIE
131-145 Front St. West, 8-22 Station St., Toronto.

THE ADAMS STOVE PIPE REGISTER.

Design Patented June 29, 1897.

Design Patented August 31, 1897.

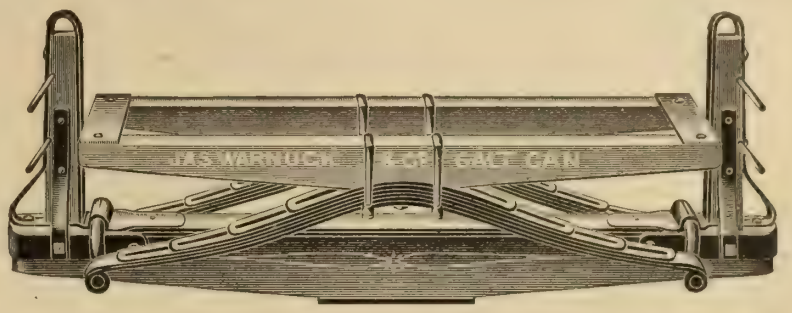
Made by

The Adams Company

Dubuque, Iowa, U.S.A.

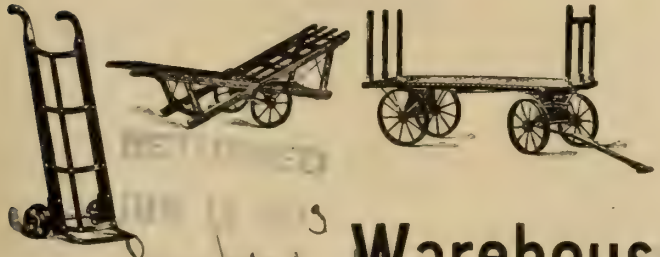
"THE PEERLESS"

is the best Bolster Spring ever produced. A fine line for the hardware trade. **Write Us for Prices**



JAMES WARNOCK & CO., - GALT, ONT.

TRUCKS



THE LARGEST STOCK WE EVER HAD FOR

Warehouse, - Hotel, and Railroad use.

We can furnish any truck with Rubber Wheels if desired.
Send for our New Truck Catalogue.

THE FAIRBANKS COMPANY

MONTREAL WINNIPEG VANCOUVER

of the Lockes Machine Shops has, during the past few years, increased to such an extent as to render immediate expansion an absolute necessity.

The company now employ 150 men, and the pay roll will be increased by 150 or more when the business has been enlarged.

It was decided at the meeting to apply to Parliament for power to increase their capital to $1,000,000.

A WELL-EQUIPPED BICYCLE PLANT

THERE may still be found in splendid isolation a few of those morbid misanthropes who believe not in the advancement of Canada, but they belong to that school of philosophy whose graduates are never happy unless they are miserable, and to whose way of thinking the universe itself is all wrong. Practical object lessons are reducing the number of these commercial parasites, however, and no better or more effective afternoon's education could be prescribed for such as are still in the darkness of ignorance than a run through the shops of The Canada Cycle and Motor Co. at Toronto Junction. A visit to these splendidly-equipped works is responsible for many musings. It gets one thinking, and convinces one beyond doubt that some folks, at least, believe in bicycles. The shops are not a heterogeneous collection of mysterious machinery, but are arranged in so methodical a manner that not only can the casual observer trace the gradual construction of a machine from the metal bars and tubes to the finished article, but he needs but a word or two of explanation to enable him to understand everything he sees.

The automatic machinery is particularly interesting. Here one finds the capacious maw of an insatiable steel-eater swallowing, inch by inch, a thick bar of steel, and turning out finished hubs at the rate of about one per minute. The hub is first trimmed on the end, then the machine makes a turn, a new tool is brought into line, and another shaving is taken off, and so on, until the last motion cuts off the finished hub and commences the operation on another.

It would be impossible to describe in detail the several machines, including everything known to the cycle-builder's art. Cones, spokes, heads, ferrules, all are made by machinery which, if not absolutely automatic, is sufficiently so to reduce the labor of the attendant to a minimum.

The factory has the most up-to-date cycle-building plant in the Dominion, and yet it takes The Canada Cycle and Motor Co. all their time to fill the orders received daily. Straws show the way the wind blows, and so do smokestacks, for a terrific gust dismantled the company's chimney the other day. They didn't seem to mind this however, for work was not suspended, but an allowance of sundry emphatic remarks was granted to the engineer whose boiler fire draught had so unceremoniously struck not for higher wages, but higher exit.

THE TRAIL SMELTER.

The miners of Slocan will no longer be dependent entirely upon the United States as a market for their ore. The foundations for the construction of a slime treatment plant at the Trail, B.C. smelter were laid a few days ago, and the work of installing the plant will be pushed forward as speedily as possible. The silver slimes resulting from the electrolytic treatment of lead, formerly shipped to the United States, will be treated at Trail for the extraction of gold, silver, arsenic, antimony and other "impurities." The pure silver thus recovered will be sent to China and Japan, the gold will go to Seattle and San Francisco, copper sulphate will find a ready sale in the Territories for washing seeds, and antimonial salts will be shipped east for use in the manufacture of babbit and other alloys. The value of the material that will eventually be handled by the Trail smelters is estimated at about $12,000 per day.

A COMPARISON.

The census preliminary report of street railways within the United States, for the year ended June 30, 1902, contains some significant figures. The growth of the trolley system has been phenomenal, and the length of line operated up to the date named was 22,589 miles.

The most noticeable feature of the report, however, is not inspiring; the number of persons killed was 1,216, and the list of injured reached the enormous total of 47,128. One cannot but revert to the report recently published of steam railroads in Great Britain, where, notwithstanding the higher rate of speed, the greater congestion of traffic, and the lack of American trusts and other much vaunted luxuries of the New World, affairs were so well blundered through as to show a clean fatality sheet. Not a single fatal accident occurred in England during the period mentioned.

MACHINERY NOTES.

The Stevenson Boiler Works, Petrolea, Ont., are quite busy at present.

It is reported that a malleable iron workshop will be started in Tavistock, Ont.

The Canadian General Electric Co. are supplying a 10 H. P. motor to The Fader Screwless Knob Co., of Orillia, Ont.

The Ontario Wind Engine and Pump Co. are building a complete 30-ft. engine, tower and pump for a South-African customer.

The Deering Division of The International Harvester Co. have supplied 14 carloads of implements to Wm. Grant & Co., Charlestown.

Machinery for the oil well in Formosa, Ont., has arrived at Mildmay depot, and it is expected that oil will be reached in about three weeks.

The demands of the iron moulders employed by H. & R. Ives, Montreal, for an increase to $2.75 and recognition of their union have been granted by the firm.

An artesian well is being sunk at Listowel, Ont., large enough to admit an 8 in. casing. The engineer in charge of the work is W. G. Paton, of Wingham.

The Sydney, N.S., mines of The Nova Scotia Steel Co. are to be lighted by electricity, the power being derived from two vertical engines of 600 H.P. supplied by The Robb Engineering Co., of Amherst.

The Reddick Sash, Door and Blind Factory, Trenton, Ont., was burned on May 5. The building and machinery were a total loss. The loss amounts to about $4,000, and the insurance is small.

The Anchor Wire Fence Co., Moncton, N.B., have moved their quarters to the foot of King street, and they are also making a number of improvements in the way of putting in new machinery.

The Canadian Locomotive Works, Kingston, Ont., employ 500 men, and they have in hand contracts to keep them busy until January, 1905. Five hundred more men are to be engaged as soon as possible, so that five or six locomotives can be completed every week.

A company backed by John A. Kenny and Martin Failing, of Buffalo, N.Y., and G. H. Pettit and W. M. German, of Welland, has been incorporated with a view to installing electric lines in Canada with the Miller electric-block signalling system.

A boiler exploded in the hoop works of Pettit Bros., Comber, Ont., last Monday, slightly injuring Herb. Manley, a lad 14 years of age. The engine room was completely wrecked, but the mill escaped injury.

On Monday last a presentation was made to Donald M. Fraser, af a gold watch and chain, by The Truro, N.S., Foundry and Machine Co., in recognition of his valued services extending over a period of 38 years. Mr. Fraser, better known as "Deacon," is retiring on account of failing health.

The Portland Rolling Mills, of St. John, N.B., are enlarging their premises, having taken over a vacant property of four acres belonging to the Sayre estate. It is more than probable that car works will be set up on the new plot, as this branch of industry seems to find favor with a majority of the directors. The mills will not enter the steel rail industry, as it is believed the Dominion and Algoma companies will be well able to supply the Canadian demand, and the plant would be too expensive.

A large car factory is proposed for Owen Sound, Ont., and Wm. Robinson, late of The Costa Rican Transport Railway, is its sponsor. Philadelphia capitalists will be mainly interested, and the proposition is to commence immediately on the beginning of steel rail manufacture at the Soo, an establishment for turning out narrow-gauge railroad cars, the proposed line for which will extend from Meaford to Laing's Royal Park. The company will ask for a street railway franchise for 20 years, a free site, but no bonus.

The Swan River Lumber Company's sawmill at Fisher's Siding, near Dauphin, Man., which had just been equipped with new machinery, was burned down a few days ago. The probable loss is $12,000, but is fairly well covered by insurance. Mr. Osborne, manager of the company, says that rebuilding will be commenced at once.

The Goold, Shapley & Muir Co. received a cable on Monday from London, Eng., to the effect that their windmill took first prize at an international competition held under the auspices of the Royal Agricultural Society. There were 22 entries.

Hardly a week passes but some new plant is set up in the district of North Ontario, once believed to be a wilderness. North Bay has grown phenomenally, and Sturgeon Falls bids fair to become a thriving and considerable town. Last week a carload of machinery of the most improved design was sent out from the shops of Bradley, Levy & Weston, of Toronto, for Sturgeon Falls. When it is set up on the premises of Joseph Trottier & Son, it will take the form of one of the best planing-mill equipments in Ontario.

MACHINE AND METAL STAMPING COMPANY LTD.
TORONTO
EMPIRE
CANADA

METAL STAMPING OF ALL KINDS.

Do your castings cause you trouble?

Send us your samples and number required, and we will quote you prices for same

Stamped in Relief.

Our stampings are STRONGER, LIGHTER and CHEAPER than castings.

Don't say it can't be done.

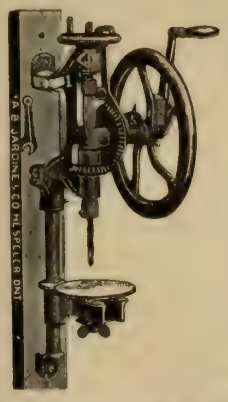
Leave that to us.

Compare our stampings with your castings.

We leave the rest to you.

ADDRESS:

EMPIRE MACHINE AND METAL STAMPING CO., LIMITED, 1012 Yonge St., TORONTO



TRADE MARK J REGISTERED

Blacksmiths' Hand Drills.

The very best.

A. B. JARDINE & CO.
HESPELER, ONT.

"BUILD TO-DAY THEN, STRONG AND SURE. WITH A FIRM AND AMPLE BASE." —Longfellow.

DO YOU?

WISH THUS TO BUILD an advertisement in the CONTRACT-RECORD, TORONTO will bring you tenders from the best contractors

---

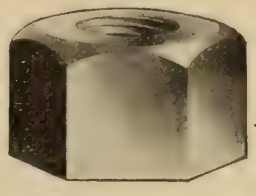
STANDARD TIN WORKS
MANUFACTURERS OF
TINWARE AND TIN CANS
Fruit Cans, Meat Cans,
Jacketed Oil Cans,
Baking Powder Cans,
Lard Pails, Etc.
JAS. A. McGOLPIN
156-162 Duke Street, TORONTO.

USE CANADIAN BABBIT

Imperial Metallic — Hercules Star

The highest grade babbits made.

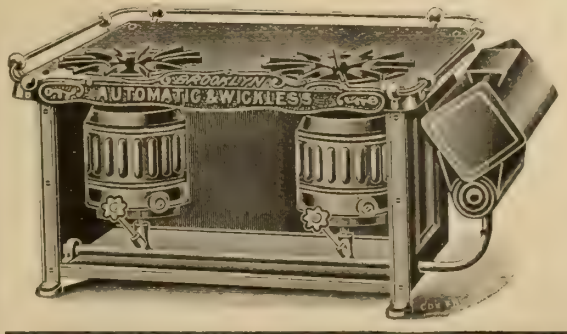
THE CANADA METAL CO., WILLIAM STREET, TORONTO.



Cold Pressed NUTS

Finished, semi-finished and case-hardened. Send for Price List 1001. Special Discounts to the trade.

CANADA FOUNDRY COMPANY, Limited, 14-16 King St. E., Toronto



BROOKLYN Oil Stoves

1, 2, and 3 Burners

E. T. WRIGHT & CO.
Hamilton and Montreal.

CELEBRATED HEINISCH SHEARS

Tailors' Shears,
Trimmers' Shears,
Tinners' Snips, etc.

ACKNOWLEDGED THE BEST.

R. HEINISCH'S SONS CO.

NEW YORK OFFICE, 155 Chambers St
NEWARK, N.J., U.S.A.

DEPARTMENT OF ADVERTISING SUGGESTION AND CRITICISM

Edited by **W. Arthur Lydiatt,** TORONTO.

NOTE.—Herein are discussed the principles and practice of advertising. Subscribers are invited to send Mr. Lydiatt specimens of their newspaper and other advertising, for the purpose of review in this department. Address care of Department of Advertising, HARDWARE AND METAL.

Don't wait until you publish an especially good advertisement before you send me your ads for review in this department. Don't be afraid of a little honest criticism. I will only try to point out the faults—if such there be—that you may have ideas for the improvement of your ads. You don't have to follow my advice or act on my suggestions.

I simply want you to send me specimens of your advertising matter—just what you are using now, or what you have been using. I'll tell you of every way in which I see it might be improved. I will call attention to the good points—mention the weak points.

If you spend money for advertising it is surely advisable to see to it that you get your money's worth. And if you tell me just how you are spending it—show me what kind of advertising matter you use—perhaps I'll be able to give you some suggestions which will help you make your advertising more profitable. It's worth trying, anyway. THE EDITOR.

IT is the purpose of advertising to sell goods, and, properly directed, it invariably accomplishes its purpose.

"To sell," according to Webster, means "to transfer property or the exclusive right of possession to another for an equivalent in money."

In order to "sell," then, an advertisement should offer "the exclusive right of possession" of certain goods "for an equivalent in money."

If the "money equivalent" is not mentioned, why should we expect the advertisement to "sell" the goods advertised? Selling is simply a matter of give and take. The merchant in his advertisement practically says: "You give me so much, and I'll give you such and such goods."

Why advertise anything if you don't want to mention the price? If you want to exchange your goods for money, it would seem to be desirable to mention the amount, that people might reason whether or not they could make a fair exchange?

There is an indisposition on the part of many retailers to give prices in print, on the plea that competitors will then know what is going to be done and will act accordingly. But this argument will not stand much of an attack. Your competitors know pretty well what you are doing—they have just as easy ways of finding out what prices you are going to charge—and I know of few men who adhere to that principle who are making any money out of it.

On the other hand I know of many merchants who have experienced a decided improvement in the measure of results from their advertising after breaking away from this "give-no-prices" rule.

People, when they read an advertisement, generally like to know what a thing is going to cost them before they think seriously of getting it. More people are attracted by prices than by mere word argument. In isolated cases it may not make any material difference whether a merchant quotes prices or not, but, in the majority of instances, the lack of prices simply kills the effectiveness of the ad.

I am reproducing this week the front page of a quarterly store paper, published by an enterprising Niagara Falls' firm. 15,000 of these are printed and distributed every three months, and the advertisers think it pays them well.

I can't see, though, why people should be interested in seeing pictures of door knobs, pliers, saws, bird cages, dinner pails, and such commonplace things, if their appearance has no other significance than they have in this paper. The cuts are good ones; the descriptive matter is well written and fully explanatory in nearly every instance, but very little of it is "news."

The one thing that would make this store paper most effective is "prices," and I would like to hear Messrs. Oliver's reasons for not including them in this "catalogue."

Fifteen thousand such papers, carefully distributed, certainly ought to bring some returns. But when staple articles, such as are here advertised, are closely priced, and these prices made known, wouldn't it seem that 15,000 bargain lists, such as this might then become, would bring greatly increased returns.

OLIVER NEWS

AN ILLUSTRATED QUARTERLY, DEVOTED TO HARDWARE, HOUSEFURNISHING AND SEASONABLE GOODS, FOR THE BUILDER, CONTRACTOR, MECHANIC AND HOUSEKEEPER.

ISSUED THE 15TH DAY OF APRIL, JULY, SEPTEMBER AND NOVEMBER.

F. W. OLIVER CO. 251 SECOND ST., NIAGARA FALLS, N.Y.

Vol. 5 APRIL 15, 1903 No. 1

WITH this issue of the OLIVER NEWS begins our fifth year illustrating seasonable goods. It has been our steadfast endeavor to keep the OLIVER NEWS timely and up to date. Owing to our very large and constantly increasing stock, it is impossible to give you but a faint idea of the various lines we carry. A visit to our store will convince you that we are leaders in our line, and that our prices are surprisingly low. We fully appreciate the patronage which has been bestowed upon us heretofore, and are going to try and deserve a continuance of it in the future, and will do our part towards earning it.

F. W. OLIVER CO., 251 Second St., Niagara Falls, N. Y.

THE "IMPERIAL" HIGH-WHEEL LAWN MOWER

If you are using a lawn mower that pushes hard make a change for we are selling the Imperial which we guarantee to be the easiest running lawn mower now on the market. There is not a lawn mower made that is equally well adapted for cutting all kinds of lawn and grass. If you have a small lawn, and want something cheaper get a Jr. Ideal. They are the cheapest mower made for the money.

REFRIGERATORS

WILKE REFRIGERATOR.

OAK EXTERIOR

COMPLETELY LINED WITH ½ INCH PLATE GLASS.

Entirely lined with either white glazed tile or half inch plate glass. All the interior metal parts and supports are constructed so that they may be easily removed for cleanliness thus giving the full access to every inch of the interior. We guarantee a saving of 25 per cent. over any ordinary refrigerator in the consumption of ice. They are lined with mineral wool, ensuring a perfect insulation. They are cleaned as easily as plate glass or a China dish. In buying a Wilke Refrigerator you are assured of absolute purity, durability, security. The luxury of cold, cleanliness, and the satisfaction of knowing that you are in possession of the best refrigerator that money can buy.

CARPET SWEEPERS

Bissell's latest improved "Cyco" Bearing Carpet Sweeper leads all other makes. It will brighten and preserve your carpets. Will protect your curtains, draperies and furniture from an unnecessary accumulation of dust. Will save you time, labor and health. A very useful wedding present.

"SANITARY" WATER STILL

Water, as drawn from the tap at this season of the year is not fit to drink, unless it has gone through the process of distillation. This Still provides a simple, inexpensive, yet effective way of supplying families with distilled water for drinking and culinary purposes. The Still is in use by the United States Government, and received the highest award at the Paris Exposition.

JEWEL GASOLINE STOVES

Are the result of years of study and forethought. They are simple, safe reliable, durable and up to date. No smoke, no odor. They burn right from the start with a clean steady, *intense, blue flame*. Explosions are impossible. The simplest and most economical Gasoline Stove on the market.

Received a gold medal, the Highest Award, at the Pan-American Exposition.

ALABASTINE

Always ready for use by mixing cold water. The only durable wall coating for plain tinting, stippling and relief molding. Easily applied by anyone. Better than whitewash or kalsomine. Contains no glue, making it impossible for it to flake, scale and rub off on the clothing. Alabastine is a durable stone base cement wall coating, to be applied to any solid surface such as plaster, wood, canvas, etc. It hardens with age, and is lasting as the surface to which it is applied.

"THE Best There Is In Paint."

H. W. Johns' ASBESTOS Liquid Paint

SEND FOR SAMPLES, SUGGESTIONS, ETC.

H. W. JOHNS MANUFACTURING CO.,

100 WILLIAM STREET, NEW YORK.

Improve the looks of your house by giving it one or more coats of H. W. Johns' Liquid Paint, composed exclusively of the best and finest materials. Second to none in richness and permanency of color, beauty of finish, durability, uniformity and all characteristics which are requisite to form a perfect ornamental protective covering. Will cover more surface than any other mixed paint made.

Thumb Latch.

No. 8—Barn Door Latch.

No. 9 Barn Door Latch.

No. 7—Cottage Latch.

LATCHES

We make a complete line of Latches.

No. 15—Store Door Handle.

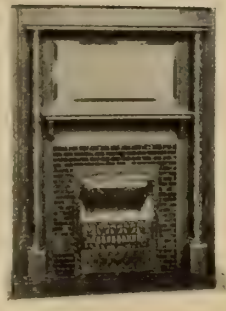
Manufactured by

TAYLOR-FORBES CO., - GUELPH, ONT.

At the largest and best equipped factory for the manufacture of Hardware and Lawn Mowers in Canada.

SOLD ONLY THROUGH THE JOBBING TRADE.

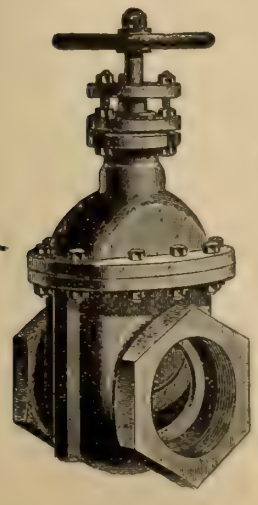
Mantels, Grates, Tiles, Etc.



Sell MANTELS as well as Hardware—it will pay you.

The Batty Stove & Hardware Co.

76 YORK ST., TORONTO.



BUY KERR VALVES.

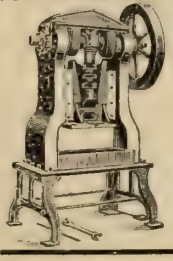
They give satisfaction every time,

Catalogue on application.

The Kerr Engine Co.

LIMITED

Walkerville, Ont.



G. A. Crosby & Co. of Ontario,

LIMITED

SARNIA, ONT.

Manufacturers of

Patent Automatic Can Making Machinery, Presses, Dies and Special Machinery for Working Sheet Metal.

H. W. Petrie, 141-145 Front Street West, TORONTO—Selling Agent.

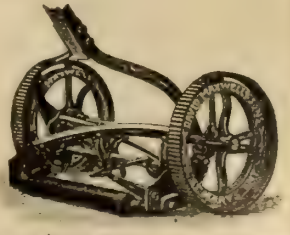
Steel Frame Churn.

DAVID MAXWELL & SONS,

ST. MARYS, ONT., CANADA.

"Maxwell Favorite Churn"

Patented Features: Improved Steel Stand, Roller Bearings, and Foot and Hand Lever Drive, and Detachable Driving Link. Improved for season of 1903. Steel or Wood Frame as desired.



LAWN MOWERS.

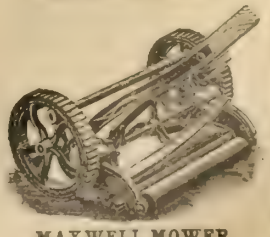
High and Low Wheels, from 12-in. to 20-in. widths. Cold Rolled Steel Shafting, Crucible Steel Knives and Cutting Plate.

If your Wholesale House does not offer you these articles

SEND DIRECT TO US.

"THE MAXWELL" Lawn Mower. High Wheel 10 inches.

Wheelbarrows. In four different sizes.



MAXWELL MOWER. 8-inch Low Wheel.

"Leonard Cleanable" Refrigerators.

Style No. 4. Real Porcelain Lining. Solid Oak Case with Quarter-Sawed Panels. Highly Polished.

Have many entirely new and exclusive features, such as:

Sliding Shelf, which can be adjusted without the aid of tools.

Porcelain Linings, — Real — Not enamel paint, but the vitrified porcelain on sheet steel, same as blue and white kitchen ware.

Mineral Wool Filling. Air-tight Locks.
Metal Ice Racks. Self-cleansing Traps.
Removable Flues, etc., etc.

SEND FOR COMPLETE CATALOGUE.

Milk Can and Dairy Trimmings.

"SAMSON"

The demand for these goods should now be heavy.

If your stock gets low we can fill orders on telegraph, telephone or mail order and ship goods the day we receive your order.

Milk Can, Delivery and Creamery Can Trimmings.
Dairy Pail Bottoms. Milk Cans.
Railroad Delivery Cans.
Creamery Cans and Dairy Pails made up.

The McClary Mfg. Co.,

London, Toronto, Montreal, Winnipeg, Vancouver, St. John, N.B.

"EVERYTHING FOR THE TINSHOP."

HARDWARE AND METAL

President:
JOHN BAYNE MacLEAN,
Montreal.

The MacLean Publishing Co.
Limited

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CANADIAN AND FOREIGN SELLING TERMS.

THE fact that year after year competition grows keener in manufacturing, jobbing and retailing circles has been responsible for many changes in the methods of buying, handling and selling goods. Such changes have made themselves apparent in all lines of business, in groceries, dry goods, hardware and others, and more changes are doubtless to come.

From the manufacturer to the retailer all the world is continually endeavoring to improve his conditions of buying and selling. The seller must give the best possible terms to his customers if he is to hold his trade, and in many cases the limit has about been reached. Since profits have dwindled to the small margin that now represents them, the natural sequence is that sellers should come to some agreement by which they could dispose of their goods at a reasonable profit without fear of competitors underselling them or giving better terms to their customers, terms by which their competitors might secure a larger share of the passing trade, but which would be so disadvantageous to themselves that they could not continue to do business under them.

For these reasons, retail, wholesale and manufacturing associations sprang into being, and such associations have accomplished much in preserving healthy conditions of trade. The grocery associations decided to make cash in 30 days the basis of their selling; the clothing manufacturers are just now doing the same; other lines of trade are conducted on the same basis. One of the very few which have remained under the old selling terms, which extended credit in many cases to four months, has been hardware.

This applies not to the American or English jobbing trade, but only to the Canadian. The wholesalers of Canada have frequently discussed the advisability of adopting more reasonable selling terms, but though it is apparently an almost unanimous opinion that something of the kind must be done, in view of the reductions in profits and the terms under which they must make their own purchases, nothing as yet has been decided upon. For a long time cash in 30 days have been the terms on which American hardware jobbers have sold their goods. In the matter of English heavy hardware the terms are even more close, the Canadian importer having to pay cash on receipt of documents. For instance, should his English goods arrive here on Friday, then on Monday he must forward the money for them. Yet he sells these same goods at two, three and often four months' credit, a condition of affairs which is obviously a great disadvantage.

One Canadian house, or, to speak more correctly, the Canadian branch of an American firm, sells at 30 days' credit, and they have found payments are as prompt in proportion as they were under the old terms. As yet, few other Canadian hardware concerns have followed this example. The question of selling at 30 days is continually being brought up amongst wholesale hardwaremen, and it is at present under deliberation. Indications now are that this change in the selling terms will be made.

A COMPREHENSIVE TAXATION BILL

THE Act Respecting Municipal Taxation, which was before the Ontario Legislature on Tuesday for its second reading, promises to create a new epoch in the history of taxation in the Province of Ontario. Amendments by the score have from time to time been before the Legislature of that province, but this bill, introduced by the Premier, is a Government measure, and is a heroic attempt to deal with the whole question of taxation.

To business men the most interesting question of taxation is that relating to the tax on business. As explained by the Premier, any person engaged in carrying on any trade, manufacture, financial or commercial business shall be assessed for the amount of the annual value of the land occupied. The tax is to be 7 per cent. of the actual value of the property. The object of this tax is, of course, to avoid the anomalies of the personal and income tax, and thus allow the merchant to escape taxation on any part of his stock on the plea that it is not paid for.

Another prominent feature of the bill is that incomes up to $1,000 are to be exempt from taxation. Heretofore, the limit was $700.

Section 15 provides for a house tax, which is a decidedly new feature in taxation in Ontario. The bill in this respect provides that every dwelling shall be taxed against its occupant or occupants in addition to the ordinary municipal tax for which the owner of the property is taxed. The tax, however, will not apply to the occupant of any dwelling assessed for less than $3,500. On corporations there is to be a special tax, the idea evidently being to compel large concerns to pay a more equitable share of the taxes than they have in the past.

The personal tax is to be abolished altogether, and as it has been a source of a great deal of unfairness and irritation no one is likely to regret its departure.

When the bill was submitted on Tuesday, several members of the House suggested that its final adoption be left over until next session, in order that its provisions might be thoroughly digested by the different interests concerned. No doubt Mr. Ross is anxious to push the bill through as rapidly as possible, but it seems to us that the suggestion is a good one, as a measure so comprehensive should be carefully considered before it finally becomes law.

EFFECTS OF THE MONTREAL STRIKE ON BUSINESS.

SERIOUS results have followed upon the strike of the 'longshoremen and teamsters in Montreal, the effects of which have reached beyond that city to business houses in western cities and towns.

The strike of the 'longshoremen alone did not directly cause great inconvenience to any except the shippers, and the unloading of cargoes proceeded with a greater degree of regularity and celerity than might have been expected. But when the teamsters also struck, deliveries to the warehouses and from them to the railway stations came almost to a standstill, and the trade of Montreal received a severe set-back.

Except in the case of the lighter goods and small packages, the wholesale houses were dependent upon the forwarding companies, and when these failed them they were unable either to bring up their goods from the docks or to make deliveries. Nor were business houses in the west in a better position, the Canadian Pacific Railway and Grand Trunk Railway teamsters being out on strike with the others. Those engaged in the iron and hardware trade, however, inform us that they are now able to handle shipments regularly, as their goods are coming from the wharves without interruption.

Indirectly the strike has also placed some Montreal business houses at a disadvantage. When the militia were called out several employers had to allow a number of their men to leave their work, and many employers lost one or two men for a time. To their credit be it said that until the situation became such as to warrant the belief that the strike would be prolonged for some time, not a single complaint was heard. When day after day passed, however, and no signs of an agreement appeared, the arrival of regular soldiers to take the place of the militia men was anxiously looked forward to by employers.

Since the 'longshoremen are striking, not for higher wages or better working conditions, but merely to have the shipping men recognize their union, a union which insists that the incompetent working man shall receive the same wages as the competent and that none but members of that union shall be employed, and since "sympathy" with the 'longshoremen (and an absolute lack of it with their own employers) was the sole cause of the teamsters' strike, the business men of the city are almost to a man on the side of the shipping men and forwarding companies. This is shown by various resolutions in favor of the employers passed by commercial bodies in Montreal, among them the Council of the Board of Trade. This body called a special meeting for the purpose of discussing the strike situation, and their resolutions were as follows:

Whereas, the serious difficulty presently existing between the shipping trade and the 'longshoremen, unless settled at an early date, bids fair to work irreparable injury to the shipping trade of the port of Montreal, if, indeed, it does not ruin it completely, and

Whereas, it would appear from the information already made public with reference to the dispute that the strike of the 'longshoremen is not so much the result of dissatisfaction with existing conditions on the part of the men, as of the intervention of foreign professional agitators, whose aims are antagonistic to the best interests of this city and country, and

Whereas, the 'Longshoremen's Union is affiliated with and under the control of a foreign organization, which latter is interfering in an unwarrantable manner with the freedom of labor, therefore

Resolved, That the Council of the Montreal Board of Trade is of opinion that while working men may be warranted in combining to protect their mutual interests, such combinations should be purely local in composition, and should be so organized as to be amenable to civil law, and

Further Resolved, That the Council expresses its sympathy with the shipping interests in their struggle to maintain a free and open labor market in this port, believing that the peculiar conditions of our navigation, and the future of the St. Lawrence route, upon which the welfare of the Dominion of Canada so much depend, demand that no obstacle be placed in the way of the port securing free labor, and considers that merchants and citizens generally should heartily support the shipping trade in the position they have taken in the present dispute.

Meanwhile, those who have goods on the wharves have been not a little fearful as to their safety. One importer states that he managed to insure his goods against fire; another that he was unable to obtain insurance on them, the latter being the case with most others.

Another feature of the case is the action taken by a steamship agency in Montreal, which cabled the head office in England not to accept any more freight for the port of Montreal, but to send the ships out in ballast, and take on grain here for their return trips.

It is believed by all Montreal business men that the trade which is now being lost to that port will not for a long time, if ever, return. They have not forgotten the experience of Quebec.

MR. SCHWAB IS RE-ELECTED.

IT is gratifying in more particulars than one to learn of the re-election of Mr. Chas. M. Schwab, as president of the United States Steel Corporation. His long enforced idleness on account of ill-health gave currency to rumors that he would not be re-elected. As it was known that a number of those who were opposed to his re-election were actively engaged promoting the interests of other candidates, it looked extremely probable that the rumors would be verified when it came to the annual election of officers. On Mr. Schwab's return from his trip to the Mediterrean, his health very much improved, the opposition to his election lost strength, and when the meeting of the Board of Directors was held on the 5th inst., there appears to have been no difficulty in securing his re-election.

Had Mr. Schwab not been re-elected it might have been taken as a pretty good indication that his health had become permanently impaired. Although only just turned 40 years of age, his career has indeed been a brilliant one, but with good health at his command no one doubts but that his future would be still brighter and that his extraordinary ability would be brought into further play. His election, therefore, is gratifying in a double sense.

Although president of a foreign corporation Canadians cannot be altogether uninterested in Mr. Schwab's future, for several millions of his great wealth have been invested in Canadian mining industries, particularly in nickel properties near Sudbury.

PARIS GREEN ONE CENT LOWER

Just as we go to press we are notified of a reduction of 1c. per lb. in paris green on the Montreal market. This makes the price of 1-lb. packages 17c. instead of 18c.

INDUSTRIAL GOSSIP

THE Ontario Wind-Engine and Pump Company, Limited, Toronto, have been authorized to increase their capital from $100,000 to $250,000.

The Mount Rose Paper Co., Limited, of Toronto, has been authorized to increase its capital from $100,000 to $125,000.

The Guelph, Ont., Carpet Mills Company, Limited, Guelph, have been empowered to increase their capital from $40,000 to $200,000.

The sawmills of The Perley Lumber Co., Calumet, Que., will commence operations very soon.

Mr. McRae, partner in The Victoria Foundry, Lachute, Que., is about to retire. Arthur McOuat, who has been with the firm of Goldie & McCulloch, of Galt, Ont., has returned to Lachute, and will assist in the business.

W. I. Huston and Aaron Wenger, of Ayton, and George Calder, of Holstein, are associated with a movement to erect a binder twine factory at Ayton.

The strike in The Frost & Wood Co., Limited, implement works at Smith's Falls, Ont., which was supposed to have been settled, is now in a worse shape than ever. The strike has reached a critical stage and the company will not give in. It is rumored in Smith's Falls that The Deering Co. may buy out the works.

The Moosomin, Man., Telephone and Light Co. has 109 telephones installed in the town. It will shortly extend its long-distance system to Fleming, nine miles east; to Valley, 12 miles south, and to St. Andrea, 15 miles southwest. It also has under consideration the building of a line to Welwyn and Rocanville on the Kirkella branch of the C.P.R.

NEW COMPANIES INCORPORATED.

The St. Mary's Portland Cement Co., Limited, St. Mary's, Ont.; capital, $600,000; directors: A. Kent, J. J. Crabbe, George Reedy, J. J. Main, T. H. Hamilton, T. Bryce, N. W. Tovell, J. H. Hallett, James Curry, Toronto; R. R. Hall, Peterboro', and H. B. Harrison, Owen Sound; purpose, to manufacture and handle cement, clay, stone and bricks.

The Pratt Manufacturing Co., Limited, Toronto; capital, $40,0000; directors: E. W. Pratt, J. C. Wilgar, H. P. L. Hillman, R. H. Cuthbert, F. A. Mulholland, Toronto; purpose, to manufacture and sell woollen and cotton goods.

The Wortman & Ward Co., Limited, of London, Ont.; capital, $150,000; directors: W. H. Wortman, Wm. Scarlett, Wm. Richmond, F. H. Stoneman and Annabel Wortman, London; purpose, to carry on a general manufacturing and foundry business, carrying on the business of The Wortman & Ward Manufacturing Co., Limited, which was started in 1896.

The Featherbone Novelty Manufacturing Co., Limited, Toronto; capital, $150,000; purpose, to continue the business of The Canada Featherbone Co., Toronto.

The National Manufacturing Co., Limited, Pembroke, Ont.; capital, $200,000; directors: T. D., Alex., George W., Gideon and William Delahey, all of Pembroke; purpose, to manufacture and sell scales, grinding machines, stoves, cream separators, and to carry on a general foundry, iron and wood manufacturing business.

The J. B. McManus Co., Limited, Memramcook, N.B.; capital, $50,000; purpose, to carry on a general mercantile, contracting and manufacturing business; directors: J. B., Laura, Harold J., and Annie McManus, of Memramcook, N. B., and C. B. McManus, of Newcastle, N.B.

The Robertson Trites Co., Limited, St. John, N.B.; capital, $21,000; directors: F. G. Trites, Percy B. Lyon, Leland S. Huestis and James McKillop, of St. John, N.B., and Robertson Gass, of Hamilton, N.B.

The Princess Gold Mining Co., Limited, St. John, N.B.; capital, $1,250,000; purpose, to mine and deal in gold and silver; directors: Arthur I. Trueman, William Pugsley, Wm. H. White and W. A. Erwing, of St. John, and James Robertson, of Millerton, N.B.

The New Brunswick Woollen Mills Co., Limited, Golden Grove, N.B.; capital, $15,000; purpose, to acquire the manufacturing business of Alex. Willis & Sons, Golden Grove; directors: Samuel W. McMackin, G. A. Kimball, Manzer E. Grass and John H. Kimball, St. John, N.B.

FOREST CITY GOSSIP.

LONDON, May 6, 1903.
Office of HARDWARE AND METAL.
365 Richmond St.

A CONTINUATION of active business can be seen around both wholesale and retail warehouses this week. Orders from far and near are being received from travellers and by letter. A proportion of these orders are for goods wanted immediately and are being shipped by express. Wholesale houses have not yet advanced their ranges of German-made goods on account of the new surtax duties.

There is a feeling amongst some of the hardware importers that Germany will not continue present Canadian tariff conditions very long; that surtax duties will get but little time to swell customs receipts, and that there would be little advantage in advancing prices of German goods now in stock. Nearly all lines of shovels, spades, wire-fencing and netting, also iron bars are slow of delivery. This market is firm in all lines.

* * *

Wanted! four first-class plumbers; wages, 30c. per hour; steady work. That's the way F. C. Hunt puts it. Plumbers are all busy in London.

* * *

Smallman & Ingram are putting in a splendid new elevator in the front part of their store. The present elevator is to be removed. The new elevator will run from the basement to the fourth floor, whereas the one now in use runs only to the second floor. The improvement will be a marked one, and will give ready access to the upper floors of this rapidly growing establishment.

A number of interesting changes are taking place in connection with the office staff at the McClary headquarters in this city. Wm. Wyatt is leaving to accept a position as bookkeeper with his father, Ald. Wyatt. Walter Scranton is leaving to take a position in an out-of-town office of the company, and E. Lawson goes next week to Toronto to take a place in the company's offices there. W. E. Weston, who has been in the Hamilton offices, where he was taken ill, is returning to London.

* * *

The Forest City merchants are already looking forward to a visit of the delegates to the fifth triennial meeting of the Chambers of Commerce of the Empire. The visitors are expected to reach London about the middle of September in the course of their tour following the convention to be held in Montreal in August next.

* * *

The bankrupt stocks of Young & Morrison, of Thamesford, and Miss Byrne, of Stratford, were sold by Auctioneer Jones, of London, at 70c. and 60c. on the dollar, respectively, to Mr. Broderick, of this city.

* * *

Gas and oil stoves, and refrigerators are two articles about which there is a singular and extraordinary competition in this city. Almost every hardware window has an exhibit of them, and Wyatt & Sons, of Market square, show a range of fourteen different sorts of refrigerators, at even lower prices than last year.

* * *

Mr. Woods, of the Hobbs' Manufacturing Co., reports good business in the glass works, and very satisfactory orders for stained glass for dwelling houses and public buildings.

* * *

W. A. Mann, of the Stevens Manufacturing Co., reports remarkably good business. This firm is engaged in the manufacture of brass goods and all plumbers' supplies, and the outlook is bright for a big season.

* * *

The London Brass Company are quite busy making steamfitters' and plumbers' supplies; they say that already the season has done well, and prospects are good.

THE NEW "PREMIER" REVOLVER.

The Harrington & Richardson Arms Co., Worcester, Mass., are in position to supply their Premier revolver, both 22 and 32 calibre, with 6-inch barrel. The longest barrel they could formerly supply was 5 inches in length, but owing to the demand for 6-inch barrels for target purposes, they decided to add this extra length to their line. This firm can also supply their hammerless revolver, 32 calibre with 6-inch barrel, from the present time.

Knowledge acquired at school and college is not well seasoned until the possessor of it has had years of experience in practical life.

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

Montreal, May 8, 1903.

HARDWARE.

THE opening of the canals on Friday last and the renewing of the transport service for the season 1903 by water to the different western and eastern points has enabled wholesale hardware merchants in moving considerable goods during the past week, therefore they have been very busy filling and shipping orders that were held back to go by way of water, but, on the other hand, they have been hampered to a great extent in getting goods delivered to them from the wharf, which a great many of them were waiting upon to complete orders with, owing to the strike of the many teamsters, which went into force at noon on Monday last, and the prospects are that a speedy settlement of the same will be arrived at, as some of the master carters have already given in to their demands. The volume of new business coming forward has not been large, but, on the whole, it is considered very satisfactory for the season. The general tone of the market has been steady, consequently there are no important changes in values to note.

CANT HOOKS.—The demand has been limited and prices are unchanged. We quote as follows: No. 12, $10; No. 8, $11.50; No. 7a, $16; No. 6a, $14.50; No. 5a, $11.50.

AGRICULTURAL WRENCHES.—Trade in these continues quiet at steady values. We quote: No. 6, $9; No. 8, $10; No. 10, $12; No. 12, $14; No. 15, $24; No. 18, $30; No. 21, $36. Discount 70 per cent.

LAWN MOWERS.—There is no change and deliveries are still behindhand. We quote as follows: 10½-in. wheel x 12-in. cutter, $7.50; by 14-inch cutter, $8.00; by 16-inch do, $8.50; by 18-inch do, $9.00; by 20-inch do, $10.00. Star, 9-inch wheel by 12-inch cutter, $5.50; by 14-inch do, $5.75; by 16-inch do, $6. Daisy, 8-inch wheel by 12-inch cutter, $4.90; by 14-inch do, $5.10; by 16-inch do, $5.30. Philadelphia pattern, 7½-inch wheel by 10-inch cutter, $6; by 12-inch do, $6.50; by 14-inch do, $7; by 16-inch do, $7.50. Grass boxes are quoted as follows: 12-inch, $2.25; 14-inch, $2.25; 16-inch, $2.50; 18-inch, $2.50; 20-inch, $2.75. The discount on all the above is 50 per cent. off.

BARBED WIRE.—The movement is free, but supplies are somewhat slow coming forward. We quote $2.80 per 100 lb. f.o.b. Montreal, and $2.67½ f.o.b. Cleveland. Carlots of 15 tons are quoted f.o.b. Cleveland at $2.45.

GALVANIZED WIRE.—Since the opening of the canal considerable of this material has been moved. We quote: No. 5, $3.70; No. 6, 7 and 8, $3.15; No. 9, $2.55; No. 10, $3.20; No. 11, $2.25; No. 12, $2.65; No. 13, $2.75; No. 14, $3.75. In carlots, f.o.b. Cleveland: No. 5, $2.20; Nos. 6, 7, 8 and 9, $2.15; No. 10, $2.20; No. 11, $2.25; No. 12, $2.30; No. 13, $2.40; No. 14, $2.50. In less than carlots, 12½c. per 100 lb. extra is charged.

SMOOTH STEEL WIRE.—The demand continues fair for staple sizes of oiled and annealed. We quote: Bright and annealed, $2.50 per 100 lb. f. o. b. Montreal, Toronto, Halifax, London, Hamilton and St. John. Net extras per 100 lb. are now as follows: Coppered wire, 60c.; tinned wire, $2; oiling, 10c.; spring wire, $1.25; best steel wire, 75c.; bright soft drawn, 15c.; special hay-baling wire, 30c.

FINE STEEL WIRE.—There is no change to note. Discount is 25 per cent., with the following extras: 1 and 2-lb. hanks, 25c. per 100 lb.; ½ lb. hanks, 37½c. and ¼-lb. hanks, 50c.

BRASS AND COPPER WIRE.—The demand is fair with discount 60 per cent.

PRESSED SPIKES.—A fair trade is passing in these. Discounts are as before, 20 per cent. f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax.

FENCE STAPLES.—Demand moderate. We quote: $3 per 100-lb. keg for galvanized staples and $2.80 for bright, with 25c. extra for 25 and 50-lb. packages.

CUT NAILS.—There has not been much improvement in the deliveries of cut nails from the mills yet, but stocks in jobbers hands are moderate. Prices rule steady at $2.50 per keg.

WIRE NAILS.—The movement is fair. Carlots are quoted at $2.40 and small lots at $2.45 per keg f.o.b. Gananoque, Montreal, London, Hamilton, Toronto, Brantford, Windsor, Ont., and St. John.

HORSE NAILS.—There is no change to note and demand is fair. We quote "M" brand, "Oval" and "New City" heads, 55 per cent.; "Countersunk" heads, prices quoted on application. "C" brand, 10, 10 and 7½ per cent. off; "Monarch," 60 per cent. and "Peerless," 50 per cent.

HORSESHOES.—Values are steady with a moderate trade doing. We quote: Iron shoes, light and medium pattern, No. 2 and larger, $3.40; No. 1 and smaller, $3.65; snow pattern, No. 2 and larger, $3.65; No. 1 and smaller, $3.90; X L steel shoes, new light pattern, sizes 1 to 5, No. 2 and larger, $3.55; No. 1 and smaller, $3.80; featherweight, all sizes, 0 to 4, $5.10; toe weight, all sizes, 1 to 4, $6.35. Shoes, more than one size in a keg, 10c. per keg extra f.o.b. Montreal only.

RIVETS AND BURRS.—Trade is fair. We quote: Best iron rivets, section carriage and wagon box, black rivets, tinned do., coopers' rivets and tinned swedes rivets, 60 and 10 per cent.; swedes iron burrs are quoted at 55 per cent. off; copper rivets, with the usual proportion of burrs, 45 per cent. off, and coppered iron rivets and burrs, in 5-lb. carton boxes are quoted at 60 and 10 per cent. off list.

BOLTS AND NUTS.—There continues to be a scarcity of some sizes of nuts. We quote as follows: Norway carriage bolts, 55 per cent.; common, 50 and 10 per cent.; full square carriage bolts, 55 per cent.; machine bolts, 50 and 5 and 10 per cent.; coach screws, 66 2-3 per cent.; sleighshoe bolts, 65 and 5 per cent.; blank bolts, 50 and 5 per cent.; bolt ends, 50 and 5 per cent.; plough bolts, 50, 5 and 10 per cent. Tire bolts, 67½ per cent.; stove bolts, 67½ per cent. Nuts, square, 3½c. per lb. off list; hexagon nuts, 3¾c. per lb. off list. To all retailers an extra discount of ½c. per lb. is allowed.

SCREWS.—The deliveries from makers is still slow, and the demand is fair. We quote as follows: Round head bright, 82½ per cent.; flat head bright, 87½ per cent.; brass, round head, 75 per cent.; brass, flat head, 80 per cent.

SHOVELS.—There is still a scarcity of shovels, and manufacturers are finding it difficult to catch up to orders.

CORDAGE.—The demand is fair and prices steady. We quote: Pure manila, 14c.; British pure manila, 11½c.; sisal, 11½c.; double lathyarn, 10½c.; single lathyarn, 10c.

BUILDING PAPER.—An active movement is reported in building paper. We quote: Tarred felt, $1.75 per 100 lb.; 2-ply, ready-roofing, 90c. per roll; 3-ply, $1.15 per roll; carpet felt, $2.25 per 100 lb.; dry sheathing, 35c. per roll; tar sheathing, 45c. per roll; dry fibre, 55c. per roll; tarred fibre, 60c. per roll, O K and I X L, 65c. per roll; heavy straw and sheathing, $30 per ton; slaters' felt, 60c. per roll.

SCREEN AND WIRE CLOTH.—A fair trade is passing with prices unchanged at $1.42½ per 100 square feet.

FIREBRICKS.—There is a fairly good inquiry for firebricks, but the continued trouble on the wharf checks the movement. Prices are $16 to $22 per 1,000 for English and $17 to $22 for Scotch.

CEMENT.—The market is steady under a good demand, but owing to the difficulty in obtaining goods from the wharf, importers are somewhat hampered. We quote: Canadian cement, $1.90 to $2.25; German, $2.25 to $2.40; English, $2.15 to $2.25; Belgian, $1.70 to $1.95 per bbl. ex-store, and American, $2.20 to $2.40 ex cars.

SHOT.—The demand is still good and values remain steady. We quote: Ordinary drop shot, A.A.A. to dust, $6.50 per 100 lb.; chilled Nos. 1 to 10, $7 per 100 lb.; buck and seal, $7.50 per 100 lb.; ball, $8 per 100 lb. Trade discount, 15 per cent. f.o.b. Montreal, Toronto, Hamilton, London, St. John, N.B., and Halifax.

METALS

There has been no material change in the condition of this branch of the trade since this day week. The feature still continues to be the difficulty in getting delivery of goods, as manufacturers and large handlers are still away behindhand. A slightly easier feeling is noticeable in lead, but the undertone to the market for copper, tin, spelter and zinc is firm.

BAR IRON.—Manufacturers are exceedingly busy, they being overcrowded with orders. We quote: Merchants' bar, $2; horseshoe iron, $2.25; forged iron, $2.30.

BLACK SHEETS.—Demand is good and some sizes scarce. We quote: 28

PORTLAND CEMENT

CANADIAN, ENGLISH,
GERMAN and BELGIAN.

FIRE BRICKS, FIRE CLAY,
ENAMELLED BRICKS, all colors.
BUILDING BRICKS.

SEWER PIPES, CULVERT PIPES,
WHEELBARROWS,
FOUNDERS' and CONTRACTORS' SUPPLIES.

F. HYDE & CO.

31 WELLINGTON ST., MONTREAL

. . FULL STOCK . .

Salt Glazed Vitrified

Double Strength Culvert Pipe
a Specialty.

THE CANADIAN SEWER PIPE CO.

HAMILTON, ONT. TORONTO, ONT.
ST JOHNS QUE

Deseronto Iron Co.

LIMITED

DESERONTO, ONT.

Manufacturers of

CHARCOAL PIG IRON

BRAND "DESERONTO."

Especially adapted for Car Wheels, Malleable Castings, Boiler Tubes, Engine Cylinders, Hydraulic and other Machinery where great strength is required; Strong, High Silicon Iron, for Foundry Purposes.

"MIDLAND"

BRAND

Foundry Pig Iron.

Made from carefully selected Lake Superior Ores, with Connellsville Coke as Fuel, "Midland" will rival in quality and grading the very best of the imported brands.

Write for Price to Sales Agents

Drummond McCall & Co.

MONTREAL, QUE

or to

Canada Iron Furnace Co.

MIDLAND, ONT. Limited

gauge, $2.65 ; 26 gauge, $2.60 , 20 to 21 gauge, $2.50 ; 8 to 20 gauge, $2.50

GALVANIZED IRON.—The strike on the wharf is interfering with shipments, as stocks on hand are not assorted. We quote : 28 Queen's Head, $4.50 ; Apollo, 10¾ oz., $4.30 ; Fleur de Lis, $4.15 ; Comet, $4.10 ; "Bell" brand, $4.05. For less than case lots, 25c. extra is charged.

LEAD PIPE.—There continues to be a fair inquiry for this. We quote as follows : 8c. for composition and waste, and 7c. for ordinary, with discount of 30 per cent.

IRON PIPE.—The feeling is firm under a good demand. Our quotations are as follows : Standard pipe per 100 ft., in lengths under 19 ft.: Black, ¼, $2.40 ; ⅜, $2.65 ; ½, $2.85, ¾, $3.65 ; 1-in., $5.20 ; 1¼, $7.35; 1½, $8.95; 2-in., $12.55. Galvanized, ¼, $3.20 ; ⅜, $3.45 ; ½, $3.85; ¾, $5 ; 1-in., $7.20 ; 1¼, $10.05 ; 1½, $12.-20 ; 2-in., 416.85. Extra heavy pipe, plain ends, are quoted per 100 ft. as follows : Black, ½, $4.20 ; ¾, $5.25 ; 1-in., $7.55 ; 1¼, 410.55 ; 1½, $12.75 ; 2-in., $17.-60. Galvanized, ½, $5.20 ; ¾, $6.65 ; 1-in., $9.55 ; 1¼, $13.25 ; 1½, $16; 2-in., $21.90. For threads and couplings on extra heavy 5 per cent. net is added. Trade discount, 5 to 7½ per cent.

TINPLATES.—Demand fairly active at steady prices. We quote : Charcoal, $5 to $5.25 and cokes, $4.25 to $4.50.

SOIL PIPE AND FITTINGS.—There is no change to note. Discounts are: Light soil pipe, 3 to 6-inch, 50 per cent.; medium and extra heavy soil pipe, 2 to 6-inch, 60 per cent.; extra heavy soil pipe, 8-inch, 45 per cent.; light fittings, 2 to 6-inch, 50 and 10 per cent.; medium and extra heavy fittings, 2 to 6-inch, 60 per cent.: extra heavy fittings, 8-inch, 45 per cent.

PIG IRON.—The market is strong and prices have an upward tendency.

INGOT COPPER.—Firm at $15.50 to $15.75 per 100 lb.

INGOT TIN.—Inquiry fair at $33 to $33.25 per 100 lb.

PIG LEAD.—Prices unchanged at $3.50 to $3.75.

STEEL.—Feeling very firm. Our quotations are as follows : Mild, $2.05 ; sleighshoe, $2.10 to $2.20 ; tire, $2.15 to $2.25 ; spring, $2.85 to $3 ; reeled machinery, $2.75 to $3 ; toecalk, $2.60 to $2.75 ; machinery (iron finish), $2.10 ; mild steel, $2.05 ; square harrow, $2.15.

TOOL STEEL.—The demand is fair at firm prices. Our quotations are as follows : Black Diamond, 8 to 9c.; Sanderson's, 8 to 9c., according to the grade ; Jessop's, 13c.; Leonard's, 7½c ; Jonas & Colver's, 10 to 20c.; "Air Hardening," 50 to 65c. per lb.

CANADA PLATES.—There has been no actual change in spot prices, and we quote : 52s, $2.60 to $2.70 ; 60s, $2.70 to $2.80 ; 75s, $2.80 to $2.85 ; full polished, $3.75 and galvanized, $4.25 to $4.35 ; galvanized, 60s, $4.45 to $4.55.

TERNE PLATES.—Demand fair and prices steady at $7.75.

COIL CHAIN.—Unchanged and quiet. Our quotations are as follows : No. 6, 11½c. ; No. 5, 10 to 10½c. ; No. 4, 9 to 9½c.; No. 3, 8 to 8½c.; ¼-in., 6½ to 7c. per lb.; 5-16, $5 to $5.20; 5-16 exact, $5.25 ; ⅜, $4.25; 7-16, $4 ; ½, $3.95 to $4.05, 9-16, $3.85 to $3.95; ⅝, $3.65 to $3.75; ¾, $5 to $5.20; ⅞, $3.30 ; 1-in.,$3.15 to $3.25. In carlots an allowance of 10c. is made.

SOLDER.—A fair trade is reported at 20c. for bar and 19c. for wire.

PIG IRON

"CARRON" No. 1, 2 and 3
"AYRESOME" No. 1 and 3

for prompt shipment from Montreal.

A. C. LESLIE & CO.

509-512 Merchants Bank Building,
MONTREAL.

IF ANYTHING GOES WRONG

with one of our **pumps** and it is through our negligence we will make it right.

This is fair. Isn't it?

Don't be afraid to let us know, because all our **pumps** are guaranteed and the McDougall guarantee is as good as he money.

Write for Catalogue.

The R. McDougall Co., Limited
GALT, ONT.

Pig Iron

We offer the following brands, to arrive, viz:

No. 1 "SUMMERLEE."
" 1 "GARTSHERRIE."
" 1 "EGLINTON."
" 1 "CARNBROE."
" 1 "MIDDLESBORO'."
" 3 do.

Write for quotations.

ADAM HOPE & CO.
Hamilton, Ont.

NOVA SCOTIA STEEL & COAL CO., Limited

NEW GLASGOW, N.S.

Manufacturers of

Ferrona Pig Iron

And SIEMENS MARTIN

OPEN HEARTH STEEL

ZINC SPELTER.—Quiet and steady at $6.25 to $6.50.

SHEET ZINC.—In fair request at $6.75 to $7.

SCRAP METALS.

The volume of business passing is only fair and prices, generally, show no change. Quotations are: Heavy copper and wire, 10c. per lb.; light copper, 9c.; heavy red brass, 10c.; heavy yellow, 8½c.; light brass, 5c.; lead, 2 to 2¼c.; zinc, 2½ to 2¾c.; iron, No. 1 wrought, $17 to $17.50; No. 2, $7.50 per ton; machinery scrap, $17.50 to $18; stove plate, $13; malleable and steel, $6; mixed country rags, 60 to 70c. per 100 lb.; old rubbers, 6¼ to 6¾c. per lb.

HIDES.

The tone of the market has been steady with a fair volume of business, there being an improved demand for beef hides. We quote: No. 1 hides, 8c.; No. 2, 7c.; No. 3, 6c. Calfskins, 9 to 11c.; sheepskins, 75c.; lambskins, 10c.

RAW FURS.

The market is exceedingly quiet with no changes in values to note.

	Large	Medi'm	Small	Kitts	Fall Beaver $2.00 to $2.50 per pound.		Spring Beaver $3.00 to $3.25 per pound.
BEAVER Labrador and choice Eastern	$6.00	$5.00	$2.75	$1-1.50			
" Territory Rocky Mountains and Western							
Strictly Prime, or, No 1	6.00	4.00	2.00	.50-.75			
Partly Prime, or, No 2	4.00	3.00	2.00	.50			
Unprime or, No 3	3.00	2.00	.75	.40			
Flat, weak, or poor, or, No 4	2.50	.50	.25	.25			
	Large	Medi'm	Small	2	3	4	Cubs. Yearl's
BEAR Black Choice only	15.00	10.00	7.50	6.00	3.00	.50	$2.00 to $8.00
" Brown "	12.00	7.00	5.00	....	......	......	1.00 to 5.00
	1	2	3	4			
BADGER Of all sections	.50	.25	.10	.05	....	....	....
	Dark	Brown	Pale	2	3	4	
FISHER Eastern and far North-Eastern	6.50	5.00	5.00	3.00	1.75	.50	
Territory and Western	6.50	5.00	3.50	2.00	1.00	.50	
	Large	Small	2	3	4		
FOX Red North-Eastern and similar fine bright red kinds	4.00	2.75	1.25	.75	.20		
" Territory and Western	4.00	2.75	1.40	.50	.20		
	Dark	Fair	Pale	2	3	4	
" Cross Value principally as to beauty, also size & richness	10.00	7.00	4.00	2.50	1.50	.50	
" Silver Eastern and far Northern	75.00	50.00	25.00	20.00	9.00	4.50	
" Pacific Coast, Territory and Western	50.00-60	35.00	20.00	15.00	5.00	2.50	
	Large	Medi'm	Small	2	3	4	
LYNX Far North-Eastern	4.00-5.00	2 to 3.50	2.25	2.00	.75	.25	
" Territory and Western	4.00-5.00	2 to 3.50	2.25	2.00	.60	.20	
	Dark	Brown	Pale	2	3	4	
MARTEN—British Columbia, Northern Pacific and similar	7.00	5.00	2.50	1.75	1.00	.25	
" Territory and Western	3.50	2.25	1.50	1.00	.60	.20	
" Quebec and Ontario	3.00-3.50	2.25-3.00	2 to 2 25	1.00	.50	.25	
	Large	Medi'm	Small	2 Large	2 Small	3	
MINK Halifax, far North-Eastern and choice	4.00	3.25	2.50	2.25	1.50	.40	.25
" Territory and Western	1.50-2.00	1.50	1.00	.75		.25	.15-25
	Spring	Winter	Fall	Kitts			
MUSKRAT Eastern, best large		.10 to .13	8 to 10	2 to 5			
" Territory and Western		5 to .10	.07	2 to 4			
	Large	Small	2	3	4		Cubs
OTTER—Labrador and far North-Eastern	$10-$14	7.00-10	5.00	2.50	2.00		$1.00 to $2.00
" Territory and Western	6.00	4.50	3.50	2.25	.50		.25 to .50
	Large	Small	2	3	4		
RACOON -	.75-1 25	.60-75	.33-50	.25	.15		
" Black—Value according to darkness, size and beauty	2.25	2.00	1.00	.50	.25		
	Black	Sh'rt St	Long St	White			
SKUNK	.75-1.25	.75	.40-.50	.05-15	....		....
	Dark	Brown	Pale	2	3	4	
WOLVERINE Value according to darkness, size and beauty	5.00	4.00	2.50	1.50	.75	.25	
CASTOREUM	$5.00 to $6.00 per pound.						

ONTARIO MARKETS.

HARDWARE.

Toronto, May 8, 1903.

THE heavy movement reported last week still characterizes the market. Sorting orders continue to come in from all sides, jobbers stating that the chief difficulty to-day is to get stock rather than to secure orders. The only feature regarding prices is the marking up of quotations on German goods, wholesalers manifesting a disposition to take the difference, which there would be in case of a reduction in duty. The orders for fencing wire continue heavy from all quarters. In Manitoba and other parts of the country into which settlers are arriving, there is a particularly good demand for barb wire, but in the older parts of the province, coil spring wire is still growing in favor. Wire nails are in big request, factories still being behind orders. An exceptionally good trade in rivets and burrs has been noted. The sales of harvest tools are growing steadily. Manufacturers of spades and shovels and lawn mowers are still behind their orders, but are working hard to catch up. The trade has not yet been affected by the longshoremen's strike at Montreal, but is more concerned at the possibility of a strike of the teamsters and freight checkers here. There was talk of a strike to begin here on Thursday, but nothing will be done now for a week, during which time it is hoped that an agreement will be reached.

BARB WIRE.—An excellent trade is reported, though considerable business, formerly booked in this line, has turned to coil spring wire. The market is firm. The base price follows: $2.55 from Cleveland and 10c. less in carlots. From stock, Toronto, $2.80.

GALVANIZED WIRE.—The volume of business done in this line is even larger than last year. Prices are firm, as follows: Nos. 6, 7 and 8, $3.15 to $3.35 per 100 lb.; No. 9, $2.50; No. 10, $3.20 to $3.40; No. 11, $3.25 to $3.45; No. 12, $2.65; No. 13, $2.75; No. 14, $3.75 to $3.95; No. 15, $4.30; No. 16, $4.55. Nos. 6 to 9 base from Cleveland are quoted at $2.27½ in less than carlots.

SMOOTH STEEL WIRE.—Orders are many and generous. Prices are firm throughout. The base price is $2.50 per 100 lb. Oiling 10c.; coppering 60c.; and tinning, $2 per 100 lb. extra. Shipping points, Toronto, Hamilton, London and Montreal, with freights equalized on those points.

COIL SPRING WIRE.—The sales of this line continue to expand. Prices are steady. We quote: No. 9, $2.75; No. 11, $3.40; No. 12, $2.95. Freight up to 25c. per 100 lb. allowed on 500 lb. or over. Carlots of 15 tons, 5c. less, with freight up to 20c. allowed.

WIRE NAILS.—Orders are still coming in well and deliveries are hardly yet up to the demands. Prices are as follows: Carlots, $2.40 and small lots, $2.45 per keg f.o.b. Gananoque, Montreal, London, Hamilton, Toronto, Brantford, Windsor, Ont., and St. John.

CUT NAILS.—The demand is steady and fairly large. Prices are firm at $2.50 per keg.

HORSE NAILS.—Trade is but fair. The prices are unchanged, and our quotations are as follows: "C" brand, oval head, 40 and 10 and 7½ per cent.; on "Monarch," 60 and 10 per cent. and "Countersunk" head," 60 per cent.; on "Peerless," 45 and 7½ per cent.

HORSESHOES.—A moderate movement is recorded. We quote as follows: Iron shoes, No. 2 and larger, light, medium and heavy, $3.45; snow shoes, $3.70; light steel shoes, $3.55; featherweight (all sizes), $4.95; iron shoes, No. 1 and smaller, light, medium and heavy (all sizes), $3.70; snow shoes, $4; light steel shoes, $3.80; featherweight (all sizes), $4.95.

SCREWS.—A brisk trade is still reported, but offerings are more liberal. Prices are firm. Our quotations are as follows: Flat head bright, 87½ per cent. discount; round head bright, 82½ per cent.; flat head brass, 80 per cent.; round head brass, 75 per cent.; round head bronze, 70 per cent.; flat head bronze, 75 per cent.

RIVETS AND BURRS.—The demand has been particularly active and some sizes are decidedly scarce. Our quotations are now: Iron rivets, 60 and 10 per cent. discount; iron burrs, 55 per cent.; copper rivets, with usual proportion of burrs, 45 per cent.

BOLTS AND NUTS.—The activity continues with a firm market. We quote as follows: Carriage bolts, common ($1 list), 50 and 10 per cent.; carriage bolts, full square ($2.40 list), 55 and 10 per cent.; carriage bolts, Norway iron, ($3 list), 55 and 10 per cent.; machine bolts, all sizes, 50, 5 and 10 per cent.; coach screws, cone points, 66 2-3 and 10 per cent.

BINDER TWINE.—Business is fully as active as at this time last year. Prices are thought to be at a sound level. We quote: 650 ft., 13c.; 600 ft., 12c.; 550 ft., 11¼c.; 500 ft., 10½c.

CORDAGE.—The recent advances have brought the market to a steady level and it is believed that prices will hold to the present figure for some time. We quote: Pure manila, 14c.; British pure manila, 12c.; sisal, 11½c.; double lathyarn, 11c.; single lathyarn, 10½c.; double shingle yarn, 11c.; single shingle yarn, 10½c.

SPADES AND SHOVELS.—Jobbers are still worrying the manufacturers for deliveries, which are, however, becoming more liberal. Prices are firm. The discount is 45 per cent. and the list price has been reduced $3 per dozen for Old's goods, $2 for Gray's and $1 for Burns'.

HARVEST TOOLS.—Orders are coming in better and are calling for a wider assortment. Prices are firm with the discount still at 60 per cent.

LAWN MOWERS.—This line is probably the most bothersome on the list at the moment. The trade is eager for deliveries, but the jobbers cannot procure the goods. Prices are steady. We quote as follows: Woodyatt, 12 in., $7.50; 14-in., $8; 16-in., $8.50; 18 in., $9; 20-in., $10; Star, 12-in., $5.50; 14-in., $5.75; 16-in., $6; Daisy, 12-in., $4.90; 14-in., $5.10; 16-in., $5.30; Ontario, 12-in., $14.25; 14-in., $15.80; 16-in., $16.80; 18-in., $18.90; 20-in., $20.50; Philadelphia, 12-in., $6.50; 14-in., $7; 16-in., $7.50. Discount, 40 and 10 to 50 per cent.

BUILDING PAPER.—A good trade is now doing in all papers. Prices are steady. Quotations are: Tarred felt, $1.75 per 100 lb.; 2-ply ready roofing, 90c. per roll; 3-ply, $1.15 per roll; carpet felt, $2.25 per 100-lb.; dry sheathing, 35c. per roll; tar sheathing, 45c. per roll; dry fibre 50c. per roll; tarred fibre, 60c. per roll, O K and I X L, 65c. per roll; heavy straw and sheathing, $30 per ton; slaters' felt, 60c. per roll.

SCREEN DOORS.—The movement has not yet started in earnest, but inquiries are numerous. We quote: Screen doors, common, two or three panel, walnut stained, 4-in. style, $6.80; stained, yellow or green, $7; in natural colors, oil finish, $8.15; 3-inch style, 20c. per dozen less.

METALS.

A good steady trade is being done in all lines, the only unsettling feature being the uncertainty and annoyance caused by the 'longshoremen's strike in Montreal, which is already causing a reduction of stocks in some lines and will surely lead to a scarcity, unless conditions in Montreal are improved. Pig iron prices show a stronger tone in that metal in the United States, an advance of 25 to 50c. per ton being noted during the week at Pittsburg and other points. Copper and tin, notwithstanding fluctuations during the week, are practically unchanged at outside markets, and are steady here. Steel prices are stiff. Other metals are steady.

PIG IRON.—There is an excellent spot demand and buyers are buying supplies for well into the latter half of the year. An advance is noted in Pittsburg, but there is no change locally. We quote as follows: No. 2 at $22.50 to $22.75; No. 2 Summerlee, $25 on track, Toronto.

BAR IRON.—The activity is even more marked and prices continue firm. We quote as follows: Base price is $2.05. For extras, cut to length while rolling: 2 ft. and over, 10c. per 100 lb.; 1 ft. and under 2 ft., 15c.; under 1 ft., 20c.; over 20 ft., by special agreement, according to length and size.

STEEL BOILER PLATES.—A brisk market at firm figures is noted. We quote $1.96 f.o.b. Toronto.

TOOL STEEL.—An excellent demand is recorded. Prices continue firm. Quotations are as follows: "B C" and "Black Diamond," 10 to 11c.; Jessop's, Morton's and Firth's, 14c.; Jonas & Colver's, 10 to 20c.; ditto, "Air Hardening," 70c. per lb.; Chas. Leonard's, 8 to 9c.; Park's "Silver," 12 to 14c.; Park's "Special," 15 to 20c.

MACHINERY STEEL.—The activity continues, with prices firm at $2 to $2.05 f.o.b. Toronto.

STEEL BOILER PLATES.—There is still a good movement. Prices are steady at $1.96 f.o.b. Toronto.

BLACK SHEETS.—Business continues satisfactory, with prices unchanged. We quote: Common, $3.15 for 28 gauge and dead flat, $3.50 for 26 gauge.

CANADA PLATES.—A good demand is noted. Stocks are fairly good, but it is feared they will be reduced even to scarcity if the strike in Montreal continues. Prices are steady. We quote as follows: All dull, $2.90 to $3; half-polished, $2.85 to $3.10 and all-bright, $3.75 to $3.85.

GALVANIZED SHEETS.—There is a splendid demand. Quotations are firm. We quote: Queen's Head, $4.50 for 28 gauge; American, $4.40 for 24 gauge; Bell brand, $4.30 for 28 gauge; Gordon Crown, $4.50 for 28 gauge.

TIN.—An active business is reported, with prices unchanged at $33 to $33.25.

TINPLATES.—The demand is improving. We quote as follows: Charcoals, $4.75 to $5 and cokes, $4.25 to $4.50 per box.

COPPER.—The market is still weak, yet there is a fair business in small lots at unchanged prices. We quote as follows: Ingot copper, $15, and sheet copper, $21 to $22 per 100 lb.

BRASS.—The activity continues at unaltered prices. Discount is 10 per cent.

LEAD.—There is a fair demand at unchanged prices. We quote: $3.50 per 100 lb. for pig lead and $3.75 for bar lead.

IRON PIPE.—A fairly good trade is doing. Prices are firm. We quote: Per 100 ft.: Black pipe, $\frac{1}{8}$-in., $3.25; $\frac{1}{4}$ in., $2.40; $\frac{3}{8}$-in., $2.65; $\frac{1}{2}$ in., $2.85; $\frac{3}{4}$-in., $3.65; 1-in., $5.25; $1\frac{1}{4}$-in., $7.35; $1\frac{1}{2}$-in., $8.95; 2-in., $12.55; $2\frac{1}{2}$-in., $21; 3-in., $25; $3\frac{1}{2}$-in., $32; 4-in., $38.

ZINC SPELTER.—Stocks are still light but the demand is excellent, with prices firm at $6\frac{1}{4}$ to $6\frac{1}{2}$c.

ZINC SHEETS.—An active business is recorded. We quote the base price as follows: Cask lots, $6.75 to $7 and part casks, $7 to $7.25.

SOLDER.—In good demand. Prices are unchanged. Guaranteed half-and-half is quoted at 18 to 19c., and wiping 17 to 18c.

OLD MATERIAL.

This market shows no change this week. The general demand is still fair, and the supply somewhat limited. We quote as follows: Heavy copper and wire, 12c. per lb., light copper, 10c. per lb., heavy red brass, $10\frac{1}{2}$c. per lb.; heavy yellow brass, 9c. per lb.; light brass, 6c.; lead, $2\frac{3}{4}$c.; scrap zinc, $3\frac{1}{2}$c.; iron, No. 1 wrought, $14 per net ton; No. 2 wrought, $5; machinery cast scrap, $16; stove plate, $11; malleable and steel, $7; old rubbers, $6\frac{1}{2}$c. per lb. and country mixed rags, 50c. per 100 lb.

SEEDS.

The seed season is practically over now, although there are a few small orders still coming in. Prices remain firm at last week's quotations. We quote as follows, ex-warehouse here: Red clover, per bushel, $6 to $7.80; alsike, per bushel, $4.80 to $8; timothy, per bushel, $2 to $2.75.

HIDES, SKINS AND WOOL.

This market makes the same showing as last week. Prices hold firm at last week's quotations. We quote as follows:

HIDES.—No. 1 green, $7\frac{1}{2}$c.; No. 2 green, $6\frac{1}{2}$c. per lb.; No. 1 green, steers, 8c.; No. 2 green, steers, 7c. per lb.; cured, per lb., $7\frac{3}{4}$ to $8\frac{1}{4}$c.

CALF SKINS.—Veal skins, No. 1, 6 to 14 lb. inclusive, 10c.; No. 2, 8c.; No. 1, 15 to 20 lb. inclusive, 9c.; No. 2, 7c. Deacons (dairies), each, 60 to 70c.; sheepskins, 40c. to $1.10.

WOOL.—Unwashed wool, per lb., 8 to 9c.; fleece wool, 15 to 16c.; pulled wools, super., per lb., 15c.; extra, 18c.

TALLOW.—Tallow is very scarce. We quote $5\frac{3}{4}$ to 6c. per lb.

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters.

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, LIMITED

MANUFACTURERS OF

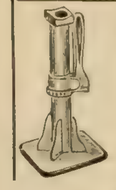
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:

JOHN FORMAN, 644 Craig Street

MONTREAL



COVERT MFG. CO.

West Troy, N.Y

Auto Screw Jack

Harness Snaps, Chain, Rope and Web Goods, etc.

FOR SALE BY JOBBERS AT MFRS. PRICES

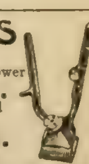
PRIEST'S CLIPPERS

Largest Variety, Toilet, Hand, Electric Power

ARE THE BEST.

Highest Quality Grooming and Sheep-Shearing Machines.

WE MAKE THEM.



SEND FOR CATALOGUE TO

American Shearer Mfg. Co., Nashua, N.H., USA

Oneida Community Goods

HALTERS, COW TIES, SNAPS, etc., etc.,

in all sizes and styles. May be had of all Jobbers throughout Canada.

Factory—NIAGARA FALLS, ONT

NEWMAN'S PATENT

INVINCIBLE FLOOR SPRINGS

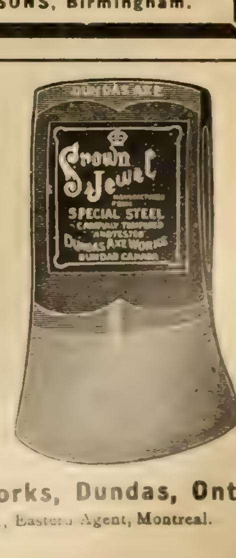
Combine all the qualities desirable in a Door Closer. They work silently and effectually, and never get out of order. In use in many of the public buildings throughout Great Britain and the Colonies. MADE SOLELY BY

W. NEWMAN & SONS, Birmingham.

..A..

STANDARD.

The cost of Axes per million feet of lumber taken out should be the best Standard. Under this Standard the CROWN JEWEL is the cheapest Axe in the market.



Dundas Axe Works, Dundas, Ont.

W. L. Haldimand, Jr., Eastern Agent, Montreal.

Nicholson Co.

High-Grade Files and Rasps

Largest Manufacturers in the World.

Seven Factories. Seven Brands.

May be purchased from all Prominent Hardware Merchants.

Walter Grose, Selling Agent, Montreal. Dominion Works, Port Hope, Canada.

MANITOBA MARKETS.

WINNIPEG, MAY 4.

"TRADE is good and cannot get goods fast enough," continues to be the staple answer of the hardware trade. The delays in shipments of goods are becoming a regular bug-a-boo with merchants. In paints and oils trade is brisk; turpentine is still weak and the prices of lead have not advanced as anticipated. There is a growing demand for scrap, and all the machine shops and foundries are working at high pressure. Binder twine is selling well, and there is a general feeling that prices will be high this fall. The trade in implements for spring has been fully 50 per cent. ahead of last year. The lines that have sold most freely are plows, harrows, wagons, cultivators and drills. We quote:

Barbed wire, 100 lb	$3 25
Plain twist	3 25
Staples	3 65
Oiled annealed wire, No. 10	3 42
" No. 11	3 48
" No. 12	3 56
" No. 13	3 66
" No. 14	3 76
" No. 15	3 91

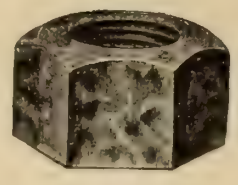
Annealed wires (unoiled) 10c. less.
Horsenails, 40 per cent. discount.

Horseshoes, iron, No. 0 to No 1	4 35
No. 2 and larger	4 20
Snow shoes, No. 0 to No. 1	4 60
No. 2 and larger	4 45
Steel, No. 0 to No. 1	4 45
No. 2 and larger	4 20

Cut Nails—		Wire Nails—	
2d 1 in	$4 10	1 in	$4 20
3d Fin. 1⅛ in	4 10	1⅛ in	4 20
3d 1¼ in	3 75	1¼ "	3 85
4d 1½ in	3 50	1½ "	3 60
5d 1¾ in	3 50	1¾ "	3 60
6d 2 in	3 40	2 "	3 50
8d 2½ in	3 25	2½ "	3 35
10d 3 in	3 20	3 "	3 30
20d 4 in	3 15	3½ "	3 25
30d 4½ in	3 10	4 "	3 20
40d 5 in	3 10	4½ "	3 20
50d 5½ in	3 10	5 "	3 20
60d 6 in	3 10	5½ "	3 20
		6 "	3 20

Bar iron, $2.70 basis.
Swedish iron, $4.75 basis.

Sleigh shoe steel	2 85
Spring steel	3 25
Machinery steel	3 50
Tool steel, Black Diamond, 100 lb	8 50
Jessop	13 00



THE JOHN MORROW MACHINE SCREW COMPANY, Limited

Manufactuters of

Set and Cap Screws, Special Milled Work, Engine Studs, Etc. Cold Punched Nuts of every variety of finish.

INGERSOLL, ONT.

NEW LIGHT STEEL RAILS ALL WEIGHTS, ALL SECTIONS

We offer for immediate shipment from stock, all sections from 12 up to 56 pounds to the yard with fastenings. CORRESPONDENCE SOLICITED.

Sessenwein Bros., 103 Shannon St., Montreal.

WILL IT PAY?

Every business transaction is weighed by one standard.

Will it Pay?

If you handle *oil of any kind* and are considering the purchase of a

BOWSER
Self-Measuring
OIL TANK

Let us ask you a few questions:

Is it worth 10 cents a Day to handle your oil without waste?

Is it worth 10 cents a Day to sell your oil without loss of time and labor?

Is it worth 10 cents a Day to have no leaky, dirty measures and funnels to handle?

Is it worth 10 cents a Day to keep your oil room neat and clean?

We might propound a hundred questions equally as pertinent. If any one of these is worth 10 cents a day, is not the combination of the many worth more than the cost of a **Bowser Self-Measuring Oil Tank**, which will give you all these advantages?

Let us give you full particulars. Ask for Catalogue "A."

S. F. BOWSER & CO., Factory FORT WAYNE, IND.

Sheet iron, black, 10 to 16 gauge, 100 lb.	3 50
18 to 22 gauge	3 75
24 gauge	3 90
26 gauge	4 00
28 gauge	4 10
Galvanized Iron, Apollo, 16 gauge	4 00
18 and 20 gauge	4 00
22 and 24 gauge	4 50
26 gauge	4 50
28 gauge	4 75
30 gauge or 10¾ oz	5 00
Extra sheets, 36 in. wide an advance of 25 p.c. per 100 lb.	
Queen's Head, 24 gauge	4 50
26 gauge	5 75
28 "	5 00
Genuine Russian, per lb	11
Imitation " "	07
Tinned, 24 gauge, 100 lb	8 50
26 gauge	9 00
Tinplate, IC charcoal, 20 x 28, box	10 00
" IX "	12 00
" IXX "	14 00
Ingot tin	35
Canada plate, 18 x 21 and 18 x 24	3 25
Sheet zinc, cask lots, 100 lb	7 00
Broken lots	7 50
Pig lead, 100 lb	5 00
Black iron pipe, ⅛ inch	3 30
" ¼ "	3 30
" ⅜ "	3 40
" ½ "	3 75
Black iron pipe, ¾ inch	4 30
" 1 "	6 25
" 1¼ "	8 75
" 1½ "	10 50
" 2 "	14 50
Rope, sisal, 7-16 and larger, basis	$11 75
Manila, 7-16 and larger, basis	14 75
Solder	20
Axes, chopping	$ 6 75 to 12 00
" double bitts	12 00 to 18 00
Bluestone	5 75
Screws, flat head, iron, bright	85 and 10 p c.
Round " "	80 p.c.
Flat " brass	75 and 10 p.c.
Round " "	70 and 10 p.m.
Coach	65 p.c.
Bolts, carriage	50 p.c.
Machine	50 and 5 p.c.
Tire	60 and 5 p.c.
Sleigh shoe	65 p.c.
Plough	50 p.c.
Flat head stove	60 and 5 p.c.
Round head	60 and 5 p.c,
Elevator	60 p.c.
Rivets, iron	50 and 10 p.c.
Copper, No. 8	32
" No. 12	36
Coil chain, 3-16 inch	10½
" ¼ inch	8¼
" 5-16 inch	5½
" ⅜ inch	5¼
" 7-16 inch	5
" ½ to ¾ inch	4¾
Spades and shovels	40 and 5 p.c.
Harvest tools	60 p.c.
Axe handles, turned, s.g. hickory, doz.	$2 50
No. 1	1 50
No. 2	1 25
Octagon extra	1 75
No. 1	1 25
Files common	70, and 10 p.c.
Diamond	60
Ammunition, cartridges, Dominion R.F.	50 p.c.
Dominion, C.F., pistol	30 p.c.
" military	15 p.c.
American R.F.	30 p.c.
C.F. pistol	5 p.c.
C.F. military	10 p.c. advance.
Loaded shells:	
Eley's soft, 12 gauge black	16 50
chilled, 12 gauge	18 00
soft, 10 gauge	21 00
chilled, 10 gauge	23 00
Shot, Ordinary, per 100 lb	6 20
Chilled	6 60
Powder, F.F., keg	4 75
F.F.G.	5 00
Tinware, pressed, retinned.	70 and 10 p.c.
" " plain	75 and 2½ p.c.
" pieced	
Japanned ware	37½ p.c.
Enamelled ware, white	45 p.c.
" Famous	50 anp 10 p.c.
" Imperial	50 end 10 d.c.
Green Wire Cloth	1 50.

In New Buildings or Old

WHEREVER HIGHEST EXCELLENCE IS REQUIRED
USE OUR

METALLIC CEILINGS AND WALLS

Because they give most lasting satisfaction — are strictly sanitary—and are made in a multitude of artistic designs to suit all tastes and requirements.

We offer you very best value to be found in these reliable goods —the perfect harmony of beauty, combined with practical business needs.

Carry them in stock and be sure of the best trade.

The Metallic Roofing Co., Limited

TORONTO MONTREAL WINNIPEG

PETROLEUM.

Water white American	26½c.
Prime white American	24½c.
Water white Canadian	24c.
Prime white Canadian	22½c.

SCRAP.

No. 1 cast iron	$16 per ton.
No. 2 "	8 "
Wrought iron scrap	5 "
Copper (heavy)	7c. per lb.
Yellow brass (heavy)	7½c.
Light brass	5c. to 6c. "
Lead pipe, or tea lead	2c. to 2½c. "
Zinc scrap	1c. "

PAINTS, OILS AND GLASS.

Turpentine, pure, in barrels	$ 1 00
Less than barrel lots	1 01
Linseed oil, raw	66
Boiled	69
Lubricating oils, Eldorado castor	28½
Eldorado engine	27½
Atlantic red	33½
Renown engine	42
Black oil	19½ to 21½
Cylinder oil (according to grade)	55 to 74
Harness oil	56
Neatsfoot oil	1 00
Steam refined oil	85
Sperm oil	2 00
Pure castor oil, first pressure	10
Lubricating	10

BINDER TWINE.

Jute, per lb	$0 08½
American, per lb	0 10½
Sisal, per lb	0 10½
Standard, per lb	0 10½
Manila, per lb., 550 ft	0 11¼
Manila, per lb., 600 ft	0 12
Manila (pure), per lb	0 13

F.O.B. Chicago; discount ⅛c. on 5-ton lots and ¼c. on car lots.

NOTES.

Dalton & Co., Wellwood, have added hardware to their general stock.

Clark & Thompson have purchased the business of F. Y. Newton, at Grand View.

Basswood, Man., is to have a hardware store. Mr. Murray, of Winnipeg, is the proprietor.

NOVA SCOTIA MARKETS.

Halifax, May 5, 1903.

THE general activity which has prevailed in the hardware trade for some months still continues, and all the dealers place the business so far in 1903 as beyond the average, although the last few years have been exceedingly good, both as to the volume of business done and the general trade conditions prevailing throughout the Maritime Provinces.

* * *

There are no material price changes to note, but in nearly every line there is a tendency to firmness. The urgent demand for goods at the hands of the manufacturers is given as a reason for such firmness, and the fact that the manufacturers are sold up to date and beyond their capacity to turn out the goods as orders come in. An easier condition was expected this season in this respect, but goods have still to be ordered far ahead to ensure delivery when required. This hampers the trade to some extent and the wholesalers are hoping for a more even balance between supply and demand. This, however, is not likely to occur this season.

* * *

The demand for all lines of builders' hardware continues good. There has also been a good demand for farming tools and implements, and for wire fencing. The demand for the latter is now pretty well supplied and the trade will pass into other seasonable lines. There has also been a fair demand for lumbering and mining supplies of late, but the trade has not been quite up to the average. During the last two weeks the bulk of many orders was for glass, cement, etc., the spring supply of which came by the ss. Pharsalia.

* * *

The retail trade for the last two or three weeks has been quite brisk in the

ers of paints, brushes, glass, putty, nails, screws, etc., for the regular spring opening of the householder. There has also been a fair trade in sporting goods and anglers' supplies.

* * *

There is still considerable comment as to the effect of the German surtax. Large quantities of shelf hardware and cutlery have been imported from that country. Besides the inclination of a good many customers to prefer foreign made goods—supposing them to be superior—it is claimed by the trade that in many lines, especially in cutlery, the "Made in Germany" is more attractive in pattern and more highly finished, thus looking much better and being readier sellers. They seldom, however, equal the British product in their solidity of make or in their wearing qualities. The result may be that a certain proportion, or certain lines, will still be imported and sold at the increased cost. The consensus of opinion remains that the Finance Minister's policy was judicious, although a tariff war is a thing not to be desired.

* * *

The Customs receipts of Halifax have made an abnormal record for April. The record for April, 1902, was $105,229.26, and for the present year, $300,880.18, an increase of $195,319.16. A very large portion of this amount is for sugar duties, the balance being for spring importations, which were especially large, that of hardware exceeding the average for a number of years.

R. C. H.

OBITUARY.

JOHN McARTHUR.

THE death of John McArthur, founder of the paint and oil firm of John McArthur & Son (now McArthur, Corneille & Co.), of Montreal, took place on Tuesday evening, the 5th inst. Mr. McArthur was 90 years old, and had not been in good health for a couple of years before his death.

The deceased gentleman came to Canada from Hamilton, Lanarkshire, Scotland, in 1845, and one year later entered business with the late Alex. Ramsay, father of the senior partner of A. Ramsay & Son, Montreal, under the style of Ramsay & McArthur. This firm, whose warehouse faced Victoria Square, carried on business for many years, till the junior partner commenced business with his son, J. C. McArthur. About 10 years ago he retired from business, and the firm of John McArthur & Son became that of McArthur, Corneille & Co.

Mr. McArthur was prominently connected with several city charities, having been a governor of Montreal General Hospital, the House of Industry and Refuge and other institutions, and was an artist of no little merit, being one of the earliest members of the Art Association of Montreal.

He leaves a son, J. C. McArthur, of McArthur, Corneille & Co., and three daughters.

THE GREAT WEST.

THE trade of the week has been rather quiet, owing to the low temperature which came duly as predicted by Mr. Foster. The lull was only temporary, and no doubt the railway companies hailed it as a special providence in their behalf, for they are all hopelessly behind with shipments, and many country merchants complain that goods now reaching them are so far behind as to be unsaleable. This is especially the case with regard to goods ordered for sale to new settlers.

* * *

The railway companies are making a big struggle; but the traffic is enormous, and, in the case of the C.P.R. particularly, they are reaping the whirlwind for allowing men well accustomed to western conditions to go and replacing them with men from the east who have had no practical experience of similar conditions, and promptly lose their heads. Some of the men who left the company three years ago did so largely because their statements as to the need of increasing the rolling stock and double tracking the road were turned down, and now what they foretold has more than been fulfilled. No amount of strenuous effort now will or can make up for the want of foresight, or, more properly speaking, the want of faith on the part of those in authority in the men who were on the spot and knew the conditions. Most unfortunately it is not the railroad that is paying the piper, but the country at large. Some of the newspaper men who have come up from the east, noticeably the man for The Toronto Star, makes a brilliant plea for the C.P.R., and reviles the people of the west for their complaining. Statements like that may go down in the east, but not here. We are so used to be lied about in the east that we get hardened to it, but statements like that appearing at a time when hundreds of cars of freight are weeks behind in delivery make even the patient western jobber indulge in a few private cuss words.

C.E.H.

MAKING SEVERAL NEW LINES.

J. J. Turner & Son, Peterboro', Ont., are, by their aggressive business methods, building up a particularly strong connection for the supply of tents, flags, awnings, waterproof goods, camping supplies, etc. Since building their new factory last summer they have started to manufacture a number of new lines, including horse blankets, coal bags and the other lines which are sold by the hardware trade. Their catalogue is now ready for distribution.

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 2c. a word each insertion; cash in advance. Letters, figures, and abbreviations each count as one word in estimating cost.

SITUATIONS VACANT.

WANTED—Traveller for wholesale iron and steel business; one with practical experience in working steel preferred. State experience and salary expected. P. O. Box 678, Montreal. 16-2 f

BLACKSMITH — First-class; state wages F. Gadsby, Springfield, Ont. f

BLACKSMITH — Good general man; good horseshoer and hammersmith; at once. Apply to Fred Bunt, Vallentyne, Ont.

TINSMITH—Experienced furnace man; some knowledge of pipe fitting; able to estimate; take charge of shop; fifteen dollars week; permanent situation; if married would advance to assist moving; mention experience, age; send recommendations. A. P. Brown, Morden, Manitoba.

TINSMITH—Good at plumbing and pipe fitting; state experience and wages. H. A. Havil, Walkerton, Ont. f

ENGINE erectors wanted—At once; good men; highest wages. J. M. Ross, Sons & Co., Brampton, Ont. f

BLACKSMITH — Good steady single young man; one or two years' experience at horseshoeing; to work in general shop; state wages wanted; good steady job. A. W. Hough, Perry, Michigan. f

BLACKSMITH—Immediately, one or two years, experience at horse shoeing and general work; strictly temperate. John Wilson, Homer, Ont. f

THREE harness makers wanted at once. F. A. Musgrove & Co., Picton. f

TINSMITH — At once; steady job; must be strictly temperate. Apply, stating experience and wages expected. J. & T. M. Piper, Fort William, Ont. f

SITUATION WANTED.

HARDWARE clerk, young man, experienced, with good references, wants situation at once. Box 25, HARDWARE AND METAL.

FOR SALE.

6 FOOT squaring shead, good order. Wheeler & Bain, Toronto. 19-1

TO RENT.

BLACKSMITH shop—stock and tools for sale; doing good shoeing and jobbing trade; established twenty-seven (27) years in town three thousand (3,000); reasons for renting. Box 666, Globe. f

TINSMITHS—TWO—Immediately; good on pipe-fitting; steady employment; state salary and experience. J. S. Moir, Arnprior, Ont.

"NOVO" Air-Hardening Steel

For High-Speed Lathes, Planers, Etc. Annealed for Milling Cutters, Reamers, Etc., without equal for universal use.

WILLIAM ABBOTT, Agent,
334 ST. JAMES ST., MONTREAL

"Pullman" Lawn Sprinkler

IS YOUR ORDER IN?

Send for Folder No.14.

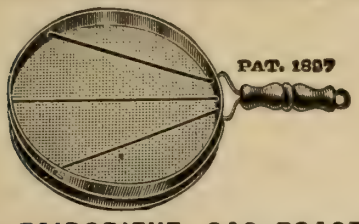
PULLMAN MNFG. CO.
Rochester, N.Y., U.S.A.

THE "SUN" BRAND PORTLAND CEMENT.

We make only one quality and that the best. Ask us for quotations.

The Sun Portland Cement Co., Limited
OWEN SOUND

JAS. A. CLINE, Managing Director.



The FAIRGRIEVE GAS TOASTER

Retails at 25c. The only Toaster guaranteed to toast on gas, gasoline or blue flame oil stoves without taste or smell. Write for prices.

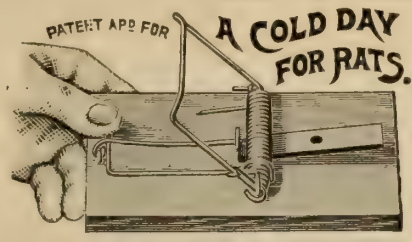
THE FAIRGRIEVE MAN'FG. CO.,
295 COLLEGE ST., TORONTO.
U. S. Branch: 289 Jefferson Ave., DETROIT.

STANLEY RULE & LEVEL CO.,

NEW BRITAIN, CONN., U.S.A.

IMPROVED CARPENTERS' TOOLS

SOLD BY ALL HARDWARE DEALERS.



Blizzard Rat Trap

Sold with our other lines of traps by all leading Canadian Jobbers.

J. M. MAST MFG. CO., - LITITZ, Pa., U.S.A.
EDWIN H. GREENFELL & CO., LONDON, ONT.
CANADIAN AGENTS.

JUNE--The Month of Brides.

It is certain to be a profitable investment to have on hand a few **Gilt Clocks, Silverware, Silver Novelties, Photo Frames, Mirrors, etc.,** for Wedding Gifts. You'll sell them if you have them, and your competitor will sell them if you haven't them,—a loss of profit and prestige.

Write—In asking us for Specific Suggestions you can be sure we'll do the right thing.

E. W. GILMORE & BRO., 86 Bay St., Toronto

Wise Buyers

Want...

Best Values.

Be Wise and Buy

PERFECTION WIRE CHAINS

"Every Link Guaranteed"

—MADE IN—
COW TIES,
HALTER CHAINS,
DOG CHAINS,
TRACE CHAINS,
HOBBLE CHAINS

Smoothest Strongest
HENCE THE
BEST MADE

SPREADER CHAINS and for STALL FIXTURES.

WE STAND BEHIND OUR GUARANTEE.

McKINNON DASH & METAL WORKS CO.,
ST. CATHARINES, ONT. Limited

FOR SALE BY LEADING JOBBERS.

The New Century Ball-Bearing Washing Machine.

Not the cheapest but decidedly the best Washing Machine made.

Five to seven minutes only required for a tubful.
The operator need not stand when using it, and there is practically no wear on garments.
Full information given on application.

THE DOWSWELL MANUFACTURING CO.,
Hamilton, Ont. Limited

W. L. HALDIMAND & SON, Montreal, - Eastern Agents.

TRADE IN COUNTRIES OTHER THAN OUR OWN.

IRON SITUATION IN THE STATES.

THREE statements give the situation in the main. Foundry pig iron is weaker and buyers are waiting for the market to settle further before taking hold. Steel making pig irons are strong, with good demand. Finished material in all lines is quiet, but without weakness. This is not the first time in the present long run of prosperity in iron, when foundry iron has been out of harmony with other lines, and the causes in this instance are not obscure. For months buyers have been out of the market except as failures of deliveries on contracts or temporary increase in demand for castings has compelled buying. Increasing production of pig iron and market improvement in freight facilities have demonstrated that foreign iron is no longer needed and that requirements will be more than supplied by domestic furnaces. The discrimination of $1 per ton on Southern iron prices, in favor of eastern buyers, is practically ineffective to-day, and while there has not been business enough to tempt association furnaces to change their own schedule there have been sales of No. 2 iron at $16.50, Birmingham, by outside interests to Central Western melters, and this price does not appear to be absolute minimum. The possibility of a new and uniform price by the associated Southern sellers is already being discussed. It does not appear, with all the weakness and halting in foundry iron, that melters are now doing less business than in the past year or expect any falling off. The contrary is true in very many instances. What is likely to happen is that a very large number of foundries will be in the market at the same time within the next two months. The price of Northern iron has declined within the month, and $20 for No. 2 at Northern furnace is now possible for the second half. Middlesboro' iron is weaker in the east, $17.75 ex-ship having been done. German iron is also lower, and there is some discussion of probable cancellations on existing contracts for foreign iron. The market for steel-making pig iron does not show the weakness of foundry grades. Pittsburg reports about 50,000 tons of Bessemer and basic iron sold in the past week, including a considerable tonnage for May, June and July, on the basis of $19.90 to $20.15 at Valley furnace for the earlier deliveries.—Iron Trade Review, April 30.

HARDWARE TRADE IN THE STATES.

Considering the advance in the season, trade continues in excellent volume. Outdoor activities, especially in agricultural sections, interfere, however, with the leisure of retail merchants, but what is lost in this way finds doubtless some counterbalance to the increase of trade in other directions. Jobbers generally are well supplied with goods, and their purchases have recently fallen off so that the amount of new business coming in to manufacturers is not so heavy as it has been. A noticeable feature of recent trade is the fact that jobbers are placing their orders a longer time in advance of the season when the goods are needed than has been usual during past years. The reason for this is found in the activity of trade and the difficulty frequently experienced in getting goods when required if their purchase has been too long deferred. Manufacturers continue in many lines to be behind their orders, the production of goods being interfered with by the causes with which the trade are familiar—difficulty in getting material, delays in transportation, etc. There is also more or less difficulty experienced in connection with labor, which, in some cases, is scarce and in others restless, if not actually on strike. The various influences at work in the market tend to give strength to prices, and many lines are decidedly firm, even if they have not lately recorded an actual advance. The generally gratifying indications for the crops are influencing the market toward continued strength and confidence.—Iron Age.

BRITISH IRON MARKET.

S. W. Royse & Co., Manchester, Eng., in their monthly report say: "The decline in values in pig iron, which commenced towards the end of March, has since continued steadily, and the total drop is very heavy, being some 4s. per ton in Scotch and Cleveland iron. Naturally, very little business is being done—only of the merest hand-to-mouth description, and there is a large increase in the quantity of iron in the public stores in Middlesboro'."

UNITED STATES MERCHANT IRON PIPE.

Inquiry is very heavy for the larger sizes of pipe and a big tonnage has been closed, though, as a result of the labor situation, demand for smaller pipe is very light. Several big deals for pipe for summer delivery are under way, notably one for 100 miles of line pipe and casing for Joplin, Mo., and for 34 miles of 6-in. pipe for Beaumont, Tex., all of which is to be laid this summer. The slight demand for small pipe has weakened prices, and several sellers believe a reduction will be made in the near future.—Iron Trade Review.

THE AXE TRADE IN THE STATES.

Within the past few weeks the axe market has developed decidedly unsatisfactory conditions. The effort made by the manufacturers to maintain prices has been unsuccessful and there has been a break to a point below that at which contracts were placed a year ago. The jobbing trade in their suspicion of the market, which is thus shown to have been well founded, deferred purchasing to a later date than usual, and it is understood that a great many of them have not even as yet placed their orders. There is, however, a general feeling that the market is not likely to recede further, especially as existing prices are referred to by many of the manufacturers as actually below the cost of production. In the competition which exists the usual differential between manufacturers' and jobbers' brands is not in all cases adherred to, and manufacturers are in some cases selling their own brands at figures that closely approximate prices of special brands. This is done largely on account of their desire to market their own goods and to discourage as much as possible the sale of special brands.—Iron Age.

EASY TIN MARKET.

London cables reported a marked decline in the price of spot tin on some selling pressure, and that the market closed with an easy tone at £1 below Monday's closing figure. Futures were quiet and declined 17s. 6d. In this market trade was reported to be extremely dull and the undertone was easy. While at the call on the Metal Exchange 29.90c. was bid and 30.12½c. asked for spot to May in the open market, there were sellers of stock in store at nearer the first-named than the latter figure. So far as could be learned there were no inquiries for lots larger than 5 tons, consumers not being disposed to enter the market.—New York Journal of Commerce, May 6.

CUT AND WIRE NAILS IN THE STATES

Shipments of cut nails from the mills are delayed to some extent by the continued scarcity of steel. There is a good demand for cut nails, and the mills are working full time, mostly on large contracts placed prior to the recent advance in prices. The tone of the market is strong, and we quote: Steel cut nails, $2.15, base, in carloads and $2.20 in less than carloads; iron cut nails, $2.25, base, in carloads and $2.30 in less than carloads, plus freight in Tube Rate Book to point of destination, 60 days, less 2 per cent. off in 10 days.

There is nothing of special interest to note in the wire nail trade this week. The output of the mills is restricted to some extent by the continued scarcity of steel, but the fact that a large Bessener works of The Carnegie Steel Co., at Youngstown, Ohio, has recently been changed from rails to billets will soon relieve the scarcity of steel to some extent at least. The wire-nail mills are steadily employed, mostly on contracts placed some time since, but a good many new orders are being received. The tone of the market is firm, and prices, we are advised, are being firmly held.—Iron Age, April 30.

BUILDERS' SUPPLIES

Fire Bricks, Fire Clay, etc.

ALEX. BREMNER, 50 Bleury Street, Montreal, Que.

MADE IN FOUR WIDTHS.
½ inch, ⅝ inch, ¾ inch and 1 inch.
PATENTED IN ALL COUNTRIES.

WE STRAP THE WORLD!

Cary's Universal Box Strap

A CONTINUOUS Metal Strap with a series of raised bosses along the edges, to strengthen same and protect nail heads. Put up in coils of 300 feet each, and packed 20 coils in a case. On each coil we put our patent metal reel frame, making it a complete reel.

MONTREAL HEADQUARTERS: **E. F. DARTNELL, 180 St. James St.**
BELL TELEPHONE MAIN No. 2382.

PERFORATED : SHEET : METALS in

Brass, Copper, Steel, Etc.

All sizes of perforations and thicknesses of metals for

MINERS' USE
GRAIN CLEANING MACHINERY
BEE KEEPERS
MALT KILN FLOORS, etc

THE B. GREENING WIRE CO., Limited. Hamilton, Ont., - Montreal, Que.

PORTLAND CEMENTS

BEST

GERMAN, BELGIAN, AND ENGLISH BRANDS.

Fire Bricks,
Fire Clay,
Flue Linings,
Drain Pipes,
Hard Wall Plaster.

W. McNALLY & CO.

40 to 52 McGill Street,
Corner Wellington St.,
MONTREAL.

Write for our quotations.

Calcined Plaster,
Wheelbarrows,
Mortar Stains.

A FULL STOCK OF
BUILDERS' and
CONTRACTORS' SUPPLIES.

PAINT, OIL AND BRUSH TRADES

PAINT AND OIL MARKETS.

MONTREAL.

THERE has been no important change to note in paints or oils, but the tone of the market for turpentine continues easy, and although no further decline in prices has taken place since this day week, yet they have a downward tendency, as supplies in sight are considerable. Business in all lines has been active, there being a good demand from both outside and local jobbers, and wholesale houses are busy filling orders. We quote:

GROUND WHITE LEAD.—Best brands, Government standard, \$5.25 to \$5.50; No. 1, \$4.52½ to \$5.12½; No. 2, \$4.65 to \$4.75; No. 3, \$4.27½ to \$4.37½; No. 4, \$3.90 to \$4., all f.o.b. Montreal. Terms, four months, or 3 per cent. off for cash in 30 days.

DRY WHITE LEAD.—\$5 in casks, and in kegs, \$5.25.

DRY WHITE ZINC.—Pure dry, in casks, 6¼c.; in 100-lb. kegs, 6¾c.; No. 1, zinc, in casks, 5¼c.; in 100-lb. kegs, 5¾c.

WHITE ZINC (ground in oil)—Pure, 25-lb. irons, 8c.; No. 1, 7c.; No. 2, 6c.

PUTTY.—We quote: Bulk, in barrels, \$1.60; bulk, in 100-lb. packages, \$1.85; bladders, in barrels, \$1.90; bladders, in 100 or 200-lb. kegs, \$2.05; 25-lb. tins or irons, \$2; 12½-lb. tins, \$2.30. f.o.b. Montreal, Ottawa, Toronto, Hamilton, London and Guelph. Maritime Provinces, 10c. higher, f.o.b. St. John and Halifax. Three per cent. discount for cash in 30 days.

ORANGE MINERAL.—Casks, 7c.; 100-lb. kegs, 7¼c.; smaller quantities, 8¼c.

RED LEAD.—Genuine red lead, in casks, \$4.50; in 100-lb. kegs, \$4.75; in less quantities, \$5.75 per 100 lb. No. 1 red lead, casks, \$4.25; kegs, \$4.50 and smaller quantities, \$5.50.

LITHARGE.—Ground, casks, 5c.; less quantities, 5½c.; flake litharge, casks, \$5.25; smalls, \$5.75 per 100 lb.

LINSEED OIL.—Raw, 1 to 4 barrels, 59c.; boiled, 62c.; raw, 5 to 9 barrels, 58c.; boiled, 61c. Terms, net cash in 30 days. Delivered in Ontario, between Montreal and Oshawa, at 2c. per gallon advance.

TURPENTINE.—Single barrels, 85c.; 2 to 4 barrels, 84c. Terms, net cash in 30 days.

BENZINE.—25 to 26c.

SHELLAC VARNISH.—Pure white, \$2.35 to \$2.45; orange \$2.25 to \$2.35.

MIXED PAINTS.—\$1.20 to \$1.40 per gallon.

CASTOR OIL.—8¾ to 9¼c. in wholesale lots, and ½c. additional for small lots.

SEAL OIL.—48 to 50c.

COD OIL.—35 to 37½c.

PURE CANADIAN PARIS GREEN.—Petroleum barrels, 16¼c.; per lb.; arsenic kegs, 16½c.; 50 and 100 lb. drums, 17c., 25 lb. drums, 17½c.; 1 lb. packages, 18c; ½-lb. packages, 20c.; 1 lb. tins, 19c.; ½-lb. tins, 21c.

PURE ENGLISH PARIS GREEN.—Petroleum barrels, 14½c.; arsenic kegs, 14½c.; 50 and 100-lb. drums, 15c.; 25-lb. drums, 15½c.; 1 lb. paper boxes, 16c.; 1-lb. tins, 17c.

TORONTO.

An exceedingly good week's business is reported by most jobbers, the demand being of a general sorting nature, though the staples, such as white lead, oil and turpentine, are not moving any too freely. Paris green prices are still being cut, with but a moderate movement. Turpentine continues easy, owing to the fact that prices continue to decline in Savannah, the price there now being 20c. per wine gallon, equal to 26 2-3c. per Imperial gallon, lower than the high price noted before the new crop started to come in. Linseed oil is featureless as to price. There is no change to note. We quote:

WHITE LEAD.—Ex-Toronto, pure white lead, \$5.10 to \$5.25. No. 1, \$4.62½ to \$4.87½; No. 2, \$4.25 to \$4.50; No. 3, \$3.87½ to \$4.12½; No. 4, \$3.50 to \$3.75 in packages of 25-lb. and upwards; ½c. per lb. extra will be charged for 12½-lb. packages; genuine dry white lead, in casks, \$5.02½.

RED LEAD.—Genuine, in casks of 560 lb., \$4.75 to \$5; ditto, in kegs of 100 lb., \$5.25 to \$5.50; No. 1, in casks of 560 lb., \$4 to \$4.25; ditto, in kegs of 100 lb., \$4.25 to \$4.50.

LITHARGE.—Genuine, 6 to 6½c.

WHITE ZINC.—Genuine, French V.M., in casks, \$6 to \$6.25; Lehigh, in casks, \$6 to \$6.25.

SHINGLE STAIN.—In five-gallon lots, 60 to 85c. per gallon.

PARIS WHITE.—90c. to \$1 per 100 lb.

WHITING.—65c. per 100 lb; Gilders' whiting, 80c.

GUM SHELLAC.—In cases, 35 to 37c.; in less than cases, 40 to 42c per lb.

LIQUID SHELLAC.—Pure orange, in bbls., \$2.30 to \$2.40; white, \$2.35 to \$2.45 per gallon; in less quantities, 10c. extra.

GLUES.—Broken sheet, in 200-lb. bbls., 8 to 8½c. per lb.: cabinet glue, in bbls., 11½ to 12c.; emery glue, in bbls., 17c.; bookbinders', ground, 10½c.; finest American, white, 19c.: No. 1 American white, 15c. per lb.

PUTTY.—Bladders, in barrels, \$2.10; bladders, in 100-lb. kegs, \$2.25; bulk in barrels, \$1.80; bulk, less than barrels, and up to 100 lb., \$2.05; bladders, bulk or tins, less than 100 lb., \$2.75.

PARIS GREEN.—Petroleum bbls., 13 to 15½c. per lb.; arsenic kegs, 13½ to 15½c.; 50 and 100-lb. drums, 14 to 16c.; 25-lb. drums, 14½ to 16½c.; 1 lb. packages 15½ to 17c.; 2-lb. packages, 17 to 18c.; 1-lb. tins, 16 to 18c.; ½-lb. tins, 17 to 19c.

PLASTER PARIS.—New Brunswick, \$2 per barrel.

PUMICE STONE.—Powdered, \$2.50 per cwt. in bbls. and 4 to 5c. per lb. in less quantity; lump, 10c. in small lots and 8c. in bbls.

LIQUID PAINTS.—Pure, \$1.20 to \$1.40 per gallon; No. 1, \$1.10 per gallon.

BARN PAINTS.—65 to 70c. per gallon.

CASTOR OIL.—English, in cases, 8 to 9c. per lb.; and 9 to 10c. for single tins.

LINSEED OIL.—Raw, 1 to 2 bbls., 61c.; boiled, 64c.; 3 to 5 barrels, raw, 60c.; boiled, 63c.; 6 to 9 barrels, raw, 58c.; boiled, 61c. delivered. To Toronto, Hamilton and London, 2c. less. All quantities of 10 barrels and over of linseed oil sold only f.o.b., Toronto, Hamilton, London and Guelph.

TURPENTINE.—Single bbls., 77c.; 2 to 3 bbls., 78c. delivered. Toronto, Hamilton and London, 1c. less. For less quantities than barrels, 5c. per gallon extra will be added, and for 5-gallon packages, 50c. and 10-gallon packages, 80c. will be charged.

WINDOW GLASS.

MONTREAL.

The tone of the market for glass is steady, but as there are some good-sized lots on the first vessels from Hamburg and Antwerp, it is possible it might be easier when it comes on the market. Our quotations are as follows: First break, 50 ft., \$2; second, \$2.10 for 50 ft.; first break, 100 ft., \$3.80; second break, \$4; third break, \$4.50; fourth break, \$4.75.

TORONTO.

The demand is particularly active, all parts of the country seeming to feel the influence of the activity in building operations. Prices follow: Star, under 26 in., \$3.80; 26 to 40 in., \$4; 41 to 50 in., \$4.50; 51 to 60 in., \$4.75; 61 to 70 in., \$5; 71 to 80 in., \$5.50. Toronto, Hamilton and London. Terms, four months, or 3 per cent., 30 days.

PAINT AND OIL NOTES.

A company has been formed to drill for oil at Lawrence Station, Ont., and prospects are said to be good.

The directors of The Durham National Gas and Oil Co., Durham, Ont., have secured a complete drilling rig, which is guaranteed suitable for drilling to any depth.

The Raleigh Oil Co. have struck what seems at present to be a very promising well. The company was started last January by a few energetic Chatham, Ont., citizens. Those interested are: E. A. Mounteer, A. W. Merrill, F. Merrill, J. Glassford, George Smith, H. A. Bedford, Alex. McCallum, J. W. Rosebrugh, Wm. McCallum, J. C. McMullen, H. Nelson and James Massey.

RETURNED 22 1913

see cut Book 8 page 96

Don't Put Your Foot in it

by offering an inferior line of paint to your customers. Although your temporary profits may be a bit larger, the loss of your customers' confidence will in the long run prove most costly. Sell the

"Ark Brand" Paints

and have every customer an advertiser for your superior line. **"ARK BRAND" PAINTS** are honest paints; they will not peel, crack or chalk; they cover a larger space, last longer, and in the aggregate are the most profitable paints for your customers to use and for you to sell.

Write to-day for information concerning **"ARK BRAND" PAINTS**, and why they constitute the most profitable line to carry.

THE **FRANCIS-FROST CO.** Limited

TORONTO, ONT.

Canadian Distributing Agents for Grippin's Crack Filler, and "Muresco" Wall Finish.

Canada Linseed Oil Mills LIMITED

MONTREAL.

Manufacturers of

"GUARANTEED PURE"

Raw and Boiled

LINSEED OIL

N.B.—We are always in the market to buy good, sound, oak Linseed Oil, Turpentine, Varnish and Machine Oil Barrels.

McArthur, Corneille & Co.

MONTREAL

Glue and Gelatine

In extensive assortment, to suit all requirements.
WILL BE PLEASED TO SUBMIT SAMPLES AND PRICES.

MANUFACTURERS AND IMPORTERS OF . . .

White Lead, Oils and Colors, Prepared Paints, Window Glass, Varnishes, Etc.

SELLING AGENTS IN CANADA

For the GENUINE
Imperial French Green
of JOHN LUCAS & CO., PHILADELPHIA.

And CELEBRATED
English Varnishes
of CHAS. TURNER & SON, LONDON.

BUSINESS MORALITY IN OIL TRADE.

Who is to blame for the dishonesty as to price and quality of goods sold to the trade? Is not the retail merchant as often to blame as the jobber or manufacturer who adulterates his stock and sells it to the retailer below a fair price. The company guilty of such adulteration are certainly guilty of dishonesty; but can the retailer claim to be better, less guilty?

The retail merchant, in order to compete with his neighbor, may properly exercise care, foresight and shrewdness as to the price he pays for his goods, but when he is approached by a traveller representing a house he has not done business with, who quotes a price somewhat below the regular quotations, he can blame no person more than himself if he places an order with the stranger, and later finds he has bought goods inferior to the pure article.

Attention has been drawn to two or three cases of this kind by dealers in linseed oil and turpentine. The goods are staple and their price is well known and well maintained by the leading houses in the trade. Yet within the past ten days three retail merchants from different sections of Ontario have sent samples of linseed oil and turpentine to Mr. Fielding, secretary of the Linseed Oil and Turpentine Association, Toronto, for analysis, a suspicion of adulteration having been aroused in each case.

The analysts' reports abundantly confirm these suspicions. The report of the first case was published in last week's issue of "Hardware and Metal"; the second test showed a sample of turpentine to consist of 50 per cent. light petroleum, 5 per cent. rosin and 45 per cent. turpentine. The boiled linseed oil, on examination, was shown to contain 20 per cent. light petroleum.

"It is not surprising that the retailer who bought this oil got the worst of the bargain," said an authority on the subject. "The best price for which linseed oil could be bought from the crushers, in lots of ten barrels or more, was 58c. at point of shipment. To import would have cost at least 60c. Yet this oil was laid down in a small village in Eastern Ontario at 58c."

Whether to follow up such cases to the securing of conclusive evidence (always difficult to get in such cases) and to press for conviction against the firms selling such stuff, is the question which houses who want to see an honest market have under discussion.

It is debatable whether the law is broad enough to cover the cases definitely enough to secure conviction. Probably an opinion as to the meaning of the Act bearing on the matter will be asked from the Dominion authorities, and if the law is not broad enough, an amendment will likely be asked.

But in the meantime the retail trade have it within their power to prevent the sale of much adulterated linseed oil and turpentine. But if they are eager to buy below the market it would be advisable to be careful from whom one buys.

THE VARIED USES OF PAINT.

In an address before the College of Pharmacy of the City of New York, Dr. Maximilian Toch, is reported by an exchange to have said: "When the word paint is used the general and popular impression is that it is some color which is used as a decorative or protective coating on the wood or ironwork of buildings. It is quite true that numerous quantities of paint are used for such purposes, but taking it all in all the amount of paint consumed on houses and structural work, which is by far larger here than in any other country, is not by any means the largest consumption of paint itself, even though almost every city or town has its paint factory. Paint is used in large quantities for the manufacture of oilcloth, rubber goods, table oilcloth, window shades, wagons, boats, railroad cars, wall paper, linoleum, printing ink, etc. The consumption of house paint is much smaller than in proportion to the consumption of paint for the manufacturing industries." Speaking of the manufacture of chemical paints used as raw materials from which finished colors are made, he said:

"These chemicals or raw materials are ground in a suitable medium or vehicle, such as oil, water, varnish and the like, and they then form oil colors, varnish colors, distemper colors, enamels, etc. Upon the property of the raw material depends the permanency of the finished colors, and as a great many colors or pigments have inherent defects, it is the object of the paint manufacturer continually to improve his products and omit those that are defective."

TURPENTINE PRICES.

Turpentine continues to decline at Savannah. According to The New York Journal of Commerce, it is now quoted at that point at 45c., as compared with 65c. when prices were maintained at the top price of a few months ago. The New York market of Wednesday was reported as follows: "Holders in yesterday's market were firm on price, but buyers were not inclined to come in at the moment in the expectation that in a very short while spirits can be obtained at considerably less. Quotations yesterday were 50c. for machine-made barrels and 49½c. for oils, with practically nothing doing except for export. Arrivals for the latter part of the week are quoted at 48½c. Savannah was unchanged yesterday at 45c."

It will be seen from the following figures of stocks at Savannah, taken from The Savannah News, that stocks are not yet nearly as large as last year:

	1902.		1903.	
Stocks, April 1	5,175		1,241	
Received to April 25	13,077		14,485	
Received last week	7,036		3,742	
		25,288		19,468
Exports, Foreign	3,353		5,075	
" New York	7,507		4,298	
" Boat and Interior	3,763		5,074	
		14,623		14,447
Stocks on hand May 2		10,665		5,021

THE GREATEST SELLER

the paint trade has ever offered

"ANCHOR"

STRAW HAT ENAMEL

Quick-drying, will not wash, rub or chip off.
We furnish a handsome framed card with each order.

Originators and Sole Manufacturers

HENDERSON & POTTS

Established 1874

HALIFAX and MONTREAL

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

D. G. GAUVIN & CO., general merchants, Rexton, N.B., are offering to compromise at 50c. on the dollar.

M. Boisvert, sporting goods merchant, Shawenegan Falls, has assigned.

A chattel mortgagee is in possession of the hardware business of G. H. Miner.

L. J. Dubord, general merchant, Champlain, Que., has assigned to Gagnon & Caron.

J. E. Maranda & Co., general merchants, St. Ours, Que., have assigned to Lamarche & Benoit.

INCORPORATIONS AND CHANGES.

Thomas J. Howden, builder, Watford, Ont., is removing to Sarnia.

A. Labelle, second-hand furniture store, Montreal, has been registered.

J. W. Hughes & Co., plumbers, Montreal, have been registered.

Imperial Elevator Co., Winnipeg, Man., have been incorporated.

Joseph Lambert & Fils, contractors, Montreal, have been registered.

Jos. Brunet, Fils & Co., contractors, Montreal, Que., have been registered.

W. H. C. Mussen, railway, mining, and contractors' supplies, Montreal, have been registered.

The St. Mary's Portland Cement Co., Limited, St. Mary's, Ont., have been granted a charter.

T. L. Arnett, lumber merchant, Souris, Man., has admitted his brother, J. Arnett, into partnership.

James Larmour, agricultural implement merchant, Elmcreek, has been succeeded by Falconer & Larmour.

W. Grenier & Cie., oyster and fruit dealers, Montreal, have been registered

Howard Lusk, general merchant, Heyworth, Que., has removed to Aylmer, Que.

John Gardiner & Co., general merchants, Wabigoon, Ont., are giving up business.

J. B. McManus, Limited, general merchants, Memramcook, N.B., have been incorporated.

Ross Bros., hardware and general merchants, Edmonton, N.W.T., have been succeeded by Ross Bros., Limited.

Louis Charbonneau, general merchant and cheese manufacturer, Plantagenet, Ont., has disposed of his general store and business.

The style of The Mitchell Mercantile Co., general merchants, Mitchell, has been changed to Midale Mercantile Co., and the firm has located at Havrit, N. W. T.

The notice which appeared in "The Grocer" of a recent date saying that Robinson & Co., Blenheim, Ont., were going to open a general store in Paris, Ont., is incorrect.

SALES MADE AND PENDING.

E. G. Gauthier, general merchant, of Papineauville, Que., has sold out.

Francis Wimmer, foundry, West Lorne, Ont., is offering his business for sale.

E. C. Price & Co., general merchants, Ponoka, have sold out to F. J. Purdy.

The Vernon Hardware Co., Vernon, B.C., are offering their business for sale.

The assets of the contracting business of Lambert & Fils, Montreal, are to be sold.

James D. Adam, hardware merchant, Tavistock, Ont., has sold out to Klein & Ratz.

Francis H. Ringwood, lumber merchant, Lenore, has sold out to the Prairie Lumber Co.

A. G. Buckham, hardware dealer, Brampton, Ont., has sold out to J. A Henderson.

The assets of the general business of L. J. Bourget, Lauzon, Que., are to be sold on May 6.

F. Y. Newton, hardware and implements, Grand View, has sold out to Clarke & Thompson.

McMulkin & Jordan, hardware merchants, St. John, N.B., have sold to J. W. McAlary Co., Limited.

The stock of the general business of T. & E. Mosseau, Campbell's Bay, Que., has been sold at 40c. on the dollar.

The stock of the general business of Mrs. P. Cloutier, St. Eugene, Que., has been sold at 52½c. on the dollar.

John Boyd, lumber and furniture dealer, Deloraine, Man., has sold lumber business to the Prairie Lumber Co., Limited.

W. T. Mollard, builder and lumber merchant, Regina, has sold out the lumber business to the Prairie Lumber Co., Limited.

The general stock of the estate of Young & Morrison, Thamesford, Ont., has been sold to Morrison & Coleridge, at 70c. on the dollar.

J. B. Dyck & Sons, lumber and agricultural implement merchants, Winkler, have sold the lumber business to the Canadian Elevator Co., Limited.

PARTNERSHIPS FORMED AND DISSOLVED.

Eugene Laramee, plumber, Montreal, has dissolved.

F. Duclos & Co., plumbers, Montreal, have dissolved partnership.

I. Lafleche & Son, grocers, Hull, Que., have dissolved; I. Lafleche continues.

McDonald & Son, general merchants, of King City, Ont., have dissolved partnership.

Smith & Miller, general merchants, of Duhamel, have dissolved; George P. Smith continues.

J. C. Callander & Co., general merchants, Hartney, Man., have dissolved; J. C. Callander continues.

Wm. Springbelt, blacksmith and agricultural implements, Red Deer, has admitted R. Pengelly into his business.

A co-partnership has been registered for George A. Mitchell, general merchant, of Mill Village, N.S., to do business as J. P. Mitchell & Co.

FIRES.

R. J. Husband, painter, Rat Portage, was burned out; no insurance.

Edouard Pare, carriage maker, Napierville, Que., was burned out.

J. H. Reddick, sash and door factory, Trenton, Ont., was burned out.

D. J. Oron & Co., sash and door factory, Pont Viau, Que., were burned out.

Herbert Williams, blacksmith, Havelock, Ont., was burned out; insured.

VARNISH FOR ALL PURPOSES.

AUTOMOBILE VARNISH
AMBERITE VARNISH
ASPHALTUM VARNISH
BAKING VARNISH
BLACK VARNISH
BOAT VARNISH
BODY VARNISH
BUGGY VARNISH
CABIN VARNISH
CABINET VARNISH
CAR VARNISH
CARRIAGE VARNISH
CHAIR VARNISH
COACH VARNISH
CHURCH OAK VARNISH
COPAL VARNISH
DAMAR VARNISH
DECORATORS' VARNISH
ELASTIC VARNISH
EXTERIOR VARNISH
FINISHING VARNISH
FLOOR VARNISH
FLOWING VARNISH
FLATTING VARNISH
FURNITURE VARNISH
GEARING VARNISH
HARNESS VARNISH
IMPLEMENT VARNISH
INTERIOR VARNISH
JAPANNERS' VARNISH
LEATHER VARNISH
LITHOGRAPH VARNISH
LOCOMOTIVE VARNISH
PEERLESS VARNISH
PIANO VARNISH
POLISHING VARNISH
RUBBING VARNISH
SHELLAC VARNISH
SPAR VARNISH
SPIRIT VARNISH
STOVE PIPE VARNISH
SUN VARNISH
UNION VARNISH
WAGON VARNISH

THE CANADA PAINT COMPANY LTD

Manufacturers
MONTREAL
and
TORONTO

Hart Bros., departmental store, Sault Ste. Marie, Ont., were burned out: insured.

J. B. Smith & Co., general merchants, New Denver, B.C., have sustained a loss by fire.

W. L. Chambers, jeweller and tinware merchant, Waterford, Ont., has sustained a loss by fire.

D. D. McMillan & Son, carriage makers, Alexandria, Ont., had their premises damaged by fire; insured.

A. Riddle & Son, stoves and tinware merchants, St. Catharines, Ont., sustain a loss by fire, partially insured.

DEATHS.

W. Masters, of the general business of J. H. Hickman & Co., Dorchester, N.B., is dead.

W. N. Barrie, of the firm of Barrie & Brownlee, general merchants, Lemieux, Ont., is dead.

WORLD'S SUPPLY OF HIDES AND SKINS.

According to The British Trade Review, the supplies of hides and suins in Australasia, China and the Far East, and North and South America, as well as in the United Kingdom, are all very much below those normally held, and are consequently commanding full prices, which, by the way, are in almost every instance considerably higher than they were six months ago. The great famine which prevailed about two years since throughout nearly the whole of the Indian empire had a serious effect upon the goat, sheep and hide trades, the results of which are still being keenly felt in the high rates the two first named are still bringing. Indeed, so high is the cost of goat and sheep of good quality that the ingenuity of leather manufacturers has been severely tested to either buy as few as possible, or, as has been more frequently the case, to fall back upon substitutes, which, of course, come cheaper. The great drought in Australia has been the cause of unprecedentedly heavy losses of sheep and cattle, both by death and wanton slaughter, the latter course being preferred to the cost and risk of trying to keep them. For a time the market was flooded with poor quality famine stuff; but these have now stopped, and exports have almost ceased. From America, where the boom in trade has caused a tremendous demand for raw material, the exceedingly short supply of calfskins and kips has placed values on a high basis.

WILL INCREASE PIG IRON OUTPUT.

The blast furnace which The Nova Scotia Steel and Coal Co. are building at Sydney Mines, N.S., will be ready for bricking in less than two months, and will have the capacity of 100 tons of pig iron per day. It is hoped that this furnace will be turning out pig iron by October. It is further announced that the company will add one additional blast furnace a year till four of these large-sized furnaces have been constructed.

Keeping up the Assortment.

The fellow in the picture is in the employ of one of those merchants who are **wide awake** to the fact that to meet the demands for **ALABASTINE** which come at this season of the year, he must have an assortment of all shades in stock.

CUSTOMERS for ALABASTINE, or anything else for that matter, who have to go elsewhere to get what they want may be lost altogether. At any rate, the opportunity is given the other dealer to explain how people can **always get** everything they call for at **his** store, etc.

ALABASTINE is the goods that are in demand. It has stood the test of time, and people know it is all right. It is made in Canada, by Canadian labor and from rock taken out of Canadian mines. Is your assortment complete?

For sale by Wholesale Hardware and Paint Dealers. Manufactured by

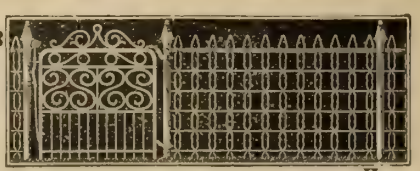
The ALABASTINE COMPANY, Limited, PARIS, ONT.

GLOBE PAINTS

To hardware merchants who are not handling **Globe Paints** we have a special proposition to make this Spring. Write for particulars.

The Globe Paint Co.,
Limited

422-424 Adelaide St. W., Toronto.



HARTMAN
Steel Rod Picket Fences

stand up erectly, preserve their alignment, are most attractive in appearance and permanently serviceable. Specially adapted to **Parks, Cemeteries, Schools, Churches, Lawns and Public and Private Enclosures.** Three sizes, five styles and seven heights of picket with ornamental posts and gates meet all requirements. Free catalogue and price list on application.

CUYAHOGA WIRE & FENCE CO., DEPT. W, CUYAHOGA FALLS, OHIO.

TRADE MARK

Nobles & Hoare.

CORNWALL ROAD STAMFORD STREET.

LONDON, ENG.

Manufacturers of

HIGH-CLASS VARNISHES ONLY

Which can be obtained direct from the works or from the principal Color Dealers in Canada.

NOW IS THE TIME

to place your **orders**
for the famous

"Island City" Paint

Some of the goods we make:

"Island City"
Carriage Varnishes.

"Island City"
Agricultural Varnishes.

"Island City"
Inside and Outside
House
Varnishes.

"Island City"
DIAMOND
HARD FINISH
for Floor and
Inside
Wainscoting.

"Island City"
Floor Paints
Dry hard in 8 hours.

"Island City"
Pure White Paint
is non-poisonous. Two coats cover as much as three coats of Pure Lead.

WINDOW GLASS

"Island City"
HOUSE PAINTS.
59 Artistic Shades. Only purest and best materials used.
WRITE FOR SAMPLE CARDS.

DRY FRENCH GREEN
for Blinds.

FANCY GLASS

P. D. DODS & CO.

MONTREAL Proprietors. TORONTO

HEATING AND PLUMBING

DRAIN PIPE DIFFICULTIES.

WHAT often causes a very great annoyance and expense to plumbers when applying the smoke test in the spring to work done the previous fall is to find that the winter's frost has had such an effect on the rigid or stationary joints of the breather pipes that before any test can be made the ground has to be again dug up and the joints made tight.

This is caused by the action of the frost on the newly dug ground in causing an upheaval of the earth. The earth, having adhered itself to the iron pipe, carries the pipe up with it, the consequence being that the connection between the iron and tile pipes is parted, rendering it impossible to apply efficiently the smoke test.

By this means work that would have stood the severest test when first completed will not now stand an ordinary test. This is not only a very great inconvenience, but a source of considerable expense and lost time. When the plumber goes to the job with his smoke-testing machine and appliances and attaches them to the breather he finds that there is such a leakage that the test cannot then be made. This necessitates the sending of a drain man to open up the ground and have the joints made tight again. When it is remembered that this test has to be put on in the presence of the city inspector it will be seen that this is often a serious drawback.

It is not so convenient to make dates with the inspectors, and often the plumber has to wait until he can get his final certificate before making his last draw on his work. It is not only the loss of time by his own men in again going to the job to apply the test, but to make suitable arrangements with the inspector.

This question has caused a great deal of thought among the plumbers, and anything that would obviate this would be fully appreciated by the master plumber.

One solution of the difficulty would be the invention of an expansion joint in the iron pipe. Just how best to make this joint seems to be the question, and anyone who can successfully invent such an article would find not only a ready but a large sale for it. If it was made somewhat on the style of a piston rod it ought to fill the want; the expansion would not require to be very great. This joint would, of course, have to be kept below the frost.

Speaking of breathers opens up a debatable question, just as to the great necessity for such an attachment to the drainage system. There is a great difference of opinion as to their utility, and the question arises, does the advantage gained offset the evil effects that may follow? There is a very great possibility of not only offensive smells coming from them but vicious gases as well. This is evidenced in the fact that the Toronto by-law that calls for their use also states that they shall be kept as far away as possible from all windows, which is often a very difficult proposition in a great number of cases, as there is not much spare ground in front of houses and the breather has to be placed on private ground. Even where the breather can be placed away from windows this does not do away with the great danger to children playing around the breather and jumping over it. They must be affected by any foul gas or other offensive odors that come from them.

How few there are that understand what benefit is claimed from their use? The contention is that they supply fresh air to the drain and soil pipes. There is no question of the benefit of fresh air in these pipes, and the more the better. The only question that can be debated is just how best to meet the demand for such air.

The question is whether it is better to fill your pipes from air near the ground where it is of a heavy and pure nature or to fill them from the top, where pure air can be got in abundance. That air can be supplied from the top and be drawn into the pipes needs no stretch of the imagination. For argument's sake we grant that the pipes are full of air. The latter being a solid body fills up the entire internal space of the pipe. Now no other solid body can be entered into the pipes without expelling the air therein. Of course the argument is that the air is forced downward and not upward, which, if so, strengthens the argument that the vicious air is forced up through the breather, and is a possible source of evil.

However, the question now is not as to the expulsion of the air but as to the refilling of the pipes. Again, using the Toronto plumbing by-law as a reference, there can be very little question that the water passing through the pipes causes a suction. The by-law states that all traps are to have a back vent from them. The main reason for this is to prevent the suction of the water out of the traps. The emptying of the traps would allow gas to enter the house.

If all drains were properly trapped sewer gas could not enter the house drainage. This would appear to do away with the need of the use of a breather. However, just at present the by-law calls for their use, and there will be, for some time to come at least, a good demand for the expansion joint. This opens up a demand for a practical article, and the man who can supply the demand will be well repaid.

M.

PROVINCIAL ASSOCIATION NOTES.

There appears to be little chance of a lack of interest in the work of the Ontario Provincial Association. President Mansell, who has had the sub-executive together several times since the London convention, has called a meeting of the full Executive Committee to meet in Toronto on Saturday this week. The Executive is composed of the following: W. Mansell, Toronto; S. P. Gourlay, St. Catharines; W. J. Walsh, Hamilton; E. Russell, London; J. H. Wilson, Toronto; A. A. Brian, Windsor; H. Mahoney, Guelph, and L. Le Grow, Toronto.

It is understood that one of the main features of the meeting is to meet the manufacturers and supply men to talk over trade affairs. The delegates to represent the Ontario Association at the next meeting of the Dominion Association will be chosen. The president is arranging to telegraph fraternal greetings to the National Association of Master Plumbers of the United States, who will be in session in San Francisco, also to the National Master Steam Fitters' Association, who will also be in session.

The plans for the temporary warehouse of The International Portland Cement Co., Ottawa, have been received, and work will be commenced on the construction of the building in a short time.

RAMSAYS COLOR CARD.

RETURNED MAY 19 1903
20 Montreal Office Cut Book & page 91

Take a look at it and see the colors, just the right kind for business pullers, and at the right price for a business maker.

Ramsays Paints are helps to any hardware or paint dealer—help to brighten up the shop with attractive tins and tasty ads. —best of all, help to get customers and clinch them at same time.

Ramsays Paints pay.

A. RAMSAY & SON **MONTREAL** | **EST'D 1842** | **THE PAINT MAKERS**

Booth Copper Co., Limited

Cuts Copper and Brass

SHEETS—TUBES—RODS

to any size.

FULL STOCK ALWAYS ON HAND.
PROMPT SHIPMENTS.

The BOOTH COPPER CO., Limited

119-123 Queen St. East,
TORONTO.

If the Rochester Lamp wasn't the best Oil Lamp made, the Rochester Lamp wouldn't be imitated by other lamp makers. The original is always better than the counterfeit.

Yet we don't sell all the lamps used in Canada. It takes a long time to persuade some merchants that their money is their own. Some think they owe it, not own it.

—All kinds of metal and glass lamps for oil and gas kept in stock.

The Rochester Lamp Co.,

24 Front St. West, TORONTO.

THE AUER GAS LAMP

"Turns night-time into day-time"

NEW MODELS. LOWER PRICES.

We offer you the best made lamp on the market, built scientifically.

We offer you a lamp that will light your store for half the cost of kerosene.

We offer you a lamp that is safer than a coal oil one.

We offer you a lamp which you can sell at a good profit.

No. 25
100 Candle Power.

Do you want the Agency for it?

THEN WRITE FOR OUR CATALOGUE AND DISCOUNTS.

EVERY LAMP GUARANTEED.

AUER LIGHT CO., 1682 NOTRE DAME ST., MONTREAL.

TORONTO ASSOCIATION OFFICERS.

The regular meeting of the Master Plumbers' Association was held Wednesday in their hall on Richmond street, when the election of officers took place.

The following officers were duly elected:

President—R. Ross.

First Vice-President—Geo. Cooper.

Second Vice-President—F. Maxwell.

Sergt.-at-Arms—W. J. Mason.

Trustees—J. B. Fitzsimons (Ch.), J. McKittrick, J. Sherlock.

Executive Committee—H. Hogarth, W. Mansell, D. Menzies, P. Jessiman, J. Harrison, F. Armstrong.

Arbitration Committee—J. H. Wilson (Ch.), R. Harrison, J. Power, J. Clapperton, L. LeGrow.

Grievance Committee—W. J. McGuire (Ch.), R. Ross, R. Robinson, D. McMullen, C. E. Pickard.

Audit Committee—W. G. D. Adams, C. Wallis, J. E. Fullerton.

Apprenticeship Committee—K. J. Allison, D. Clark, J. W. Erwood, T. W. Slean, H. Richards.

A motion expressing the association's appreciation of the services rendered by J. J. McKittrick as secretary of the Ways and Means Committee for the last two years was unanimously passed. Mr. McKittrick replied, stating that he would still have the interest of the association at heart.

No other business of importance was transacted.

BEATEN, BUT NOT VANQUISHED.

Those who witnessed the defeat of the Toronto master plumbers' baseball team at the hands of representatives of the manufacturers and supply men at Long Branch last year were somewhat surprised when they remembered the two former victories of the plumbers' team. The latter are determined to redeem their lost laurels and are preparing to meet the best aggregation the manufacturers can put up. They are spending their spare time in the "bleachers," noting the various curves, etc., and on the diamond at practice. The challenge will soon be issued.

BUILDING NOTES.

The members of the Fort William, Ont., bricklayers' and masons' unions are out on strike.

Stephen & McKinnon have been awarded the contract for the Rat Portage Lumber Co.'s sawmill at Winnipeg.

R. Buell, president of the Colonial Cement Co., Wiarton, is pleased with the progress being made in the erection of the buildings and in other departments of the work.

Portage la Prairie, Man., reports that there is a rumor that the Government are preparing plans for the erection of an addition to the Home for Incurables there. Willis Chipman, of Toronto, is preparing a report on the proposed water works system of the town.

Blasting operations have commenced on the lot on Yates street, Victoria, B.C., just east of the Dawson hotel building, on the site of the new brick block which is to be erected there for Westcott Bros. John Hagerty is the contractor.

The contract for the metal work, consisting of roofing, ceilings, galvanized iron, etc., in connection with the new public library building at Goderich, Ont., has been awarded to J. H. Worsell, who also has the contract for the metal work on the new church at Nile.

J. M. Diver, manager for the Cleveland-Sarnia Sawmills' Co., Sarnia, Ont., has let to Jas. F. Cox, Lucasville, Ont., a contract to put up twenty dwelling houses during the coming season. The houses are to be of frame, and work has already commenced on them.

Port Arthur, Ont., is experiencing quite an activity in real estate and building affairs. The real estate men of the town are forming a real estate exchange. It is proposed to limit the membership to 60 and to charge a fee of $100. A permanent secretary will be engaged, who will keep a register of all sales and also a rental register.

PLUMBING AND HEATING NOTES.

Geo. Ross & Co., Brockville, Ont., have secured the contract for plumbing in the Electric Light Co.'s works.

Benjamin Welbanks, plumber for Carter Bros., Picton, Ont., was married on Monday last week to Miss Myrtle Mulholland, daughter of the late James Mulholland.

While there is no very great activity in the plumbing trade, still all the master plumbers report work fairly plentiful and that there is little cause for complaint.

W. G. D. Adams, 1484 Queen W., Toronto, reports trade in a flourishing condition, and has recently secured contracts for plumbing work in the following: Residence for M. Daley, on Sussex avenue; dwellings for Capt. J. P. Beatty, on Saunders avenue; residence for Mr. Ross, on Chicora avenue; also a residence for D. Dumbly, on Pearson avenue.

The John Ritchie Plumbing and Heating Co., Limited, Toronto, have secured several contracts recently, among them being plumbing, gasfitting and heating in a large residence in Queen's Park for Mr. White, manager of the National Trust Co.; plumbing in residence for R. C. Hamilton, St. Mary's street; plumbing in Cumberland hall, for D. Eby.

BUILDING PERMITS ISSUED.

OTTAWA.

F. A. Heney, annex to Windsor hotel, $3,000.

Adam Ballantyne, brick shop, Bank street, $7,000.

H. A. Bate, solid brick shop, Lisgar street, $1,000.

John H. Conway, double brick dwelling, Waller street, $6,000.

D'Arcy Scott, addition to dwelling, Chapel street, $6,000.

C. K. Graham, shop and dwelling, Rideau street, $7,000.

Thomas Shore, solid brick dwelling, Somerset street, $3,000.

Thomas Birkett, M.P., change in shop front, Rideau street, $1,000.

Thomas Birkett, jr., alterations to dwelling, Metcalfe street, $1,200.

Albert McKegg, brick veneered dwellings, Cambridge street, $1,000.

J. R. Booth, Ottawa, has taken out a permit for a large building. Particulars are not given, but it is presumed that the building will be the big pulp mill which, it is understood, he intends erecting soon.

TORONTO.

Mr. Kingdom, residence at 382 Brunswick avenue, to cost $7,000.

R. G. McLean, residence on Crescent road, near Scarth road, to cost $7,500.

E. A. Drumner, three attached dwellings, east side Perth avenue, near Royce avenue, to cost $5,000.

Canadian Pacific Railway, one storey building for an acetytene gas plant, York street yard, to cost $4,000; architect, Max Folty.

F. Marks, pair three storey stores and dwellings, corner Bathurst street and Follis avenue, to cost $7,500; Bond & Smith, architects.

The Massey Estate, Toronto, offer to spend $100,000 in improving Massey hall, if Toronto City Council will make certain concessions regarding taxation.

Jarvis street Baptist Church, Toronto, propose to spend $12,000 in overhauling the church edifice. One-half of this sum is to be spent in improving the heating and ventilation.

Humphrey & Webb, four pair semi-detached brick dwellings on Symington avenue, near Royce avenue, to cost $16,000; and for three pair semi-detached two-storey brick dwellings, north side Symington avenue, near Walton avenue, to cost $12,000.

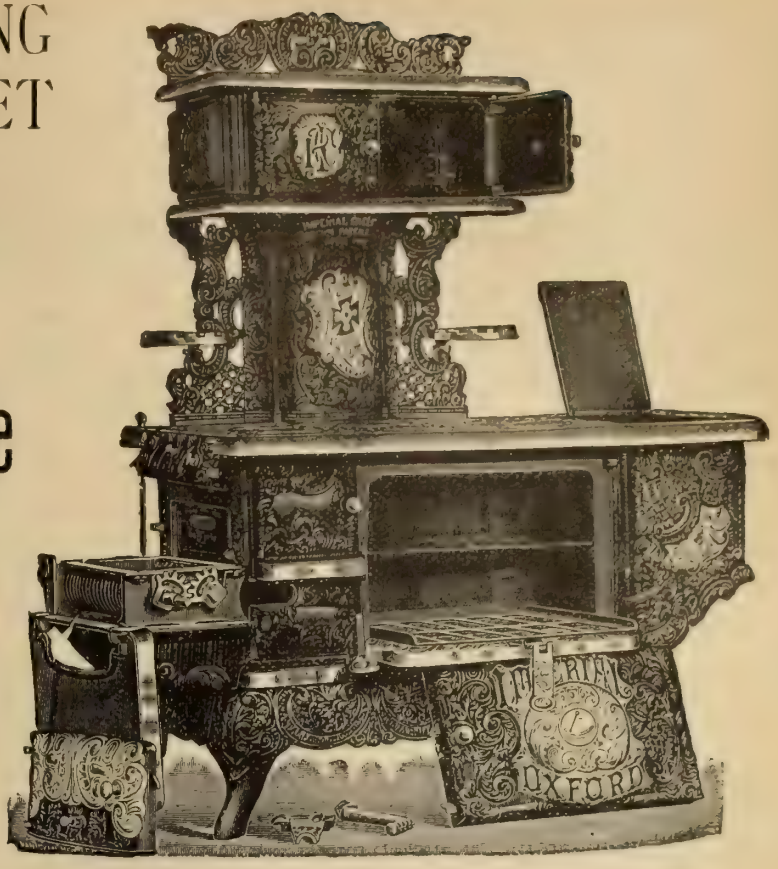
THE EASIEST SELLING RANGE ON THE MARKET

There are so many points of excellence in the **IMPERIAL OXFORD RANGE** which no other range contains, and it has been giving satisfactory service for so many years, that it is, without doubt, the easiest range on the market to sell. When you are selling an

Imperial Oxford Range

you can hold and convince your customer with such points as the Diffusive Flue Construction, Draw-out Grate, Oven Thermometer, Draw-out Oven Rack. All these important features interest a stove buyer and make your sales easy.

This is the most desirable range you could have in stock. **Write for particulars**



THE GURNEY FOUNDRY CO., Limited

TORONTO. WINNIPEG. VANCOUVER.

THE GURNEY-MASSEY CO., LIMITED, MONTREAL.

Wickless "Blue Flame" Oil Stoves.

A FEW REASONS WHY PREFERRED

IT HAS NO WICK and is easily kept clean.

IT HAS NO JOINTS TO LEAK or packing nuts ; no pressure of oil below the tank; it cannot leak.

IT DOES NOT GENERATE OR EVAPORATE, the oil simply drops into an open brass pipe through which it is conducted to an open burner ring where it burns, producing a powerful blue flame. Could anything be simpler?

IT HAS A REMOVABLE TANK which can be carried to an outer room for filling.

IT IS ABSOLUTELY SAFE.

IT LIGHTS QUICKLY, simply turn on the oil and apply the match.

IT COOKS INSTANTLY. There is no smoke—no delay. As soon as lighted a cooking vessel can be placed over the burner.

IT HAS NO STOPS or automatic regulators to govern the flow of oil. The flame is entirely under the control of the user.

IT MAKES NO DIFFERENCE what quality of oil is used, whether coal oil or gasoline, whether it is good or bad, heavy or light, thick or thin, hot or cold, the stove operates equally well, producing an intensely hot smokeless blue flame. Can as much be said TRUTHFULLY of any other stove?

IT HAS A GLASS SIGHT FEED which shows at a glance the flow of oil, and enables the user to regulate the valve quickly and accurately.

FOR ECONOMY OF FUEL as compared with the coal and wood stove it is beyond comparison Will save what it cost in one season over coal or wood at the average price. It is a friend and helper to the thrifty housekeeper who tries to save what others waste.

ESPECIALLY is it a boon to the country home and suburban residence where fuel gas cannot be obtained.

LASTLY—It is safe, clean, quick, reliable and convenient, and no home can afford to forego the comfort that this wonderful stove brings.

The dealer who recognizes the merits of the "Standard" Wickless and places it on his sales floor will find it a ready and popular seller

The THOS. DAVIDSON MFG. CO., Limited, MONTREAL, P. Q.

Mr. Borden and the Budget

BY ZEO.

House of Commons,
Ottawa, April 30, 1903.

IN writing of Mr. Fielding's budget speech, we promised on a future occasion, to review at some length the reply of the Leader of the Opposition, Mr. Borden. As a general criticism, we may say that he spoke extremely well from the standpoint of his party, making what was generally conceded to be the best effort of his parliamentary career. Never purposely unfair to his opponents, with a very nice gift of pleasant rather than biting sarcasm, he furnishes a model for parliamentary debate which many, on both sides of the House, would do well to study and follow.

Mr. Borden called the attention of the House to the large increase in expenditure since the advent of the Liberals to power, but, unlike some of those who have since spoken on his side of the House, he was most moderate in his criticism under this head. "We all admit," said he, "the necessity of a liberal public expenditure in Canada," and, after furnishing a table of increases by various services, he even went so far as to urge further and larger expenditures in the matter of lighthouse and coast service and government of the Northwest Territories. It would be too much to expect, human nature being what it is, that the Leader of the Opposition should set out actually to justify the expenditure of the Government, but Mr. Borden certainly refrained from any cheeseparing criticism, and spoke in a way that gained for him a reputation for fairness and proved that he is not after the cheap reputation that fiery denunciation without reason brings to those who are masters of that style of clap-trap.

As a matter of fact, Mr. Borden, in common with other big men in Canada, plainly sees that this is no time for parsimony in the Dominion. That what we require is an expenditure in aid of improved transportation and public works in general keeping with the immense expansion of trade and business of all kinds now obtaining. And he is too good a Canadian to even attempt to check what appears to be in the general interests of the country for a mere party advantage.

A very considerable portion of his speech was devoted to a discussion of the British Preference, and he quoted with apparent relish from the speech delivered by the Hon. Jos. Chamberlain at the Colonial Conference, in which that gentleman frankly confessed that while, as an evidence of good feeling, the preference was indeed admirable, it, after all, was of very little value to England financially. Of course, if this be true, it must follow that Canadian manufacturers are not suffering from the Preference as they have claimed to be, but the Canadian Ministers put up a very strong argument against the contention of Mr. Chamberlain which would tend to restore the balance in the case of the agrieved Canadian manufacturers.

Throughout the budget debate, the British Preference has received very considerable attention, and hopes there were many that, with the growing influence of Mr. Chamberlain, a preference in favor of the food supplies of the colonies might at last be given in Britain. All these hopes have been rudely dashed to the ground by the delivery of the British budget speech, which, abolishing the impost on corn, has thus completely swept away the foundation on which such a preference might have been built. With a duty on corn from all countries, a change admitting colonial grain free would have meant a preference to the colonies, and at the same time a remission of taxes to the English consumer. With the duty entirely removed, a re-imposition on the grain from foreign countries, leaving the colonies free, would to that extent be an increase of taxation on the "staff of life," for which the British voter would never stand. And so, good-day for the present to our fond hopes of a measure that would not only have peopled our lands with greater rapidity than ever, but which would undoubtedly have largely settled the question of Britain's food supply in time of war, and have done more to cement the Empire than any other conceivable trade measure.

Coming to the matter of the Intercolonial Railway Mr. Borden's criticism of the "alleged surplus" (as he called it), claimed by the Government, was undoubtedly a strong one. In a word, it was this, that any Government could show a surplus by charging various large outlays to capital account which should properly have been taken out of earnings and that in charging up $1,626,841 to capital, Mr. Blair had achieved nothing either remarkable or praiseworthy in producing by such a method of bookkeeping the small so-called surplus of $57,898.

In justice to the Minister of Railways it must, however, be stated that his methods were similarly attacked last year, and that in a very vigorous speech he defended himself stoutly and utterly refused to surrender to the enemy. This is but another case of political as distinct from business bookkeeping, another case of a Government surplus, when a Government has actually spent more than its receipts, but claims the contrary by the ingenious method of charging all permanent improvements to capital account. It is the fault of neither party, but must be traced back to the first ingenious gentleman who devised the method to show a better result than he was entitled to claim credit for, and having been followed ever since will no doubt continue till the end of the chapter, as any succeeding Minister must, to get a fair comparison with the record of his predecessor, pursue the same lines.

As a matter of fact, the Intercolonial cannot be worked as an ordinary business concern. It is a "political" railroad, in the sense of having been built as a means of binding together the confederated provinces. It is said by the Maritime Canadians to have been the price of Confederation, and following out this idea they claim that it should be administered not to pay dividends, but to give facilities and conveniences to the people, with or without loss. Some day, no doubt, the road will cease to be a drain on Canada, and that day will be when the country through which it runs becomes thickly enough settled to provide a heavy local traffic. With the eyes of the world, including Older Canada, fixed on the cheap and rich lands of the West, this cannot be for many years to come, and we might just as well look upon the matter with complacency as one which is unavoidable.

Coming to the German surtax the Leader of the Opposition seemed to approve of it, though he did not speak in very enthusiastic terms, taking the ground, however, that it had been far too long in coming. He quoted the case of the weak and diminutive curate who received very rough treatment at the hands of the irate old Indian Nabob in whose employ he was unlucky enough to be, and who, after being buffeted all over the room, finally plucked up courage to say, "Now, look heah, if you do that agin, I'll get weal cwoss with you."

Coming to the matter of increased protection Mr. Borden mentioned as suffering industries the woollen, the cotton, the lead, and one or two more, and urged an immediate revision of the tariff in favor of these and of all others which, on inquiry, might be found to be in trouble. He expressed the conviction that the farmers of the West would feel the necessity of local markets, which could not very well be created for them unless our present industries were fostered and new ones brought into existence. For the farmers, too, he has protection in store, if given the reins of Government. He points to the fact that last year we imported from the United States $28,000,000 worth of agricultural and animal products, all of which, or nearly all of which, might have been grown by the farmers of Canada.

Mr. Borden wound up by moving in amendment that "This House, regarding the operation of the present tariff as unsatisfactory, is of the opinion that this country requires a declared policy of such adequate protection to its labor, agricultural products, manufactures and industries as will at all times secure the Canadian market for Canadians. And that the financial policy of the Government should include a measure for the thorough and judicious readjustment of the tariff at the present session."

Mr. Borden was followed by Sir Richard Cartwright in one of his immensely powerful speeches.

NOT AFFECTED BY IT.

Lewis Bros. & Co., Montreal, are notifying their western customers that notwithstanding the strike of the Montreal longshoremen and teamsters they are able to handle all orders promptly. Shipments are now going forward every day, and no delay will be attached to the filling of new orders, the firm having managed to secure sufficient teams to handle their deliveries.

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The Batty Hardware Company at Norwich, Ont., carry an unusually large and varied stock of hardware, stoves and tinware for a town of that size. The interior of their store is a model in point of display of goods and also of convenience and taste.

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MANUFACTURERS OF

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Liquid Metal Polish will prove it shines well! sells well! We positively know it cannot be surpassed. Its daily use in the household proves it to be a necessity. It is worth a trial. Ask your jobber or write—

"SOLARINE," - TORONTO.

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Special—1,000 Bond Statements, $2.00; Extra quality Billheads, 1,000, $1.50; Envelopes, 1,000, $1.00 up.

WEESE & CO., 54 Yonge Street, - Toronto.

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Made in 6 sizes. Best value obtainable. Specially designed for export With or without "Emlyn" Patent Guard. Sole maker—

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Cables—"Machinery," Newport. Emlyn Engineering Works, NEWPORT, MON., ENGLAND.

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WINDMILLS, PUMPS, TANKS, FOUNDRY WORK ETC., ETC.

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All kinds of Fire Clay products made to order from patterns. Write for Price List.

JONES BROS., BRACONDALE, P.O., ONT. (NEAR TORONTO)

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SEASON 1903

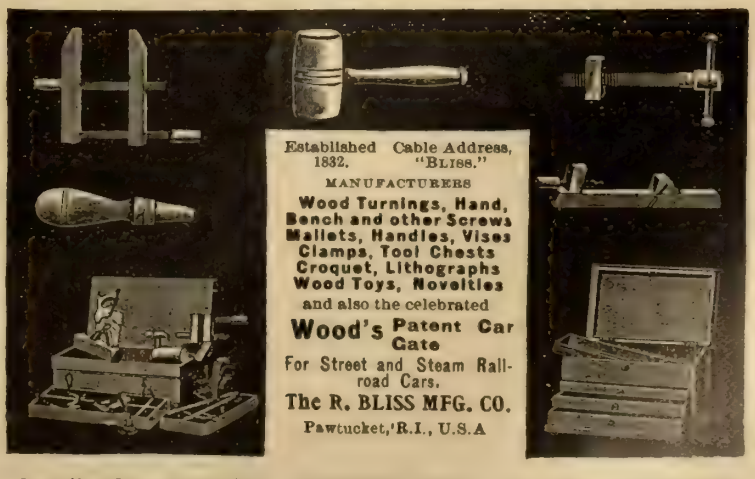
INVINCIBLE BRAND HORSE BLANKETS

Burlington-Stay-On Stable Blankets. **BISHOP FUR ROBES AND COATS.**

PLUSH AND WOOLLEN KNEE RUGS.

Our travellers are on the road with samples of the above for next season. We make a specialty of these goods and are large dealers in them. If you are not on our list of customers, write us. We are always pleased to show samples and quote prices.

Established 1866. **SAMUEL TREES & CO., TORONTO**



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For Street and Steam Railroad Cars.

The R. BLISS MFG. CO.

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Canadian Representative: ALEXANDER GIBB, 13 St. John St., MONTREAL.

75 YEARS *ESTABLISHED 1825.* *75 YEARS*

FINANCE AND INSURANCE

DETERMINED and praiseworthy efforts are being made in several cities to drive the bucket shops out of existence. In Halifax true bills have been found against the proprietors, and the New Orleans Cotton Exchange is about to take drastic measures for the suppression of the evil in that city. Colonel Hester, the secretary of the Exchange, says:

> The difficulty is always to prove absence of bona fide intention of delivery when it comes to prosecution of bucket shops, but with New York and New Orleans in control of the quotations, we can command the situation. The other cotton exchanges of the country do not handle future quotations, so New York and New Orleans control the figures. It has been established in the matter of grain and provision quotations that they are the property of the exchanges, not of the telegraph companies, and, with both the New Orleans and the New York cotton exchanges withholding future quotations from all except those of whom we are sure, it is certain that a severe blow will be be struck at bucket shops and a long step taken towards their extermination.

This is a move in the right direction. In Canada we think the evil strongly calls for Government interference.

* * *

Time money in Toronto has recently reached the lowest price for a long while, six months' loans having been negotiated at the end of April at 4½ per cent. Referring to this, Aemilius Jarvis & Co., stock brokers, say that hitherto financial commitments extending to next Fall have not been thought of by banking institutions and no six months' money has been going at anything like a reasonable rate for many months. How much greater must be the feeling of confidence when banks will tie their funds up at such a rate for a period, carrying them right on past the harvest season to that time which was a year ago a veritable Waterloo to many unfortunate speculators, owing to the extreme tightness of the money market. The situation on its face has a better look than for the past few weeks, and it is well known that the bank statements do not do anything like justice to the money situation at present.

* * *

The manager of a prominent financial institution doing business in Toronto was recently importuned for an advertisement by the representative of a certain Canadian newspaper. The solicitor was courteously informed that the company were not desirous of increasing their advertising at the moment. It has since been intimated to the company that by their refusal to advertise they have incurred the severe displeasure of the journal in question, and following this intimation came a marked copy of a paper to the manager indicating the style of adverse criticism which his company might expect in the future. Methods of this description are simply disgraceful, and in calling attention to the matter it is gratifying to know that instances of this nature in Canadian journalism are not common, and when they do occur are generally estimated by the public at the value they deserve.

* * *

The now famous Morgan syndicate, which underwrote the United States Steel Corporation, having completed its duties, has been dissolved. Mr. Morgan and his fellow-members of the syndicate, no doubt regret that their duties have been finished, for they have been most remunerative. During the eight months of the syndicate's existence, no less than $46,000,000 was divided among them.

* * *

The weekly letter of Aemilius Jarvis & Co., Toronto, has the following: "Steel has taken a few spurts, chiefly, we understand, on the basis that some plan will be submitted by Mr. Ross at the meetings of the Dominion Coal and Steel Companies, shortly to be held, which will have a beneficial effect upon the securities of the Steel Company. We feel satisfied that no plan will be seriously considered which will not commend itself to the minority of the shareholders of both companies. Too much public attention has been directed to these concerns to allow controlling interests to dictate a policy unreasonable or unjust for the minority. Mr. Ross has just returned from England.

* * *

The operation of the law of action and reaction cannot always be measured in figures at the Stock Exchange, says a contemporary. It is, in fact, often modified by the actual conditions of monetary affairs or speculative exigencies. Nevertheless, in travelling over a long period of time, the market generally reacts from any extreme or rapid advance and rallies after prices have been carried considerably below the previously prevailing level. A great shrinkage in quotations carries with it important liquidation that tends to benefit the speculative position and put speculators who have sold out at a higher level in financial condition to better undertake operations for a rise or a rally at least. Low prices also work to bring into closer conjunction the return in dividends on the investment and the yield of money loaned on securities or invested in mercantile business.

ANNUAL MEETING OF MANITOBA MORTGAGE AND INVESTMENT COMPANY.

THE 22nd annual general meeting of The Manitoba Mortgage and Investment Company, Limited, was recently held in London, England.

The shareholders are to be congratulated on the very much improved condition of the company, whose affairs are in a much better shape than they have been for years. The chairman, in moving the adoption of the report, stated that previous reports had showed a large debit on the profit and loss account, and things, generally, looked very black. There was always before them, however, the hope of ultimate success; and they were buoyed with the belief—the unchanging belief—that the country was a great and good one and that at last it might come to their rescue. They were able now to state that their confident predictions were beginning to be realized; that a change was coming over the scene, and that they had in sight a revenue which would pay all current expenses, thus increasing the assets year by year, instead of letting them be depleted by having to pay more interest and expenses than they had received as income.

The balance sheet submitted showed that they had at last practically the whole of their property brought back into a revenue producing position and earning an income which exceeded the interest on their debentures and the expenses of managing the company. It was a very gratifying feature that land in Manitoba was now being purchased for settlement instead of speculation. Comment was made upon the low figure at which the directors' fees stood in the accounts, and the chairman having stated in reply to a question, that whereas the board were only receiving £200 per annum, the articles of association allowed them a maximum of £1,000, a resolution was passed

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Paid up Capital,	$6,000,000
Reserve Fund,	1,600,000
Invested Funds,	23,600,000

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PROTECTION We protect you and also save the employee from being under obligation to anyone.

PROGRESS Because we always lead and never follow

PROSPERITY On account of fair dealings with its patrons, so as to secure a continuance of their business.

The above refers to **THE DOMINION OF CANADA GUARANTEE AND ACCIDENT INSURANCE CO.**

Bonds issued on persons holding positions of trust. For rates and full particulars, apply,

J. E. ROBERTS, General Manager,
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While you are WELL, STRONG and INSURABLE.

THE

Confederation Life

ASSOCIATION issues policies on all approved plans of Insurance, and is a prosperous and progressive Canadian Company.

PROTECTION FOR YOUR FAMILY.
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HEAD OFFICE, - TORONTO.

The Bank of Toronto.

(Incorporated 1855)

Head Office: - TORONTO, ONTARIO.

Paid-up Capital, $ 2,500,000.
Reserve Fund, $ 2,600,000.
Total Assets, $24,000,000.

Business Accounts opened on favorable terms.
Savings Accounts for your spare money. Interest paid on these compounded twice a year.
Drafts Sold for use anywhere in North America or Europe.
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At any of our Offices you will receive courteous treatment and our best services

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Yielding from 3½ to 6½ per cent

Four per cent interest allowed on funds awaiting investment.

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BANKERS

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WESTERN ASSURANCE COMPANY.

Incorporated 1851

FIRE AND MARINE

Head Office
Toronto, Ont.

Capital	-	$2,000,000.00
Assets, over	- -	3,333,000.00
Annual Income	-	3,536,000.00

HON. GEO. A. COX, President.
J. J. KENNY, Vice-President and Man. Director.
C. C. FOSTER, Secretary.

The Selection of an Executor

of proven integrity, ability and experience is the paramount duty of every man possessing property of any description.

To choose an executor on grounds of personal friendship only is to jeopardize the estate and the welfare of those dependant thereon. Such a person may have no capacity for the duties of the office, may not live to perform them or may become a defaulter.

A corporate trustee offers ability, security and experience in the discharge of these important duties at a minimum cost.

THE TORONTO GENERAL TRUSTS CORPORATION,

59 YONGE STREET, TORONTO.

Special Advertising Rates have been arranged for Space in "Finance and Insurance," and will be gladly quoted on requ st.

unanimously requesting the directors now to take fees at the rate of £500 per annum.

COMPANY UNDERWRITING IN ENGLAND.

THE annual return of the Registrar of Joint Stock Companies, under the new act in Great Britain, contains much that is interesting. The total number of companies registered was 3,365, with a nominal capital of £141,760,333 and a paid up capital of £21,247,327. The total number of companies registered without nominal capital, including those limited by guarantee, was 68. But possibly the most interesting feature of the report was the information in regard to the amount received for underwriting the companies. The diversity of the consideration paid for those underwriting was almost as wide as the poles are asunder, being from practically nil to 100 per cent., although in the latter, of course, the consideration consisted to some extent in the shape of shares. The following may be taken as an example of the amounts paid for the underwriting of some of the principal companies:

Company	Mode of Payment for Underwriting.
Bristol District Super-Aeration Company	10 per cent.
Capillitas Copper Company, Limited	40 per cent. in ord. shares and 60 per cent. in def. shares.
Chindras Gold Mines, Limited	25 per cent. in shares.
Drake and Gorham, Limited	10 per cent.
Klerksdorp Gold and Diamond Co., Limited	£5,000 and to the allottees 3s. 9d. per share for each share allotted.
Lagos Proprietary Syndicate, Limited	50 per cent. of amount subscribed.
New Berca Petroleum Company, Limited	£2,875 and a commission to each subscriber of 3s. 6d. per share.
Peek, Frean & Co., Limited	£3,700, which includes commission on £200,000 debenture stock.
Subil Gold Mines, Limited	25 per cent. in fully-paid shares.
Yorkshire Iron and Coal Company, Limited	11 per cent on pref. shares; 12 per cent. on ord. shares.

THE LATE WM. McCABE.

The death of Wm. McCabe, managing director of the North American Life Insurance Company, took place at his residence, Toronto, on April 23. The late Mr. McCabe was born in Picton in 1841, and graduated from Trinity in 1863. Prior to his connection with the North American Life he was for some years general manager of the Confederation Life Association.

A CANADA PERMANENT ACQUISITION.

The most important local financial deal of recent years has just been closed. By it the business of the Metropolitan Loan and Savings Company of Ottawa is taken over by the Canada Permanent and Western Canada Mortgage Corporation Company of Toronto, better known as the Canada Permanent Company. The financial consideration is in the neighborhood of $300,000. According to the terms of the deal the local office of the Metropolitan Company will be kept open for business until July 1. After that date the affairs of the Metropolitan Company will be managed from the head office of the Canada Permanent Company in Toronto. The Metropolitan Loan and Savings Company was established 32 years ago. Its field of operation is Ottawa and the immediate vicinity.

A NEW INSURANCE COMPANY.

The Mount Royal Assurance Company, incorporated with a capital of a million dollars, recently commenced business in Montreal. The directorate is a most responsible one, and the institution will undoubtedly receive a large amount of local support.

FINANCIAL NOTES.

The Sovereign Bank is opening a branch at Harrow.

The Bank of London is applying for incorporation at Ottawa.

The Bank of Ottawa has decided to open branches at Carp and Finch.

The annual meeting of the Sovereign Bank will be held at their head office in Toronto on June 9.

T. G. Brough, general manager of the Dominion Bank, states that the bank has no intention of increasing its capital at present.

Another bank is seeking incorporation at Ottawa. It will be located at Toronto and be known as the Pacific Bank of Canada.

The Union Bank will shortly open a branch in Barrie, under the management of Walter D. Morton, formerly with the Bank of Toronto.

The many friends of Aemilius Jarvis will be glad to learn that he has greatly improved in health, and everything points to his complete and speedy recovery.

It is generally understood that Geo. D. O'Grady, of the Bank of Commerce, London, will accept the appointment of general manager of the Crown Bank, Toronto.

The handsome premises now in course of erection by the Royal Bank of Canada in the city of Havana, Cuba, are nearing completion, and will be ready for occupancy during the coming Summer.

Harry Symonds, vice-president of the Union Life Assurance Company, has given notice at Ottawa of an application for a new trust company to be established with its headquarters at Toronto.

Hamilton Cassels, Angus MacMurchy and C. E. Clarke, of Toronto, recently visited Ottawa and interviewed the Finance Department in regard to a bill to be introduced this session to incorporate penny banks.

A new bank to be known as the Crown is to be established in Toronto. The capital is placed at $2,000,000. It is understood that Edward Gurney will be president, and R. Y. Ellis, vice-president of the new institution.

Application will be made at the next session of the Canadian Parliament for an act to incorporate a bank to be called the Mount Royal Savings Bank of Canada. Montreal is named as the head office of the new bank.

The present capital and reserve of the Royal Bank of Canada now amounts to $5,841,000, and it is applying for the right to increase its capital by yet another million dollars. The bank has now 43 branches in Canada, the United States and Cuba.

The Bank of Commerce recently established a branch at Sydney, where the works of the Dominion Iron and Steel and Dominion Coal Companies are situated, and purpose opening several additional branches at important points in the Maritime Provinces.

In accordance with the terms of their letter to the shareholders of April 1, the Bank of Toronto allotted to their shareholders 5,000 shares of new stock ($500,000) at a premium of 200 per cent. At the market rates for the stock this allotment netted a handsome bonus to the stockholders.

The west-end branch of the Bank of Toronto have moved into their new quarters, corner of King and Bathurst streets. In connection with their office, which is handsomely finished in mahogany and equipped with every convenience, they have a writing room specially devoted to the use of the lady customers of the bank.

GOING WEST.

A. G. Buckham, hardware merchant, Brampton, Ont., has sold out to J. A. Henderson, of Guelph, a good business at a good price. Stock-taking is in progress. Mr. Buckham goes West for a holiday, and may remain there. The trade thus loses a successful retailer, and many a hardware salesman a cheery greeting.

Hardware! Hardware!

To Lumbermen, Contractors, and Merchants **Of the Ottawa Valley**—Has it ever occurred to you that you could **Save a Profit** and get exactly what the **Trade Requires** by purchasing your supplies from

THOS. BIRKETT & SON CO., Limited, Wholesale Hardware Merchants, **Ottawa, Ont.**

EVERYTHING IN HARDWARE. P. S.—SEND FOR PRICES.

ATKINS HIGH-GRADE, CROSS-CUT **SAWS** ARE SUPERIOR TO ALL OTHERS IN MATERIAL, TEMPER, WORKMANSHIP, FINISH AND CUTTING QUALITIES.

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E. C. ATKINS & CO., INCORPORATED. Leading Manufacturers of HIGH-GRADE, CROSS-CUT, HAND, BAND, CIRCULAR, HACK, BACK, WOOD and SMALL SAWS of all kinds.

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IT IS THE BEST MADE.

For Paper and Pulp Mills, Saw and Wood Working Machinery, Cotton and Silk Mills, Dynamos, Marine Engines, and all kinds of Machinery Bearings.

Wire, Triangular and Bar Solder, Pig Tin, Lead, Ingot Copper, Ingot Brass, Antimony, Aluminum, Bismuth, Zinc Spelter, Phosphor Tin, Phosphor Bronze, Nickle, etc., always in stock.

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BARB WIRE. GALVANIZED PLAIN WIRE.
PLAIN TWIST CABLE FENCING.

Telegraph and Telephone Wire, Mattress, Broom, Weaving Wires of every description, Rail Bonds, Bale Ties, Special Wires for all purposes. Springs, Horse Shoes, Wire Rope, Cold Drawn Steel Shafting.

THE TEMISCAMINGUE RAILWAY

J. W. McDONALD of McDonald & Hay, retail hardware merchants, North Bay, after a couple of weeks' stay in the east, returned on Tuesday to his home. In conversation with "Hardware and Metal," he said that business was very brisk around North Bay and that the outlook was bright, particularly in view of the railway expansion in that part of the country.

In conversation with one of the engineers of the Temiscamingue and Northern Ontario Railway, a few days before I left home, I was informed that it was the intention of the company to begin the laying of rails out of North Bay on about May 15. They have already," said Mr. McDonald, "Forty miles of roadbed ready for the rails, and expect to have 70 miles of railway built this summer. The whole of the road is located from one end to the other except for a distance of about 15 miles. They are now beginning operations at the other end of the line at Alebery.

"In February last I took a trip for about 50 miles through the country through which the Temiscamingue railway is to run. There is enough of pine there to pay for building the road twice over, and then, as to pulpwood, the trees are just like that," exclaimed Mr. McDonald, by way of explanation, as he held up his fingers. "Why, you can hardly get through them. As a great deal of wood in that part of the country is not tributary to any water, the railway will have to bring most of it up."

A MODEL TOWN.

The town of Copper Cliff has 3,000 inhabitants. By supplying the necessary materials at cost the company has made it possible for its employes to own their own homes. Another policy, and one which has contributed much to the happiness of the town of Copper Cliff, is the prohibition of the sale of intoxicating liquors. A visitor from one of the Western mining camps recently visited Copper Cliff. As he looked north from the office, "What," said he, "is that fine building on the top of the hill?" "That," said his informant, "is the Methodist church." "How many churches have you?" asked the Westerner. "Five," was the reply. "And how many dance halls and saloons have you?" "None." "Well," said the American, "in our camp we have five dance halls and no churches." There is no moral to this. It simply shows the conditions which explain the prosperity of the town of Copper Cliff.—Copper Cliff Courier.

LARGE ORDERS FOR HANDLES

The Muskoka Wood Mfg. Co. have booked an order from an Ottawa firm for 500,000 dozen broom handles. This is probably the largest single order for broom handles ever placed with a Canadian wood company. The total number of handles is 6,000,000. Taken at an average length of 4 ft. of handles or 4,545 miles, or, to grasp the enormity of the order, there are enough handles placed end to end to span the Pacific Ocean from Victoria, British Columbia, to Yokohama, Japan.—Orillia News.

GREAT BRITAIN'S STEEL INDUSTRY

ONE hears so much on this side of the Atlantic of "the industrial supremacy of America," that it is really refreshing to hear a modest Englishman express himself frankly.

J. Greville Jones, of Bell Bros.' Steel Works, Middlesboro', Eng., was in Sydney, N.S., a few days ago, after a visit to the principal industrial centres of the United States.

"I have been visiting the best steel plants in America," said he, "but I did not see any with which England did not compare most favorably. We are adopting all the labor-saving appliances practicable, and in this way we keep in the vanguard of progress. We have splendid steel plants in England, far superior to those of Germany, many of which are in the hands of the receivers. The German steel industries are in a bad state.

"In the great Keen Company England has an iron and steel combination fully as powerful as the United States Steel Trust. It has absorbed five or six of the largest steel corporations in England. The company is stupendous, and one well calculated to withstand the competition of America.

"All the big locomotive works of England are now forming themselves into a trust. This combination will also be a powerful one. English steel manufacturers are now contemplating the active development of the vast iron ore properties in South Africa, and which were acquired with the close of the Boer War.

"We are not out of the race for commercial supremacy by long odds yet. As a matter of fact, the iron and steel manufacturers of Great Britain are making great changes and effecting vast improvements in all their plants, with the result that they are turning out larger outputs at a much cheaper cost than heretofore. We are not losing ground. On the contrary, we are going ahead more than is admitted on this side of the Atlantic.

"Our engineering shops in Britain are far superior to any I have seen in the States. We are in the race to stay. England is sending deputation after deputation to the United States, Germany and elsewhere to learn of the most improved methods in every branch of industry and commerce, with the result that there is a general reawakening, and England is on the eve of a forward move that will astonish the world with its colossal and far-reaching effects."

INTEREST IN A COAL MINE.

F. E. Tobias, formerly on the travelling staff of Lucas, Steele & Bristol, Hamilton, is now connected with the Cassiar Coal Developing Co. This coal property is situated on the Bulkley River, about 85 miles from Port Simpson, B.C., the prospective terminus of both the Grand Trunk Pacific Railway and the Trans-Canadian Railway Co. Mr. Tobias has in his possession some samples of the Cassiar coal, and if the bulk of the coal is anything like the sample, the property ought to be a valuable one. Workmen have been engaged in opening up the mines since 1901, and, according to an analysis of the coal by Prof. Coleman, it is equal in quality to anything in British Columbia. Prof Poudier, of the British Columbia Government, has also made an exceedingly good report in regard to the quality of the coal.

A good galvanized-iron worker knows the different makes of his stock, and uses the one that pays him best.

Apollo.

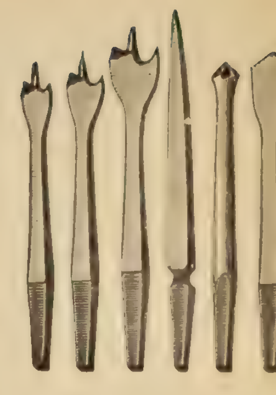
American Sheet Steel Company, New York

Representatives for Canada
B. & S. H. Thompson & Company
53 St. Sulpice Street
Montreal

HENRY BOKER'S BRACE BITS for METAL or WOOD.

ANY VARIETY IN QUALITY AND FINISH.

Just ask Your WHOLESALE HARDWARE DEALER!



CURRENT MARKET QUOTATIONS.

May 8, 1903.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors 'n this list, as the desire is to make it perfectly accurate.

METALS.

TIN.

Lamb and Flag and Straits—56 and 28-lb. ingots, 100 lb.	$33 00	$34 00

TINPLATES.

Charcoal Plates—Bright.

M.L.S., equal to Bradley—		Per box.
I C, usual sizes	....	$6 75
I X "	....	8 25
I X X "	....	9 75
Famous, equal to Bradley—		
I C	....	6 75
I X	....	8 25
I X X	....	9 75
Raven and Vulture Grades—		
I C, usual sizes	....	5 00
I X "	....	6 00
I X X "	....	7 00
I X X X "	....	8 00
D C, 12½x17	....	4 50
D X	....	5 25
D X X	....	6 00

Coke Plates—Bright.

Bessemer Steel—		
I.C., usual size, 14x20	....	4 00
I.C., special sizes, base	....	4 50
20x28	....	9 00

Charcoal Plates—Terne.

Dean or J. G. Grade –		
I.C., 20x28, 112 sheets	....	8 50
IX., Terne Tin	....	10 50

Charcoal Tin Boiler Plates.

Cookley Grade—		
X X, 14x56, 50 sheet bxs. / " 14x60, " / " 14x65, "	....	7 00

Tinned Sheets.

72x30 up to 24 gauge	....	8
" " 26 "	....	8 50

IRON AND STEEL.

Common bar, per 100 lb.	....	2 05
Refined " "	....	2 45
Horseshoe Iron "	....	2 40
Hoop steel, 1½ to 3-in. base	....	2 90
Sleigh shoe steel, "	....	2 10
Tire steel	2 30	2 50
Reeled machinery	....	3 00
Toe calk steel	2 85	3 00
T. Firth&Co.'s tool steel, per lb	0 12½	0 13
Jessop's tool steel	....	0 14
Morton's tool steel	0 12½	0 13
Black Diamond and "B.C." tool steel	0 10	0 11
Chas. Leonard's tool steel	0 08	0 09
Park's "Silver" tool steel	0 12	0 14
" "Special"	0 15	0 20
Jonas & Colver's tool steel	0 10	0 20
" "Air Hardening"	....	0 70
Drill steel, per lb	0 08	0 10

BOILER TUBES.

		Per foo
1¼, 1½ and 4 inch	....	0 09
2½ in	....	0 16
3 in	....	0 13
3½ in	....	0 16
4 in	....	0 31

STEEL BOILER PLATE.

¼ in	2 50	2 60
3-16 in	2 60	2 70
⅜ in. and thicker	2 50	2 60

BLACK SHEETS.

	Com.	D.Fl.
10 and 12 gauge	2 55	2 75
18 gauge	2 85	3 00
20 "	2 85	3 00
22 to 24 gauge	2 95	3 25
26 "	3 05	3 50
28	3 15	....

COPPER WIRE.

Discount, 50 per cent.

CANADA PLATES.

All dull, 52 sheets	2 90	3 00
Half-polished	3 00	3 10
All bright	3 75	3 85

IRON PIPE.

Black pipe—		Per 100 feet.
⅛ inch	3 00	3 25
¼ "	2 30	2 40
⅜ "	....	2 65
½ "	....	2 85
¾ "	....	3 65
1 "	....	5 20
1¼ "	....	7 35
1½ "	....	8 95
2 "	....	12 55
2½ "	....	21 00
3 "	....	25 00
3½ "	....	32 00
4 "	....	38 50
4½ "	....	45 00
5 "	....	48 00
6 "	....	63 00
Galvanized pipe—		
¼ inch	....	3 20
⅜ "	....	3 45
½ "	....	3 85
¾ "	....	5 00
1 "	....	7 20
1¼ "	....	10 05
1½ "	....	12 20
2 "	....	16 85

Malleable Fittings—Discount 15 p.c.
Cast Iron Fittings—

On unions, 55 per cent. ; on nipples, 60 per cent.; on all others, 50 per cent.

GALVANIZED SHEETS.

	G.C.	Comet	Bell.	Queen's Head
16 gauge	....	....	....	....
18 to 24 gauge	4 05	3 75	3 75	4 05
26 "	4 25	4 00	3 90	4 25
28 "	4 50	4 25	4 05	4 50

American brands, $4.40 for 28 gauge.
Less than case lots 10 to 15c. extra.

CHAIN.

oof coil, 3-16 in., per 100 lb.		....	....
" ¼ "		7 85	8 10
" 5-16 "		5 25	5 50
" ⅜ "		4 50	4 75
" 7-16 "		4 25	4 50
" ½ "		4 20	4 50
" 9-16 "		4 05	4 50
" ⅝ "		4 00	4 50
" ¾ "		4 00	4 50

Halter, kennel and post chains, 40 to 40 and 5 per cent.

Cow ties	40 p.c.
Tie out chains	65 p.c.
Stall fixtures	35 p.c.
Trace chain	45 p.c.

Jack chain, iron, single and double, discount 35 p.c.
Jack chain, brass, single and double, discount 40 p.c.

COPPER.

Ingot.		Per 100 lb.
Casting	....	15 50
Lake Superior	....	....
Bars.		
Cut lengths, round, ½ to ⅞ in.	23 00	25 00
" round and square, 1 to 2 inches	23 00	25 00
Sheet.		
Plain, 14 oz., and light, 16 oz., 14x48 and 14x60	22 00	22 50
Plain, 14 oz., and light, 16 oz., irregular sizes	22 50	23 00
Tinned copper sheet	....	24 00
Planished	....	32 00
Braziers' (in sheets).		
4x6 ft., 25 to 30 lb. each, per lb.	....	0 23
" 35 to 45 " "	....	0 22
" 50-lb. and above "	....	0 21

BOILER AND T.K. PITTS.

Plain tinned, per lb	....	0 28
Spun, per lb	....	0 32

BRASS.

Rod and Sheet, 14 to 30 gauge, 15 per cent

Sheets, hard-rolled, 2x4	0 23
Tubing, base, per lb	0 23½

ZINC SPELTER.

Foreign, per 100 lb	6 25	6 50
Domestic " "	....	....

ZINC SHEET.

5-cwt. casks	6 25	6 50
Part casks	6 50	6 75

LEAD.

Imported Pig, per 100 lb.	....	3 50
Bar, per lb.	....	0 05
Sheets, 2½ lb. sq. ft., by roll	....	0 06½
Sheets, 3 to 6 lb. "	....	0 06

NOTE.—Cut sheets ½c. per lb., extra. Pipe, by the roll, usual weights per yard, lists at 7c. per lb. and 30 p.c. dis. f.o.b. Toronto.

NOTE.—Cut lengths, net price, waste pipe 8-ft. lengths, lists at 8c.

SHOT.

Common, $6.50 per 100 lb.; chilled, $7.00 per 100 lb.; buck, seal and ball, $7.50. Discount, 15 p.c. Prices are f.o.b. Toronto, Hamilton, Montreal, St. John and Halifax. Terms, 3 p.c. cash, freights equalized.

SOIL PIPE AND FITTINGS.

Light soil pipe, discount, 45 and 10 per cent.
" " fittings, discount 50 and 10 p.c.
Med. and Extra heavy pipe and fittings, dis. 55 and 10 per cent.
7 and 8-in. pipe, discount 45 and 10 per cent.

SOLDER.

		Per lb.
Bar, half-and-half, guaranteed	....	0 20
Bar, half-and-half, commercial	0 19	0 19½
Refined	....	0 19
Wiping	0 17	0 18½

ANTIMONY.

Cookson's per lb.	9 00

WHITE LEAD.

		Per 100 lb.
Pure	5 00	5 25
No. 1	4 62½	4 87½
No. 2	4 25	4 50
No. 3	3 87½	4 12½
No. 4	3 50	3 75
Munro's Select Flake White	....	5 75
Elephant and Decorators'Pure	....	5 25
Brandram's Genuine	....	6 50
" Decorative	....	6 00
" " No. 1	....	5 50
"Monarch" brand	....	6 12½
Decorator's Pure	....	5 25
Essex Genuine	....	5 50

RED LEAD.

Genuine, 560 lb. casks, per cwt	$4 75	$5 00
Genuine, 100 lb. kegs, "	5 25	5 50
No. 1, 560 lb. casks, per cwt	4 00	4 25
No. 1, 100 lb. kegs, per cwt	4 25	4 50

WHITE ZINC.

Extra Red Seal	0 06	0 08
No. 1	0 05½	0 07
No. 2	0 05	0 06

DRY WHITE LEAD.

Pure, casks	5 25
Pure, kegs	5 75
No. 1, casks	5 00
No. 1, kegs	5 25

PREPARED PAINTS.

In ¼, ½ and 1-gallon tins.

Pure, per gallon	....	1 20
Second qualities, per gallon	....	1 00
Barn (in bbls.)	0 60	0 90
The Sherwin-Williams paints	....	1 40
Canada Paint Co.'s pure	....	1 25
Toronto Lead & Color Co's pure	....	1 25
Sanderson Pearcy's pure	....	1 20
Standard Paint Co.'s "New Era."	....	1 30
"Globe"	....	1 30
" barn	60	70
The Francis-Frost Co.'s "Ark" Brand.	....	1 25
The Francis-Frost Co.'s British Navy deck	....	1 50
Hollywood paste paint.	....	1 40
" liquid paint	....	1 25
" floor paint	....	1 25
Henderson & Potts's "Anchor" Brand	....	1 35
Globe Paint Co.'s mixed	....	1 30
Globe Paint Co.'s barn and bridge	....	0 75

COLORS IN OIL.

25-lb. tins, Standard Quality.

Venetian red, per lb.	0 03½	0 05
Chrome yellow	0 12	0 14
Golden ochre	0 07	0 10
French "	....	0 06
Marine black	....	0 04
Chrome green	....	0 10
French Imperial green	....	0 14
Signwriters' black	....	0 16
Umber	0 04	0 06
Sienna	0 04	0 07

COLORS, DRY.

Common ochre, bbls	1 15	1 30
Yellow ochre (J.F.L.S.), bbls.	....	2 00
Brussels ochre	....	2 00
Venetian red, bbl.	1 50	2 25
English oxides, per cwt	3 00	3 2[illegible]
American oxides, bbls.	1 25	2 75
Canadian oxides, bbls.	1 25	1 7[illegible]
Super magnetic oxides, 93 p.c.	2 00	[illegible]
Burnt sienna, pure, per lb.		[illegible]
" umber, " "	0 08	0 10
Raw umber	[illegible]	[illegible]
Drop black, pure		[illegible]
Chrome yellow, pure		[illegible] 18
Chrome greens, pure per lb	[illegible]	[illegible] 10
Golden ochre	[illegible]	0 04
Ultramarine blue, in 28-[illegible] boxes, per lb	[illegible]	0 12
Fire proof mineral, per 100 lb	....	1 00
Genuine Eng. Litharge, per lb.		0 07
Mortar color, per 100 lb	1 25	1 50
Pure Indian red, No. [illegible] lb.	[illegible]	0 10
Whiting (common) [illegible]	[illegible]	0 60
English vermilion [illegible]		0 85

BLUESTONE.

Casks, for spraying	5 50
100-lb. lots, do. per lb.	0 06

JOSEPH RODGERS & SONS

Limited

SHEFFIELD, ENGLAND.

Each blade of our Goods bears the exact mark here represented.

REGISTERED TRADE MARK. CRANTED 1682

JAMES HUTTON & CO., MONTREAL SOLE AGENTS IN CANADA.

PUTTY

Balls in 56s	1 70
Balls in less quantity	1 95
Bladders in 60s	2 00
Bladders in kegs, boxes or loose	2 25
25 lb. tins	2 25
12½ lb. tins	2 50
Bladders in bulk or tins less than 100 lb.	2 50

VARNISHES

	In 5-gal. lots	Per gal	Net.
Carriage, No. 1		1 50	1 60
Pale durable body		4 10	4 25
" rubbing		2 85	3 20
Gold size, japan		1 50	1 60
No. 1 brown japan		0 85	0 90
Elastic oak			1 50
Furniture, extra		1 10	1 25
" No. 1		0 90	1 00
Hard oil finish		1 35	1 50
Light oil finish		1 60	1 70
Damar		1 75	2 00
Shellac, white		2 40	2 50
" orange		2 30	2 40
Turpentine, brown japan		1 10	1 20
" black japan		1 10	1 20
" " No. 1		0 85	0 90
Elastilite varnish, 1 gal. can, each			2 00
Quantum floor finish, per gal			2 75

Maple Leaf coach enamels; size 1, $1.20; size 2, 70c; size 3, 40c each

Sherwin-Williams kopal varnish, assorted case, from ½ pts. to 1 gal., $2.50.

CASTOR OIL

British, 1st qual. in cases, per lb	0 08½	0 09½
" " small lots	0 10	0 10½

COD OIL, ETC.

Cod oil, per gal	0 50	0 55
Pure olive		1 40
" neatsfoot		0 90

GLUE.

Common	0 08	0 09
French medal	0 10	0 14
White extra	0 18	0 22
Gelatine		
Snap	0 18	0 20
Coopers	0 19	0 20
Hatters		
Grained	0 12	0 16
Cologne, genuine		

HARDWARE.

AMMUNITION

Cartridges.

B. B. Caps, Dominion, 20 and 5 per cent.
Rim Fire Pistol, discount 40 per c., American.
Rim Fire Cartridges, Dominion, 50 and 5 per c.
Central Fire Pistol and Rifle, 10 per c., Amer.
Central Fire Cartridges, pistol sizes, Dominion, 20 per cent.
Central Fire Cartridges, Sporting and Military, Dominion, 15 per cent.
Central Fire, Military and Sporting, American, add 5 per cent. to list. B. B. Caps, discount 40 per cent. American.
Loaded and empty Shells. Trap and "Dominion" grades, 25 per cent. Rival and Nitro, 10 per cent. advance on list.
Brass Shot Shells, 35 per cent.
Primers, Dom., 30 per cent. American, 25 p.

Wads. per lb.

Best thick white felt wadding, in 7 lb. bags	$1 00
Best thick brown or grey felt wads, in 9 lb. bags	9 50
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 99
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 each, 8 gauge	0 55
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10 gauge	0 25
Thin card wads, in boxes of 1,000 each, 8 gauge	

	Per M.
Chemically prepared black edge grey cloth wads, in boxes of 250 each	
11 and smaller gauge	0 60
9 and 10 gauges	0 70
7 and 8 "	0 90
5 and 6 "	1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 "	1 65
5 and 6 "	1 90

ADZES

Discount 20 per cent

ANVILS.

Wright's, 80-lb. and over	0 10½
Hay Budden, 80-lb. and over	0 09½
Brook's, 80 lb. and over	0 11½

AUGERS.

Gilmour's, discount 65 and 5 per cent. off list.

AXES.

Chopping Axes		
Single bit, per doz.	7 00	10 00
Double bit, "	10 00	18 00
Bench Axes, 40 per cent.		
Broad Axes, 25 per cent.		
Hunters' Axes	5 50	6 00
Boys' Axes	6 25	7 00
Splitting Axes	7 00	12 00
Handled Axes	7 50	10 00

AXLE GREASE.

Ordinary, per gross	5 75	6 00
Best quality	13 00	15 00

BATH TUBS.

Zinc	6 00
Copper, discount 15 per cent. off revised list.	

BATHS.

Standard Enameled.

5½-inch rolled rim, 1st quality	24 00
5½ " " " 2nd "	20 00

BABBIT METAL.

"Tandem," A per lb.	0 27
" B "	0 21
" C "	0 11½
Frictionless Metal "	0 23

Syracuse Smelting Works:

Aluminum, genuine	0 45
Government, "	0 44
Tough, "	0 40
Hard, "	0 40
Dynamo	0 30
Special	0 25
Harmony	0 22
Car Box	0 20
Extra	0 15

The Canada Metal Co.:

Imperial, genuine	0 40
Metallic	0 30
Hercules	0 20
Star	0 15
No. 1	0 12
No. 2	0 10
No. 3	0 06
No. 4	0 05

BELLS.

Hand.

Brass, 60 per cent.
Nickel, 55 per cent.

Cow

American make, discount 63⅓ per cent.
Canadian, discount 45 and 50 per cent.

Door.

Gongs, Sargant's	5 50	8 00

Peterboro', discount 46 per cent.

Farm.

American, each	1 25	3 00

House.

American, per lb.	0 35	0 40

BELLOWS.

Hand, per doz.	3 35	4 75
Moulders, per doz.	7 50	10 00

Blacksmiths', discount 70 per cent

BELTING.

Extra, 60 per cent.
Standard, 60 and 10 per cent.
No. 1, not wider than 6 in., 60, 10 and 10 per cent.
Agricultural, not wider than 4 in., 75 per cent.

BITS.

Auger.

Gilmour's, discount 60 and 5 per cent.
Rockford, discount 50 and 10 per cent.
Jennings' Gen., net list.

Car.

Gilmour's, 47½ to 50 per cent.

Expansive.

Clark's, 40 per cent.

Gimlet.

Clark's, per doz	0 65	0 90
Diamond, Shell, per doz.	1 00	1 50
Nail and Spike, per gross	2 25	5 20

BLIND AND BED STAPLES.

All sizes, per lb.	0 07¼	0 12

BOLTS AND NUTS. Per cent.

Carriage Bolts, common (81 list)	50 and 10
" " full sq. ($2.40 list)	55 and 10
" " Norway Iron (83 list)	55 and 10
Machine Bolts, all sizes	50, 5 and 10
Plough Bolts	50, 5 and 10
Blank Bolts	50, 5 and 10
Bolt Ends	50, 5 and 10
Sleigh Shoe Bolts	65, 5 and 10
Coach Screws, cone point	66⅔ and 10

Nuts, square, all sizes, 3½c. per lb. off.
Nuts, hexagon, all sizes, 4c. per lb. off.
Stove Rods, per lb., 5½ to 6c.

BOOT CALKS.

Small and medium, ball per M.	4 25
Small heel "	4 50

BRIGHT WIRE GOODS.

Discount 62½ per cent.

BROILERS.

Light, discount 65 to 67½ per cent.
Reversible, discount 65 to 67½ per cent.
Vegetable, per doz., discount 37½ per cent.

Henis, No. 8 per doz.	6 00
Henis, No. 9 " "	7 00
Queen City " "	7 50

BUTCHERS' CLEAVERS.

German per doz.	6 00	11 00
American "	12 00	20 00

BUTCHER KNIVES.

Bailey's per doz.	0 60	6 30

BUILDING PAPER, ETC.

Tarred Felt, per 100 lb.	1 75
Ready roofing, 2-ply, not under 45 lb., per roll	0 90
Ready roofing, 3-ply, not under 65 lb., per roll	1 15
Carpet Felt per ton	45 00
Dry Sheathing per roll, 400 sq. ft.	0 35
Tar " 400 "	0 45
Dry Fibre " 400 "	0 50
Tarred Fibre " 400 "	0 60
O. K. & I. X. L. " 400 "	0 65
Resin-sized " 400 "	0 40
Oiled Sheathing " 600 "	1 00
Oiled " " 400 "	0 70
Roof Coating, in barrels per gal.	0 17
Roof " small packages "	0 25
Refined Tar per barrel	4 50
Coal Tar "	4 00
Coal Tar, less than barrels per gal.	0 15
Roofing Pitch per 100 lb.	1 00

BULL RINGS.

Copper, $2.00 for 2½-inch, and $1.90 for 2-inch.

BUTTS.

Wrought Brass, net revised list.

Cast Iron.

Loose Pin, discount 60 per cent

Wrought Steel.

Fast Joint, discount 65, 10 and 2½ per cent.
Loose Pin, discount 65, 10 and 2½ per cent.
Berlin Bronzed, discount 70, 70 and 5 per cent.
Gen. Bronzed per pair 0 40 0 65

CARPET STRETCHERS.

American per doz.	1 00	1 50
Bullard's "		6 50

CASTORS.

Bed, new list, discount 55 to 57½ per cent.
Plate, discount 52½ to 57½ per cent.

CATTLE LEADERS.

Nos. 31 and 32 per gross	8 50	9 50

CHALK.

Carpenters' Colored, per gross	0 45	0 75
White lump per cwt.	0 60	0 65
Red	0 05	0 06
Crayon per gross	0 14	0 18

CHISELS.

Socket, Framing and Firmer.

Broad's, discount 60 and 10 per cent.
Warnock's, discount 50 and 10 per cent.
P. S. & W. Extra, discount 60 and 10 per cent

CHURNS.

Revolving Churns, metal frames No. 0, $8; No. 1, $8.50; No. 2, $9.00; No. 3, $10.00 No. 4, $12.00; No. 5, $16.00 each. Ditto wood frames, 20c. each less than the above.
Discounts: Factories, 53 per cent.; delivered from stock in Montreal, 51 per cent. Terms 4 months or 3 per cent. cash in 30 days.
Churn frames, including bearings, levers, etc. Nos. 0, 1, 2 and 3, wood, $2.40; and 4 and 5, $2.65. Metal frames, 25c. extra. Discount 15 per cent., net 30 days.

CLIPS.

Axle, discount 65 per cent.

CLOSETS. Net.

Plain York or Ontario Syphon Jet	$9 60
Emb. " " "	10 20
Fittings	1 00
Plain Elgin or Teu. Syphon Washout	6 00
Emb. " " "	6 60
Fittings	1 25
Low Down Elgin or Teutonic, plain	6 00
Low " " " emb.	6 50
Plain Richelieu	4 25
Emb. "	4 50
Connections	1 25
Low Down Ontario Syphon Jet, plain	11 70
Low " " " emb'd.	12 30
Closet connection	1 25
Basins, P.O., 14-in.	0 70
Basins, oval, 17 x 14-in.	1 50
Basins, " 19 x 15-in.	2 25

COMPASSES, DIVIDERS, ETC.

American, discount 62½ to 65 per cent.

CONDUCTOR PIPE.

Plain or Corrugated.

2-inch	per 100 feet	3 00
3 "	" "	4 00
4 "	" "	5 25
5 "	" "	6 75
6 "	" "	9 00

CRADLES, GRAIN.

Canadian, discount 20 to 25 per cent.

CROSSCUT SAW HANDLES.

S. & D., No. 3	per pair	0 17½
S. & D., " 5	"	0 22½
S. & D., " 6	"	0 15
Boynton pattern	"	0 20

DOOR SPRINGS.

Torrey's Rod (15 p.c.), per doz.		2 00
Coil	" 0 88	1 60
English	" 2 00	4 00

DRAW KNIVES.

Coach and Wagon, discount 50 and 10 per cent.
Carpenters', discount 60 and 10 per cent.

Experiments are Expensive

but you don't have to experiment with our Patent Wire Edged Ready Roofing. For over ten years we carefully tested the Durability of our Ready Roofing and when we found it was a thoroughly reliable material we advised our customers to use it.

The Paterson Mfg. Co., Limited

Toronto and Montreal.

DRILLS.

Hand and Breast.

Millar's Falls, per doz., net list.

DRILL BITS.

Morse, discount 37½ to 40 per cent.
Standard, discount 50 and 5 to 55 per cent.

FAUCETS.

Common, cork-lined, discount 35 per cent.

EAVETROUGHS.

10-inch . ...per 100 ft. 3 10

ELBOWS (stovepipe.)

and 6-inch, common....... per doz. 1 20
7-inch....................... " 1 35
Polished, 15c. per dozen extra.

ESCUTCHEONS.

Discount 40 per cent.

ESCUTCHEON PINS.

Iron, discount 40 per cent.

FACTORY MILK CANS.

Discount off revised list, 40 per cent.

FILES AND RASPS.

Great Western	70 and 10	per cent.
Arcade	70 " 10	"
Kearney & Foot	70 " 10	"
Disston's	70 " 10	"
American	70 " 10	"
J. Barton Smith	70 " 10	"
McClellan	70 " 10	"
Eagle	70 " 10	"
Nicholson, 60 and 10 to 60, 10 and	5	"
Royal	80	"
Globe	70 to 75	"

Black Diamond, 60 and 10 to 60, 10 and 5 per cent.
Jowitt's, English list, 25 to 27½ per cent.
Nicholson File Co.'s "Simplicity" file handle, per gross 85c. to $1.50.

GLASS.

Window. Box Price.

Size United Inches.	Star Per 50 ft.	Star Per 100 ft.	D. Diamond Per 50 ft.	D. Diamond Per 100 ft.
Under 26......	2 0	3 80	....	6 75
26 to 40......	2 10	4 00	....	7 25
41 to 50......	....	4 50	....	8 75
51 to 60......	....	4 75	....	10 00
61 to 70......	....	5 00	....	11 50
71 to 80......	....	5 50	....	12 50
81 to 85......	....	....	....	14 00
86 to 90......	....	....	....	16 50
91 to 95......	....	....	....	18 00
96 to 100......	....	....	....	20 00

A discount of 25 per cent is offered on "Double Diamond"

GAUGES.

Marking, Mortise, Etc.

Stanley's, discount 50 to 55 per cent.

Wire Gauges.

Winn's, Nos. 26 to 33 ....each 1 65 2 40

HALTERS.

Rope, ⅜-inch	per gross	....	....
Rope, ½ "	"	....	9 00
Rope, ⅝ to ¾-inch	"	....	14 00
Leather, 1-inch	per doz.	3 87½	4 00
Leather, 1¼ "	"	5 15	5 20
Web	"	1 87	2 45

HAMMERS.

Nail.

Maydole's, discount 5 to 10 per cent. Canadian discount 25 to 27½ per cent

Tack.

Magnetic ....per doz. 1 10 1 20

Sledge.

Canadian..............per lb. 0 07½ 0 08½

Ball Pean.

English and Canadian, per lb. 0 22 0 25

HANDLES.

Axe, 2nd growth, per doz. net 3 00 4 00
Store door... . .. ...per doz 1 00 1 50

Fork.

C. & B., discount 40 per cent., revised list.

Hoe.

C. & B., discount 40 per cent., revised list.

Saw.

American........ ...per doz 1 00 1 25

Plane.

American .... per gross 3 15 3 75

Hammer and Hatchet.

Canadian, discount 40 per cent.

Cross-Cut Saws.

Canadian......... ...per pair 0 13¾

HANGERS. doz. pairs.

Steel barn door	5 85	6 00
Stearns, 4-inch	....	5 00
" 5-inch	....	6 50
Lane's covered—		
No. 11, 5-foot run	....	8 40
No. 11½, 10-foot run	....	10 80
No. 12, 10-foot run	....	12 60
No. 14, 15-foot run	....	21 00
Lane's O.N.T. track, per foot	....	0 04½

HARVEST TOOLS.

Discount 60 per cent.

HATCHETS.

Canadian, discount 40 to 42½ per cent.

HAT ENAMEL.

Henderson & Potts' "Anchor Brand"

HINGES.

Blind, Parker's, discount 16⅔ per cent.
Heavy T and strap, 4-in., per lb....... 0 06½
" " 5-in., " 0 06¼
" " 6-in., " 0 06
" " 8-in., " 0 05¾
" " 10-in., " 0 05½
Light T and strap, discount 65 and 5 per cent
Screw hook and hinge—
6 to 10 in......... per 100 lb. 4 50
12 in. up.......... " 3 25
Spring.......... per gro. pairs 10 50

HOES.

Garden, Mortar, etc., discount 60 per cent.
Planter.......... ... per doz. 4 00 4 50

HOLLOW WARE.

Discount 45 and 5 per cent.

HOOKS.

Cast Iron.

Bird cage	per doz.	0 50	1 10
Clothes line	"	0 27	0 63
Harness	"	0 72	0 88
Hat and coat	per gro.	1 00	3 00
Chandelier	per doz.	0 50	1 00

Wrought Iron.

Wrought hooks and staples, Canadian discount 47½ per cent.

Wire.

Hat and coat, discount 45 per cent.
Belt ....per 1,000 .... 0 60
Screw, bright, discount 55 per cent.

HORSE NAILS.

"C" brand, 40, 10 and 7½ per cent. off list } Oval
"M" brand, 50, 10 and 5 per cent. } head
Countersunk, 65 per cent.
"Monarch," 65 per cent.
"Peerless" 50 and 7½ per cent. dis.

HORSESHOES.

Iron Shoes.	F.O.B. Montreal No. 2 and larger.	No. 1 and smaller.
Light, medium and heavy....	3 35	3 60
Snow shoes	3 60	3 85
Steel Shoes.		
Light	3 45	3 70
Featherweight (all sizes)	4 85	4 85

F.O.B. Toronto, Hamilton, London and Guelph, 10c. per keg additional.
Toe weight steel shoes.... ... . 6 70

JAPANNED WARE.

Discount 45 and 5 per cent. off list, June 1899

ICE PICKS.

Star... ....per doz. 00 3 25

KETTLES.

Brass spun, 7½ per cent. discount off new list.
Copper .... per lb. 0 30 0 50
American, 60 and 10 to 65 and 5 per cent.

KEYS.

Lock, Canadian dis. 40 to 40 and 10 per cent.
Cabinet, trunk and padlock, American .... per gross ... 0 60

KNOBS.

Door, japanned and N.P., per doz.		1 50	2 50
Bronze, Berlin	per doz.	2 75	3 25
Bronze, Genuine	"	6 00	9 00
Shutter, porcelain, F. & L. screw	per gross	1 30	4 00
White door knobs	per doz.	....	1 00

HAY KNIVES.

Net prices.

LAMP WICKS.

Discount, 60 per cent.

LANTERNS.

Cold Blast	per doz.	7 00
No. 3, "Wright's"	"	8 50
Ordinary, with O burner.	"	4 00
Dashboard, cold blast	"	9 00
No. 0	"	5 75

Japanning, 50c. per doz. extra.

LEMON SQUEEZERS.

Porcelain lined	per doz.	2 20	5 60
Galvanized	"	1 87	3 85
King, wood	"	2 75	2 90
King, glass	"	4 00	4 50
All glass	"	0 50	0 90

LINES.

Fish ... . per gross 1 05 2 50
Chalk .... " 1 90 7 40

LAWN MOWERS.

Woodyatt, 12-in. wheel	7 50
Star "	5 50
Daisy "	4 90
Philadelphia, 12-in. wheel	6 50
Ontario, "	14 25

Discount, 50 per cent.

Maxwell & Sons:

10½-in. high wheel............ 7 50 10 00
9-in.......................... 5 50 6 25
8-in.......................... 49 0 5 50
Discount 50 per cent.

LOCKS.

Canadian, 40 to 40 and 10 per cent.
Russell & Erwin......per doz. 3 00 3 25

Cabinet.

Eagle, discount 30 per cent.

Padlocks.

English and Am. ... per doz. 0 50 6 0
Eagle, discount 20 to 25 per cent.

MACHINE SCREWS.

Iron and Brass.

Flat head, discount 25 per cent.
Round head, discount 20 per cent

MALLETS.

Tinsmiths	per doz.	1 25	1 50
Carpenters', hickory,	"	1 25	3 75
Lignum Vitae	"	3 85	5 00
Caulking, each		0 60	2 00

MATTOCKS.

Canadian............ per doz. 5 50 6 50

MEAT CUTTERS.

American, discount 33⅓ per cent.
German, 15 per cent.
Gem ....each 1 15

MILK CAN TRIMMINGS.

Discount 25 per cent.

NAILS.	Cut.	Wire.
2d and 3d	3 45	3 45
3d	3 10	3 12
4 and 5d	2 85	2 95
6 and 7d	2 75	2 80
8 and 9d	2 60	2 60
10 and 12d	2 55	2 55
16 and 20d	2 50	2 50
30, 40, 50 and 60d (base)	2 45	2 45

Cut nails in carlots 5c. less.
Wire nails in carlots are $2.40.
Steel cut nails 10c. extra.
Miscellaneous wire nails, discount 75 per cent.
Coopers' nails, discount 30 per

NAIL PULLERS.

German and American . 1 75 3 50

NAIL SETS.

Square, round and octagon, per gross... ... 3 38 4 00
Diamond 1 00 2 00

POULTRY NETTING.

2-in. Mesh, 19 w g., dis. 60 per cent
2-in. Mesh, 16 w g. and heavier, 50 p.c

OAKUM.

U. S. Navy .... per 100 lb .. 6 75
Plumbers .... " 3 00

OILERS.

McClary's Model galvanized oil can, with pump, 5 gallon, per dozen ... 10 00
Zinc and tin, discount 50, 50 and 10 per cent
Copper .... per doz. 1 25 3 50
Brass .... " 1 50 3 50
Malleable, discount 25 per cent

GALVANIZED PAILS.

Dufferin pattern pails, discount 45 per cent
Flaring pattern, discount 45 per cent.
Galvanized washtubs, discount 45 per cent.

PIECED WARE.

Discount 40 per cent off list, June, 1899
10-qt flaring sap buckets, discount 40 per cent
6, 10 and 14-qt flaring pails, dis 40 per cent.
Creamer cans, discount 40 per cent.

PICKS.

Per dozen 6 00 9 00

PICTURE NAILS.

Porcelain head ......per gross 1 35 1 50
Brass head.......... " 0 40 1 00

PICTURE WIRE.

Tin and gilt, discount 75 per cent

PINE TAR.

½ pint in tins ....per gross ... 7 80
1 " " ...... " 9 60

PLANES.

Wood bench, Canadian discount 40 per cent., American discount 50 per cent.
Wood, fancy Canadian or American, 37½ to 40 per cent.

PLANE IRONS.

English ....per doz. 2 00 5 00

PLIERS AND NIPPERS.

Button's genuine, per doz. pairs, discount 37½ to 40 per cent.
Button's imitation....per doz. 5 00 9 00
German .... " 0 60 2 60

PLUMBERS' BRASS GOODS.

Standard Compression work, dis. 60 per cent
"J.M.T." Cushion work, discount 50 per cent.
Fuller work, discount 65 per cent.
6 dozen lots and over of the above, extra discount 10 per cent.
Lever handle Stops and Waste, discount 60 per cent. With, in lots of 2 dozen and over, an extra discount of 10 per cent
"J.M.T." Globe, Angle and Check Valves, discount 55 per cent
Standard Globe, Angle and Check Valves, discount 65 per cent.
"J.M.T." Radiator Valves, discount 55 per cent.
Standard Radiator Valves, discount 65 per cent.
Patent Quick-Opening Valves discount 70 per cent
No. 1 compression bath cock net 2 00
No. 4 " " 2 00
No 7 Fuller's " 2 20
No. 4½, " " 2 35
Patent Compression Cushion, basin cock, hot and cold per doz 15 00
Patent Compression Cushion, bath cock, No 2208 2 25
Square head brass cocks, discount 50 per cent
" " iron " " 60 "
Competition Globe, Angle and Check Valve discount 70 per cent
Thompson Smoke-test Machine, $25.00

Our New

GLASS CATALOGUE

The most complete work ever issued.

Containing much useful and important information and instruction on all kinds of glass—which you ought to know—as well as a numerous variety of designs and illustrations of glass now used in modern buildings.

EVERY KIND OF PLATE AND WINDOW GLASS IN STOCK.

TORONTO PLATE GLASS IMPORTING CO.,

Hill & Rutherford

Warerooms and Offices—135 to 143 Victoria St.
Bending Works—209 to 213 Victoria St.

TORONTO

PRESSED SPIKES

Discount 20 per cent

PULLEYS

Hothouse	per doz.	0 35	1 00
Axle	"	0 22	0 33
Screw	"	0 27	1 00
Awning	"	0 35	2 50

PUMPS

Canadian cistern	1 80	3 60
Canadian pitcher spout	1 40	2 10

PUNCHES

Saddler's per doz	1 00	1 85
Conductor's "	9 00	15 00
Tinners', solid.....per set	....	0 72
" hollow per inch		1 00

RANGE BOILERS.

Dominion, 30 gallon net		6 00
" 35 " "		7 00
" 40 " "		8 00
Ronald's Galvanized, 30 gallon, "		7 40
" " 35 " "		8 40
" " 40 " "		9 60
Copper, 30 gallon "		22 00
" 35 " "		24 00
" 40 " "		28 00

Discount off copper boilers 15 per cent.

RAKES

Wood ... per doz. net 1 20 up.

RAZORS.

	per doz.	
Elliot's	4 00	18 00
Geo. Butler's & Co's	4 00	18 00
Boker's	7 50	11 00
" King Cutter	12 50	15 00
Wade & Butcher's	3 60	10 00
Theile & Quack's	7 00	12 00
Bailey's	6 00	12 00
Bailey's Brantford	10 00	11 00
Carbo Magnetic		15 00
Griffon Barber's Favorite		10 75
Griffon No 65		13 00
Griffon Safety Razors		13 50
Griffon Stropping Machines		13 50
Lewis Bros " Klean Kutter	8 50	10 50

REGISTERS

Discount 40 per cent

RIVETS AND BURRS.

Iron Rivets, black and tinned, discount 60 and 10 per cent

Iron Burrs, discount 55 per cent

Extras on Iron Rivets in 1-lb cartons, ½c. per lb.

Extras on Iron Rivets in ½-lb cartons, 1c. per lb.

Copper Rivets, with usual proportion burrs, 45 per cent discount Cartons, 1c per lb extra net

Copper Burrs only, discount 30 and 10 per cent.

Extras on Tinned or Coppered Rivets, ½-lb cartons, 1 per lb.

LIVET SETS

Canadian, discount 35 to 37½ per cent

COIL ETC

Sisal	0 10½
Pure Manilla	0 14
"British Manilla	0 11½
Cotton, ⅜ lb inch and larger	0 16
" 5-32 inch	0 21
" 4 inch	0 22
Russia Deep Sea	0 15
Jute	0 08
Lath Yarn, single	0 10½
" double	0 10½
Sisal bed cord, 48 feet per doz	0 65
" " 60 feet	0 80
" " 72 feet	0 95

RULES

Boxwood, discount 55 per cent

Ivory, discount 37½ to 40 per cent

SAD IRONS

Mrs. Potts, No. 55, polished per set 0 70
" No. 50, nickle-plated, " 0 80

SAND AND EMERY PAPER

B & A sand, discount, 40 and 5 per cent

Emery, discount 40 per cent

Garnet (Ruttenber) 5 to 10 per cent. advance on list

SAP SPOUTS

Bronzed iron with hooks ...per 1,000 9 50

SAWS.

Hand, Disston's, discount 12½ per cent.
S & D, discount 40 per cent.
Crosscut, Disston's ... per foot 0 35 0 55
S & D, discount 35 per cent on Nos. 2 and 3.
Hack, complete.....each 0 75 2 75
" frame only ... 0 75

SASH WEIGHTS.

Sectional.....per 100 lb.	2 50	2 75
Solid "	1 75	2 00

SASH CORD.

Per lb ... 0 24 0 30

SAW SETS per doz.

Lincoln and Whiting	4 75
Hand Sets, No 1 Woodyatt (Morrill)	4 25
X-Cut Sets, No. 3 Woodyatt (Morrill)	9 50

SCALES.

Gurney Standard, 40 per cent.
Gurney Champion, 50 per cent.
Burrow, Stewart & Milne -
Imperial Standard, discount 40 per cent.
Weigh Beams, discount 35 per cent.
Champion Scales, discount 50 per cent.
Fairbanks standard, discount 35 per cent.
" Dominion, discount 55 per cent.
" Richelieu, discount 55 per cent.
Warren's new Standard, discount 40 per cent.
" " Champion, discount 50 per cent.
" Weighbeams, discount 35 per cent.

SCREW DRIVERS.

Sargent's .....per doz. 0 65 1 00

SCREEN DOORS.

Common doors, 2 or 3 panel, walnut stained, 4-in. style.....per doz. 6 80
Common doors, 2 or 3 panel, yellow and green stained, 4-in. style ...per doz. 7 00
Common doors, 2 or 3 panel, in natural colors, oil finish .....per doz. 8 15
3-in. style 20c. per dozen less.

SCREWS

Wood, F H., bright and steel, discount 87½ per cent.
Wood, R. H., bright, dis. 82½ per cent.
" F. H., brass, dis. 80 per cent.
" R. H., " dis. 75 per cent.
" F. H., bronze, dis. 75 per cent.
" R. H., " dis. 70 per cent.
Drive Screws, dis. 87½ per cent.

Bench, wood .....per doz.	3 25	4 00
" iron "	4 25	5 00

Set, case hardened, dis. 60 per cent.
Square Cap, dis. 50 and 5 per cent.
Hexagon Cap, dis. 45 per cent.

SCYTHES.

Per doz. net..... 6 00 9 00

SCYTHE SNATHS.

Canadian, discount 40 per cent.

SHEARS.

Bailey Cutlery Co., full nickeled, discount and 2½ per cent.
Bailey Cutlery, Japan Handles, discount 67½ per cent
Seymour's, discount 50 and 10 per cent.

SHOVELS AND SPADES.

Canadian, discount 45 per cent.

SINKS.

Cast iron, 16 x 24		0 85
" 18 x 30		1 00
" 18 x 36		1 40

SNAPS.

Harness, German, discount 25 per cent.
Lock, Andrews ... 4 50 11 50

SOLDERING IRONS

1, 1½ lb ... per lb	....	0 37
2 lb or over "	....	0 34

SQUARES

Iron, No 493 ... per doz	2 40	2 55
No. 494 "	3 25	3 40

Steel, discount 60 to 60 and 5 per cent.
Try and Bevel, discount 50 to 52½ per cent.

STAMPED WARE

Plain, discount 75 and 12½ per cent. off revised list

Retinned, discount 75 per cent off revised list.

STAPLES.

Galvanized	3 25	3 50
Plain	2 90	3 15

Coopers', discount 45 per cent.
Poultry netting staples, discount 40 per cent.

STOCKS AND DIES.

American discount 25 per cent.

STONE.

Washita .....per lb.		0 28	0 60
Hindostan	"	0 06	0 07
" slip	"	0 09	0 09
Labrador.....	"	....	0 13
" Axe.....	"	....	0 15
Turkey	"	....	0 50
Arkansas.....	"	....	1 50
Water-of-Ayr	"	....	0 10
Scythe .....per gross		3 50	5 00
Grind, 2-in., 40 to 200 lb., per ton		....	25 00
" " under 40 lb., "		....	28 00
" under 2 in. thick, "		....	29 00

STOVEPIPES.

5 and 6 inch, per 100 lengths	....	7 00
7 inch..... " "	....	7 50

ENAMELINE STOVE POLISH.

No. 4, 3 doz. in case..net cash	....	4 80
No. 6, 3 doz. in ase.. "	....	8 40

TACKS, BRADS, ETC.

Carpet tacks, blued	80 and 15
" " tinned	80 and 20
" " (in kegs)	40
Cut tacks, blued, in dozens only	80
" ¼ weights	60
Swedes cut tacks, blued and tinned—	
In bulk	80 and 10
In dozens	75
Swedes, upholsterers', bulk....85, 12½ and 12½	
" brush, blued and tinned bulk	70
Swedes, gimp, blued, tinned and japanned	75 and 12½
Zinc tacks	35
Leather carpet tacks	55
Copper tacks	50
Copper nails	52½
Trunk nails, black	65 and 5
Trunk nails, tinned	65 and 10
Clout nails, blued	65 and 5
Chair nails	35
Patent brads	40
Fine finishing	40
Lining tacks, in papers	10
" " in bulk	15
" " solid heads, in bulk	75
Saddle nails, in papers	10
" " in bulk	15
Tufting buttons, 22 line, in dozens only	60
Zinc glaziers points	5
Double pointed tacks, papers	90 and 10
" " bulk	40
Clinch and duck rivets	45

TAPE LINES.

English, ass skin .....per doz.	2 75	5 00
English, Patent Leather	5 50	9 75
Chesterman's .....each	0 90	2 85
" steel.....each	0 80	8 00

TINNERS' SNIPS.

Bailey's, discount 25 per cent.

THERMOMETERS.

Tin case and dairy, discount 75 to 75 and 10 per cent.

TRAPS (steel.)

Game, Newhouse, discount 25 per cent.
Game, H. & N., P. S. & W., 65 per cent.
Game, steel, 72½, 75 per cent

TROWELS.

Disston's, discount 10 per cent.

German.....per doz.	4 75	6 00

S. & D., discount 35 per cent.

TWINES.

Bag, Russian .....per lb.	....	0 27
Wrapping, cotton, 3-ply	....	0 19
" " 4-ply	....	0 23
Mattress .....per lb.	0 33	0 45
Staging..... "	0 27	0 35

VISES.

Wright's	0 13½
Brook's	0 12½
Pipe Vise, Hinge, No. 1	3 50
" " No. 2	5 50
Saw Vise	4 50 9 00

ENAMELLED WARE.

White, Princess, Turquoise, Blue and White discount 50 per cent.....
Diamond, Famous, Premier, discount 50 and 10 per cent.....
Granite or Pearl, Imperial, Crescent, discount 50, 10 and 10 per cent.

WIRE.

Smooth Steel Wire.

No. 0-9 gauge		$2 50
10 "	6c.	extra.
11 "	12c.	"
12 "	20c.	"
13 "	30c.	"
14 "	40c.	"
15 "	55c.	"
16 "	70c.	"

Add 60c. for coppering and $2 for tinning.

Extra net per 100 lb.—Oiled wire 10c., spring wire $1.25, special hay baling wire 30c., best steel wire 75c., bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb. hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.

Fine Steel Wire, discount 25 per cent. List of extras: In 100-lb. lots: No. 17, $5—No. 18, $5.50—No. 19, $6—No. 20, $6.65—No. 21, $7—No. 22, $7.30—No. 23, $7,65—No. 24, $8—No. 25, $9—No. 26, $9.50—No. 27, $10—No. 28, $11—No. 29, $12—No. 30, $13—No. 31, $14—No. 32, $15—No. 33, $16—No. 34, $17. Extras net—tinned wire, Nos. 17-25, $2—Nos. 26-31, $4—Nos. 32-34, $6. Coppered, 5c.—oiling, 10c.—in 25-lb. bundles, 15c.—in 5 and 10-lb. bundles, 25c.—in 1-lb. hanks, 25c. in ½-lb. hanks, 38c.—in ¼-lb. hanks, 50c.—packed in casks or cases, 15c.—bagging or papering, 10c.

Brass wire, discount 62½ per cent. off the list.

Copper wire, discount 62½ per cent. net cash 30 days, f.o.b factory.

Galvanized wire, per 100 lb.—Nos. 4 and 5, $3.70 to $3.90—Nos. 6, 7, 8, $3.15 to $3.35—No. 9, $2.50 — No. 10, $3.20 to $3.40—No. 11, $3.25 to $3.45 — No. 12, $2.65—No. 13, $2.75—No. 14. $3.75 to $3.95—No 15, $4.30—No. 16. $4.30. Base sizes, Nos. 6 to 9, $2.27½ f.o.b. Cleveland. In carlots 12½c. less.

Clothes Line Wire, regular 7 strand, No. 17, $4.65; No. 18. $2.90; No. 19, $2.60. Hollow 6 strand, No. 17, $4.30; No. 18, $2.70; No. 19, $2.35; No. 20, $2.30, f.o.b. Hamilton, Toronto, Montreal.

WIRE FENCING.

Galvanized barb.....	2 80
Galvanized, plain twist	2 90

Galvanized barb, f.o.b. Cleveland, $2 55½ in less than carlots, and $2 45 in carlots.

COILED SPRING WIRE.

High Carbon, No. 9	$2 75
" No. 11	3 40
" No. 12	2 95

WIRE CLOTH.

Painted Screen, per 100 sq. ft., net.. 1 50
Terms, 3 per cent. off 30 days.

WASTE COTTON.

Colored.....per lb.	0
White..... "	0 08

WRENCHES.

Acme, discount 35 to 37½ per cent.
Agricultural, discount 60 per cent.
Coe's Genuine, discount 20 to 25 per cent.

Towers' Engineer.....each		2 00	7
" S.....per doz.		5 80	6 0
G. & K.'s Pipe.....	"	....	3 40
Burrell's Pipe.....each		....	3 00
Pocket .....per doz.		0 25	2 90

WRINGERS.

Leader .....per doz.		30 00	33 00
Royal Canadian.....	"	....	24 00
Royal American.....	"	....	24 00
Sampson.....	"	....	24 00
Lightning	"	....	27 00

Terms, 4 months, or 3 per cent. 30 days.

WROUGHT IRONWASHERS.

Canadian make, discount 40 per cent.

ALEXANDER GIBB

Manufacturers' Agent and Metal Broker,
13 St. John Street, Montreal

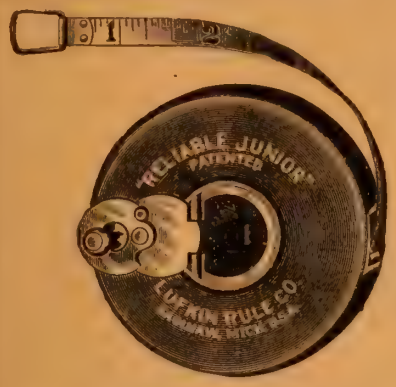
Representing British and American Manufacturers. Correspondence invited from firms wishing to be represented in Canada.

Standard Paint & Varnish Works
Limited
Makers of High Grade
Varnishes, Japans,
Paints, Colors & Enamels
Windsor, Ont.

"Bailey Brand" Cutlery is best in quality.
"Bailey Brand" Cutlery is best in appearance.
"Bailey Brand" Cutlery is lowest in price.
"Bailey Brand" Cutlery is "Made in Canada."
"Bailey Brand" Cutlery is most profitable to Merchant.
"Bailey Brand" Cutlery is most satisfactory to customer.
"Bailey Brand" Cutlery is all fully warranted.

Razors, Shears, Scissors, Tinners' Snips, Butcher Knives and Razors.

BAILEY CUTLERY CO.
BRANTFORD, ONT. Limited



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The Weekly Organ of the Hardware, Metal, Heating, Plumbing and Contracting Trades in Canada.

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ALL OF THE COMFORTS POSSIBLE IN AN OUT DOOR CHAIR OR SWING WITHOUT THE USUAL EMBARRASSING ANNOYANCE. THE COMBINATION OF SWING AND CHAIR WITH PERFECT AUTOMATIC ADJUSTMENT AND ALL UNDER ABSOLUTE CONTROL. THE INDEPENDENT STANDARDS RENDER THE CHAIR PERFECTLY INDEPENDENT AS REGARDS LOCATION

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THE materials in the Comfort Chair are principally two kinds—metal and canvas. The centre main frame and base of the standards are round edge flat steel. The long side braces of the standards are round steel rods flattened at the ends, and carefully riveted to the main frame. The centre braces are made of flat steel. The entire frame-work of the swinging part of the chair proper is also made of flat steel. At the head and foot ends and at the loop in the back part of the seat, are strong wooden dowels. The canvas is stretched over these and secured to the dowels at the head and foot which are fitted with special device for keeping the canvas taut. A strong wooden brace at the foot of the seat completes the construction. The material is carefully selected and the very best for this purpose. It is light, but the high quality and the particular method of bracing renders it sufficiently strong for light or heavy occupant. The canvas is fine weave and fancy striped, overlapped in the centre—affording special strength where most needed.

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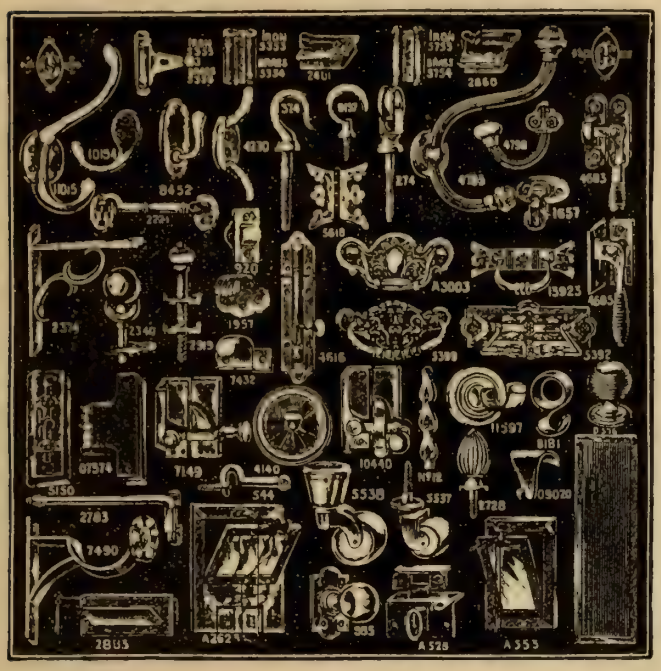

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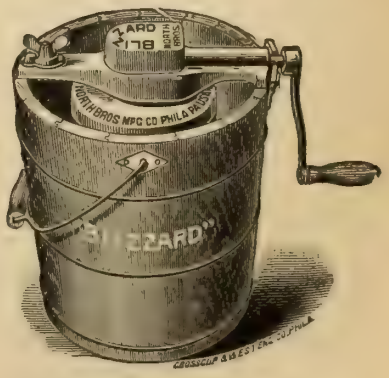

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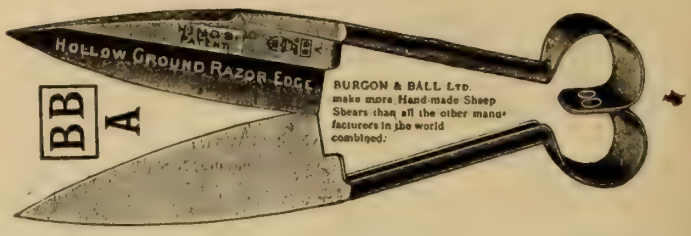

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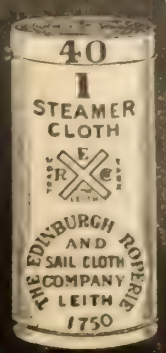

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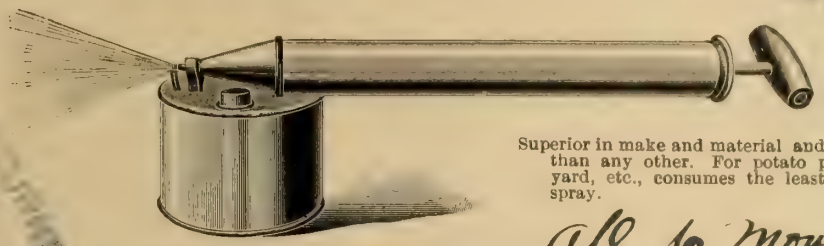

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No. 6 Cataract—Tin, brass plated.
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all to Montreal
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Book 8
page 8

No. 325 Imperial, brass, highly polished, with agitator, has hose and graduating vermorel, fine or coarse spray and solid stream nozzle, **8 ft. Extension Pipe**, can also be furnished if desired.

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WHOLESALE HARDWARE.
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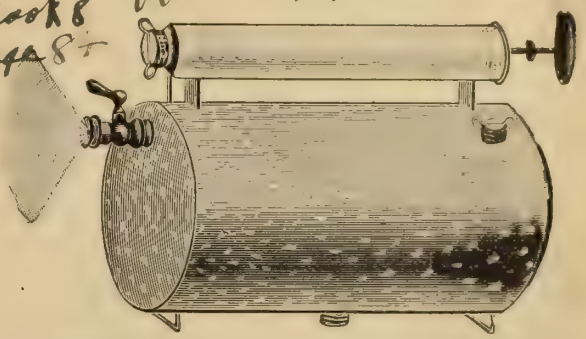

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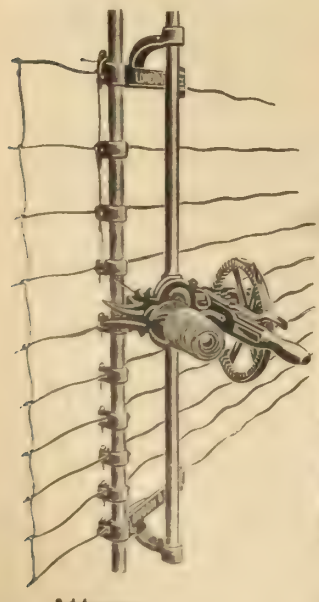

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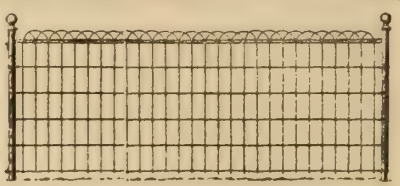

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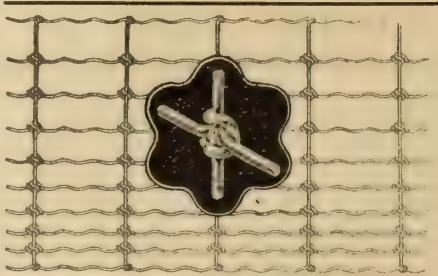

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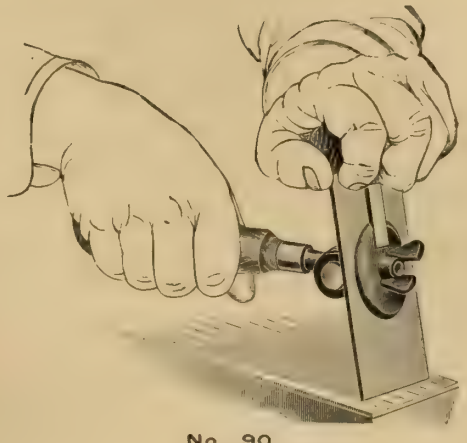

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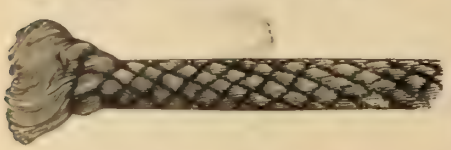

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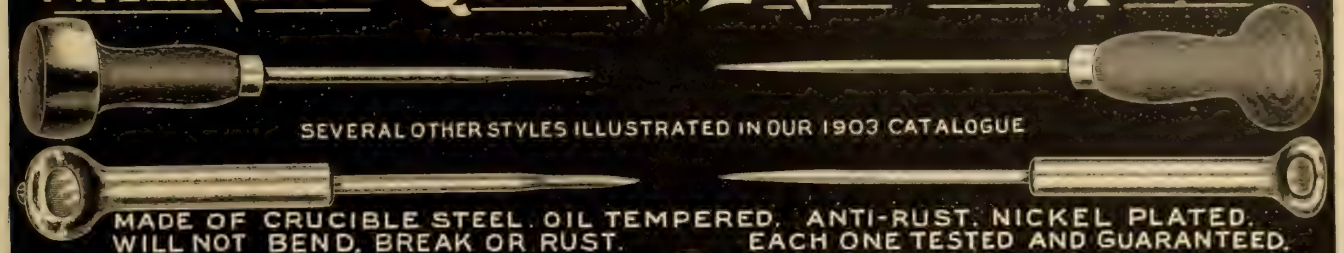

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Every part that comes in contact with cream is heavily plated with solid block tin—precludes any possibility of poisoning.

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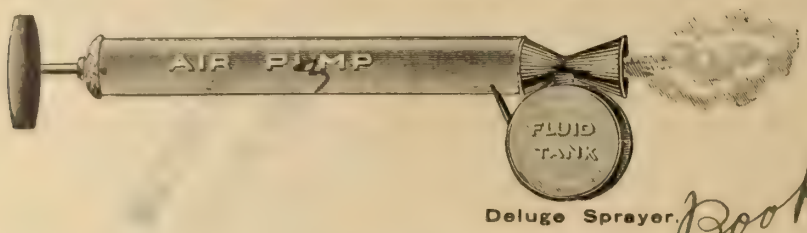
TWO STYLES



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DELUGE
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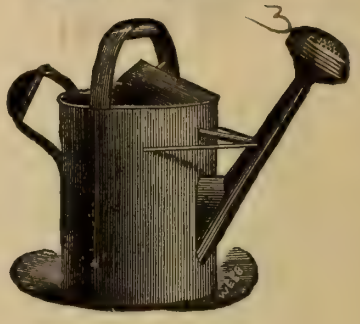

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HARDWARE AND METAL

VOL. XV. MONTREAL AND TORONTO, MAY 16, 1903. NO. 20.

Mr. Monk's Insolvency Bill

By a Member of the House.

House of Commons,
Ottawa, May 9, 1903.

ON Monday, May 4, the long promised Insolvency Bill, of Mr. Monk, came before the House, and was exhaustively dealt with by that gentleman, who clearly explained its many and various provisions. His was the only speech of length on the subject, the adjournment of the debate being moved by Mr. Henri Bourassa, on the plea that the hour was late, and that several members not then present in the House desired to participate.

At the very commencement of the argument it was shorn of anything but an academic interest by the announcement of the Finance Minister that "such a measure as this cannot be enacted during the life of the present Session." In spite of this fact, a rather prolonged article on the bill will not be out of place, in view of its immense importance to the commercial life of this Dominion, added to the fact that its principles are steadily growing in favor, and that, while it will come to nothing this year, there is every probability that it will eventually become law.

The measure itself, in identical wording, has before been in the hands of Parliament, fathered by Mr. (now Mr. Justice) Fortin, who very carefully prepared it, and, as Mr. Monk states, "obtained the sanction of the commercial bodies throughout the Dominion and the approval of many legal gentlemen." As Mr. Fortin was a staunch Liberal, the bill cannot in any way be considered as a party measure, and it has numerous supporters and opponents irrespective of the side of the Speaker on which each sits.

Away back in 1875 the old Insolvency Law was repealed, and almost immediately thereafter boards of trade throughout Canada began to move towards obtaining a substitute. Ever since that time legislation has from time to time been before the House, sometimes originating in the Senate, (one bill actually passed that body, but afterwards met its death in the Commons), more frequently in the Lower House, but always sooner or later meeting the same sad end. The bills of 1883 and 1884 were weak because they made no provision for the discharge of the insolvent, and were clothed with no penalties for the punishment of dishonest debtors. One bill got so far in the favor of the Government of the day as to be foreshadowed in the Speech from the Throne, but that, like all the rest, came to an untimely end. Leaving the matter of history, we now come to a discussion of the clauses of the bill.

THE COURTS.

In the first place it is interesting to note that the courts charged with the administration of the act are the county courts in Ontario, Nova Scotia, New Brunswick, P.E.I., Manitoba and British Columbia, the Superior Court in the Province of Quebec, in the Northwest Territories the Supreme Court,—and there is one appeal from the decisions of each of these courts.

WHO ARE SUBJECT TO THE ACT.

The application of the act is confined to those engaged in commercial and manufacturing pursuits, not as in England, to all classes, and on this point Mr. Monk advanced no argument why the Canadian Act should be so confined. To a mere layman there would on the surface at least seem to be no good reason why the act should not relieve all deserving persons, but it is probable that on the resumption of the debate further light will be cast on this point. It is not to apply to incorporated companies either, which are to be left to the provisions of the Winding Up Act.

DEFINITION OF INSOLVENCY.

Next we come to a description of what constitutes insolvency. We cannot give all the cases, but mention some only, as for instance (1) General inability to meet liabilities as they come due; (2) the calling of a meeting of creditors by a person desiring to compound with them; (3) absconding with intent to defraud creditors; (4) the secretion of a part of the debtor's estate with an intent to defraud his creditors; (5) assigning, removing or disposing of property with an intent to defraud; (6) a general conveyance for the benefit of creditors; (7) permitting goods seized under execution, etc., to remain so until within four days of the time advertised for sale; (8) concealing himself with intent to defraud his creditors, etc.

Voluntary assignment is excluded, a forced assignment being requisite when a person commits any of the acts of insolvency above described. The conditions must be proved to the satisfaction of the Court, when a receiving order is handed the sheriff, who thereupon proceeds to take possession of all the assets of the insolvent, preparatory to handing them over to the liquidator.

TO PREVENT HARASSING.

To prevent the possibility of a man being unnecessarily harassed, a condition is inserted in the bill that only a creditor having an unsecured claim for $200 or more, for a liquidated amount, can make the application to the Court to set the law in motion.

The receiving order may be obtained without notice to the insolvent, but he must then be notified, and is given three

days within which to make application to have the same set aside.

DUTIES OF THE INSOLVENT.

When we come to the clauses of the act, dealing with the duties of the insolvent himself, we find that certain obligations are imposed on him, for breach in the performance of which he is heavily penalized. He must at once make the fullest disclosure of all his assets, of all claims he may have against other parties, and of his affairs in general.

These preliminary steps having been taken, a meeting of the creditors is next called, at which a liquidator is appointed, under the necessity of furnishing a satisfactory bond, whereupon the temporary guardian of the estate (the sheriff in most cases) hands over all the assets which have thus far come to him or under his control.

APPOINTMENT OF INSPECTORS.

The creditors may also appoint inspectors, if they think it necessary, who act in conjunction with the liquidator, advising, and to a certain extent, controling him. These inspectors have an extra incentive to the proper performance of their duties in the fact that no remuneration is theirs as of right, but depends entirely on the vote of the creditors.

REMUNERATION FOR INSOLVENTS.

As for the insolvent himself, at least until he has received his discharge, of which more anon, he acts under the instructions of the liquidator, who may remunerate him if he gives good service, so that between the penalties for bad behavior and the prize for good conduct, the bill certainly seems to invoke the aid of all one can think of to produce the cordial co-operation of the debtor. In any case, be he ever so stubborn or sulky, he must appear before the liquidator, and discover under oath all that he knows concerning his affairs. As Mr. Monk tersely puts it, "In fact, the insolvent becomes, as it were, the employe of the liquidator, and is under his control continually." The letters which he or his estate receives are handed over to the liquidator, to whom every opportunity is thus given to become conversant with the business of the estate.

PROVISIONS FOR DISCHARGE.

After the first meeting of creditors the insolvent is permitted at any time to hand to the liquidator a deed of discharge executed by creditors aggregating three-fourths of the value of the total claims, who thereupon calls a general meeting of creditors to consider the question thus raised. Before this, however, it is absolutely necessary that the deed of composition shall provide for the immediate payment in full of all costs in connection with the proceedings, all claims of a privileged nature (we will enumerate them later on) and for the payment within one year of not less than one half of the amount of claims provable against the estate, and even then, the deed must be confirmed by the Court before it comes operative. It is evident to all that this wise provision will give to honest debtors a good chance to become free men once more, while quite preventing the too easy procurement of a release. On the proceedings in Court for the approval of the release, the liquidator is saddled with the duty of proving that all the steps to that point have been strictly correct and in accordance with the requirements of the law as far as procedure is concerned, nor can it be presented to the Court at all, even after the creditors' meeting, until another notice has been duly served of the intention of doing so.

If any possibility of hole-and-corner proceedings or of collusion remains after all this, we would like some ingenious man to point it out, and we feel sure the committee will make the necessary amendment.

The Court must feel satisfied that the conduct of the insolvent has been open and honorable throughout, and on the confirmation of the deed, the property at once passes back to the insolvent. Even then he is not quite free. He must not only promise in the deed; he must live up to his promises, and if he fail to do so, the liquidator may without further formality resume control.

PRIVILEGED CLAIMS.

The privileged claims, to which allusion has already been made, and which are the first charge on the assets, as usual in such cases, include all necessary costs incurred in the proceedings, and wages of employes for a term of three months in full, after which the employes have to rank with other creditors.

With regard to the application of partnership and individual assets in the case of winding up the business of a firm, the provision is not a new one; partnership assets for partnership debts, private assets for private debts, and any excess in either case for the benefit of the short account. As for condition and contingent claims, if an agreement cannot be reached by the liquidator and claimant as to these, the Court is called in to decide the question. The secondary liability of the insolvent on negotiable instruments is provided for, and special provision as to rights under marriage contracts in the Province of Quebec are also inserted, but if we went fully into these minor details, we might as well print the bill in extenso.

CLAIMS OF LANDLORDS.

The claims of the landlord for rent of the premises occupied by the insolvent are fully safeguarded, and while the liquidator may give three months notice of the termination of the lease, the proprietor may claim damages for the breach of contract. At the same time, the liquidator may dispose of the balance of the term of the lease, even though there be express condition to the contrary therein. This strikes one as rather unfair, and that in a bill which otherwise seems equitable throughout. Mr. Monk excuses the provision by saying that this is in many cases (the unexpired term), a most valuable asset. Be that as it may, why should an Act of Parliament step in and despoil a contractor of the benefit of a term in his contract inserted in the fair way of dealing, the bargain being made at a time when both parties thereto are solvent men, and neither under undue pressure from the other.

A CURB ON LIQUIDATORS.

When we come to the distribution of the property we find nothing very new: Dividend sheet, notice of distribution, right to contest, etc. Section 77 gives to an enterprising creditor relief from an over-cautious liquidator, for where the latter refuses to take legal action in connection with some claim for the benefit of the estate, the creditor can go to court and on satisfying the judge that he is bona fide in the transaction, he can proceed in the name of the liquidator, but at his own expense and risk, reaping the reward of a successful litigation, or paying the penalty for the contrary. If, however, he recovers more than the full amount of his claim and costs, the residue falls into the general estate for the benefit of his fellows. Mr. Monk asserts that this is a new and wise provision. It is certainly wise, but the principle, at least, is not new.

The Act has many other provisions, but we have dealt with its main features, and will not trouble our readers with matters of legal detail, unless, perchance, we have to some extent done so already.

NECESSITY FOR THE BILL.

Generally, it may be stated that the proposed legislation or similar legislation, has many sympathisers. No man who has had any experience in business

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HAMILTON, ONT.

or law can fail to recall cases of men who have failed through no fault whatever of their own, either in honesty or good management, and who thereafter, if they have not left the country to make a start elsewhere, have dragged out an aimless existence with judgments for hopelessly large amounts outstanding against them. In some cases, no doubt, these men go back into business, as it were, by the back door, operating in the name of wife or friend, but their interest is largely gone, and they are no longer active and useful members of the business world. The Act which we have been considering seems to afford ample protection against the rogue who fails, to make a profit by so doing, and at the same time gives the deserving a chance to start once more even with the world, and to retreive his fortunes not only to his personal gain, but to the advantage of the whole community. When the debate is resumed we will probably be able to summarize the arguments of those opposing this measure, and in this way, as is our wont, present both sides of the case, leaving it to that great jury, our readers, to find a verdict.

IMPROVING ONE OF THEIR STORES

The hardware firm of Ingram & Davey, who have two large stores in St. Thomas, Ont., one in the west end and one in the east, are completing extensive alterations to their east-end store. The store will be enlarged to twice its former size and will be fitted up in the most approved modern style. The cellar is laid in cement, lighted with gas and arranged with departments for storing goods not always in use. A large dry space is set apart for the storing of goods which, when not required above, would cumber the shelves of the store. A separate bin at the rear of the basement will be used for storing charcoal. All the stock of glass is kept in the cellar and arranged conveniently in boxes, resting on the floor, this being the best place for placing glass, much breakage being avoided in this way in removing the plates from the boxes.

The firm of Ingram & Davey have been unusually successful since they began business in St. Thomas, and are now reckoned one of the most substantial business firms in that city.

MANUFACTURERS OF ROOFING MATERIALS.

Lockerby & McComb, Montreal, started business in 1898, over five years ago; the principals being Major D. W. Lockerby and J. H. McComb. Both these gentlemen had spent years in the tarred-felt business before commencing on their own account, and were thoroughly experienced in the manufacture and sale of this product. The enormously increasing sales of their roofing felts, etc., speak volumes for the confidence which the public have in the various brands which they manufacture.

The success of the firm is due to two things. 1st. The use of the very best materials which can be obtained and which gives solid value in every roll made; 2nd. To the straightforward and liberal treatment of their customers throughout the Dominion.

Major Lockerby personally looks after the manufacturing end of the business, and is thoroughly up-to-date in his department. He also calls upon the city trade, with whom he does a large business. Mr. McComb travels the Dominion from the Atlantic to the Pacific, and that he is a popular and successful salesman is very evident, judging from the large business which he controls.

The firm are equipped with the latest machinery, and no better can be obtained on the American continent. Their brands are "Dominion" tarred roofing; the "Shield" brand tarred and dry sheathing; "Good Luck" tarred and dry fibre, and "Shield" brand, 2 and 3-ply ready roofing. They are also large dealers in roofing pitch, pine pitch and coal tar.

Their advertisement appears in another part of this paper.

A TRUST COMPANY'S EXPANSION.

The Toronto General Trusts Corporation have acquired the business of the Ottawa Trust and Deposit Company. The shareholders of the Ottawa company will, it is said, receive a premium of between $50 and $60 on their shares, so that the selling price will be $150 to $160. The capital stock of the Ottawa company was $500,000. The new capitalization will be $1,000,000. An advisory board of Ottawa gentlemen will be appointed in connection with local matters and a branch office will be opened in that city.

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For Painting Base-Boards, Shelves, Boxes, and the little things about the house.

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Family Paint should form a part of the paint stock of every progressive dealer. There's no other similar line in the market to-day that meets the popular demands so well. Put up ready for use in convenient-sized penny lever cans in twenty-five desirable shades.

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WINNIPEG DEPOT
147 Banatyne St., East.

BRITISH COLUMBIA TRADE TOPICS.

From our Vancouver Correspondent

LAST month was, on the whole, a fairly prosperous one for the city of Vancouver, despite the fact that local retail trade has not been up to the mark. This is accounted for by rather backward weather and somewhat uncertain local conditions due to the various strike troubles, some of which are chronic and others incipient. Fortunately it is anticipated that labor matters will be settled satisfactorily before long. Indeed, the only affair to be adjusted now is the strike of the U. B. R. E. and of the longshoremen and teamsters who are out in sympathy. This has been on so long, that in great measure the disturbance caused in trade at first has died away, the railway and transfer companies having hired substitutes to carry on the work in the meantime. The merchants have been the biggest sufferers as a consequence, although shipments are returning to normal conditions and have become fairly regular.

* * *

That the claim of April as a busy month all round is founded on fact the Customs returns for the month may be quoted. The revenue for April was $146,530.72, as against $98,605.76 for the same month last year, an increase of $47,924.96. It is but fair to say that the number of cargoes of goods received by sailing ship from England and European markets had some effect in augmenting the total.

Shipments of goods north, both to cannery points on the British-Columbian coast and for forwarding to Dawson, have repeated this week. The quantity of freight now awiating the going out of the ice in the Yukon river for first shipment down to Dawson must be considerable. The first big lots of live stock have gone forward and more are following. These will, like the shipments of merchandise, be sent from the foot of Lake Labarge on scows down the river, following the ice as it goes out.

* * *

All reports of the spring cleanup in Dawson so far received are very encouraging, the estimate being that it will total at least $15,000,000, which will be greater than last year. The warm weather is setting in and the cleanup will likely be over earlier than usual. Summer diggings are prospected now in the Klondike as freely as or more so than the winter operations and therefore the total for the year is likely to be fully equal to the best in the history of the great camp.

* * *

F. W. Peters, general freight agent of the C.P.R. Western Division, was in the city again from Winnipeg. He is reported as saying that he still has under advisement the demand of the Wholesale Grocers' Exchange for adjustment of the freight tariff, making Calgary the eastern limit of this field and on that basis, putting the wholesalers here on a parity with those of Winnipeg and eastern points. This statement, according to the wholesalemen, is a distinct retraction of the last utterance of the same gentleman, who said at one time that he had definitely decided to leave matters as they were, because he would be under compulsion to respond to demands from Winnipeg and eastern wholesalers to an extent which would bring the standing of the freight rates back to the same relative position as they now are. The wholesalemen feel every confidence that their demand to be recognized as having equal rights to the territory as far as Calgary will be conceded, and if that is so, freights from Vancouver to Calgary, base point, and equi-distant points from that base will be put on the same rate as from Winnipeg to the same points. This concession, if granted, will mean a great deal to the wholesale trade here, which has in many ways been handicapped in reaching out after the Alberta trade on account of existing conditions.

GEO. S. B. PERRY.

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"I have tested your revolvers and found them true to the sight and workmanship. I shot at a silver dime at 30 feet and hit it seven out of ten times. Your revolvers stand ahead of other makes every time. I recommend it to all."

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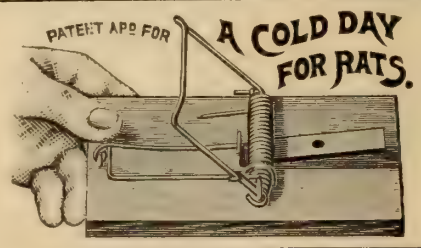

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Ice Cream Freezers

"Frezo" Freezer.
Quarts: 1, 2, 3, 4, 6.

"Peerless" Iceland.
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PEERLESS ICELAND (One-Motion) Freezer

"Now for some delicious Home-Made Ice Cream."

The expense is only cost of materials, the labor not as great as making a cake or pudding if you use a **Peerless Iceland Freezer.**

Three minutes is the freezing time. Patented stationary dasher is responsible for quick freezing. Motion is necessary in the cream, not in the machine. Cream gets more motion in the Peerless Iceland than in any other freezer.

Complete with Fly Wheel.

"Peerless" Iceland.
Quarts: 16, 20, 25.

"Peerless" Iceland Toy Freezer.
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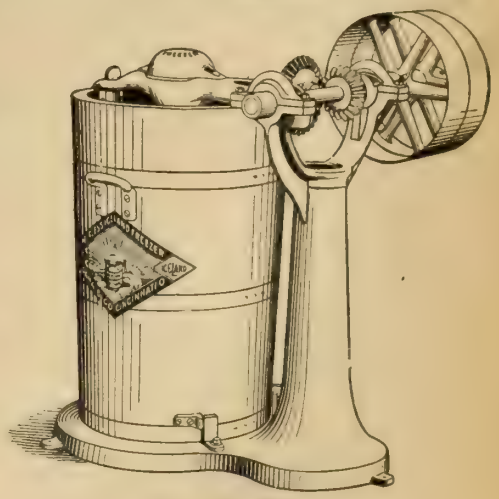

"Peerless" Iceland.
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Ice Picks.

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MACHINERY

MACHINERY IN PIONEERING

WHEN one speaks of pioneering in Canada, of "going up country," visions of camping outfits and equipments spontaneously arise, and the central image of the backwoodsman, more picturesque on the canvas of the stand than on the stage of real life, stands out from a background of forest or rock or stream as the prime factor in the country's development.

And yet, how little can man really accomplish with the tools nature has given him! Necessity has taught him that he must have mechanical aid in the simple operation of clearing; a lumber camp would be in sorry plight that did not include a portable forge in its equipment; and the farmer, who imagines he can sever himself from his nearest base, and go "into the bush" to commence agricultural operations without at least a fair collection of tools and impiements, is apt to be rudely undeceived.

True, a man may make a living in the splendid isolation of the untrodden forest by simply using his hands and his brain; he may, even in the bush, "eat bread by the sweat of his brow"; but his progress is not likely to be an example of aught but misdirected tenacity of purpose.

Yet, it is passing strange that in these days when so much is done by machinery, the settler should be content to follow in the wake of those sturdy pioneers who knew naught of the modern appliances for saving time and labor. Hardly any advancement has been made in this country in pioneering machinery, and the time is ripe for improvement in this line.

We are wont to read in our daily papers of the slow methods of the Britisher, compared with our own Canadian energy or with Yankee aggressiveness; but, after all, the opening up of a country difficult of access has never been quite so well accomplished as when the Old Country engineers have had a hand in it.

The lumberman cuts or burns his way into the bush, and trusts to the snow for his "permanent" road, many of the lumber trails being impassable in summer, even to a pack-horse. What is wanted is machinery for making roads, not merely road-graders and traction engines, but a number of other devices not in general use even in the States.

Locomotive steam cranes, for instance, used in America mainly on the wharves to assist in handling freight, are to be seen in Europe in the most impossible places, performing almost impossible tasks.

The Canadian artilleryman well knows he is expected to be able to mount a gun wherever there is standing room for its carriage, yet, strange to say, when the European emigrates to this country and begins pioneer farming, he sees in a few yards of marsh or in a few feet of stubborn rock, an impassable barrier to his machinery, and must negotiate the obstacle without it. The Canadian farmer can but suggest such rude remedies as the lumberman has devised, corduroy roads, gullies crossed on primitive log-piles, and sodden tracks of claybed.

When an obstacle to pioneer roadmaking is encountered, that is just the time and opportunity for the introduction of machinery. Like the artilleryman, the British contractor calculates on the axiom that wherever there is room for its base, he can erect a locomotive crane, and this once done, the crane will do most of the work of clearing and laying its own roadbed, which is, after all, merely a 4 ft. track. It is no uncommon sight in Great Britain to see a "Grafton" locomotive crane skimming along a ledge of rock little more than a yard wide, and swinging before itself load after load of the filling that is to make its further progress over an intervening swamp a practical proposition.

In tree-felling, too, our giant pines must still yield to the time-honored axe, while in Australia, machinery is made to fell the great iron-wood trunks at a rate that would seem incredible to the Canadian lumberman. It is probable that a company of English settlers and capitalists will shortly commence active work in timber-cutting on the Australian principle, in Nipissing South, or the Temiscaming country, and the venture will be watched with interest by the lumber magnates of the Dominion.

In sawmill machinery, America takes the lead, and the wonderful manner in which a log is seized and run through machine after machine until it is metamorphosed into planks, doors, sashes and a legion of other articles, is little short of marvellous.

The chief lack of machinery in Canadian pioneering is noticeable in roadmaking, and whether it be the indifference of the settler to aught but his immediate needs that is responsible, or the average Canadian farmer's almost miraculous ability to sit tight in a buggy over a road whose surface is a miniature Sierra, the fact remains that Canada, or that portion which is being peopled so fast, New Ontario in particular, needs machinery for roadmaking, and men who know how to use it.

Good roads associations, the Government roadmaking organization, and The Good Roads Machinery Co., of Hamilton, have done, and are doing, excellent work, but their sphere of operation generally begins after the real pioneering has been done, and when a considerable population warrants the expenditure of money in fairly large sums.

There is good reason for Canada to lift herself from the inferior position she has occupied with regard to machinery in general, and the signs are that she has commenced this auto-elevation in real earnest.

Still greater reason is there that whatever machinery is available in pioneering should be commandeered by those who are leading the way to agricultural development in lands at present uncleared.

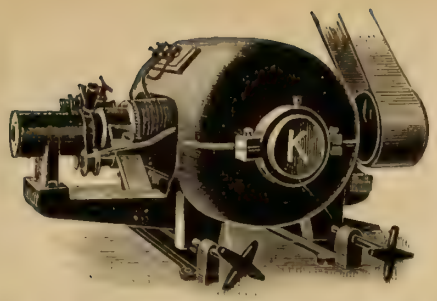
Hardwaremen in touch with lumber work and early farming operations, say, in such districts as that lying between Sturgeon Falls and Sudbury, along the C.P.R. main track, will do well to watch the progress of invention in pioneering appliances.

B.

DREDGING IN LILLOOET.

The William Hamilton Manufacturing Co., of Peterboro', Ont., are building machinery for eight large dredges, each of which will have a capacity of 4,000 cubic yards every 24 hours. The machinery of each dredge will alone weigh 320 tons. The cost will be close on $95,000, and the shipment will commence in about a month, the destination being Lillooet, B.C., where the gold gravel of the Fraser is to be treated for auriferous deposits.

Des Moines, Ia., capitalists are mainly interested, although several of the principal stockholders are residents of Montreal and Winnipeg. These dredges are modelled generally on the bucket principle, but the chief feature that distinguishes them is the way in which the dirt is handled after being brought up by the buckets. The dirt passes over several revolving screens before it passes to the



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Ends Slide in Dovetails similar to Diamond Stove Back.

Diamond Adjustable Cook Stove Damper

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4 x 11 to 6 x 21.

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" TAYLOR-FORBES CO., Limited, Guelph, Ontario.

PETRIE'S MACHINERY LIST.

List Corrected Weekly.

BOILERS.
- 19 x 44 - 13 - 2 in. Tubes, No. 2 Petrie, New.
- 20 x 49 - 19 - 2 in. " Plain Vertical New
- 36 x 72 - 55 - 2 in. " " " "
- 30 x 72 - 43 - 2 in. " " " "
- 30 x 60 - 54 - 2 in. " Submerged Tubular.
- 24 x 60 - 31 - 2 in. " " "
- 30 x 72 - 54 - 2 in. " " "

WATER WHEELS.
- 21 in. Right Hand Burnham.
- 23 in. Right Hand Leffel.
- 25 in. Right Hand Farrar, New.
- 30 in. Left Hand Perfection.
- 48 in. Right Hand Vulcan.

WOOD WORKING MACHINERY.
- 12 in. Dog Pony Planer, New.
- 24 in. Major Harper Planer & Matcher.
- 24 in. Revolving Bed Planer, New.
- 24 in. Whitney Heavy Planer & Smoother, New.
- 14 in. Double Surface Planer, Matcher, Moulder & Beader.
- 12 in. Four Side Balantine Moulder.
- 20 in. Combined Disk & Drum Sander.

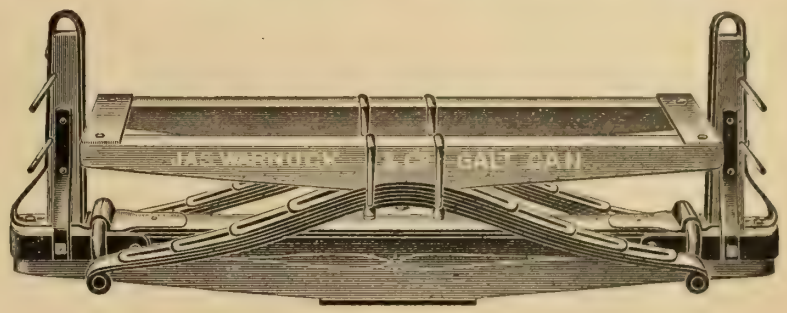
ICE MACHINE.
- 12 to 15 ton Refrigerating, 6 to 7 ton Ice Machine.

Prices, Stock List and Catalogue of Mill and Engineers' Supplies sent on request.

H. W. PETRIE
131-145 Front St. West, 8-22 Station St., Toronto.

"THE PEERLESS"

is the best Bolster Spring ever produced. A fine line for the hardware trade. **Write Us for Prices**

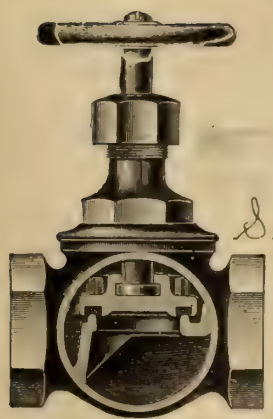


JAMES WARNOCK & CO., - GALT, ONT.

Scales

Valves

See cut book 9 Page



ASBESTOS DISC VALVE.

Pipe

See cut book 3 9. Page 65

Pipe Fittings

Steam Specialties.

The Fairbanks Company

MONTREAL WINNIPEG VANCOUVER

...ries. These latter are not stationary as is usually the case, but are kept in motion. After passing through several other processes the flour gold, which has hitherto been lost in all dredging operations, is saved by forcing the tailings through quicksilver. Over 90 per cent. of the gold can be saved by this process.

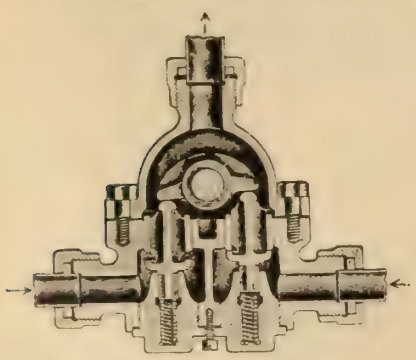
The company will also make a special feature of the saving of platinum, of which a large proportion exists in the black sand which prevails in that district. Special appliances will be put in for the saving of this metal, which is more valuable than gold, and it is estimated that the returns from the platinum alone will be very high.

The company's plans include the operation of their fleet of dredges by electric power, but owing to the fact that generators could not be secured in time, the first dredge will be operated by steam.

GERMAN AUTOMATIC SEPARATOR

Ernest L. Harris, U. S. commercial agent at Eibenstock, reports an important invention emanating from the well-known firm of Schneider & Helmecke, Magdeburg, Germany, for the purpose of drawing condensed water from steam engines. A sectional view is given herewith, which shows how the water is drawn off while the engine is in action.

The advantages of this invention are



that the water is removed from the cylinders without any waste of steam and without the opening of valves and doors. As the apparatus works automatically, it is unnecessary for the engineer to keep watch over it. Its success in Germany has been marked. Those interested should apply to the above address.

A CATALOGUE FOR MACHINERY MEN.

The catalogue of the American Air Compressor Works, Havemayer Building, 26 Cortlandt street, New York, has just reached us. It illustrates and describes the many types of the American air compressors, air receivers, vacuum pumps, carbonic acid gas and high pressure compressors, and the American air lift pumping system. Among the other contents of this catalogue will be found information relative to pneumatic tools and a table showing the flow of air through various size orifices.

The American Air Compressor Works have their own foundry, both brass and iron, pattern and blacksmith shops, and their machine shop is equipped with the very latest and most improved tools. They guarantee their product to be up to date in every respect and strictly first class in workmanship and materials.

Their claim is simplicity, durability, efficiency and economy, all embodied in a machine designed for maximum strength with minimum weight.

The catalogue is the standard 6x9 and will be issued for gratuitous distribution upon application.

MECHANICS AND HORTICULTURE.

There does not seem much in common between the market gardener and the metal craftsman, yet the spheres of mechanics and horticulture have been pressed into economical union by The Horticultural Travelling Structures Company, Limited, 2 White street, London, E.C., in the production of their travelling greenhouses and hothouses. These are so designed, that either with or without their heating apparatus, they can be easily moved from one plot of ground to another, so that directly one crop has been brought on or matured the greenhouses are shifted over the next crop as it stands growing in the soil.

The houses are mounted on small wheels running on light rails, and are invaluable in securing an economical production of succession crops. In England, during the early part of the year, strawberries may be raised; directly after these are marketed the houses are pushed over the tomato patch, and finally, in the autumn, they are placed over the chrysanthemum or mushroom beds.

MACHINERY NOTES.

BRANDON, MAN., is to have another new machine shop, to be operated by Calladon & Arnett.

A 5-h.p. electric motor has been placed in the plant of the Jno. Ritchie Plumbing Co., Toronto, by H. W. Petrie, Toronto.

The Collingwood Shipbuilding Co., Collingwood, Ont., have installed a 6 x 4 x 7 duplex steam pump in their plant. This pump was furnished by H. W. Petrie, Toronto.

A 44 ft. x 12 in. horizontal tubular boiler has been installed in the new plant of the L. Schepp Co., Spadina avenue, Toronto. This boiler was purchased from H. W. Petrie, Toronto.

The Morrow Machine Screw Works, Ingersoll, Ont., are building an annex for the purpose of storing iron and steel stock. The firm's business is extending rapidly under the able management of J. A. Coulter.

A fine 20-h.p. compound portable engine and boiler, also a sawing outfit, steam pumps, shafting, hangers, and all accessories have been shipped to S. Greenwood, New Liskeard, Ont., by H. W. Petrie, Toronto.

The local papers state that the saw and shingle mills at Fenelon Falls, Ont., owned by the Rathbun Co., Deseronto, Ont., will be enlarged and made first class in every respect before next season.

One hundred coke ovens are to be added to the French mine at Frank, N.W.T.

The Mexican Light & Power Company, financed in Canada, is to acquire the City of Mexico Electric Tramway Company, and the City of Mexico Electric Light Company. By securing these companies the Mexican Power Company will control the companies using the largest amount of power in the Republic of Mexico.

J. N. Gillies, of the McCormick staff, Winnipeg, has been promoted to be manager of the Regina branch. His office associates last week presented him with a heavy gold chain and locket. His friends from St. Andrew's Church, where he had been an active worker, presented him with a gold mounted silk umbrella.

A gasoline engine of about 2 h.p. and a drum with reversing apparatus for hoisting lumber is being used by Hawes & Co., Toronto, at a new building which they are erecting. This again demonstrates that there is no limit to the purposes for which one of these engines can be used. The outfit was installed by H. W. Petrie, Toronto.

A new form of rotary pump has been invented by Harold A. Gurney, of Miniota, Man. The invention is fully protected on both sides of the line by patents, and if Mr. Gurney can only succeed in finding a capitalist to push it, he is confident that it will effect a revolution in pump making. It should not be too much to expect that a rotary device will effect a revolution, anyhow.

An interesting and descriptive list has been issued by the D'Olier Engineering Company, Philadelphia, containing excellent cuts and explanations of their steam turbines and centrifugal pumps. The DeLaval machinery is of the best, and has a very high efficiency. The direct-connected steam turbine dynamo deserves special mention, as it is quite free from vibration and requires no special foundation.

An automatic bear-gun has been invented, which renders the old and cumbersome bear-trap obsolete, if all its claims be substantiated. The bear, on taking the bait in his mouth, causes a cartridge to be exploded, a ball from which pierces his skull. In Nipissing, where the device has been tried, it does not seem to have found favor in the eyes of either the trapper or the bear; both scorn it, from slightly different motives.

The Toronto Board of Control on Wednesday considered the tenders for a new pumping engine. The matter was referred to the city engineer, with a recommendation that he shall report on each tender and advise the acceptance of the one he considers best. Canadian firms have tendered the following figures: $170,000, $160,563, $155,000, $130,340, $152,389. An American firm makes an offer to do the work for $149,350.

The Vancouver Power Company have obtained the sanction of the city for a water record of 10,000 inches in Coquitlam Lake. The city draws its water supply from this lake, and this fact gave rise to some objections. Commissioner Robson, before whom the application was made, had certain alterations made to safeguard the civic interest, and as these amendments were satisfactory to Mr. Glover, the local manager of the company, the record was granted, subject to fees amounting to $11,036.

G. A. Crosby & Co., Limited, Sarnia, are making a bold bid for the trade in can-making machinery, looking to the growth of the canning industry that is sure to come. Their works are replete with machines of the latest American pattern, and are under experienced management. Among a host of other machines made by this firm may be noted drills, milling lathes, shapers, dies, presses, and a patent automatic can making machine turning out 30,000 round cans of one size in 10 hours, with solder on the outside of the can.

The Grey and Bruce Portland Cement Company of Shallow Lake, Limited,

Manufacturers of

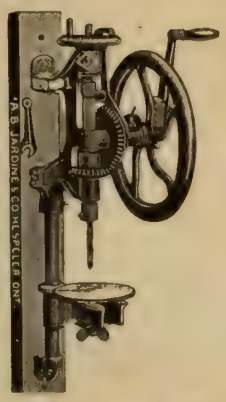
"Hercules" and "Lion" Brands

of

PORTLAND CEMENT

Unsurpassed for Sidewalks, Floors, and all work requiring the Highest Grade of Portland Cement.

HEAD OFFICE : OWEN SOUND.



TRADE MARK J REGISTERED

Blacksmiths' Hand Drills.

The very best.

A. B. JARDINE & CO.

HESPELER, ONT.

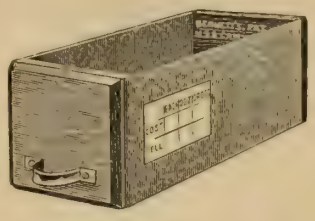
...THE...

Bennett Manufacturing Co.

(Successors to J. S. Bennett)

Bennett's Patent Shelf Box and Cabinets, for

Hardware, Grocery, Seed and Drug Trades.



556 Dundas Street, Toronto.

SEND FOR PRICE LISTS.

STANDARD TIN WORKS

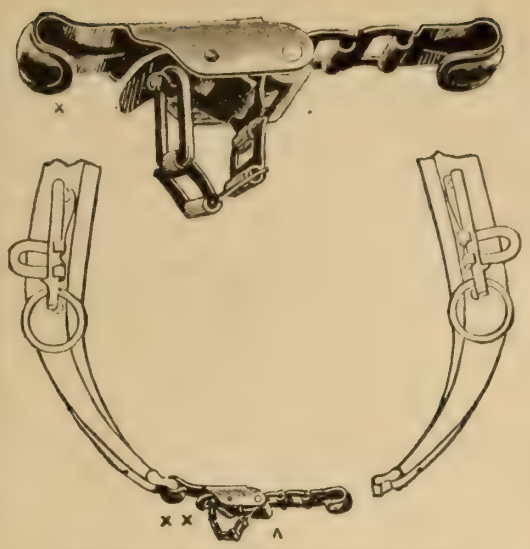
MANUFACTURERS OF

TINWARE AND TIN CANS

Fruit Cans, Meat Cans, Jacketed Oil Cans, Baking Powder Cans, Lard Pails, Etc.

JAS. A. McGOLPIN

156-162 Duke Street, TORONTO.



ROY DODSON'S PATENT HAMECHAINS.

No matter where your lot is cast we can improve the lot.

Metal Stampings

are Stronger, Lighter, Cheaper than Castings.

We work **Sheet Steel, Brass, Aluminum and Copper to any shape.**

Send us your samples and number required, and we will quote prices on same

STAMPED IN RELIEF.

Empire Machine and Metal Stamping Co., Limited

1012 Yonge St. - TORONTO,

USE CANADIAN BABBIT

Imperial Metallic **Hercules Star**

The highest grade babbits made.

THE CANADA METAL CO., WILLIAM STREET, TORONTO.

Cold Pressed NUTS

Finished, semi-finished and case-hardened. Send for Price List 1001. Special Discounts to the trade.

CANADA FOUNDRY COMPANY, Limited, 14-16 King St. E., Toronto

CELEBRATED HEINISCH SHEARS

Tailors' Shears, Trimmers' Shears, Tinners' Snips, etc.

ACKNOWLEDGED THE BEST.

R. HEINISCH'S SONS CO.

NEW YORK OFFICE, 155 Chambers St. NEWARK, N.J., U.S.A.

THE BELLEVILLE BUSINESS COLLEGE, LIMITED

BELLEVILLE, ONTARIO.

Send for handsome Catalogue describing fully all Courses taught.

J. Frith Jeffers, M.A., Principal.

DEPARTMENT OF ADVERTISING SUGGESTION AND CRITICISM

NOTE. Herein are discussed the principles and practice of advertising. Subscribers are invited to send Mr. Lydiatt specimens of their newspaper and other advertising, for the purpose of review in this department. Address care of Department of Advertising, HARDWARE AND METAL.

Edited by

W. Arthur Lydiatt,

TORONTO.

Don' wait until you publish an especially good advertisement before you send me your ads. for review in this department. Don't be afraid of a little honest criticism. I will only try to point out the faults—if such there be—that you may have ideas for the improvement of your ads. You don't have to follow my advice or act on my suggestions.

I simply want you to send me specimens of your advertising matter—just what you are using now, or what you have been using. I'll tell you of every way in which I see it might be improved. I will call attention to the good points—mention the weak points.

If you spend money for advertising it is surely advisable to see to it that you get your money's worth. And if you tell me just how you are spending it—show me what kind of advertising matter you use—perhaps I'll be able to give you some suggestions which will help you make your advertising more profitable. It's worth trying, anyway. THE EDITOR.

TOO MUCH FAITH.

NOT so very long ago I asked a merchant if he ever realized any returns from the advertising he was doing in the daily papers.

"Oh, we have no doubt it pays us," said he. "We have been advertising for a good many years, and while we have never had any direct evidence that our advertising brought any results, still we have faith in its value, and feel that it does us some good."

There was a man who had too much faith. He felt satisfied that the advertising he was doing was beneficial to his business, and when he didn't get any direct results from his ads. it didn't trouble him much—he didn't worry about it as some do.

Advertising that doesn't bring results is not good advertising. If you cannot see that you are getting direct returns from the advertising that you are doing, you had better look for the reason and change your methods. I have never yet seen a retail business that would not quickly respond to intelligent advertising. There is no retail business anywhere that is not susceptible to the influence of advertising.

The merchant who is not getting direct returns is not getting what he is entitled to. His "faith" only serves to blind him to the faults in his methods. It is all very well to have confidence in the efficacy of advertising in bringing increased business, but it is advisable to look for results—see to it that your advertising pays you a profit. If you don't get the results you should, seek a reason, remedy it, and keep constantly changing your tactics until you are satisfied that you receive the full benefit of your advertising expenditure.

Many men start in advertising as if they did not expect it to pay. Like the general who starts into a battle expecting to be whipped, they are usually not disappointed. The merchant who rents a store, buys a stock of merchandise and opens for business, doubtful of success, is reasonably certain to fail. The man who advertises without expecting any results usually does not realize any.

Have faith, expect to win, determine to succeed. But "be sure you're right—then go ahead." Be sure the methods you adopt are successful when applied to your case. See that you get all that you pay for in advertising. Then go ahead with the confidence born of success, and the extent of your business will only be limited by the effort you put into it.

Don't have too much faith; don't have too little.

KEEPING UP INTEREST.

IT is one of the problems of modern merchandising to keep the interest in one's establishment up to the top notch. The constant appearance of newness, of novelty, is necessary both in the methods of dealing with customers and in the goods offered.

In the case of the goods, novelty may be conveyed by a constant aim to procure articles that are in themselves new, or in reducing the prices on old goods to a scale where the inducement to the public to purchase is found too strong to overcome.

New methods in dealing with one's customers are found difficult to introduce, but in this direction the efforts of the manufacturers might be aroused. For instance, manufacturers of paint, soap, tea or other articles, might be induced to distribute samples through your store. In this way the people would eventually come to regard your particular establishment as one where something new was always waiting their attention—a kind of interest it is not easy to arouse, but one which is valuable when awakened.

It is not only necessary to have all new and seasonable goods on hand promptly, but novelty in arrangement, certain changes, must be made in order to interest and gain customers. Some people question why the large department stores "change about" their counters so frequently. It probably pays—which is a very good reason. A sense of newness, of something different, in order to obtain the best results, must constantly appeal to shoppers who are in pursuit of new goods. The average country merchant does not appreciate this to the necessary extent, for very likely you'll find the same goods arranged on his shelves the same way from one year's end to another—to all appearances, at any rate.

Let the spirit of newness, of freshness, of change, pervade your store. Never mind if the different classes of goods are new and have been arranged to the best advantage ever since the store opened. It will still be wise to change them about, even though for certain reasons the original plan was the one best adapted to the display. Some customers may complain, but it is unlikely, and your trade will surely grow by it.

It is house-cleaning time just now—store-cleaning time, too. Better take things down, dust and clean them up, and if your counters and shelves are not in the best of shape apply a coat of paint, or a bit of "cleaner." Then rearrange the goods—put what you had on one shelf, on another—keep constantly bringing to the front goods that have been kept in the background. Use the shelves behind your main counter as an "exhibition stand," where new things will make their bow to your customers, and where each of the staple articles will be in turn brought to their attention.

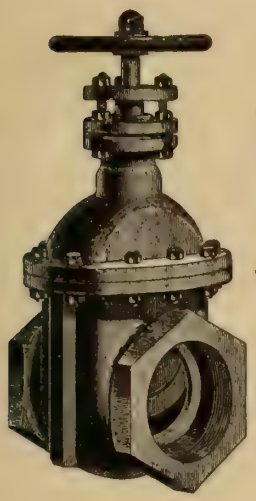
Study to keep aglow a lively interest in your store.

Old methods may suit old people, but the new generations want things kept in touch with the spirit of their day.

Mantels, Grates, Tiles, Etc.

Sell MANTELS as well as Hardware—it will pay you.

The Batty Stove & Hardware Co.
76 YORK ST., TORONTO.

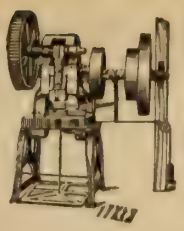


We Make Good

VALVES

Write for Catalogue
It tells all about them.

The Kerr Engine Co.
LIMITED
Walkerville, Ont.



G. A. Crosby & Co. of Ontario,
LIMITED
SARNIA, ONT.

Manufacturers of
Patent Automatic Can Making Machinery, Presses, Dies and Special Machinery for Working Sheet Metal.

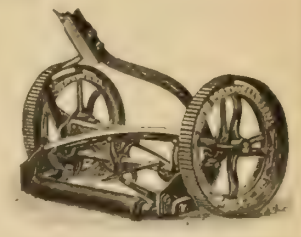
H. W. Petrie, 141-145 Front Street West, TORONTO- Selling Agent.

Steel Frame Churn.

DAVID MAXWELL & SONS,
ST. MARYS, ONT., CANADA.

"Maxwell Favorite Churn"

Patented Features: Improved Steel Stand, Roller Bearings, and Foot and Hand Lever Drive, and Detachable Driving Link. Improved for season of 1903. Steel or Wood Frame as desired.



LAWN MOWERS

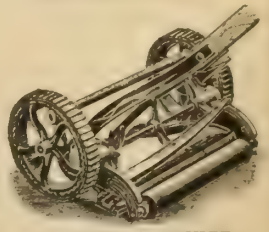
High and Low Wheels, from 12-in. to 20-in. widths. Cold Rolled Steel Shafting, Crucible Steel Knives and Cutting Plate.

If your Wholesale House does not offer you these articles

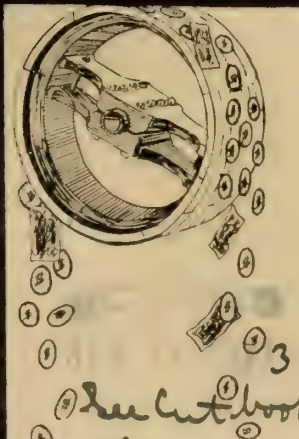
SEND DIRECT TO US.

"THE MAXWELL" LawnMower.
High Wheel 10 Inches.

Wheelbarrows. In four different sizes.



MAXWELL MOWER.
8-Inch Low Wheel.



The Dodge Wood Split Pulley will make money for you.

If you are not handling a line of Dodge Wood Split Pulleys you should, for there is money in it for you.

There is hardly a manufacturing concern in your community who would not purchase these pulleys from you if you carried a stock. It would save them time and make business for you.

Then you don't have to invest such an awful large capital in this stock, for with the interchangeable system of bushings a small stock suffices for immense demands.

Write to-day and let us tell you about the necessary stock to carry to meet the ordinary requirements of any manufacturer.

THE DODGE MANUFACTURING CO.
OF TORONTO, Limited,
TORONTO, ONT.

INDUSTRIAL GOSSIP

THE Fruit Despatch Co., incorporated in New Jersey, has been authorized to do business in Ontario; capital, $10,000.

The Golden Crown Mining Co. of Ontario, Limited, have been authorized to change their style to the Ogilvie Gold Dredging Co., Limited.

W. N. Young, mining engineer, is expected to resume development operations at the French Road copper deposits. Machinery to the value of $75,000 has been idle at this deposit during the winter.

Wiarton, Ont., is asking the Dominion Government to erect a wharf at that place.

About $4,000 of sash, door and blind factory plant and machinery were destroyed in a fire which burned Reddick's factory, Belleville, Ont.

The White Bear Mining Co., Rossland, B.C., proposes to erect new head works at that place.

The Ontario Legislature has decided to erect a steel swing bridge, to cost $16,000, over the Winnipeg river at Rat Portage, Ont.

An Ottawa despatch says that the Ottawa Steel Casting Co., who have adopted the new Hunter process of casting steel, have been compelled to stop operations owing to a shortage of pig iron. Shipments of the latter are expected in a few days.

The Goodrich Polish Co., of Campbello, Mass., have opened a manufacturing branch in Montreal.

Tallman's brass factory, Hamilton, is to be enlarged at a cost of $1,200.

The Sydney, N.S., Post says that Sir A. L. Jones, head of The Elder-Dempster Company, and Sir Alston Dixon, a large shipbuilder in the north of England, have in contemplation the establishment of a steel shipbuilding plant at a port in Nova Scotia, where the best facilities can be obtained for such works.

The Gould Manufacturing Co., Renfrew, Ont., are extending their premises 30 feet and will add four men to their staff of eight. The extension is due to increase in their stove trade.

Mining operations in the Rossland district are more active than they have been, despite a shortage of coke.

A Hamilton, Ont., despatch says that the shareholders of The Nickel Copper Co. have elected James Dixon president and John Patterson secretary. They also approved the borrowing of $65,000 from The Sterling Co., New Jersey, the money to be devoted to the payment of the McConnell property, recently purchased.

A Sault Ste. Marie correspondent writes that on Friday last a test of all the departments of The Lake Superior Consolidated Co., Limited, was made. The pig iron travelled through the converting mill, then the steel went into the finishing mill, coming out as steel rails. Everything is said to have worked satisfactorily.

Emerson & Fisher are now making considerable extensions to their Enterprise stove foundry at Sackville. During the past two years the plant has rapidly grown but the finishing and nickel-plating departments have not been proportionately enlarged. This is now being done, and extensions are being put to one of the buildings which will give an increased length of 140 feet by 40 feet wide.—St. John, N.B., Sun.

The Bruce Mines and Algoma Railway Co., who propose to erect their line from Bruce Mines, a town on Lake Huron, to a point on Hudson's Bay, 400 miles, and who have already built about 17 miles, are asking a subsidy per mile for 100 miles of 7,400 acres of land with timber rights, subject to timber dues of $2 per M. They state that the railway would open up a large rich mineral area.

The Merchants' Rubber Co., Limited, is being promoted in Berlin, Ont., to manufacture rubber goods. The stock has been subscribed and the erection of the works will be started at once.

J. E. Fletcher was presented with a testimonial by his fellow-employes when leaving Robt. Mitchell & Co., brass founders, Ste. Cunegonde, Que.

The Automatic Scale Co., Amherst, N.B., have started in business. The scales for the first year will be manufactured by the Maritime Heating Company, until the trade is established and the company's own plant ready. H. T. Sutherland, New Glasgow, N.B., is president, and O. A. Nickerson, secretary-treasurer of the new company.

RAILWAY TO PHOENIX, B.C.

It has been announced that construction on the V., V. & E. branch of the Great Northern railway from Grand Forks to Phoenix would be put under way at once. The distance between the stations is about 24 miles, and will be rushed through at once. There is a goodly ore tonnage awaiting the line when it is constructed. As work has been started on the fifth and sixth furnaces at the Granby smelter, and part of the machinery has already arrived, long before that railway line is completed that smelter will be able to handle 2,300 tons of ore daily.

MAY START LARGE WORKS.

Wm. Robinson, formerly of Owen Sound, Ont., recently with the Transportation Railway in Costa Rica, proposes to start works in Owen Sound for the manufacture of narrow gauge railway cars such as are used in South America. He would employ about a thousand men, and all he asks is a 20-acre site on the water front and a street railway franchise in Owen Sound. Mr. Robinson is believed to represent a syndicate.

NEW COMPANIES INCORPORATED.

The Walkerton, Ont., Hosiery Co., Limited; capital, $40,000; directors, John Henderson, James Whitehead, J. B. Huether and others, of Walkerton; to manufacture hosiery, gloves and other woollen and cotton goods.

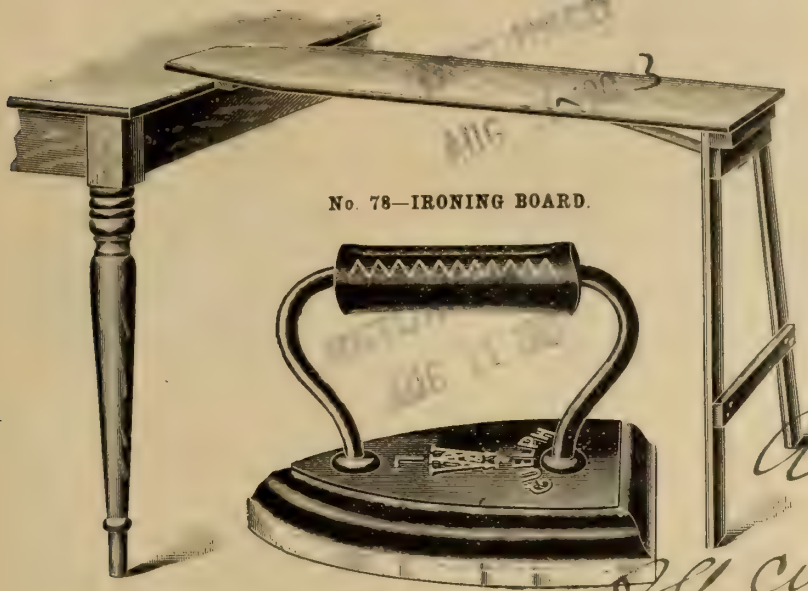
The Ontario Neckwear Co., Limited, Toronto; capital, $40,000; directors, Edward A. Taylor, T. J. Wardell, T. F. Taylor, T. S. Wardell and E. J. B. Duncan; to manufacture and sell neckwear and other smallwares.

The Maple Leaf Harvest Tool Co., Limited, Tillsonburg, Ont.; capital, $100,000; directors, C. J. Shurley, J. C. Deitrich, F. D. Palmer, O. H. Vogt, W. W. Janey, Galt, Ont., and Carl Jansen, Tillsonburg, Ont.; to manufacture and sell farm and harvest tools and agricultural implements, saws, edged-tools, metal bedsteads and machinery, and articles and things made of wood, iron, brass or other metals or of any combinations thereof, and to acquire, manufacture or otherwise provide the raw materials, fuel, articles and things to be used by the company; also to generate and sell power to other companies.

The Keller Heater Co. of Canada, Limited, Toronto; capital, $100,000; directors, H. J. Wright, John Payne, R. Credicott, W. J. Gilchrist, H. Toynbee, Toronto; to manufacture and sell "Keller" feed water heaters, purifiers and hot-water devices and steam-heaters and economizers of all descriptions, and to make and deal in engines, boilers and machinery of all kinds.

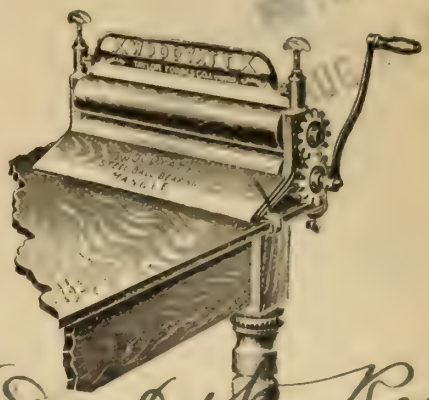
The Imperial Peat Co., Limited, Guelph, Ont.; capital, $1,000,000; directors, David Little, F. Frank, Arch. Little, Geo. Chapman, Guelph, and Frank White, Toronto; to manufacture and sell peat, peat-fuel, peat-gas, aluminum, cement, clay and other products.

PRESSING REQUIREMENTS



No. 78—IRONING BOARD.

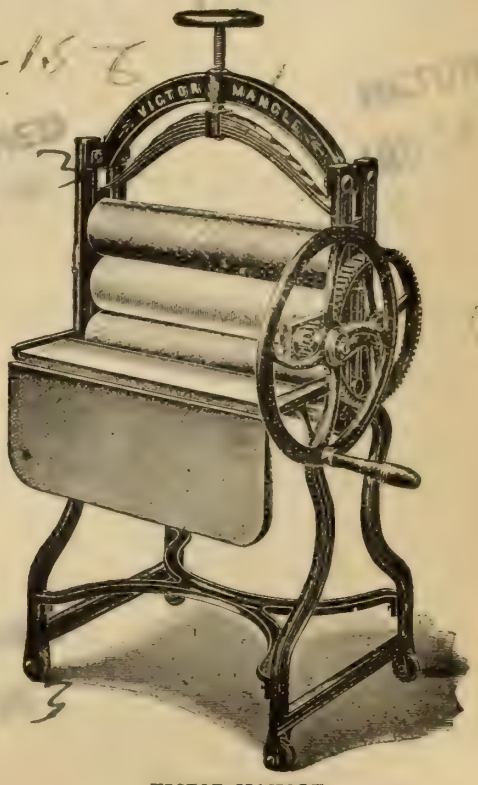
COMMON SAD IRONS, ALL WEIGHTS.



THE "WOODYATT" TABLE MANGLE.

"STAR" FLUTING IRON.

No. 65—SLEEVE IRON.



VICTOR MANGLE.

"MRS. POTTS" SAD IRONS.

No. 75—SLEEVE IRON.

Manufactured by

Taylor-Forbes Co., Limited, Guelph, Ont.

At the largest and best equipped factory for the manufacture of Hardware and Lawn Mowers in Canada

SOLD ONLY THROUGH THE JOBBING TRADE.

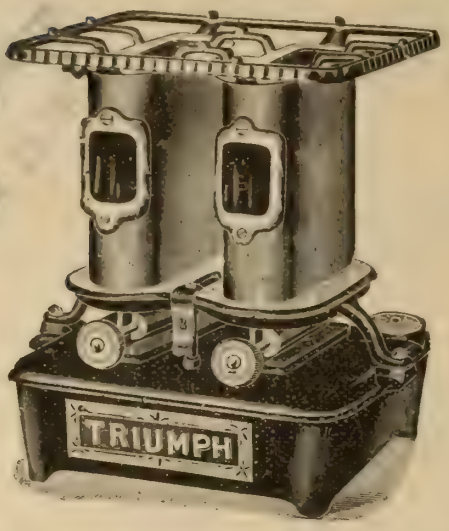
"Summer Queen"

(Without Extension Top)

We guarantee this stove to work as well as any oil stove of its size made.

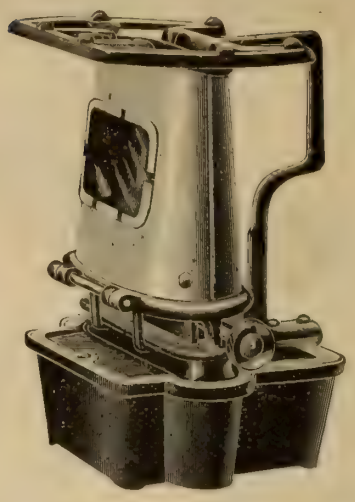
Has two burners and can be fitted with Oven, Extension Top, Sad Iron Heater, and Broiler.

"Triumph"



Made in two sizes—2 and 3 burners. Has cast-iron oil tanks, 4-inch brass burners, bright tin cylinder with mica illumination. All cast iron parts nicely japanned. As easy to operate as an ordinary lamp.

"Golden Star"



Cast-iron oil tank, 4-inch brass burner, bright tin cylinder with mica illumination, all cast-iron parts japanned.

Also "Dangler" Wickless Blue Flame Oil Cooking Stoves.

"Leonard Cleanable" Refrigerators.

Style No. 4. Real Porcelain Lining. Solid Oak Case with Quarter-Sawed Panels. Highly Polished.

Have many entirely new and exclusive features, such as:

Sliding Shelf, which can be adjusted without the aid of tools.

Porcelain Linings, — Real — Not enamel paint, but the vitrified porcelain on sheet steel, same as blue and white kitchen ware.

Mineral Wool Filling. Air-tight Locks.

Metal Ice Racks. Self-cleansing Traps.

Removable Flues, etc., etc.

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OFFENSIVE ASSURANCE.

IT is sometimes rather difficult to write a suitable application for a position in reply to an advertisement. It is very hard to tell just what to say in regard to one's ability to fill the position. Solicitors very often say too much, and the application is thrown out as being "cheeky." On the other hand, applications are very often put aside because the writers are either very modest or too honest to say anything about themselves that is not the absolute truth.

The man with plenty of "bluff" is more likely to get on in the world than the man who is afraid to speak up for himself. Everything, however, can be overdone, and the bluffing business is certainly carried to excess.

There is nothing that riles an employer more than to be told that there is no one more suitable for the position than the applicant; that the applicant's services will surely be of advantage to him; and that the applicant would be pleased to accept the position on condition that the salary suits him.

A certain wholesale iron and steel firm advertised for a traveller, one with experience in working steel preferred. Applicants were asked to state experience and salary expected. Among the replies received were two which they considered absolutely impertinent, and they were treated as such.

A few quotations from these letters would not be out of place.

Here is one: "I can fill this position better than nine out of every ten that may make application." A pretty sweeping assertion, is it not? It is also an assertion made merely from guess work, for how was he to know who would make application? It looks very much like a mere boast, more apt to be false than true.

"I am not nor have I ever been looking for a position, but this particular one seemed to me as one that appealed to me, so concluded to write you," is another quotation from the same letter.

According to his own account the writer would make a good practical traveller in the steel business, but from the foregoing quotation, and indeed the whole letter, he does not know as much about composition as about steel. He continues with: "And if the salary you would offer was of sufficient inducement I would consider the matter." A very obliging person, isn't he? The firm ought to be very much flattered by the condescension of such a smart fellow.

It may be unnecessary to state that the writer of that letter did not receive a favorable reply.

The other letter is not quite so bad, but the impression left after perusing it is that the writer has too high an opinion of himself to be a good man for the position.

He starts out with: "I am an experienced traveller of good address and appearance—aged 35 years—speak both languages—successful salesman—genteel manners—dress well—pleasant talker—hustler—energetic—strictly attend to business." Indeed he is just about perfect—in his own estimation. He was also inclined to believe that his services would be of advantage to the firm, and that their relations would be pleasant and profitable. Would such a letter make a very favorable impression? Not much!

His manner of ending it is quite in accordance with the rest of the letter: "Awaiting a favorable and early reply, I remain yours, etc." Of course after giving himself such a good character he would need to have no doubts about receiving "a favorable and early reply."

It is also needless to say that the position did not go to the writer of that letter.

Perhaps the writers of those two letters really think that they are about as good as they claim to be, and perhaps there may be some truth in the assertions; but well, it is a common saying that to get at the real worth of a person who always sets his valuation pretty high himself is to cut it in half. However, it is also true that if you do not respect yourself no one else will, and if you do not stick up for yourself no one else will; but a person can both respect himself and stick up for himself without being either boastful or impertinent.

THE COLLECTOR FIEND.

AN American paper in an article giving "pointers" to collectors, related a story of one persistent collector who, when told by a debtor to "sing for his money," took the advice literally and sang at the top of his voice till the other paid the bill to get rid of him. This story was told as a sort of hint to collectors to "keep everlastingly at it," and they would get what they wanted.

The collector for a New York hardware house thought it good advice and determined to act upon it at the first chance. His experience, related by himself, was this:

"There was a retailer who had stopped trading with us but who had never paid a small balance due. I called again and again, and finally I said, 'See here, Mr. Blank, how am I ever to collect this bill?' 'Well,' he answered with a grin, 'I guess you'll have to sing for it."

"'I am only too glad to do that,' I answered. I sat down near him, and in a high tenor began to sing 'In the Good Old Summer Time.' The old man looked at me; the typewriter paused in her work and looked at me; the clerks and a couple of customers also paused and looked at me.

"The boss stood it about a minute. Then he grabbed me by the collar, thrust me out of the door, and shouted: 'You try any more of your fool tricks and I will call a policeman.'

"We are suing for that account."

The trouble was not perhaps that the advice given was wrong, but that the collector's knowledge of human nature was at fault, and he tried the "music cure" on the wrong man. In another case it might have been successful.

MUNICIPAL TRADING TO BE INVESTIGATED.

A COMMITTEE of five members is to be appointed by the Ontario Legislature to investigate the subject of municipal trading or municipal ownership. The proposal is a timely one.

The tendency of the day in Canada as well as elsewhere is undoubtedly toward public ownership. There is a great deal to be said in favor of public ownership. On the other hand there is a great deal to be said against it. It is well, therefore, that the public should be afforded all the light it can on the question. If we step in the dark we are naturally in danger of stumbling. In municipal ownership there has been a great deal of groping in the dark, and there has consequently been not a little suffering.

In the ideal State, public ownership, confined to certain limitations, is undoubtedly the ideal condition. But the ideal State does not exist in Canada or in any other country for that matter. We have therefore to consider the question on the basis of what is and not what should or ought to be.

Unfortunately, the quality of our municipal bodies has not improved of late years. On the contrary, most observing men have come to the conclusion that there has been a deterioration. And in our parliamentary as well as in our municipal bodies.

One cause of this may possibly be a too rapid extension of the franchise ; but another is no doubt the small proportion of practical business men who are to be found in our legislative bodies from the village council to the highest representative body in the Dominion.

Even by those who are not engaged in mercantile pursuits, it is generally conceded that the business quality is needed in those who make our laws, whether municipal, provincial or Dominion, as well as in those who manage ordinary business enterprises. As we have already pointed out, this desirable element is present in a relatively small proportion indeed.

This in turn is no doubt partly due to the fact that the demands of business are more exacting than they were a few years ago, and that therefore business men cannot devote as much of their time as formerly to the affairs of the municipality or of the State. But whatever may be the cause the fact is patent beyond all question, that it is the voice of the professional politician that is raised loudest in our public bodies and whose handiwork is most apparent in the making of municipal and parliamentary laws. It is this fact that prevents many who, while in principle are favorable to public ownership, from lending their vote or their influence towards committing the State or municipality to the ownership of public utilities of various kinds.

In Great Britain and some of the representative continental countries, great strides have been made in recent years in the direction of public ownership of public utilities, and, no doubt, in many instances the result has been beneficial to the people at large. In many instances, however, they have not been conducive to the public good, while in others the principle has been extended to enterprises which can scarcely be considered within the province of public ownership. For instance, in some parts of Great Britain the municipalities have even gone into retailing commodities such as milk, etc., thus infringing upon the rights of private business concerns.

Where there is a good healthy public opinion and business commonsense is a ruling force in municipal and parliamentary bodies, public ownership in public utilities can be safely undertaken. It is to be hoped that the investigation that is to be made by the Ontario Legislature will give light upon all these points and will prevent the people of Canada, from drifting unreasonably far in the direction of public ownership.

A WARNING TO EASTERN JOBBERS

UNLESS the eastern jobbing houses take a friendly word of warning there is going to be trouble for them before long. Should anything happen the crop between now and harvest it will be this fall, if that crop comes off all right it will be a little later.

A goodly number of eastern houses are setting up men in business in country towns in the west. This is perfectly legitimate and no one will object, not even the rival merchant across the way. But this is not all they are doing. In a good many instances the men who come to manage these new branches are eastern men, with little or no knowledge of western conditions. Almost the first thing is to cut prices. Now it can be said and proved, that prices in the west at the present time are not excessive. There is plenty of competition to prevent it. That prices are very much higher than they are in the east for some lines no one will deny. Taken as a whole, however, prices are pretty close cut for the cost of doing business.

The newcomer starts frequently on a general slaughter of established prices, and the other men in the town have to meet him or lose trade. The result of such a practice is not far to seek, in fact, the result will be rounded up this fall, or many in the west will miss their guess.

The larger of the towns in the west are amply provided with stores already, and there really is no need for any more. In the new towns it is different. There are a number of new towns and in some of them there are excellent openings, but it is an unsound business policy for any new man starting business to antagonize all his confreres at the start. And that is just what nearly all these eastern men are doing.

This is a friendly warning, and nothing more or less. The west is wide, its opportunities are boundless, but the eastern man can bank his last dollar on the statement that he cannot cut prices heavily and make both ends meet at the end of the year.

The jobbing house that supplies him with stock and encourages him to do so will not have its sorrows to seek, to use a homely Scotch proverb.

THE INSOLVENCY LAW QUESTION.

A BILL is again before the House of Commons providing for the enactment of an insolvency law for the Dominion. Ever since the old Bankruptcy Act was repealed, some 20 odd years ago, periodical attempts have been made in the House of Commons to rehabilitate a similar law. Although, at times, the prospect for such a law looked bright, its opponents have been sufficiently strong to either directly vote it down or to, in some way or other, prevent its final adoption. In the late Sir John Abbott the advocates of the general insolvency law had a warm friend, and later on Sir Mackenzie Bowell interested himself in the subject, and at one time succeeded in getting a bill through the House of Commons, but it met its death in the Senate.

The strongest opponents of the insolvency law in Canada have been the banking interests. Their opposition was born of the fact that they were not allowed to rank for double liability. But, judging from the remarks of Mr. Stewart, the managing director of the Sovereign Bank, the opposition from that quarter is possibly scarcely as strong as it was.

The bill introduced by Mr. Monk applies to manufacturers and merchants, but exempts incorporated companies, who come within the Winding-up Act. The debtor can be forced to assign after he has shown evidences of being insolvent, subject to supervision by the court. Provision is made for the discharge of insolvent debtors on consent of the creditors holding at least three-quarters of the claims and a majority of them having claims of $100 and upwards. Before the insolvent can be finally discharged, however, the action of the creditors must be ratified by the court. Auother wise provision is for the curtailing of the preference evil. Under Mr. Monk's bill a preference given 30 days before the date of insolvency is null and void. Taking it all round, Mr. Monk's bill does not differ materially from similar measures which have been brought before the House of Commons of late years.

Doubtless the bill will meet the same fate as previous measures, but that does not, however, alter the necessity of such a measure being placed upon the Statute Book. The boards of trade from one end of Canada to the other have almost year in and year out adopted strong resolutions and appointed committees to endeavor to persuade the Government to introduce an insolvency law. In addition to this representations have time and again been made to the Dominion Government by exporters in Great Britain. A few years ago when Hon. W. S. Fielding was in London a deputation of manufacturers and merchants waited upon him, urging the necessity of the Dominion Insolvency Law. So far these importunities have had no apparent effect upon the Government.

In the meantime the business men of Canada are suffering for want of such a law, while our prestige in Great Britain is being impaired on account of its absence.

HOLDING HOME TRADE

THE opinion of a well-known retail hardwareman in regard to competing in his own locality with the "catalogue houses" is that it would be advisable to sell even lower than the latter in order not only to get the trade but to "get the prestige of selling as cheap as the catalogue houses."

The latter is the more important object of the two, for the natural result of having the "prestige" would be that the "trade" would follow, not the trade alone in those articles which it was necessary to sell lower than the mail-order houses, but in the general list of goods. When a customer can purchase certain things cheaper in one store than another he receives the impression that all other articles are correspondingly low in price; and even if they are not cheap he feels that, at any rate, he is doing as well in this store as in any other he could go to.

The gentleman above referred to, taking it for granted that the catalogue business of the leading houses of the country is a permanent institution, sees the time when all the hardware stores will be department stores themselves. In his own business he had extended the general hardware stock and added some outside goods.

One of these is electric supplies, on which there is a good margin of profit; and they might be added profitably to the stocks of other retailers. Electrical call bell outfits, lighting apparatus, etc., were included in a department by themselves, and after a little reading upon the subject, enough could be learned for all practical purposes in handling the goods. The goods that usually sold for 5 and 10c. he placed in wire baskets on a special counter. This plan resulted in considerably increased sales, and these goods give a large margin of profit.

THE STRIKE OVER.

THE strike of the 'longshoremen in Montreal has been settled by a compromise on both sides. The shippers refused to recognize the union in that they would give preference to union men in employment, but the union badge will be allowed to be worn while the men are at work. The independent labor bureau will be abolished as far as the union men are concerned; that is, they will not be compelled to sign at it.

All the 'longshoremen have now returned to work, and the unloading of the steamers in port proceeds apace. There is still, however, much congestion at the wharves; for though the 'longshoremen agreed to unload the ships, the striking teamsters have not decided yet to draw the goods to the stations and warehouses, and many wholesale and retail houses are still awaiting deliveries of goods. Some of the forwarding companies claim to have nearly their full complement of men at work, but the railway teamsters are still out on strike, and shipments are in consequence much delayed. This state of affairs has done a great deal of harm to the business interests of Montreal.

In the case of perishable goods the damage to trade is particularly severe, and is felt among the farming community besides in the city, as the Grand Trunk railway refused to accept any more perishable goods for Montreal until the settlement of the strike. Butter, cheese, eggs and other farm produce are in consequence at a standstill as far as arrivals to Montreal by the Grand Trunk are concerned.

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

Montreal, May 15, 1903.

HARDWARE.

ONE of the most important features of the week has been the settlement of the longshoremen's strike which has changed the appearance of the docks considerably, but the teamsters' strike is still in progress, and until this is settled merchants will be put to some inconvenience, as it is difficult to get goods delivered promptly, although the railway companies are doing all in their power to relieve the blockade. In general hardware a fair volume of business continues to be done, there being a steady demand for most staple lines. There is a scarcity of galvanized and barb wire in the city at present on accaunt of the slow delivery of the railway companies, while on the other hand, the depleted stocks of bar iron have been relieved by the arrival of large quantities of late. There has been an advance in prices for blasting and sporting powder and wood bench planes have also been marked up about 10 per cent.

CANT HOOKS.—There has been no change and the movement is slow. We quote: No. 12, $10; No. 8, $11.50; No. 7a, $16; No. 6a, $14.50; No. 5a, $11.50.

AGRICULTURAL WRENCHES.—The demand continues slow and values show no change. We quote: No. 6, $9; No. 8, $10; No. 10, $12; No. 12, $14; No. 15, $24; No. 18, $30; No. 21, $36. Discount, 70 per cent.

LAWN MOWERS.—Quiet and unchanged. Quotations follow: 10½-in. wheel x 12-in. cutter, $7.50; by 14-inch cutter, $8.00; by 16-inch do, $8.50; by 18-inch do, $9.00; by 20-inch do, $10.00. Star, 9-inch wheel by 12-inch cutter, $5.50; by 14-inch do, $5.75; by 16-inch do, $6. Daisy, 8-inch wheel by 12-inch cutter, $4.90; by 14-inch do, $5.10; by 16-inch do, $5.30. Philadelphia pattern, 7½-inch wheel by 10-inch cutter, $6; by 12-inch do, $6.50; by 14-inch do, $7; by 16-inch do, $7.50. Grass boxes are quoted as follows: 12-inch, $2.25; 14-inch, $2.25; 16-inch, $2.50; 18-inch, $2.50; 20-inch, $2.75. The discount on all the above is 50 per cent. off.

BARBED WIRE. There is quite a scarcity of this in the city at present, owing to the slow deliveries of the railway companies. We still quote $2.80 per 100 lb. f.o.b. Montreal, and $2.67½ f.o.b. Cleveland. Carlots of 15 tons are quoted f.o.b. Cleveland at $2.45.

GALVANIZED WIRE. Scarce just now on account of slow deliveries. We quote: No. 5, $3.70; No. 6, 7 and 8, $3.15; No. 9, $2.55; No. 10, $3.20; No. 11, $3.25; No. 12, $2.65; No. 13, $2.75; No. 14, $3.75. In carlots, f.o.b. Cleveland: No. 5, $2.20; Nos. 6, 7, 8 and 9, $2.15; No. 10, $2.20; No. 11, $2.25; No. 12, $2.30; No. 13, $2.40; No. 14, $2.50. In less than carlots, 12½c. per 100 lb. extra is charged.

SMOOTH STEEL WIRE. A fair business is passing in staple sizes of oiled and annealed. We quote: Bright and annealed, $2.50 per 100 lb. f. o. b. Montreal, Toronto, Halifax, London, Hamilton and St. John. Net extras per 100 lb. are now as follows: Coppered wire, 60c.; tinned wire, $2; oiling, 10c.; spring wire, $1.25; best steel wire, 75c.; bright soft drawn, 15c.; special hay-baling wire, 30c.

FINE STEEL WIRE.—The movement is fair and discounts unchanged at 25 per cent., with the following extras: 1 and 2-lb. hanks, 25c. per 100 lb.; ½-lb. hanks, 37½c. and ¼-lb. hanks, 50c.

BRASS AND COPPER WIRE.—There continues to be a steady demand, and the discount is 60 per cent.

PRESSED SPIKES.—No change, with a fair trade doing. The discounts are as before, 20 per cent. f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax.

FENCE STAPLES.—Steady with a moderate demand. Our quotations are as follows: $3 per 100-lb. keg for galvanized staples and $2.80 for bright, with 25c. extra for 25 and 50-lb. packages.

CUT NAILS.—Demand fairly good and prices unchanged at $2.50 per keg.

WIRE NAILS.—Unchanged and moderately active. Carlots are quoted at $2.40 and small lots at $2.45 per keg f.o.b. Gananoque, Montreal, London, Hamilton, Toronto, Brantford, Windsor, Ont., and St. John.

HORSE NAILS.—Trade fairly good. Our quotations are still as follows: "M" brand, "Oval" and "New City" heads, 55 per cent.; "Countersunk" heads, prices quoted on application. "C" brand, 40, 10 and 7½ per cent. off; "Monarch," 60 per cent. and "Peerless," 50 per cent.

HORSESHOES.—No change to note, and our quotations are as follows: Iron shoes, light and medium pattern, No. 2 and larger, $3.40; No. 1 and smaller, $3.65; snow pattern, No. 2 and larger, $3.65; No. 1 and smaller, $3.90; X L steel shoes, new light pattern, sizes 1 to 5, No. 2 and larger, $3.55; No. 1 and smaller, $3.80; featherweight, all sizes, 0 to 4, $5.10; toe weight, all sizes, 1 to 4, $6.35. Shoes, more than one size in a keg, 10c. per keg extra f.o.b. Montreal only.

RIVETS AND BURRS.—There is a steady movement. Our quotations are as follows: Best iron rivets, section carriage and wagon box, black rivets, tinned do., coopers' rivets and tinned swedes rivets, 60 and 10 per cent.; swedes iron burrs are quoted at 55 per cent. off; copper rivets, with the usual proportion of burrs, 45 per cent. off, and coppered iron rivets and burrs, in 5-lb. carton boxes are quoted at 60 and 10 per cent. off list.

BOLTS AND NUTS.—Some sizes of nuts are still scarce. We quote: Norway carriage bolts, 55 per cent.; common, 50 and 10 per cent.; full square carriage bolts, 55 per cent.; machine bolts, 50 and 5 and 10 per cent.; coach screws, 66 2-3 per cent.; sleighshoe bolts, 65 and 5 per cent.; blank bolts, 50 and 5 per cent.; bolt ends, 50 and 5 per cent.; plough bolts, 50, 5 and 10 per cent. Tire bolts, 67½ per cent.; stove bolts, 67½ per cent. Nuts, square, 3¼c. per lb. off list; hexagon nuts, 3¾c. per lb. off list. To all retailers an extra discount of ½c. per lb. is allowed.

SCREWS.—Demand fair, but stocks in jobbers' hands small owing to slow deliveries by makers. We quote: Round head bright, 82½ per cent.; flat head bright, 87½ per cent.; brass, round head, 75 per cent.; brass, flat head, 80 per cent.

SHOVELS.—Supplies in jobbers' hands are still small.

CORDAGE.—Prices steady under a fair demand. Quotations are: Pure manila, 14c.; British pure manila, 11½c.; sisal, 11¼c.; double lathyarn, 10½c.; single lathyarn, 10c.

BUILDING PAPER.—There continues to be a good demand for this article. We quote: Tarred felt, $1.75 per 100 lb.; 2-ply, ready-roofing, 90c. per roll; 3-ply, $1.15 per roll; carpet felt, $2.25 per 100 lb.; dry sheathing, 35c. per roll; tar sheathing, 45c. per roll; dry fibre, 55c. per roll; tarred fibre, 60c. per roll, O K and I X L, 65c. per roll; heavy straw and sheathing, $30 per ton; slaters' felt, 60c. per roll.

SCREEN AND WIRE CLOTH.—The demand is fair and values steady at $1.42½ per 100 square ft.

FIREBRICKS.—Demand good and the prices steady. We quote $16 to $22 per 1,000 for English and $17 to $22 for Scotch.

CEMENT.—There has been a good demand for cement of which the arrivals have been quite liberal by late vessels, but owing to the strike of the teamsters importers find it difficult to get goods moved from the wharf, therefore business and general contract operations are delayed. Our quotations are still as follows: Canadian cement, $1.90 to $2.25; German, $2.25 to $2.40; English, $2.15 to $2.25; Belgian, $1.70 to $1.95 per bbl. ex-store, and American, $2.20 to $2.40 ex-cars.

SHOT.—There is no change and a fair business is passing. Quotations are: Ordinary drop shot, A.A.A. to dust, $6.50 per 100 lb.; chilled Nos. 1 to 10, $7 per 100 lb.; buck and seal, $7.50 per 100 lb.; ball, $8 per 100 lb. Trade discount, 15 per cent. f.o.b. Montreal, Toronto, Hamilton, London, St. John, N.B., and Halifax.

POWDER.—Blasting and sporting powder has advanced recently.

PLANES.—Wood bench planes have scored an advance of 10 per cent. lately.

BOKER KING CUTTER RAZORS.—New prices to take effect to-day are No. 3251 at $3.50 per dozen and No. 3103 at $14.50.

METALS.

A feature in this department has been the large arrivals of bar iron of late and now stocks are quite complete, as for the past few weeks all small sizes of iron were very hard to get. The general tone of the market has been steady and values, as a rule, show little change.

BAR IRON.—Arrivals have been liberal and stocks of all sizes are now complete. We quote: Merchants' bar, $2; horseshoe iron, $2.25; forged iron, $2.30.

BLACK SHEETS.—There continues to be a good demand for these. We quote: 28 gauge, $2.65; 26 gauge, $2.60; 20 to 24 gauge, $2.50; 8 to 20 gauge, $2.50.

PORTLAND CEMENT

CANADIAN, ENGLISH, GERMAN and BELGIAN.

FIRE BRICKS, FIRE CLAY, ENAMELLED BRICKS, all colors. BUILDING BRICKS.

SEWER PIPES, CULVERT PIPES, WHEELBARROWS, FOUNDERS' and CONTRACTORS' SUPPLIES.

F. HYDE & CO.

31 WELLINGTON ST., MONTREAL

. . FULL STOCK . .

Salt Glazed Vitrified

Double Strength Culvert Pipe a Specialty.

THE CANADIAN SEWER PIPE CO.

HAMILTON, ONT. TORONTO, ONT. ST. JOHNS, QUE.

Deseronto Iron Co.

LIMITED

DESERONTO, ONT.

Manufacturers of

CHARCOAL PIG IRON

BRAND "DESERONTO."

Especially adapted for Car Wheels, Malleab'e Castings, Boiler Tubes, Engine Cylinders, Hydraulic and other Machinery where great strength is required; Strong, High Silicon Iron, for Foundry Purposes.

"MIDLAND"

BRAND

Foundry Pig Iron.

Made from carefully selected Lake Superior Ores, with Connellsville Coke as Fuel, "Midland" will rival in quality and grading the very best of the imported brands.

Write for Price to Sales Agents

Drummond McCall & Co.

MONTREAL, QUE

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Canada Iron Furnace Co.

MIDLAND, ONT. Limited

GALVANIZED IRON.—The difficulty in getting goods from the wharf is hampering the movement. Quotations are as follows: 28 Queen's Head, $1.50, Apollo, 10¾ oz., $1.30; Fleur de Lis, $1.15; Comet, $1.10; "Bell" brand, $1.05. For less than case lots, 25c. extra is charged.

LEAD PIPE.—The demand is fairly good, and our quotations are as follows: 8c. for composition and waste, and 7c. for ordinary, with discount of 30 per cent.

IRON PIPE.—No change and the demand is good. Our quotations are as follows: Standard pipe per 100 ft., in lengths under 19 ft.: Black, ¼, $2.40; ⅜, $2.65; ½, $2.85, ¾, $3.65; 1-in., $5.29; 1¼, $7.35; 1½, $8.95; 2-in., $12.55. Galvanized, ¼, $3.20; ⅜, $3.45; ½, $3.85; ¾, $5; 1-in., $7.20; 1¼, $10.05; 1½, $12.20; 2-in., 416.85. Extra heavy pipe, plain ends, are quoted per 100 ft. as follows: Black, ½, $4.20; ¾, $5.25; 1-in., $7.55; 1¼, 410.55; 1½, $12.75; 2-in., $17.60. Galvanized, ½, $5.20; ¾, $6.65; 1-in., $9.55; 1¼, $13.25; 1½, $16; 2-in., $21.90. For threads and couplings on extra heavy 5 per cent. net is added. Trade discount, 5 to 7½ per cent.

TINPLATES.—Prices unchanged and movement fair. We quote: Charcoal, $5 to $5.25 and cokes, $1.25 to $4.50.

SOIL PIPE AND FITTINGS.—These lines are steady. Discounts are: Light soil pipe, 3 to 6-in., 50 per cent.; medium and extra heavy soil pipe, 2 to 6-inch, 60 per cent.; extra heavy soil pipe, 8-inch, 45 per cent.; light fittings, 2 to 6-inch, 50 and 10 per cent.; medium and extra heavy fittings, 2 to 6-inch, 60 per cent.: extra heavy fittings, 8-inch, 45 per cent.

PIG IRON.—Liberal supplies of pig iron have arrived by vessels, and No. 2 Summerlee is quoted at $21 to $21.75 and No. 2 Middlesboro at $19 per ton.

INGOT COPPER.—Unchanged at $15.50 to $15.75 per 100 lb.

INGOT TIN.—Demand steady at $33 to $33.25 per 100 lb.

PIG LEAD.—Quiet at $3.50 to $3.75.

STEEL.—Firm and in fair demand. Our quotations are as follows: Mild, $2.05; sleighshoe, $2.10 to $2.20; tire, $2.15 to $2.25; spring, $2.85 to $3; reeled machinery, $2.75 to $3; toecalk, $2.60 to $2.75; machinery (iron finish), $2.10; mild steel, $2.05; square harrow, $2.15.

TOOL STEEL.—Fair trade passing. We quote: Black Diamond, 8 to 9c.; Sanderson's, 8 to 9c., according to the grade; Jessop's, 13c.; Leonard's, 7½c.; Jonas & Colver's, 10 to 20c.; "Air Hardening," 50 to 65c. per lb.

CANADA PLATES.—Prices continue to rule steady, and our quotations are as follows: 52s, $2.60 to $2.70; 60s, $2.70 to $2.80; 75s, $2.80 to $2.85; full polished, $3.75 and galvanized, $4.25 to $4.35; galvanized, 60s, $4.45 to $4.55.

TERNE PLATES.—Fairly inquired for at $7.75.

COIL CHAIN. Quiet. We quote: No. 6, 11½c.; No. 5, 10 to 10½c.; No. 4, 9 to 9½c.; No. 3, 8 to 8½c.; ¼-in., 6½ to 7c. per lb.; 5-16, $5 to $5.20; 5-16 exact, $5.25; ⅜, $4.25; 7-16, $4; ½, $3.95 to $4.05, 9-16, $3.85 to $3.95; ⅝, $3.65 to $3.75; ¾, $5 to $5.20; ⅞, $3.30; 1-in.,$3.15 to $3.25. In carlots an allowance of 10c. is made.

SOLDER. The demand is fair at 20c. for bar and 19c. for wire.

ZINC SPELTER. Steady at $6.25 to $6.50.

SHEET ZINC.—Demand fair at $6.75 to $7.00.

TINPLATES

"DOMINION"—Best Best Charcoal, tissued.
"ALLAWAYS"—Best Charcoal
"CANADA"—Charcoal.
"LYDBROOK" } Best Coke.
"TRYM" }

All standard brands. Accept no substitute.

A. C. LESLIE & CO.

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Satisfied Customers

When you sell a man a McDougall Pump you know he will be satisfied, because you have sold him the best pump made.

There are no better pumps than McDOUGALL PUMPS.

Write to-day for catalogue.

QUALITY BEST
PRICES RIGHT

The R. McDOUGALL CO, Limited

GALT, ONT.

Manufacturers of Pumps for all services.

Pig Iron

We offer the following brands, to arrive, viz:

No. 1 "SUMMERLEE."
" 1 "GARTSHERRIE."
" 1 "EGLINTON."
" 1 "CARNBROE."
" 1 "MIDDLESBORO'."
" 3 do.

Write for quotations.

ADAM HOPE & CO.

Hamilton, Ont.

NOVA SCOTIA STEEL & COAL CO., Limited

NEW GLASGOW, N.S.

Manufacturers of

Ferrona Pig Iron

And SIEMENS MARTIN

OPEN HEARTH STEEL.

SCRAP METALS.

A fair trade is reported but prices show no change. We still quote: Heavy copper and wire, 10c. per lb.; light copper, 9c.; heavy red brass, 10c.; heavy yellow, 8½c.; light brass, 5c.; lead, 2 to 2¼c.; zinc, 2½ to 2¾c.; iron, No. 1 wrought, $17 to $17.50; No. 2, $7.50 per ton; machinery scrap, $17.50 to $18; stove plate, $13; malleable and steel, $6; mixed country rags, 60 to 70c. per 100 lb.; old rubbers, 6/8 to 6¼c. per lb.

HIDES.

There has been no change in hides and the market is quiet owing to the comparatively small receipts for the season. We quote: No. 1 hides, 8c.; No. 2, 7c.; No. 3, 6c. Caliskins, 9 to 11c.; sheepskins, 75c.; lambskins, 15c.

ONTARIO MARKETS.

Toronto, May 15, 1903.

HARDWARE.

REPORTS from travellers in all sections of the country indicate that the demand has, generally speaking, been even better than was anticipated. Sales have been large and cover practically every seasonable line. The difficulty of the situation lies in filling orders. On the one hand makers of such lines as lawn mowers, spades, shovels and wire nails are still behind their orders from jobbers, while on the other hand, the latter are having much trouble in securing prompt freight service. At least one of the lines has been somewhat demoralized during the past few weeks and many goods have gone astray, while others have taken an unreasonable time to reach their destination in Ontario as well as in the West. Prices are steady throughout, there being no changes to record, except a reduction of 5 per cent. in the discount on soil pipe and fittings.

BARB WIRE.—The demand keeps up, but it has not been easy in some cases to get supplies promptly. The market is firm. The base price follows: $2.55 from Cleveland and 10c. less in carlots. From stock, Toronto, $2.80.

GALVANIZED WIRE. A fair trade is doing. Prices are firm. We quote as follows: Nos. 6, 7 and 8, $3.15 to $3.35 per 100 lb.; No. 9, $2.50; No. 10, $3.20 to $3.40; No. 11, $3.25 to $3.45; No. 12, $3.65; No. 13, $2.75; No. 14, $3.75 to $3.95; No. 15, $4.30; No. 16, $4.55. Nos. 6 to 9 base from Cleveland are quoted at $2.27½ in less than carlots.

SMOOTH STEEL WIRE. The demand keeps up fairly well. Prices are firm throughout. The base price is $2.50 per 100 lb. Oiling 60c., coppering 60c.; and tinning, $2 per 100 lb. extra. Shipping points, Toronto, Hamilton, London and Montreal, with freights equalized on those points.

COIL SPRING WIRE.—Sales of this line continue large. Prices are steady. We quote as follows: No. 9, $2.75; No. 11, $3.40; No. 12, $3.65. Freight up to 25c. per 100 lb. allowed on 500 lb. or over. Carlots of 15 tons, 5c. less, with freight up to 20c. allowed.

WIRE NAILS. An excellent demand continues, with makers still having difficulty in meeting all orders. Prices follow. Carlots, $2.40 and small lots, $2.15 per keg f.o.b. Gananoque, Montreal, London, Hamilton, Toronto, Brantford, Windsor, Ont., and St. John.

CUT NAILS. A fair trade continues. Prices are steady at $2.50 per keg.

HORSE NAILS.—A normal demand keeps up. Prices are unchanged. We quote as follows: "C" brand, oval head, 10 and 10 and 7½ per cent.; on "Monarch," 60 and 10 per cent. and "Countersunk" head," 60 per cent.; on "Peerless," 45 and 7½ per cent.

HORSESHOES.—Business keeps up fairly well; prices steady. We quote: Iron shoes, No. 2 and larger, light, medium and heavy, $3.45; snow shoes, $3.70; light steel shoes, $3.55; featherweight (all sizes), $4.95; iron shoes, No. 1 and smaller, light, medium and heavy (all sizes), $3.70; snow shoes, $4; light steel shoes, $3.80; featherweight (all sizes), $4.95.

SCREWS.—A good business continues. Our quotations are as follows: Flat head bright, 87½ per cent. discount; round head bright, 82½ per cent.; flat head brass, 80 per cent.; round head brass, 75 per cent.; round head bronze, 70 per cent.; flat head bronze, 75 per cent.

RIVETS AND BURRS.—An excellent trade is noted with prices steady. Quotations are now: Iron rivets, 60 and 10 per cent. discount; iron burrs, 55 per cent.; copper rivets, with usual proportion of burrs, 45 per cent.

BOLTS AND NUTS.—A good trade is doing in all lines, notably carriage bolts. We quote: Carriage bolts, common (S1 list), 50 and 10 per cent.; carriage bolts, full square ($2.40 list), 55 and 10 per cent.; carriage bolts, Norway iron, ($3 list), 55 and 10 per cent.; machine bolts, all sizes, 50, 5 and 10 per cent.; coach screws, cone points, 66 2-3 and 10 per cent.

BINDER TWINE.—A brisk trade is now reported. There has been an advance in United States markets and there is some talk of a rise here. This is not likely to take place for some days, however. We quote: 650 ft., 13c.; 600 ft., 12c.; 550 ft., 11¼c.; 500 ft., 10½c.

CORDAGE.—Business firm. We quote: Pure manila, 14c.; British pure manila, 12c.; sisal, 11½c.; double lathyarn, 11c.; single lathyarn, 10½c.; double shingle yarn, 11c.; single shingle yarn, 10½c.

SPADES AND SHOVELS.—Deliveries are still short and retailers are pressing for the goods. Prices are firm. The discount is 45 per cent. and the list price has been reduced $3 per dozen for Old's goods, $2 for Gray's and $1 for Burns'.

LAWN MOWERS.—"Can't get 'em," is the way jobbers size up the situation. There is, however, a more liberal delivery than has been. Prices are steady. We quote: Woodyatt, 12-in., $7.50; 14-in., $8; 16-in., $8.50; 18-in., $9; 20-in., $10; Star, 12-in., $5.50; 14-in., $5.75; 16-in., $6; Daisy, 12-in., $4.90; 14-in., $5.10; 16-in., $5.30; Ontario, 12 in., $11.25; 14-in., $15.80; 16-in., $16.80; 18-in., $18.90; 20-in., $20.50; Philadelphia, 12-in., $6.50; 14 in., $7; 16 in., $7.50. Discount, 40 and 10 to 50 per cent.

SOIL PIPE AND FITTINGS.—There is an excellent demand. Discounts are 5 per cent. lower. Discounts now are: Light soil pipe, 45 and 5 per cent.; light soil pipe fittings, 50 and 5 per cent.; medium and extra heavy pipe and fittings, 55 and 5 per cent.; 7 and 8 in pipe, 40 and 5 per cent.

BRASS GOODS. There is an excellent, an unusual demand, so much so, that makers are working to the limit to keep up to orders, especially for steamfitters' and shipbuilders' brass goods. In fact, all users of valves for steam purposes are sending in specifications liberally. There is, too, an increasing demand for church altar rails, brass pulpits, etc. The activity seems to cover all districts from Winnipeg to the Atlantic. Prices and discounts are unchanged.

BUILDING PAPER.—An excellent trade is doing. Prices are steay. Quotations are as follows: Tarred felt, $1.75 per 100 lb.; 2-ply ready roofing, 90c. per roll; 3-ply, $1.15 per roll; carpet felt, $2.25 per 100-lb.; dry sheathing, 35c. per roll; tar sheathing, 15c. per roll; dry fibre 50c. per roll; tarred fibre, 60c. per roll, O K and I X L, 65c. per roll; heavy straw and sheathing, $30 per ton; slaters' felt, 60c. per roll.

SCREEN DOORS.—A fairly good trade is now doing. We quote: Screen doors, common, two or three panel, walnut stained, 4-in. style, $6.80; stained, yellow or green, $7; in natural colors, oil finish, $8.15; 3-inch style, 20c. per dozen less.

METALS

The feature of the market has been the reaction in iron prices. Prices of foundry iron have fallen 25 to 50c. in all United States markets and an easier feeling is manifest here. The market here, however, is principally supplied by domestic, with some English iron coming in for mixing. There is a general feeling that other metals, tin, copper, galvanized sheets, etc., are on an unnecessarily high level and are bound to come down sooner or later. At the moment, however, there is no indication of such a drop, as speculators are keeping the larger market stiff. The settlement of the longshoremen's strike has relieved the minds of importers, who now feel that a shortage will be averted. A good business is doing.

PIG IRON.—A decline of 25 to 50c. is noted in Pittsburg, Philadelphia and New York, but as these markets do not at the moment directly affect the local market there is no change here, though the feeling is easier. We quote: No. 2 at $22.50 to $22.75; No. 2 Summerlee, $25 on track, Toronto.

BAR IRON.—A good business is doing and prices are steady. Our quotations are as follows: Base price is $2.05. For extras, cut to length while rolling: 2 ft. and over, 10c. per 100 lb.; 1 ft. and under 2 ft., 15c.; under 1 ft., 20c.; over 20 ft., by special agreement, according to length and size.

STEEL BOILER PLATES.—A brisk market at firm figures is noted. We quote $1.96 f.o.b. Toronto.

TOOL STEEL.—The demand continues good. Prices are still firm. Quotations are as follows: "B C" and "Black Diamond," 10 to 11c.; Jessop's, Morton's and Firth's, 14c.; Jonas & Colver's, 10 to 20c.; ditto, "Air Hardening," 70c. per lb.; Chas. Leonard's, 8 to 9c.; Park's "Silver," 12 to 14c.; Park's "Special," 15 to 20c.

MACHINERY STEEL.—The activity continues, with prices firm at $2 to $2.05 f.o.b. Toronto.

STEEL BOILER PLATES.—There is still a good movement. Prices are steady at $1.96 f.o.b. Toronto.

BLACK SHEETS.—Prices show no change. A good business is doing. We quote: Common, $3.15 for 28 gauge and dead flat, $3.50 for 26 gauge.

CANADA PLATES.—A fair amount of business is being done. Prices are steady. We quote: All dull, $2.90 to $3; half polished, $2.85 to $3.10 and all-bright, $3.75 to $3.85.

GALVANIZED SHEETS.—An active demand is noted, without any change in quotations. We quote: Queen's Head, $4.50 for 28 gauge; American, $4.40 for 24 gauge; Bell brand, $4.30 for 28 gauge; Gordon Crown, $4.50 for 28 gauge.

TIN.—A fair business is doing, with prices higher at the larger markets and locally steady at $33 to $33.25.

TINPLATES.—The demand from stock is fairly active. Prices are steady. We quote: Charcoals, $4.75 to $5 and cokes, $4.25 to $4.50 per box.

COPPER.—A good business is being done in both ingot and sheet. Prices are easier in England and New York, but no change is noted here. We quote: Ingot copper, $15 and sheet copper, $21 to $22 per lb.

BRASS.—Unchanged in price and in good demand. Discount, 10 per cent.

LEAD.—Prices are steady. A good trade is doing. We quote: $3.50 per 100 lb. for pig lead and $3.75 for bar lead.

IRON PIPE.—An excellent demand is reported. Prices are firm. We quote: Per 100 ft.: Black pipe, 1/8 in., $3.25; 1/4-in., $2.40; 3/8-in., $2.65; 1/2-in., $2.85; 3/4-in., $3.65; 1-in., $5.25; 1 1/4-in., $7.35; 1 1/2-in., $8.95; 2-in., $12.55; 2 1/2-in., $21; 3-in., $25; 3 1/2-in., $32; 4-in., $38.

ZINC SPELTER.—An active demand is reported with stocks still light. Prices are firm at 6 1/4 to 6 1/2c. per lb.

ZINC SHEETS.—The activity continues. We quote the base price as follows: Cask lots, $6.75 to $7 and part casks, $7 to $7.25.

SOLDER.—In good demand. Prices are unchanged. Guaranteed half-and-half is quoted at 18 to 19c., and wiping 17 to 18c.

OLD MATERIAL.

This week heavy copper is slightly weaker, having dropped 1/2c. per lb. Yellow brass is also somewhat easier, being quoted 1/2c. per lb. lower. Heavy lead has weakened 1/2c. per lb. Demand is fair. We quote: Heavy copper and wire, 11 1/2c. per lb., light copper, 10c. per lb., heavy red brass, 10 1/2c. per lb.; heavy yellow brass, 8 1/2c. per lb.; light brass, 6c.; lead, 2 1/2c.; scrap zinc, 3 1/2c.; iron No. 1 wrought, $14 per net ton; No. 2 wrought, $5; machinery cast scrap, $16; stove plate, $11; malleable and steel, $7; old rubbers, 6 1/2c. per lb. and country mixed rags, 50c. per 100 lb.

SEEDS.

There is still a little doing on the seed market. A few small orders are being filled by dealers. The season is, however, practically over. Prices remain firm at quotations of last issue. We quote as follows ex-warehouse here: Red Clover, per bushel, $6 to $7.80; alsike, per bushel, $4.80 to $8; timothy, per bushel, $2 to $2.75.

HIDES, SKINS AND WOOL.

There is not much change since last week. Although hides have a slightly firmer tendency, there is no quotable change in the price. Tallow is slightly weaker, the price having fallen 1/4c. per lb. We quote as follows:

HIDES.—No. 1 green, 7 1/2c.; No. 2 green, 6 1/2c. per lb.; No. 1 green, steers, 8c.; No. 2 green, steers, 7c. per lb.; cured, per lb., 7 3/4 to 8 1/4c.

CALF SKINS.—Veal skins, No. 1, 6 to 14 lb. inclusive, 10c.; No. 2, 8c.; No. 1, 15 to 20 lb. inclusive, 9c.; No. 2, 7c. Deacons (dairies), each, 60 to 70c.; sheepskins, 40c. to $1.10.

WOOL.—Unwashed wool, per lb., 8 to 9c.; fleece wool, 15 to 16c.; pulled wools, super., per lb., 15c.; extra, 18c.

TALLOW. We quote 5 1/2 to 5 3/4c. per lb

MANITOBA MARKETS.

WINNIPEG, MAY 11, 1903.

BUSINESS continues brisk with a steady trade in nearly all lines. There are several changes in prices to note this week. The drop in turpentine is the first and most important, the decline being from $1 to 82c. per gallon for barrel lots. Sisal rope shows a sharp advance, and all lines of binder twine are higher. There is not much doing in twine, as practically all stocks have been sold. The trade for the balance of the season will be confined to small lots. Attention is called to the quotations for tinned iron, 24 and 26 gauge, the prices for the first being $8 to $8.50 and for the latter $8.50 to $9.

The price list for the week is as follows:

Barbed wire, 100 lb.	$3 25
Plain twist	3 25
Staples	3 65
Oiled annealed wire 10	3 42
" 11	3 48
" 12	3 56
" 13	3 66
" 14	3 76
" 15	3 91

Annealed wires (unoiled) 10c. less.
Horsenails, 40 per cent. discount.

Horseshoes, iron, No. 0 to No 1	4 45
No. 2 and larger	4 20
Snow shoes, No. 0 to No. 1	4 60
No. 2 and larger	4 45
Steel, No. 0 to No. 1	4 45
No. 2 and larger	4 20

Cut Nails—		Wire Nails—	
2d 1 in.	$4 10	1 in.	$4 20
3d Fin. 1 1/8 in.	4 10	1 1/8 in.	4 20
3d 1 1/4 in.	3 75	1 1/4 "	3 85
4d 1 1/2 in.	3 50	1 1/2 "	3 60
5d 1 3/4 in.	3 50	1 3/4 "	3 60
6d 2 in.	3 40	2 "	3 50
8d 2 1/2 in.	3 25	2 1/2 "	3 35
10d 3 in.	3 20	3 "	3 30
20d 4 in.	3 15	3 1/2 "	3 25
30d 4 1/2 in.	3 10	4 "	3 20
40d 5 in.	3 10	4 1/2 "	3 20
50d 5 1/2 in.	3 10	5 "	3 20
60d 6 in.	3 10	5 1/2 "	3 20
		6 "	3 20

Bar iron, $2.70 basis.
Swedish iron, $4.75 basis.

Sleigh shoe steel	2 85
Spring steel	3 25
Machinery steel	3 50
Tool steel, Black Diamond, 100 lb.	8 50
Jessop	13 00
Sheet iron, black, 10 to 16 gauge, 100 lb.	3 50
18 to 22 gauge	3 75
24 gauge	3 90
26 gauge	4 00
28 gauge	4 10

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery 6d. and 1s. Canisters.
'WELLINGTON' KNIFE POLISH
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MANUFACTURERS OF
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.
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Auto Screw Jack
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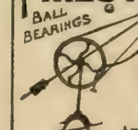

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ARE THE BEST.
Highest Quality Grooming and Sheep-Shearing Machines.
WE MAKE THEM.

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Oneida Community Goods
HALTERS, COW TIES, SNAPS, etc., etc.,
In all sizes and styles. May be had of all jobbers throughout Canada.
Factory—NIAGARA FALLS, ONT

The Best Door Closer is . . .
NEWMAN'S INVINCIBLE FLOOR SPRING
Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring, and has twice the wear. In use throughout Great Britain and the Colonies. Gives perfect satisfaction. Made only by
W. NEWMAN & SONS,
Hospital St., - - BIRMINGHAM.

..A..
STANDARD.
The cost of Axes per million feet of lumber taken out should be the best Standard. Under this Standard the CROWN JEWEL is the cheapest Axe in the market.

Dundas Axe Works, Dundas, Ont.
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High-Grade Files and Rasps

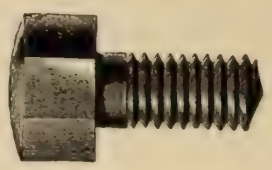
Largest Manufacturers in the World.

Seven Factories. Seven Brands.

May be purchased from all Prominent Hardware Merchants.

Walter Grose, Selling Agent, Montreal. Dominion Works, Port Hope, Canada.

Galvanized Iron, Apollo, 16 gauge	4 00
18 and 20 gauge.....	4 00
22 and 24 gauge.....	4 50
26 gauge.....	4 50
28 gauge.....	4 75
30 gauge or 10¾ oz	5 00
Extra sheets, 36 in. wide an advance of 25 p.c. per 100 lb.	
Queen's Head, 24 gauge.....	4 50
26 gauge	5 75
28 "	5 00
Genuine Russian, per lb.....	11
Imitation " "	07
Tinned, 24 gauge, 100 lb.....	8 00
26 gauge	8 50
Tinplate, IC charcoal, 20 x 28, box	10 00
" IX "	12 00
" IXX "	14 00
Ingot tin.....	35
Canada plate, 18 x 21 and 18 x 24	3 25
Sheet zinc, cask lots, 100 lb	7 00
Broken lots	7 50
Pig lead, 100 lb.....	5 00
Black iron pipe, ¼ inch	3 30
" ⅜ "	3 30
" ½ "	3 40
" ⅝ "	3 75
Black iron pipe, ¾ inch.....	4 30
" 1 "	6 25
" 1¼ "	8 75
" 1½ "	10 50
" 2 "	14 50
Rope, sisal, 7-16 and larger, basis.....	$12 25
Manila, 7-16 and larger, basis.....	14 75
Solder	20
Axes, chopping.....$ 6 75 to 12 00	
" double bitts ..... 12 00 to 18 00	
Bluestone.....	5 75
Screws, flat head, iron, bright.....85 and 10 p c	
Round " "	80 p.c.
Flat " brass.....75 and 10 p.c.	
Round " " .....70 and 10 p.m.	
Coach	65 p.c.
Bolts, carriage.....	50 p.c.
Machine..... 50 and 5 p.c.	
Tire.....60 and 5 p.c.	
Sleigh shoe	65 p.c.
Plough	50 p.c.
Flat head stove .....60 and 5 p.c.	
Round head.....60 and 5 p.c,	
Elevator	60 p.c.
Rivets, iron.....50 and 10 p.c.	
Copper, No. 8.....	32
" No. 12	36
Coil chain, 3-16 inch.....	10½
" ¼ inch	8¼
" 5-16 inch	5½
" ⅜ inch	5¼
" 7-16 inch	5
" ½ to ¾ inch.....	4¾
Spades and shovels..... ....40 and 5 p.c.	
Harvest tools	60 p.c.
Axe handles, turned, s.g. hickory, doz..	$2 50
No. 1.....	1 50
No. 2.....	1 25
Octagon extra	1 75
No. 1.....	1 25
Files common..... 70, and 10 p.c.	
Diamond	60
Ammunition, cartridges, Dominion R.F.	50 p.c.
Dominion, C.F., pistol.....	30 p.c.
" military.....	15 p.c.
American R.F.....	30 p.c.
C.F. pistol.....	5 p.c.
C.F. military.....10 p.c. advance.	



THE JOHN MORROW MACHINE SCREW COMPANY, Limited

Manufacturers of

Set and Cap Screws, Special Milled Work, Engine Studs, Etc. Cold Punched Nuts of every variety of finish.

INGERSOLL, ONT.

NEW LIGHT STEEL RAILS ALL WEIGHTS, ALL SECTIONS

We offer for immediate shipment from stock, all sections from 12 up to 56 pounds to the yard with fastenings. CORRESPONDENCE SOLICITED.

Sessenwein Bros., 103 Shannon St., Montreal.

WILL IT PAY?

Every business transaction is weighed by one standard.

Will it Pay?

If you handle *oil of any kind* and are considering the purchase of a

BOWSER

Self-Measuring

OIL TANK

Let us ask you a few questions :

Is it worth 10 cents a Day to handle your oil without waste?

Is it worth 10 cents a Day to sell your oil without loss of time and labor?

Is it worth 10 cents a Day to have no leaky, dirty measures and funnels to handle?

Is it worth 10 cents a Day to keep your oil room neat and clean?

We might propound a hundred questions equally as pertinent. If any one of these is worth 10 cents a day, is not the combination of the many worth more than the cost of a **Bowser Self-Measuring Oil Tank**, which will give you all these advantages?

Let us give you full particulars. Ask for Catalogue "A."

S. F. BOWSER & CO., Factory FORT WAYNE, IND.

Loaded shells:

Eley's soft, 12 gauge black	16 50
chilled, 12 gauge	18 00
soft, 10 gauge	21 00
chilled, 10 gauge	23 00
Shot, Ordinary, per 100 lb	6 20
Chilled	6 60
Powder, F.F., keg	4 75
F.F.G.	5 00
Tinware, pressed, retinned	70 and 10 p.c.
" " plain	75 and 2½ p.c.
" pieced	
Japanned ware	37½ p.c.
Enamelled ware, white	45 p.c.
" Famous	50 anp 10 p.c.
" Imperial	50 end 10 d.c.
Green Wire Cloth	1 50.

PETROLEUM.

Water white American	26½c.
Prime white American	24½c.
Water white Canadian	24c.
Prime white Canadian	22½c.

SCRAP.

No. 1 cast iron	$16 per ton.
No. 2 "	8 "
Wrought iron scrap	5 "
Copper (heavy)	7c. per lb.
Yellow brass (heavy)	7½c.
Light brass	5c. to 6c. "
Lead pipe, or tea lead	2c. to 2½c. "
Zinc scrap	1c. "

PAINTS, OILS AND GLASS.

Turpentine, pure, in barrels	$ 0 82
Less than barrel lots	0 87
Linseed oil, raw	66
Boiled	69
Lubricating oils, Eldorado castor	28½
Eldorado engine	27½
Atlantic red	33½
Renown engine	42
Black oil	19½ to 21½
Cylinder oil (according to grade)	55 to 74
Harness oil	56
Neatsfoot oil	1 00
Steam refined oil	85
Sperm oil	2 00
Pure castor oil, first pressure	10
Lubricating	10

BINDER TWINE.

Jute, per lb	$0 10¼
Sisal, per lb	0 11
Standard, per lb	0 11
Manila, per lb , 550 ft	0 12
Manila, per lb., 600 ft	0 12½
Manila (pure), per lb	0 13½

F.O.B. Chicago; discount ½c. on 5-ton lots and ¼c. on car lots.

NOLE.

H. Smith representing The Empire Machine and Metal Stamping Co., for the sale of Dodson's patent hame chains is making a trip through the west.

Eastlake Steel Shingles

The popular choice.

Because they can be so quickly and easily laid —are lightning proof—prevent fire—and are the most economically durable shingles made.

Either Galvanized or Painted.

In demand in all parts of Canada.

The Metallic Roofing Co., Limited

TORONTO MONTREAL WINNIPEG

NOVA SCOTIA MARKETS.

Halifax, May 12, 1903.

THE general activity in the hardware trade, which has been so marked since the opening of the new year, still continues, and good orders are being sent in by the travellers and also by mail. Though some lines of goods are more in demand than others, the state of trade is considered very satisfactory. The prospect of business continuing good through the summer is excellent, and 1903 is expected to show a high record.

* * *

The retail trade of the city is especially good in all seasonable lines which are usually in demand in the spring. Paints, oils, brushes, putty, glass, wire netting and screens, as well as sporting goods are selling freely. Garden and field implements are also in good demand.

* * *

The wholesalers still experience some difficulty in procuring delivery of many lines of builders' materials owing to the oversold conditions of the factories. However, this is a state of things which has prevailed for the last few years, and this season the dealers were better prepared to meet it. Locks, knobs, screws, and some lines of tools are the stocks most difficult to procure promptly. Some lines of saws have to be ordered six months or more ahead. This naturally creates great firmness in these articles.

* * *

Collections are reported more backward than usual. In the mining towns money is plentiful and accounts come in promptly, but in many parts of the province the retailers have to ask for extensions. This condition is not expected to improve for some months. However, hardware trade bills are being paid more promptly than in some other lines of trade. It is intimated that this scarcity of money may be due largely to stock speculation, and the consequent loss when the slump came. Last year's product of the farm, the orchard, and the manufactory was abundant and prices were good, and until lately it was felt that the monetary condition of the province was excellent.

* * *

There has been a large demand this season for cordage, especially on account of the number of new vessels to fit out, both for the seal and the cod fisheries, and also among the lobster men. Sisal is firm and is now quoted at 11¼c. The majority of rope and cordage is now supplied by the Canadian factories, the competition of British roperies, referred to some weeks ago, having been successfully met, and their product is now almost out of the market. As the binder-twine market is now opening in the West, cordage prices are expected to remain firm for some time.

* * *

With reference to the German surtax, F. W. Cragg, of Cragg Bros., hardware dealers of this city, who has just returned from a three months' tour on the continent says: "It means that a portion of our trade will go to England and the United States, but there are certain lines of high-class hardware that we shall still be compelled to buy from Germany. The Kaiser's country is just as far ahead of England in the manufacture of certain goods as the United States is ahead of all other countries in special lines." Since the imposition of the surtax German goods have been marked up 8 to 10 per cent.

* * *

The market for linseed oil and turpentine remains unchanged. Lubricating oils are quoted higher. Lead and lead products are firm, as are also paints and varnishes. Glass and cement orders are being shipped, and there is an easier feeling in these articles. The full effect of the recent advance on screws has not yet been felt here as the wholesalers did not advance to the full extent of the manufacturers' rise. There is still a heavy demand for haying and farm tools, most of which lately advanced 10 per cent. There has been a sharp advance in both lead and zinc. There is a continued heavy demand for builders' materials and plumbers' supplies, and prices are very firm.

R. C. H.

FOREST CITY GOSSIP.

Office of HARDWARE AND METAL,
365 Richmond St.
LONDON, May 14, 1903.

THE wholesale hardwaremen of London are satisfied with all the conditions of business during last week, with only one exception, and that is now becoming an oft repeated story, viz., the non-receipt of needed goods. Non-delivery from the makers of many essential lines is hampering business in a great degree, and is causing considerable annoyance to retail men.

* * *

Retail men are having a splendid business season, there being a good demand for screen doors, window screens, wire cloth, watering cans, garden-rakes, hoes, spades, lawn mowers and other garden tools and requirements. There is some movement in galvanized iron, and iron and steel bars, the prices for these goods being very firm.

* * *

James Wright & Co., wholesale dealers in carriage hardware and trimmings, whose connections are largely amongst carriage builders and blacksmiths, report an increasing demand for their lines from interior places in Ontario, and letter orders from our Northwest Territories and British Columbia.

* * *

The Builders' Supply Co., will operate their new steam brick manufactory for the first time this week. The cost of the works is said to be $30,000. The capacity is 65,000 bricks daily, but only 30,000 will be made daily in the meantime. The works are a model of convenience and are managed by Charles Clexly, formerly of Detroit.

* * *

The Dennis Wire and Iron Co., who had some trouble amongst the blacksmith and machine hands in their employment, stated to your correspondent to-day that 16 in all of the above artisans were dissatisfied because of some changes in the management the firm found it necessary to make owing to the growth of the business; but there was no demand for higher wages, as this had been satisfactorily arranged with all the men two months ago. The wireworkers, platers and polishers did not go out on strike. Six of the strikers have been taken back but a few of the troublesome men will not be re-engaged. By the beginning of next week every vacancy will be filled, and the orders that were necessarily delayed will be rushed. The location for the new factory of this firm is on Dundas street, near the Electric Construction Co., opposite the court house, and the lot on which their premises will be erected is 90 feet front by 200 feet in depth.

* * *

The hardware travellers, jointly with other commercial men of the city, are taking their share in the arrangements for a successful annual picnic. This annual outing of the commercial travellers of London is always anticipated with pleasant thoughts. A great effort is being put forth this year to make it still more enjoyable and famous.

* * *

An extraordinary amount of interest is being taken in the approaching meeting of the London Old Boys. Chicago, Detroit, New York, Montreal, Toronto, Hamilton and nearly every city in Canada and the United States within 500 miles will send their quota. Single fares have been granted by the roads in Canada, and similar rates will very probably be granted on the American side for the double journey. An immense gathering of London's Old Boys is expected here in August.

* * *

Mr. Truman Vandelinder leaves this week on a six weeks' pleasure trip to the Coast. Mr. Vandelinder, who for four years has had the active management of the firm of Clark, Vandelinder & Co., has disposed of his interest to his partner, Mr. Charles Clark. He had become very popular with the trade, and did much toward making London a millinery centre for Western Ontario.

W. H. L.

PERSONAL MENTION.

Mr. Harry Roper, representing Alexander Gibb, Montreal, is now on his spring trip through the Martime Provinces.

Mr. E. Coleman Lewis, of The Niles-Bement-Pond Co., Philadelphia, has been on a business trip to Toronto for some days.

Mr. C. J. Brittain, representing The Fairbanks Co., Montreal, in Toronto and Eastern Ontario, has taken desk room with Baines & Peckover, 124 Bay street, Toronto, which will now be his business address.

Mr. P. D. McLaren, who has been with The James Morrison Brass Manufacturing Co., Toronto, for the past year or two, has severed his connection with that firm, and after June 1 will represent The Fairbanks Co., Montreal, in Winnipeg.

Mr. Edward P. Williams, vice-president of The Sherwin-Williams Co., Cleveland, Montreal, Toronto, etc., died at his home in Cleveland on Monday last week after an illness of some weeks.

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 2c. a word each insertion; cash in advance. Letters, figures, and abbreviations each count as one word in estimating cost.

SITUATIONS VACANT.

BLACKSMITH WANTED—On horseshoeing and general work; steady job; state wages and experience. G. J. Hayes, Dundalk P.O., Ont. f

BLACKSMITH WANTED—One or two years experience preferred; steady job; good wages paid. Apply to August Hillebrecht, Brodhagen P. O., Ont. f

BLACKSMITH—Good steady single young man; one or two years' experience at horseshoeing; to work in general shop; state wages wanted; good steady job. A. W. Hough, Perry, Michigan. f

TWO TRAVELLERS WANTED—One city one for Ontario; must be thoroughly familiar with the business. Give experience, references, and salary wanted. Box 27, HARDWARE AND METAL. (20-3)

TINSMITH WANTED—At once; good on general job work and pipe fitting. J. P. Noonan, Mount Forest. f

TINSMITH WANTED—For Manitoba; wages $16 a week to first-class man; steady work, must understand inside and outside; including furnace work. Merrick, Anderson & Co., Winnipeg.

WANTED—First-class machinery blacksmith. Apply Canadian General Electric Co., Limited, Peterboro, Ont. f

WANTED—Good machine hand; for planing mill; sash and doors; steady work for good man. Harriman's Planing Mills, Niagara Falls, Ont. f

WANTED—A blacksmith; at once; first-class; a sober man; good wages. J. H. Copeland, Bracebridge, Ont. f

FOR SALE.

FOR SALE—General store and dwelling; post-office and mail contract in connection. For particulars, apply to W. Dinsdale, Fowler's Corners, Ont. f

FOR SALE—Brick blacksmith shop; wood shop; large paint shop and store room; frame house and other out buildings; three-quarter acre of land; all kinds of fruit. Am doing first-class business; good reason for selling. Apply John Sinclair, Komoka. f

TRADE WITH ENGLAND

Every Canadian who wishes to trade successfully with the Old Country should read

"Commercial Intelligence"

(The address is 168 Fleet St., London, England.)

The cost is only 6c. per week. (Annual subscription, including postage, $4.80.)

Moreover, regular subscribers are allowed to advertise without charge in the paper. See the rules.

"NOVO" Air-Hardening Steel

For High-Speed Lathes, Planers, Etc. Annealed for Milling Cutters, Reamers, Etc., without equal for universal use.

WILLIAM ABBOTT, Agent,
334 ST. JAMES ST., MONTREAL

"Pullman" Lawn Sprinkler

IS YOUR ORDER IN?

Send for Folder No.14.

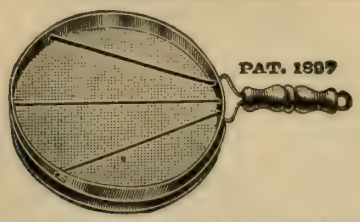
PULLMAN MNFG. CO.
Rochester, N.Y., U.S.A.

THE "SUN" BRAND PORTLAND CEMENT.

We make only one quality and that the best. Ask us for quotations.

The Sun Portland Cement Co., Limited
OWEN SOUND.

JAS. A. CLINE, Managing Director.



The FAIRGRIEVE GAS TOASTER

Retails at 25c. The only Toaster guaranteed to toast on gas, gasoline or blue flame oil stoves without taste or smell. Write for prices.

THE FAIRGRIEVE MAN'FG. CO.,
295 COLLEGE ST., TORONTO.
U. S. Branch: 289 Jefferson Ave., DETROIT.

BUILDERS' SUPPLIES

Fire Bricks, Fire Clay, etc.

ALEX. BREMNER, 50 Bleury Street, Montreal, Que.

STEVENS

OUR FIREARMS WERE INTRODUCED IN 1864 AND SINCE THAT DATE HAVE BEEN RECOGNIZED AS

Standard for Accuracy.

Your Jobber Can Supply Our Line — Send for Our Latest Catalogues

J. STEVENS ARMS & TOOL CO., Chicopee Falls, Mass., U.S.A.

H. & R. SINGLE GUN AUTOMATIC AND NON-EJECTING.

12, 16 and 20 Guage.
Steel and Twist Barrels

Superior in Design, Workmanship and Finish, and the most popular Gun on the Market.

Simplest "Take Down" Gun Made

HARRINGTON & RICHARDSON ARMS CO.
Also makers of H. & R. Revolvers.
Catalog on request. Worcester, Mass., U.S.A.

The New Century Ball-Bearing Washing Machine.

Not the cheapest but decidedly the best Washing Machine made.

Five to seven minutes only required for a tubful.

The operator need not stand when using it, and there is practically no wear on garments.

Full information given on application.

THE DOWSWELL MANUFACTURING CO., Limited
Hamilton, Ont.

W. L. HALDIMAND & SON, Montreal, - Eastern Agents.

Sell a Good Wringer

AND YOU MAKE A GOOD FRIEND. MAKE A FRIEND AND YOUR BUSINESS GROWS. IT IS A FACT THAT OUR WRINGERS ARE

JUST A LITTLE { **Better than the best** / **Quicker than the rest** / **Handier than them all**

If they were not, we couldn't afford to say all this.

We have a great variety in Wringers, to suit every whim. But on them all the Rolls are Solid Rubber, vulcanized direct to the shaft.

If you sell Wringers buy them from a Wringer house. A Wringer house, with nothing else to depend upon HAS to make good Wringers. SEND FOR A CATALOGUE.

The Canadian Wringer and Specialty Co.

105 ADELAIDE WEST

Toronto, Ont.

TRADE IN COUNTRIES OTHER THAN OUR OWN.

PIG IRON TRADE IN GERMANY.

THE only cloud which hovers over the iron market in Westphalia, as in Upper Silesia, is the uncertainty respecting the American demand. If it continues all will be well, but if it declines Germany will feel the position very keenly indeed, because the inland consumption is out of all proportion to the large production, and it would be unable to counteract any diminution in the orders from the United States. Whether any such decline is possible in the near future remains to be seen, but it is impossible to ignore the rumors which have been in circulation on the German exchanges and which cannot be said to have been prompted by speculators, owing to the indefiniteness of the statements and the impossibility of financial gain. The rumors are to the effect that the Americans are endeavoring to secure the cancellation of the orders given for pig-iron, and that Luxemburg works in particular had been asked to state the conditions under which they would undertake to withdraw from agreements for the delivery of pig iron. An inquiry, addressed to the German Luxemburg Mining and Ironworks Company, of Bochum, resulted in the announcement that no such application has been made to the company, and that it was not aware of any overtures having been made to other works in Luxemburg. It is stated even now that inquiries for pig iron continue to be received from the United States. This is an apparent contradiction of the rumors, but if the latter could be traced to their source, iron producers would be both relieved and grateful.—Correspondence of Iron and Coal Trades Review.

GALVANIZED SHEETS.

It appears to be pretty generally agreed that the demand for galvanized sheets is not quite so good as it has been of late, and occasionally makers are disposed slightly to shade their prices, which, however, cannot be called quotably lower. 24 gauge corrugated sheets are quoted at from £11 10s. to £11 15s. f.o.b. Liverpool, but it is possible to buy at lower figures than these.—Ironmonger.

AN IMPORTANT BUSINESS CHANGE

The hardware firm of Lamplough & McNaughton, Montreal, has been dissolved by mutual consent, Mr. J. P. McNaughton retiring, and Mr. F. W. Lamplough continuing under the firm name of F. W. Lamplough & Co. The business will be carried on in the same premises at 9 De Bresoles street, and the agencies, which are as follows, will be retained :

Theile & Quack, Hamburg, Germany ; Wyersbery Bros., Solingen, Germany ; J. A. Henckels, Solingen, Germany ; Neumann Bros., Liege, Belgium ; Stacey Bros., Sheffield, England ; Columbian Hardware Co., Cleveland ; Kalamazoo Sled Co., Kalamazoo, Mich. ; Richardi & Bechtold, Bellaire, Mich.

Mr. Lamplough's long experience in the hardware business will insure the success of the new company, and the support that the trade has in the past extended to the old firm will no doubt be continued to the new. We join with a large number of the hardware trade in Canada when we wish Mr. Lamplough every success.

Mr. J. P. McNaughton intends to start in business himself, and in a short time he will announce to his friends in the trade the names of the firms which he will represent in Canada.

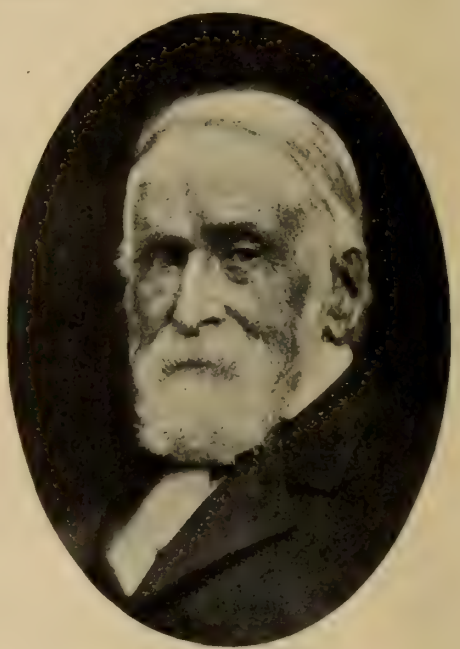
LORING COES.

HISTORY or biography never lacks in interest. The story of a successful career, of a critical business undertaking, of an important invention, never fails to win attention and to arouse interest. It is, therefore, safe to say that many people, especially those connected with the trade, will enjoy reading a booklet covering the history of Loring Coes and his connection with the screw wrench. Mr. Coes was the maker and patentee of the first screw wrench that could be adjusted with the hand that held it.

The invention of the present article was, it seems, the logical result of Mr. Coes' industry and energy. His biography is briefly given in the booklet, When 23 years of age he started in business with his brother, but four years later they were burned out and engaged as pattern makers in a Springfield, Mass., foundry.

At the time there were two styles of wrenches in use. The mechanism of both these wrenches was such that both hands were used to open or close them. This was often inconvenient, such as when it was necessary to adjust the wrench to different openings by the hand in which it was held, leaving the other hand free for other demands of the work.

It occurred to Loring Coes to dispense with the screw on the shaft, as in the Merrick wrench, and to affix by the side of the shaft a small bar in the form of a screw, which should enter another screw formed in the lower or movable jaw of the wrench ; and that the first screw should also have at its lower end, where it should enter the handle, a rosette always in reach of the thumb of the hand that held the wrench. This rosette, being pressed and turned by the thumb, would operate the screw, and the openings and closings of the wrench would be easily effected by one hand.



Mr. Loring Coes.

In November, 1840, the brothers returned to Worcester, Mass., and at once directed their efforts to securing a patent for their invention. When this was secured they started, practically without capital, manufacturing. They were successful from the start, and as they grew other products were manufactured and the plant kept modern by continual improvement.

Mr. Coes' maxim is, "Make the best only—quality first, price afterwards."

MAKING PROMPT SHIPMENTS.

The Canada Hardware Co., Montreal, are making deliveries of their goods to the railway stations and steamers by means of their own teams, and are thus making prompt shipments in spite of the teamsters' strike. It is difficult, however, to get the goods accepted promptly at the railway stations, and for this reason the indulgence of customers is asked.

"THE EMLYN" SAW BENCH

Made in 6 sizes. Best value obtainable. Specially designed for export With or without "Emlyn" Patent Guard. Sole maker—

CHARLES D. PHILLIPS,

Cables—"Machinery," Newport. Emlyn Engineering Works, NEWPORT, MON., ENGLAND.

ONTARIO SILVER CO.,

Limited,

NIAGARA FALLS, CANADA.

Manufacturers of **FLATWARE, CUTLERY and ELECTRO PLATE.** . . .

Ask for our Catalogue and Quotations.

Steward & Romaine Mfg. Co

EXPANSION and TOGGLE BOLTS

For fastening all kinds of material to Brick, Stone or Cement,

124 North Sixth St., Philadelphia, Pa.

ONTARIO WIND ENGINE & PUMP CO., Limited.

GALVANIZING.

Phone Park 822. Atlantic Ave., Toronto

STOVE BRICK

Fire Clay and Asbestos, Furnace Cement.

All kinds of Fire Clay products made to order from patterns. Write for Price List.

JONES BROS., BRACONDALE, P.O., ONT. (NEAR TORONTO)

Established 1854. Phone Main 1706.

THE GEO. B. MEADOWS

Toronto Wire, Iron and Brass Works Company, Limited.

Manufacturers of **Wire Window Guards, Wire Cloth, Moulders' Riddles, Children's Cots, Bank and Office Railings, Ornamental Iron Fencing, Window Fixtures, Wire Work, Architectural Wrought Iron Work.**

117 King St. West, TORONTO, ONT.

SOLARINE

We don't keep it! WE SELL IT!

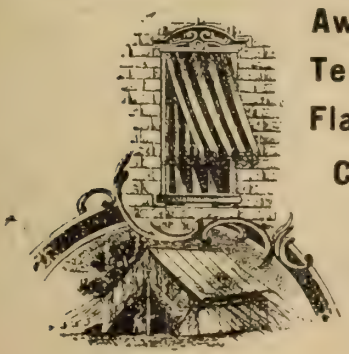
A wholesale house writes: "We find the sale of Solarine steadily increasing, and we do not hesitate to say that we find it gives better satisfaction than any other polish we handle."

FOR POSITIVE PROOF—SELL SOME—WATCH RESULTS

Ask your jobber for it.

"SOLARINE," - TORONTO.

BUY OF THE MANUFACTURERS . . .



Awnings

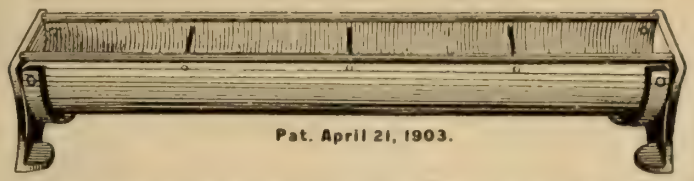
Tents

Flags and Covers

WRITE FOR QUOTATIONS.

RAYMOND BROS., Windsor, Ont.

PATENT STEEL HOG TROUGHS



Pat. April 21, 1903.

Something new, something long wanted.

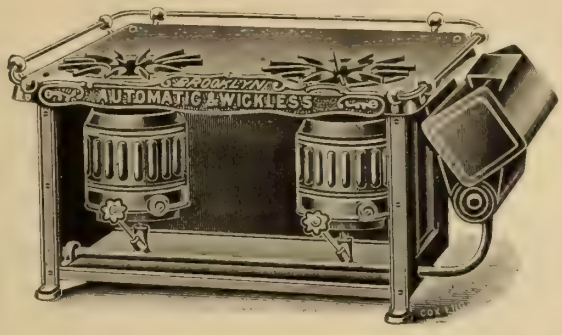
A fine line for Hardware trade.

Write for Prices and Agency.

I am placing on the market this Steel Hog Trough, made of No. 14 Steel Boiler Plate. A trough that it is impossible for the hogs to chew or destroy. Edges finished with ¾ wrought iron pipe, slotted and driven on. Cross bars to prevent hogs from crowding or lying in trough.

Every hog raiser wants them and is going to have them when he finds out what they are. A great seller, as they are practically indestructible.

WILBER S. GORDON, - TWEED, ONT.



BROOKLYN Oil Stoves

1, 2, and 3 Burners

E. T. WRIGHT & CO.

Hamilton and Montreal.

CHAS. F. CLARK, President. **JARED CHITTENDEN, Treasurer.**

...ESTABLISHED 1849...

BRADSTREET'S

Capital and Surplus, $1,500,000. **Offices Throughout the Civilized World.**

Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

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Wood Turnings, Hand, Bench and other Screws Mallets, Handles, Vises Clamps, Tool Chests Croquet, Lithographs Wood Toys, Novelties

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Canadian Representative: ALEXANDER GIBB, 13 St. John St., MONTREAL.

75 YEARS *ESTABLISHED 1825.* *75 YEARS*

PAINT, OIL AND BRUSH TRADES

LOWER PRICES FOR TURPENTINE

THE prophecy made in these columns that a further reduction in the price of turpentine would follow the decline of 1c. made three weeks ago, has proven correct. The majority of the houses handling the liquid are now quoting it at 74c. for single barrels, Montreal, Toronto, Ottawa, Hamilton, London and Guelph, and 75c. delivered to outside points. But even more significant is the fact that a quotation at 72c. is freely made in Montreal, Toronto and Hamilton by at least two of the largest dealers.

This low figure is an aggregate decline of 16c. from the highest figures noted during the winter, which is not quite as great as the reduction made at primary point.

It should be pointed out, however, that at the moment there is a distinct stiffening of values at Savannah. Since our last report the market there has advanced 1 to 1½c., and is reported firm at the new figures. It seems that the crop is not proving as prolific as was anticipated, while the demand has been well sustained.

However, stocks are now reported to be fairly heavy in Canada, and the probability is that the low figures noted will prevail for some time to come at least.

LINSEED OIL TO ARRIVE.

The linseed oil market in both Canada and the United States has accumulated much strength during the past few weeks. The price of seeds has been slowly but consistently rising, and it is now claimed that an advance on this market is inevitable.

There is enough strength in the arguments of those predicting an advance to make the purchase of linseed oil at present prices a safe investment. Unless some unlooked-for condition at present entirely unforeseen arises there will be no decline, while it is important in circles generally well posted that an advance will come.

PUSHING PAINT TRADE

A good deal has been said on the above subject by "Hardware and Metal" but not too much. It is a matter of general knowledge that much building which was contemplated early this year will not be done because of the high price of materials and of labor. So it should be the aim of every paint dealer to encourage repainting and redecorating as much as possible.

There is no reason why householders should not, in order to save themselves from the heavy charges of the professional painter, do considerable painting themselves. Many of these have not yet learned how easy, how simple the matter is, so it would surely be a good move to start in to educate the public on this matter.

THE ZANZIBAR PAINT CO.

A final settlement of the affairs of The late Zanzibar Paint Co., Limited, of Toronto, the company which had ample stock subscribed, but which failed after but a short business career, has been reached. The company's liabilities reached $8,000. The shareholders of the company have agreed to pay up $4,000, or enough to pay the creditors 50c. on the dollar.

PAINT AND OIL NOTES.

Development work in the Bothwell, Ont., oil fields is still active.

The painters' strike at Winnipeg has been settled. Now the builders' laborers in that city threaten to strike.

New trouble is expected in Toronto painting circles. Some of the master painters declare that since the wages of the men were advanced from 30 to 35c. per hour they have been unable to get contracts at a profit, and they now talk of reducing all wages at the end of the month.

WINDOW GLASS SITUATION IN THE STATES.

While the window glass market is still in a very unsettled condition, owing to the refusal of 36 factories to heed the order for an early close, still prices are held fairly firm, and remarkably so considering the dulness of trade. For some reason there has been thus far this season but small demand for glass. The promised large building activity has not yet materialized and glass has not moved at all freely. This dulness is more perplexing and annoying to manufacturers and jobbers than the failure to agree on an early stop, for it affects the immediate trade, while the continued operation of the factories affects the future. During the past fortnight it has become more and more evident that something must be done to bring about a more thorough organization of the selling interests of the window glass business, and it is now hoped that this will be accomplished at the Atlantic City meeting, which is to be held in the present month. President Chambers was expected home yesterday and the meeting will probably be called soon after his return from Europe.—Paint, Oil and Drug Review.

PAINT AND OIL MARKETS.

TORONTO.

THE market is in a decidedly unsettled condition, despite the fact that the volume of business being done seems to be almost unprecedented. White lead quotations are admittedly lower than the price of raw material or the condition of the British or United States markets would justify. Yet, it is a fact that competition is so keen that there is almost as much cutting reported as was the case a few months ago. The quotations on paris green range fully 2c. The makers are still holding to their recent advance of 3c., and, it is said, are doing business at that figure. Yet jobbers are still selling from 2 to 2½c. below these quotations. Turpentine, as is pointed out elsewhere, is quoted all the way from 72 to 74c. in the large cities. The crux of the whole situation is that there is "war in the camp," and some lines are bearing the brunt of the battle. The only change to note this week is a reduction of 3 to 5c. in turpentine. Such a range as is quoted does not seem feasible, but such are the quotations reported. The price of sundries is well maintained and an excellent business is being done. We quote:

WHITE LEAD.—Ex-Toronto, pure white lead, $5.10 to $5.25. No. 1, $4.62½ to $4.87½; No. 2, $4.25 to $4.50; No. 3, $3.87½ to $4.12½; No. 4, $3.50 to $3.75 in packages of 25-lb. and upwards; ½c. per lb. extra will be charged for 12½-lb. packages; genuine dry white lead, in casks, $5.02½.

RED LEAD.—Genuine, in casks of 560 lb., $4.75 to $5; ditto, in kegs of 100 lb., $5.25 to $5.50; No. 1, in casks of 560 lb., $4 to $4.25; ditto, in kegs of 100 lb., $4.25 to $4.50.

LITHARGE.—Genuine, 6 to 6½c.

WHITE ZINC.—Genuine, French V.M., in casks, $6 to $6.25; Lehigh, in casks, $6 to $6.25.

SHINGLE STAIN.—In five-gallon lots, 60 to 85c. per gallon.

Anyone in the Family Can Secure

SPLENDID RESULTS FROM

"ARK BRAND" PAINTS.

That's because "Ark Brand" paints are perfectly mixed and prepared ready for use with instructions that enable even a child to secure splendid results.

Dealers will find this one of the many strong selling points of "Ark Brand."

"Ark Brand" Paints provide a perfect paint for every use. We are making a special proposition on a floor paint that is superior to any trade getter yet put out in the Dominion. Write us about it to-day. It means more business and increased profits for you.

THE **FRANCIS-FROST CO.** Limited

TORONTO, ONT.

Canadian Distributing Agents for Grippin's Crack Filler, and "Muresco" Wall Finish.

Canada Linseed Oil Mills LIMITED

MONTREAL.

Manufacturers of

"GUARANTEED PURE"

Raw and Boiled

LINSEED OIL

N.B.—We are always in the market to buy good, sound, oak Linseed Oil, Turpentine, Varnish and Machine Oil Barrels.

Old Reliable

Nature is loveliest when greenest, because green is the most restful and refreshing of all colors.

Lucas Imperial French Greens

have been the acknowledged standard of color for upwards of 50 years. They are clear, fresh, brilliant and unexceptionally the best in fineness of texture, body or covering capacity and durability. They include the most restful, refreshing and natural tones of green, and are acknowledged as the "Old Reliable" throughout the United States, Canada and the West Indies.

Dealers make a good profit selling Lucas Greens. They add to the reputation of their establishments, too. Dry and in oil. Write us.

JOHN LUCAS & CO.

Paint, Varnish and Color Manufacturers.

NEW YORK ***PHILADELPHIA*** *CHICAGO*

Originators of the famous Lucas Greens. Beware of counterfeits. None genuine without the Lucas Brand stamped in head of every package.

PARIS WHITE.—90c. to $1 per 100 lb.

WHITING.—65c. per 100 lb.; Gilders' whiting, 80c.

GUM SHELLAC.—In cases, 35 to 37c.; in less than cases, 40 to 42c per lb.

LIQUID SHELLAC.—Pure orange, in bbls., $2.30 to $2.40; white, $2.35 to $2.45 per gallon; in less quantities, 10c. extra.

GLUES.—Broken sheet, in 200-lb. bbls., 8 to 8½c. per lb.; cabinet glue, in bbls., 11½ to 12c.; emery glue, in bbls., 17c.; bookbinders', ground, 10½c.; finest American, white, 19c.; No. 1 American white, 15c. per lb.

PUTTY.—Bladders, in barrels, $2.10; bladders, in 100-lb. kegs, $2.25; bulk in barrels, $1.80; bulk, less than barrels, and up to 100 lb., $2.05; bladders, bulk or tins, less than 100 lb., $2.75.

PARIS GREEN.—Petroleum bbls., 13 to 15½c. per lb.; arsenic kegs, 13½ to 15½c.; 50 and 100-lb. drums, 14 to 16c.; 25-lb. drums, 14½ to 16½c.; 1-lb. packages 15½ to 17c.; ½ lb. packages, 17 to 18c.; 1-lb. tins, 16 to 18c.; ½-lb. tins, 17 to 19c.

PLASTER PARIS.—New Brunswick, $2 per barrel.

PUMICE STONE.—Powdered, $2.50 per cwt. in bbls. and 4 to 5c. per lb. in less quantity; lump, 10c. in small lots and 8c. in bbls.

LIQUID PAINTS.—Pure, $1.20 to $1.40 per gallon; No. 1, $1.10 per gallon.

BARN PAINTS.—65 to 70c. per gallon.

CASTOR OIL.—English, in cases, 8 to 9c. per lb.; and 9 to 10c. for single tins.

LINSEED OIL.—Raw, 1 to 2 bbls., 61c.; boiled, 64c.; 3 to 5 barrels, raw, 60c.; boiled, 63c.; 6 to 9 barrels, raw, 58c.; boiled, 61c. delivered. To Toronto, Hamilton and London, 2c. less. All quantities of 10 barrels and over of linseed oil sold only f.o.b., Toronto, Hamilton, London and Guelph.

TURPENTINE.—Single bbls., 72 to 74c.; 2 to 3 bbls., 75c. delivered. Toronto, Hamilton and London, 1c. less. For less quantities than barrels, 5c. per gallon extra will be added, and for 5-gallon packages, 50c. and 10-gallon packages, 80c. will be charged.

MONTREAL.

In this branch of the trade there have been several features this week of importance of which the most striking one is the sharp decline in the price of turpentine of 10c per gallon on account of increased supplies. Ground white lead has also been weak and prices have been reduced 25c. all round. Dry white lead is 25c. lower and shellac varnishes, 10c. Other lines are steady and the volume of business is fully up to the average for the season. We quote:

GROUND WHITE LEAD. Best brands, Government standard, 85 to $5.25; No. 1, $4.27½ to $4.87½; No. 2, $4.10 to $4.50; No. 3, $4.02½ to $4.12½; No. 4, $3.65 to $3.75, all f.o.b. Montreal. Terms, four months, or 3 per cent. off for cash in 30 days.

DRY WHITE LEAD.—$4.75 in casks and in kegs, $5.

DRY WHITE ZINC. Pure dry, in casks, 6½c.; in 100 lb. kegs, 6¾c.; No. 1, zinc, in casks, 5½c.; in 100 lb. kegs, 5¾c.

WHITE ZINC (ground in oil). Pure, 25 lb. irons, 8c.; No. 1, 7c.; No. 2, 6c.

PUTTY.—We quote: Bulk, in barrels, $1.60; bulk, in 100-lb. packages, $1.85; bladders, in barrels, $1.90.

ORANGE MINERAL.—Casks, 7c.; 100-lb. kegs, 7½c.; smaller quantities, 8½c.

RED LEAD.—Genuine red lead, in casks, $4.50; in 100-lb. kegs, $4.75; in less quantities, $5.75 per 100 lb. No. 1 red lead, casks, $4.25; kegs, $4.50 and smaller quantities, $5.50.

LITHARGE.—Ground casks, 5c.; in less quantities, 5½c.; flake litharge, casks, $5.25; smalls, $5.75 per 100 lb.

LINSEED OIL.—Raw, 1 to 4 bbls., 59c.; boiled, 62c.; raw, 5 to 9 bbls., 58c.; boiled, 61c. Terms, net cash in 30 days. Delivered in Ontario, between Montreal and Oshawa, at 2c. per gallon advance.

TURPENTINE.—Single bbls., 75c.; 2 to 4 bbls., 74c. Terms, net cash in 30 days.

BENZINE.—25 to 26c.

SHELLAC VARNISH.—Pure white, $2.20 to $2.35; orange, $2.10 to $2.25.

MIXED PAINTS.—$1.20 to $1.40 per gallon.

CASTOR OIL. 8¾ to 9¼c. in wholesale lots, and ½c. additional for small lots.

SEAL OIL. 48 to 50c.

COD OIL. 35 to 37½c.

PURE CANADIAN PARIS GREEN. Petroleum barrels, 15½c. per lb.; arsenic kegs, 15½c.; 50 and 100 lb. drums, 16c.; 25-lb. drums, 16½c.; 1-lb. packages, 17c.; ½ lb. packages, 19c.; 1 lb. tins, 18c.; ½ lb tins, 20c.

PURE ENGLISH PARIS GREEN. Petroleum barrels, 14½c.; arsenic kegs, 14½c.; 50 and 100-lb. drums, 15c.; 25-lb. drums, 15½c.; 1-lb. paper boxes, 16c.; 1 lb. tins, 17c.

WINDOW GLASS.

TORONTO.

An excellent business is reported, all sizes being in good demand. Import orders are starting to arrive, but it is not likely that all shipments will be in within four or six weeks. Prices are firm, as the Belgium glass market is stiff. Our quotations are as follows: Star, under 26 in., $3.80; 26 to 40 in., $4; 41 to 50 in., $4.50; 51 to 60 in., $4.75; 61 to 70 in., $5; 71 to 80 in., $5.50. Toronto, Hamilton and London. Terms, four months, or 3 per cent., 30 days.

MONTREAL.

Window glass is coming in now and all import orders will be delivered promptly providing the teamsters' strike is settled soon. Quotations are as follows: First break, 50 ft., $2; second, $2.10 for 50 ft.; first break, 100 ft., $3.80; second break, $4; third break, $4.50; fourth break, $4.75.

A TRIAL will convince you that in offering a customer **"ANCHOR" LIQUID PAINT** you are putting before him the best liquid paint on the market. It will back up every statement you make for it.

It is made from the best materials, the best white lead in the world, in modern factories, by skilled workmen.

HENDERSON & POTTS,

Established 1864

HALIFAX

AND

MONTREAL

A NEW POWER FREEZER.

THE North Bros. Mfg. Co., of Philadelphia, are putting on the market this year a new power freezer, designed to meet requirements of manufacturers of ice cream who desire to make up different quantities of cream or ices in one machine by use of different sizes of cans and tubs.

The illustration shows machine with 40 qt. can and tub. Smaller sizes are used by having extension pieces or couplings to reach from gearing to dasher and can of each 18, 24 and 32-qt. sizes. In order to avoid trouble or delay in adjustment for different sizes of tubs, each of the smaller tubs is made with an iron band at bottom, the outside diameter of which is the same as that of the largest tub, so that any of these tubs can be put in machine, pushed up against stops on baseplate and thus in line with gearing of frame. The coupling to connect gearing to can has clutch at each end, one of which engages with clutch on lid of can and the other with clutch on lower bevel gear. The shaft of dasher passes through coupling and engages with upper gear.

As the upper and lower bevel gears turn in opposite directions the can and dasher will do likewise. The clutches in gearing are operated by one small lever at top of machine. In position shown the gearing is engaged with can and dasher to operate freezer. When lever is thrown in opposite position the clutches are separated so that tub with can and dasher may be readily removed. The lever locks the clutch in either position. The arrangement of parts is such that the gearing is never exposed at any time, even during the change of tubs and cans. The cover prevents any possible injury to operator, or the gearing becoming clogged with dirt or ice and salt. There are no loose pieces to be lost or mislaid. The machine is very compact and of great strength. The frame is in one piece and all bearings are accurately bored. The tight and loose pulleys are 18 in. diameter, 4 in. face, and have belt shifter on far side of machine, not shown in illustration. The fly wheel is 30 in. in diameter. The cans and tubs are same as used in the 40 qt. machine freezer. The dasher is of the well known Seaman style, with horizontal beaters, and has metal scrapers on each side and at bottom. The material and workmanship are of the best and most substantial character, so that the machine can be run continuously by taking out one set of tubs and cans and putting in another, transferring the frozen cream to packing cans and putting a new batch in machine can ready for freezing, while one batch is being frozen. All parts are made of standard sizes, and additional apparatus can always be had to fit this freezer.

STEEL WORKS FOR WELLAND, ONT.

The Welland, Ont., Telegraph says: "The air has been full of steel works rumors this week, but so much has been said heretofore that failed of realization that the public are chary of giving credence to all they hear. Mr. Pew says all the preliminary difficulties of organization have now been settled and location of the works here is positive.

There is also information otherwise to the effect that The United States Trust Steel Works being promoted by Mr. Heyd, have selected Welland for a location. The supposition is that Mr. Pew's and Mr. Heyd's enterprises are connected.

"Mr. Pew stated before the council Monday evening that the principal objection to Welland was the lack of accommodation for workmen, but that he had overcome this by guaranteeing that capitalists were ready to come here and put up 500 houses on short notice."

BRITISH TINPLATE MARKET.

The demand from all quarters has been very good during the past week. There is more inclination on the part of both buyers and sellers alike to do business for forward deliveries, and transactions are reported for delivery right up to September and October. Prices, on the whole, are well maintained. The standard size realized 12s., 12s. 1½d., and 12s. 3d. per box, f.o.b. Wales, according to brand and delivery required, prompt plates commanding the higher figures. Makers' quotations run: Bessemer cokes, I C 11 by 20, 112 sheets, 108 lb., 12s. 3d. and 12s. 1½d. per box; Siemens Martin steel, 12s. 3d. to 12s. 6d. per box, f.o.b. South Wales. Some brands are offering at a shade less money, however.—Iron and Coal Trades Review, May 1.

DECORATORS

STANDARD LINE OF

TINTS

IN

SEMI-PASTE FORM

GROUND IN PURE

LINSEED OIL.

MANUFACTURED ONLY BY . . .

THE CANADA PAINT COMPANY

LIMITED

Montreal and Toronto.

Write for Color Cards.

TO THE

Painter and Decorator

Our Decorators' Semi-Paste Paints are the finest paints that can be bought. They are ground to impalpable fineness and are, therefore, superior in every respect to colors produced by hand mixing. They are prepared in Raw Linseed Oil, and will admit of being "flatted" for interior use.

For Inside "flatting" work, mix one gallon of Turpentine with one gallon of our Semi-Paste Paint.

For Outside Painting or Gloss work, to one gallon of Semi-Paste Paint, add one and a half gallons of Pure Boiled Linseed Oil.

ENQUIRE FROM THE LOCAL AGENT.

THE CANADA PAINT COMPANY LTD

MONTREAL AND TORONTO.

RAIL MILL TO START IT JUNE.

E. H. Clergue, of the Lake Superior Corporation Co., Sault Ste. Marie, while in Toronto on Saturday last, stated that it was the intention of the companies to have the steel rail mills in operation by the middle of June. In reply to recent assertions that steel rails could not be made from the product of the iron mines owned by the company, he said they were untrue. The ore of the Helen mine, at Michipicoten, was a non bessemer ore, but it could be used in the manufacture of steel rails when mixed with bessemer ore. The Josephine mine, in the same locality as the Helen, and owned by the companies, contained bessemer, so that steel rails could be made from the Ontario, Lake Superior, iron ore mines, owned by the companies. It was not, however, necessary that the companies should use only Canadian iron ores in the manufacture of steel rails, as a steel enterprise always bought ore, provided it was the best, at the lowest possible price, and to-day the companies could buy bessemer ore from the Mesaba iron range in Minnesota, near Duluth, at $2.75 a ton, while their own Josephine bessemer ore was worth $5 a ton. Helen ore was rated at $2.75 a ton, so that steel rails made from Helen and Mesaba ore were the cheapest at the present time. The companies had recently acquired some properties on the Mesaba range for their own use.

WESTINGHOUSE BRANCH IN CANADA.

A despatch from Pittsburg says that the Westinghouse officials have taken steps to form a Canadian Westinghouse Company for the purpose of manufacturing in Canada the apparatus needed to supply that market. In order that its plant at Hamilton and its real estate there may be utilized, The Westinghouse Air Brake Company will be included. The capital of the company will be $2,500,000, of which The Air Brake Company will give $550,000 and The Electric Company $950,000, the remainder of the capital stock being taken at par by the Canadians. The arrangement provides for a cash working fund of $1,250,000, not including the money already invested in works and real estate. Ahearn & Soper, Ottawa, are interested in the proposal.

The Eager and Sanderson Co., Limited, Winchester, Ont.; capital, $40,000; directors, Daniel Eager, Thos. Sanderson and S. S. Reveler, of Winchester, and John A. Farlinger, of Montreal, to manufacture cheese boxes, to do a general milling business and to generate power and dispose of surplus of same.

THE PAPERS ARE TELLING

about the great advantages of CHURCH'S COLD WATER

ALABASTINE

For tinting and decorating walls and ceilings. In other words, we are doing a lot of general newspaper advertising.

ALABASTINE is the acknowledged standard wall-coating

THE WORLD OVER.

Because it is **PERMANENT,** Easily Applied and **SELLS ON ITS OWN MERITS.** Is it worth while to spend time trying to sell worthless imitations that have no record of value or proof of origin?

ALABASTINE is made in Canada, by Canadian labor, and from rock taken out of Canadian mines. See that your assortment is complete.

The jobber who sells it, the dealer who buys,
The painter and decorator, the people likewise
Proclaim "For the walls of a cottage, to the palace of a queen,
"There is nothing so suitable as ALABASTINE."

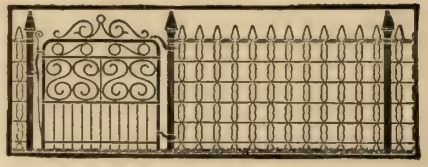
ALABASTINE is for sale by Wholesale Hardware and Paint Dealers. Manufactured by

THE ALABASTINE CO., Limited, PARIS, ONT.

To hardware merchants who are not handling **Globe Paints** we have a special proposition to make this Spring. Write for particulars.

The Globe Paint Co., Limited

422-424 Adelaide St. W., Toronto.



A FENCE

to Protect and Adorn.

Made of steel rods in different sizes and heights to adapt it to the various requirements, the

Hartman Steel Picket Fence is the most popular on the market. Adapted alike to **Lawns and Private Property, Parks, Cemeteries, Schools, Church Lots, etc.** It preserves its alignment, is handsome in appearance and permanently serviceable. Catalog free on application. Write for it.

CUYAHOGA WIRE & FENCE COMPANY., Dept W, CUYAHOGA FALLS, OHIO.

WINDOW GLASS.

Our Spring Importations are now arriving, and carrying a very heavy stock, we are in a position to fill all orders promptly.

THE ONLY HOUSE IN CANADA manufacturing and stocking EVERY KIND OF GLASS required for Building purposes.

HOBBS MANUFACTURING CO., LIMITED

LONDON, CANADA

HARDWARE NOVELTY.

THE

Ingersoll

American Watches.

RETAIL PRICES, **$1.25 to $2.50**

ARGUMENT.

We now offer a practical time piece for the Hardware Trade of Canada, and base our statement upon the following:

First—It is absolutely guaranteed to keep accurate time.

Second—It stands rough usage and does not get out of order easily, **making it the only watch for dealers outside of the jewelery trade to handle,** and also making it a practical one for sportsmen, boys and all men who give a watch hard usage.

Third—Its low price and high quality insure a tremendous sale, which we further augment by furnishing many handsome advertising devices for your store.

Fourth—Last but not least, these watches offer a **handsome profit.** Price cutters are not supplied.

Sold by several leading Hardware Jobbers of Canada. We will tell you who they are upon request.

Trial Offer—To any Hardware Merchant who will write to us upon his **business letter head** and inclose 75c. we will send a sample watch (duty not paid) and our catalogue, so that he can test its accuracy and durability.

INFORMATION ON REQUEST.

ROBT. H. INGERSOLL & BRO.

51-53 Maiden Lane, - - - NEW YORK, U.S.A.

Australasian Hardware and Machinery.

The Organ of the Hardware, Machinery and Kindred trades of the Antipodes.

SUBSCRIPTION $1.25 PER ANNUM,

post free to any part of the world.

PUBLISHING OFFICES:
Melbourne - Fink's Buildings.
Sydney, - - - Post Office Chambers.

BRITISH OFFICES:
London, - - 42 Cannon St., E.C.

CANADIAN AND AMERICAN ENQUIRIES will receive prompt attention if addressed to the **LONDON OFFICE, 42 CANNON STREET, E.C.**

Specimen Copies Free on Application.

The

CANADA SCREW COMPANY,

HAMILTON

TORONTO **MONTREAL**

Ask for our

Wood Screws,	Wire Nails,
Machine Screws,	Screw Eyes,
Tire Bolts,	Screw Hooks,
Stove Bolts,	Gate Hooks
Rivets,	and Eyes.

Specials of all kinds.

Wise Buyers

Want...

Best Values.

Be Wise and Buy

PERFECTION WIRE CHAINS

"Every Link Guaranteed"

—MADE IN—
COW TIES, HALTER CHAINS, DOG CHAINS, TRACE CHAINS, HOBBLE CHAINS

Smoothest Strongest
HENCE THE
BEST MADE

SPREADER CHAINS and for STALL FIXTURES.

WE STAND BEHIND OUR GUARANTEE.

McKINNON DASH & METAL WORKS CO.,

ST. CATHARINES, ONT. Limited

FOR SALE BY LEADING JOBBERS.

HEATING AND PLUMBING

ONTARIO EXECUTIVE HOLDS IMPORTANT SESSION.

THERE can be no question that the Ontario Provincial Association is in a condition of thorough organization and that everyone is fully alive to the importance of complete unity. In response to notices sent out by the secretary, calling a meeting of the Executive Committee, the full committee, with one exception, responded to their names.

The following were present: W. Mansell, president, Toronto; W. J. Walsh, vice-president, Hamilton; S. P. Gourlay, past-president, St. Catharines; H. Mahoney, Guelph; J. H. Wilson, treasurer, Toronto; E. Lewis LeGrow, secretary, Toronto; E. H. Russell, London. M. A. Brian, of Windsor, was the only absentee.

The meeting took place in the rooms of the Toronto Master Plumbers' Association, and was called to order by President Mansell at 9.45 a.m.

The main purpose of convening the committee was to discuss with the manufacturers of heating goods, trade questions. There has, for some time, been a difference of opinion between the manufacturers and the master heaters, on the question of selling goods.

The following gentlemen were present representing the manufacturers. W. C. Gurney, of The Gurney Foundry Co.; F. J. Travers and M. P. Hulfman, of The Canada Radiator Co.; R. Cluff, of The Dominion Radiator Co., and A. D. McArthur, of The Star Boiler Co.

Gurney, Tilden & Co., of Hamilton, explained that it was impossible for their representative to reach the meeting.

The meeting was of a very harmonious nature and after a very lengthy discussion, the different gentlemen interested reached a favorable agreement suitable to all parties, the manufacturers recognizing the fact that their interest and that of the master heaters were one and the same.

While there is no affiliation between the Ontario Association and the National Association of the United States, it was felt that their interest and the interest of the Canadian Association were the same, and the secretary was instructed to telegraph greetings to the United States organization, which will be in session this week.

It has been felt for a long time that a great need of the Ontario Association was someone to interest themselves in organization work and at the last convention, the executive were instructed to make the best possible arrangements they could to secure an organizer, and expressed the hope that W. H. Meredith, who had been for a considerable time connected with the National and Ontario Associations, could be induced to take charge of the work. After consultation with Mr. Meredith, the committee appointed him corresponding organizer, and it will be his duty to place himself in correspondence with all master plumbers throughout the province who are not connected with the Provincial Association.

The constitution of the association is so framed that there is no master plumber so isolated that he cannot become a member of the association and derive the benefits that may accrue to any of the members. The organizer was instructed to place himself at once in communication with the plumbers of Barrie, and get them thoroughly organized. When these gentlemen consider the advantage of membership, they should at once place themselves in touch with the Provincial Association.

The matter of dealing with the London resolutions came up for discussion, and after considerable attention, it was unanimously decided that action should be deferred for the present and that every effort should be put forth along the lines of organization, it being felt that the putting in force of these resolutions could not be done so effectively as they could be after all master plumbers had become interested in the work of the association, but it is hoped that at the meeting in Toronto, which will take place on Thanksgiving Day next, that everything will be in good shape to go right ahead.

It was decided that the minutes of the Executive Committee should be posted to every member in Ontario as quickly as possible.

The committee discussed the appointment of delegates to the National Association convention to be held in Montreal, and the following gentlemen were appointed as delegates: Wm. Manseli, president, Toronto; W. J. Walsh, vice-president, Hamilton. These gentlemen, with the following, who will be in attendance at the convention in virtue of their connection with the National Association, will represent Ontario at the convention: John McKinlay, past-president of the National, Ottawa; H. Mahoney, Guelph, National vice-president for British Columbia; W. H. Meredith, Toronto, National vice-president for Ontario.

E. Lewis LeGrow and J. H. Wilson were appointed as alternates. For fear that any of these gentlemen could not attend, the executive also named the following as representatives, in the order named: E. Russell, London; M. A. Brian, Windsor; J. H. Neelands, Barrie; R. Ross, Sarnia; Chas. Taylor, Brantford; R. Watt, Chatham; James Scott, Galt.

A resolution was passed, thanking the Toronto Master Plumbers' Association for their courtesy in placing their rooms at the disposal of the committee.

The meeting adjourned to meet again at the call of the president, some time in July. In the meantime the secretary was instructed to arrange with the manufacturers and supply men in plumbing goods to meet the committee at its next session, when matters affecting that branch of the business will be discussed.

APPRENTICESHIP QUESTION.

ONE of the questions which is of vital importance and that commands the attention of master plumbers from time to time, is the best manner in which to deal with the apprentices so that all who will attempt to do the plumbing work in the future will have a thorough knowledge of the profession.

This question becomes somewhat serious in the fact that the journeymen do not take any too kindly to the apprentice and do not impart any too much knowledge to them.

The question is not of a local nature, but is almost universal. We note, from an Australian exchange, The Hardware and Machinery, that the question was discussed at a joint meeting of the masters and journeymen in Wellington, N.Z. Mr. Rounthwaite, the chairman, in explaining the objects of the meeting, said that the trade wished to consider the advisability of establishing a complete system of instruction for apprentices. He believed it was in the interest of the trade and the public generally that the resolution about to be submitted should be carried, which was: "That all apprentices be required to attend the technical school for a full course of instruction."

The school, it was claimed, had already done a good work in giving apprentices

IT'S RAMSAYS

and when you handle it you know you have money pullers—business makers—a paint that sells, and your competitor knows it too.

We assist you in the sale and, better still, we assist you with a pure paint at a pure paint price.

Ramsays paint cards, posters and fence signs are at your service to greet the man in the street or the farmer on the road to tell him where to go.

Want your name on same?

A. RAMSAY & SON **EST'D** **THE PAINT**
MONTREAL **1842** **MAKERS**

Dominion Brand
Tarred Felt.

A roof laid with this celebrated roofing felt lasts longer and requires less repairing than any other brand on the market. Sold by dealers all over Canada. See that you specify **DOMINION BRAND** when ordering.

Manufactured only by—

Lockerby & McComb

65 Shannon St., - MONTREAL.

Salt Glazed Vitrified

and Fittings.

Fire Brick and Ground Fire Clay, Flue Linings, Portland Cement.

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TORONTO POTTERY CO.

TORONTO, ONT.

Exclusive Sales Agents.

The Auer Gas Lamp.

"TURNS NIGHT-TIME INTO DAY-TIME."

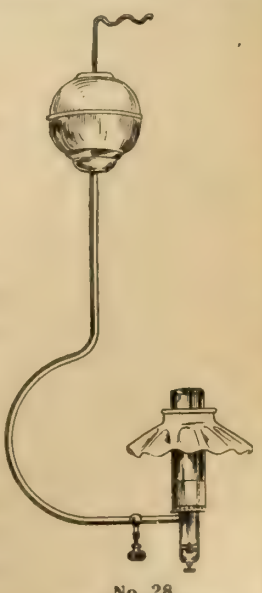
New Styles. Lower Prices.

Are you interested in a lamp which gives 100 candle power?

Are you interested in lighting your store brilliantly? You know it draws trade?

Are you interested in saving half of your bill for coal oil?

Are you interested in having the agency for a lamp which does this?



No. 28
100 Candle Power.

Then write for our Catalogue and Discounts.

EVERY LAMP GUARANTEED.

AUER LIGHT CO., 1682 NOTRE DAME ST., MONTREAL.

an insight into the trade, but it might do better. This new departure was not a money making venture, but a matter of the highest importance to the trade if instruction was to be thorough. The motion was adopted, and it was further moved: That an apprentice shall not be entitled to consideration unless he can show a satisfactory report on his year's work from the technical school and his employer."

The course should be for four years and should be as follows: First year Arithmetic, geometrical and model drawing, with elementary practice in setting out sheet lead; second year theory and practice of plumbing, elementary; third year theory and practice of plumbing, advanced; fourth year the same as the third, with the addition of an examination for certificate, the certificate to be issued upon the apprentice reaching the age of 21, providing he had served five years at the trade in accordance with new arrangements being adopted.

This very subject and along lines somewhat similar was discussed at the last meeting of the National Association of Canada, and the apprenticeship committee was instructed to bring in a report at the next meeting dealing with the question. It is a very important subject and one that requires deep thought and careful consideration.

M.

A JOINT PICNIC! WHY NOT?

Some years ago when the National Master Plumbers' Association was in its infancy and efforts were being put forth to create an interest in the venture, a union picnic was gotten up between the cities of Hamilton and Toronto, and it was a very pleasant and successful affair.

For some time the idea has been suggested that now the association has attained such a success it would be a good thing to arrange a jubilee or rejoicing picnic on neutral ground, say, meet each other half way at Oakville.

Since the former picnic the craftsmen from these and other towns have come together in social evenings which have been of great value, but at no time since then have the ladies, wives, daughters and sweethearts of the craft been brought together. This is not right. Surely, with the prosperity that prevails, the ladies can be given this treat. Who will take the lead? Men of the Mountain, lead on!

PLUMBERS MAKE AGREEMENT.

The master and journeymen plumbers of Montreal have signed a contract for a year, ending May 1, 1904. The signatures were those of T. O'Connell and J. A. Gordon, respectively the president and secretary of the Master Plumbers' Association, and J. P. Hammond and J. B. Staton, president and secretary of the Journeymen Plumbers' Union.

By the terms of this contract the minimum wage shall be 25c. per hour, nine hours constituting a day's work. All overtime is to be paid at the rate of time and a half; and for Sundays, Christmas Day, New Year's Day, Labor Day and Thanksgiving Day, double time will be paid. The master plumbers are to employ no one outside of the local union. Five years will be recognized as the term of apprenticeship, until the expiration of which no employe shall be considered a journeyman plumber or be entitled to the protection of the union.

NATURAL GAS WELL NEAR DUNNVILLE.

In the old days Canada was looked upon as a first class agricultural country; a land where the best of grains could be produced. It is true still. Canada is to the fore with her grain, her dairy and her cattle industries. She is, none the less, making strides along the line of manufacturing, and the products of her artisans are rapidly taking front rank. Anything that can assist in cheapening the production of manufactured goods should be hailed with satisfaction.

What appears to be a happy find took place recently near Dunnville, Ont., when a well was sunk and natural gas was struck, which is claimed to be "a veritable gusher, and good for 1,000,000 ft. a day."

If this well turns out to be as valuable as it now appears, with judicious use and care it should be of very great value to manufacturers that can be reached. While it would be unwise to supply the gas at too low a price, the users should be able to get it at a fair price.

It is understood that the company controlling the well have secured a franchise from the City of Brantford extending over a period of 25 years at a maximum cost for manufacturing purposes of 50c., and for domestic purposes, heating and lighting, 90c. per 1,000 ft. The large use of this gas will be a great boon to the plumbers and gasfitters in the towns where it will be used. No doubt the company will use the motto: "Found in Canada; Used in Canada."

BRITISH COLUMBIA IN LINE.

Through the national vice-president for British Columbia, H. Mahoney, Guelph, Ont., comes the statement that Vancouver and Victoria have already organized local associations, and that Nelson is coming into line. Mr. Mahoney is hopeful in having the province he represents to be the next one to organize a provincial association. The convention last year made no mistake in placing Mr. Mahoney as their representative for that province. It is said that his correspondence is of very considerable dimensions and that his report at the forthcoming convention will be of interest.

BUILDING PERMITS ISSUED.

TORONTO.

Geo. Brown, a pair of semi-detached two-storey-and-attic brick dwellings, 26 and 28 Dewson street, to cost $3,100; architect, E. R. Babbington.

J. H. Mason, conservatory, south-east corner of Wellesley and Sherbourne streets, to cost $1,200; architect, R. J. Edwards.

G. H. Copping, alterations and additions to dwellings, 12, 14 and 16 O'Hara avenue, to cost $4,500.

Samuel Frame, a dwelling, 68 Harvard street, to cost $1,800.

The Sun & Hastings Savings & Loan Co., pair of dwellings, 82 St. David street, to cost $2,000.

Mrs. Zipporal Davis, a brick detached dwelling, two storey and attic, Howland avenue, to cost $3,800; architect, A. J. Rattray.

OTTAWA.

Ahearn & Soper, brick and glass greenhouse, on Queen street, to cost $2,600.

Walter Todd, brick-veneered dwelling, Slater street, to cost $2,500.

Geo. Halliday, brick-veneered dwelling, King street, to cost $1,800.

Treffle Lavigne, brick-veneered front to dwelling, Lett street, to cost $1,500.

Wm. Seale, brick-veneered dwelling, Cooper street, to cost $1,800.

Walter Chesterton, brick-veneered dwelling, Nepean street, to cost $2,000.

W. T. Johnston, brick-veneered dwelling, Preston street, to cost $1,500.

J. W. Nelson, double brick-veneered dwelling, Kent street, to cost $3,400.

Robt. Sweet, repairing dwelling, James street, to cost $1,200.

James Darragh, brick-veneered dwelling, Gladstone avenue, to cost $2,600.

W. A. Found, brick-veneered dwelling, Waverley street, to cost $3,000.

PLUMBING AND HEATING NOTES.

THE plumbing establishment of Andrew Riddell & Son, St. Catharines, Ont., was badly damaged by fire last week. The workshop in the rear and a lot of machinery were completely destroyed. The loss on building and stock will reach about $5,000; partially covered by insurance.

Percy Hemmings, Welland, Ont., has started in the plumbing business for himself in premises on East Main street, opposite the Registry Office.

McAvity Stewart, representing T. McAvity & Sons, of St. John, N.B., was in

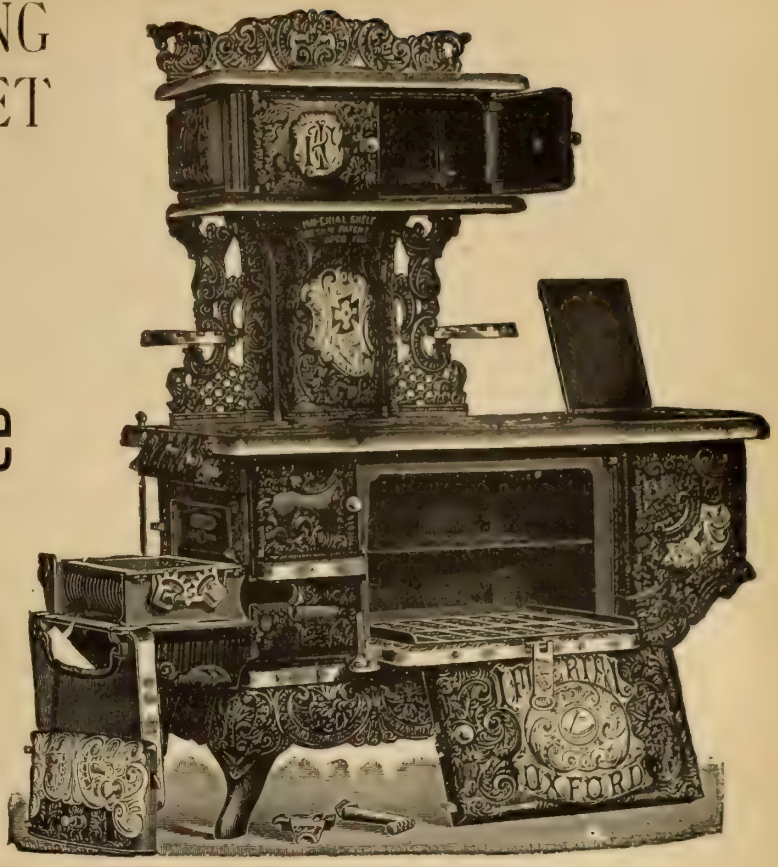
THE EASIEST SELLING RANGE ON THE MARKET

There are so many points of excellence in the **IMPERIAL OXFORD RANGE** which no other range contains, and it has been giving satisfactory service for so many years, that it is, without doubt, the easiest range on the market to sell. When you are selling an

Imperial Oxford Range

you can hold and convince your customer with such points as the Diffusive Flue Construction, Draw-out Grate, Oven Thermometer, Draw-out Oven Rack. All these important features interest a stove buyer and make your sales easy.

This is the most desirable range you could have in stock. **Write for particulars.**



THE GURNEY FOUNDRY CO., Limited

TORONTO. WINNIPEG. VANCOUVER.

THE GURNEY-MASSEY CO., LIMITED, MONTREAL.

Wickless "Blue Flame" Oil Stoves.

A FEW REASONS WHY PREFERRED.

IT HAS NO WICK and is easily kept clean.

IT HAS NO JOINTS TO LEAK or packing nuts; no pressure of oil below the tank; it cannot leak.

IT DOES NOT GENERATE OR EVAPORATE, the oil simply drops into an open brass pipe through which it is conducted to an open burner ring where it burns, producing a powerful blue flame. Could anything be simpler?

IT HAS A REMOVABLE TANK which can be carried to an outer room for filling.

IT IS ABSOLUTELY SAFE.

IT LIGHTS QUICKLY, simply turn on the oil and apply the match.

IT COOKS INSTANTLY. There is no smoke—no delay. As soon as lighted a cooking vessel can be placed over the burner.

IT HAS NO STOPS or automatic regulators to govern the flow of oil. The flame is entirely under the control of the user.

IT MAKES NO DIFFERENCE what quality of oil is used, whether coal oil or gasoline, whether it is good or bad, heavy or light, thick or thin, hot or cold, the stove operates equally well, producing an intensely hot smokeless blue flame. Can as much be said TRUTHFULLY of any other stove?

IT HAS A GLASS SIGHT FEED which shows at a glance the flow of oil, and enables the user to regulate the valve quickly and accurately.

FOR ECONOMY OF FUEL as compared with the coal and wood stove it is beyond comparison. Will save what it cost in one season over coal or wood at the average price. It is a friend and helper to the thrifty housekeeper who tries to save what others waste.

ESPECIALLY is it a boon to the country home and suburban residence where fuel gas cannot be obtained.

LASTLY—It is safe, clean, quick, reliable and convenient, and no home can afford to forego the comfort that this wonderful stove brings.

The dealer who recognizes the merits of the "Standard" Wickless and places it on his sales floor will find it a ready and popular seller.

The THOS. DAVIDSON MFG. CO., Limited, MONTREAL, P. Q.

Toronto this week on business for his firm.

Messrs. Bros., Guelph, Ont., report trade very brisk and that they are sharing in the good times. They have just secured the contract for plumbing in two houses for A. E. Burgess, Guelph.

What might have been a serious fire started in the workshops of Keith & Fitzsimons, King street, Toronto, one day this week. Fortunately the fire was soon under control, after doing about $600 damage. The firm have made arrangements whereby business is not interfered with.

The Canadian Electrical Association will hold their convention in Toronto, June 10, 11 and 12. The conventions of this association are always large and of an interesting nature. Through their secretary, C. H. Mortimer, the mayor has been asked to welcome the association to the city.

F. Armstrong, 277 Queen street west, has just closed several contracts, amongst others one of considerable size for the Grand Union Hotel, which will be some time under operation. Mr. Armstrong reports trade in good condition.

Tenders for construction of the different works on the Carnegie Public Library, Ottawa, were awarded on Tuesday. The total cost is to be $78,593.30, which is within $1,000 of the architect's estimate. Knox Bros. were awarded the contract for heating and plumbing at $5,647; McFarlane & Douglas the metal work and roofing at $2,257; Ahearn & Soper the electric work at $1,901.30; The Dominion Supply Co. the steel structural work at $4,576; W. J. Carson the painting and glazing at $2,260; T. Lawson the iron staircases at $2,850, and A. K. Mills & Son the marble and mosaic work at $6,600.

It is reported from a reliable source that there is a very keen competition on amongst the master plumbers of Ottawa. This would seem to be an unwise policy to pursue. While honest rivalry is healthy, over-keen competition is injudicious. Ottawa craftsmen can benefit by following other cities that have adopted more businesslike measures.

Joseph Wright, of The Bennett & Wright Co., Toronto, who has been on a business trip through Germany, France and England, sailed for home on the "Cedric," and will reach New York on Sunday. He is expected home on Thursday of next week. Peter P. McMichael, of The Dominion Radiator Co., Limited, accompanied Mr. Wright on the trip. Mr. Wright, Jr., leaves for New York on Friday to meet his father there.

BUILDING NOTES.

GREAT activity is being experienced in Winnipeg building circles. They claim to have 431 structures under course of construction, at a cost of $1,500,000, as against 269 permits, representing $350,000, at the same time last year. This activity seems to be spread over the whole city, while the wholesale district is especially active. Stores and business houses are the chief buildings being erected. New residences are in great demand.

The plans for Mr. Small's new theatre, to replace the Toronto Opera House, are being examined by Inspector Copping, Toronto.

The strikes in Toronto are still unsettling building operations. The carpenters and the structural steel workers are still "out."

A new warehouse is being contemplated for the steamer "Queen," in St. John, N.B. This is to give accommodation for the new boat, and will be about 60 x 30 feet.

The medical profession of Ontario are contemplating the erection of a club house in Toronto for the use of the membership. It will contain the library of the Ontario Medical Association. A Trust Board has been formed to finance the scheme and report at the annual meeting in June.

Vancouver, B. C., is keeping up to the times. About $30,000 is being spent on new buildings, including a $6,000 building on Hastings street; a $4,000 property on Georgia street, and an addition to a warehouse for Wood, Valance & Leggate, to cost $3,000. It is expected that a permit will be issued for a $15,000 building.

Building operations are not confined to any one place but from all over comes word of lively operations in building. Roland, Man., is having quite a few new residences erected. Messrs. Geo. Ross, Jas. Sayers and Jas. Cameron are building new residences, while Jas. Parkinson and Jas. Torce are making large additions to their residences.

Sutherland & Campbell, of Winnipeg, are having a large wholesale block built. Additions are being made to the Gault warehouse. The Union Bank of Canada are pulling down old buildings to make room for their new eight-storey building, and the Land Titles office are erecting a very attractive building, which will be fully fireproof, to cost over $85,000.

A movement is on foot to organize an important new power, lighting and heating company in London, Ont. The promoters have been at work on the proposal for some little time, and hope to be able to make their plans definitely known before long. It is said that the undertaking will be strongly financed.

H. W. Denyes, Marmora, Ont., has purchased the hardware stock of W. R. Singleton & Son, Carleton Place, Ont.

Joseph Cornwath, proprietor of the tinshop at Albert, N.B., will shortly close up his business and engage with his brother, W. J. Cornwath, Riverside, N.B.

THE NO MATTER HOW FAR YOU REACH GET MORRISON GAUGE

If you do this you are sure of getting a perfect gauge. We sell no poor gauges because we warrant every gauge that goes from our shops for a period of two years. Our line comprises Bourdon, Pressure, Vacuum, Test, Pressure and Vacuum, Hydraulic, Locomotive, Waterworks and Pressure recording gauges.

Our line of steam-fitting specialities, including J.M.T. Valves, of which more than a million are in satisfactory use throughout the Dominion, is complete. Write for prices and information concerning the money making advantages of carrying this line.

THE JAS. MORRISON BRASS MFG. CO, Limited, TORONTO, ONT.

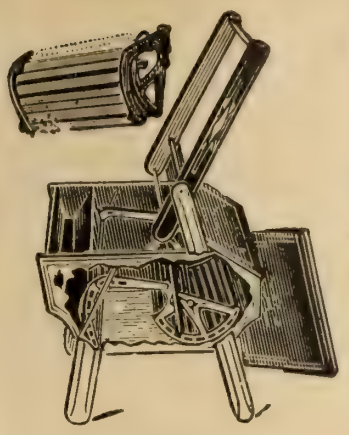
THE BEST MADE.
WRITE FOR PRICES.

The Imperial Granite Co., Limited,

MANUFACTURERS OF

Granite Laundry Trays, etc.

74 York St., = = TORONTO, ONT.



Vollmar Improved Perfect Washer

It has a most enviable record. A perfection of its kind—will wash more clothes in less time, do it better and easier, with less wear and tear, than any other machine. Prices on application.

COLBORNE Sept 10th, 1902.

Messrs. WORTMAN & WARD MFG. CO., LONDON,

DEAR SIRS,—We have used the washer again and find that further use increased its value to us. The girls are simply delighted with it, as they can do the washing and be presentable for callers if need be.

MRS R. WEEKS

The above is a sample of the many kind words said about the Vollmar (Use the street No. when addressing us.)

The Wortman & Ward Mfg. Co., Limited

No. 1500 William Street, London, Ont.

STEEL RAILS

We offer ***60 pound*** A.S.C.E. Standard section steel rails and angles, the product of

The Algoma Steel Company, Limited

for ***prompt shipment*** from Sault Ste. Marie, Ont.

Offices:
Canada Life Building, Montreal.
93 York Street, Toronto.

Drummond, McCall & Co.,

GENERAL SALES AGENTS.

The Algoma Steel Company, Limited.

PORTLAND CEMENTS

BEST

GERMAN, BELGIAN, AND ENGLISH BRANDS.

Fire Bricks,
Fire Clay,
Flue Linings,
Drain Pipes,
HardWallPlaster.

W. McNALLY & CO.

40 to 52 McGill Street,
Corner Wellington St.,
MONTREAL.

Write for our quotations.

Calcined Plaster,
Wheelbarrows,
Mortar Stains.

A FULL STOCK OF
BUILDERS' and
CONTRACTORS' SUPPLIES.

THE OFFICE

DEVOTED TO THE OFFICE STAFF OF BUSINESS ESTABLISHMENTS.

THE QUESTION OF CREDITS.

By H. A. Isaac

THERE are three classes of manufacturers: one that sells direct to the retail trade; one that gives the retailer the option of buying direct or through the jobber, and those that do their business through the jobber exclusively. The last named class, no doubt, ship to the retailer when the jobber has refused the business, if they consider that the account is fairly good.

To what extent the manufacturer can sell to the small store with a poor rating on a profitable basis is worthy of some consideration. Presuming the average order that the manufacturer delivers to the retailer, either direct or for the account of the jobber, amounts to the sum of $30, there would be a margin perhaps of

8 per cent. to the jobbers	$2 40
20 per cent. manufacturer's profit ..	5 52
	$7 92

These estimates do not allow for selling expense, which should be permissible in these figures inasmuch as it might be considered additional business and not regular, that should bear its proportion of travellers' salaries and expense. On this basis of figuring five orders would show a profit of $39.60, or the manufacturer could afford to lose in full one account in five and yet have a profit of $31.68. My experience has taught me, however, that of these losses, we collect on an average about 15 per cent., which would leave the manufacturer a profit of $35.25, or over 89 per cent. I have kept a record for some time past of business of this character, and I have found that we lose only part of one account in twelve, although in addition to the orders that are turned down I include any business we accept, whether the merchant has no rating, or $500 and less.

The value of the introduction of the goods should be considered in the proper extension of credit. When merchants without good ratings buy a small assortment, they are forced to take an interest in the goods because they cannot buy competitors' products which results in them establishing a trade in their community, and in the event of their prospering and becoming more successful, it would often be difficult for similar products to displace the ones that they originally introduced with their trade. Furthermore, a great many merchants who are without capital, highly appreciate an opportunity to get goods. They are men that are honorable in their intentions, and would be appreciative of any kindnesses shown them when they became more successful.

A STARTLING FACT.

A STATEMENT made by the Canadian Correspondence College of Toronto in their advertisement in this issue regarding the percentage of business failures has been repeatedly corroborated by the commercial agencies. Thoroughness of preparation is nowadays the chief essential in any business undertaking or career. Some of the foremost insurance companies in Canada have offered great inducements to such of their clerks as will take the insurance course given by the above college. As "The Canadian Grocer" sees it, many of the large manufacturers and merchants throughout the country would make a most profitable investment if they would encourage their clerks to equip themselves more thoroughly by completing some one or the other of the practical courses offered by the Canadian Correspondence College.

BUSINESS CORRESPONDENCE.

THE model business letter—how shall it be described? As it must vary according to the purpose for which it is intended, shall we not define it as that which best accomplishes its purpose, with the least loss of time to writer and reader? asks an exchange.

This definition would at once bar out the theory that the model business letter is as brief as possible; because there are conditions under which a letter may be too short to be entirely clear. It must be long enough to be perfectly intelligible to the recipient; it is only in telegrams that each word becomes an additional expense; and time is frequently saved by writing a somewhat longer letter than the writer at first intended to send out.

Of course, if the purpose of the letter be simply to inform a customer that certain goods have been shipped on a certain day by certain lines, no further words are necessary; perhaps a duplicate bill of lading would be all that would be really required. Custom, however, calls for some slight degree of courtesy.

Each sentence should be so framed that it will convey but one meaning to the reader, and that meaning the one which the writer intended. If you would acquire a perspicuous style, study the sentences in the newspaper, and see for yourself what other interpretations could be placed upon the collocations of words. If the sentence admits of two constructions being placed upon it, it is a bad one; how could it be made better?

A little practice at the careful reading of what others have written will train the mind so that the sentences framed will be clearer, and therefore better, than before this study was given. Practice careful dictation, and it will soon become easy to express your meaning so that he that runneth may read.

PRIVATE CODES.

ARE you scanning your ideas for one that, put into active operation, will bring you into closer touch with your customers; bind them to you more firmly?

Have you, Mr. Ponderer, ever considered the advantages of a private code? Do you know that many firms have accomplished by this means, and permanently, too, an intimacy with their trade, closer, surer, more rapid, and with as much of the element of secrecy as is desired? It is a fact, testified to by hundreds of live firms, and you should not turn down the idea without sifting it thoroughly.

It is not possible in this short article to set forth any of the further advantages of this matter, but this one great benefit should be enough to arouse the interest of wide-awake business men, and, no doubt, all the information desired could be obtained of The American Code Co., of New York City, who are specialists in this line.

OFFICE SPECIALTIES.

A VERY neat catalogue is issued by The Samuel C. Tatum Company, Cincinnati, who handle office specialties and stationers' hardware. The back is of a dark color, almost black, and is relieved by a design in green and gold. The paper and ink used are good, and consequently the illustrations show up well. What makes it very attractive is the illustrating of all quotations.

The office specialties handled are copying presses and stands, loose sheet holders and binders, paper punches, inkstands, copying pads, baths and tanks, stick files, paper weights, letter boxes, etc. There is a large range of inkstands quoted, some of them being exceptionally fine. Particular attention is also paid to copy presses and copy press stands.

Their Cost is so Trifling

and their convenience so great that the wonder is that merchants do without Rubber Stamps.

Tell us what you would like and we'll tell you the cost.

C. G. YOUNG CO., - 1 Adelaide St. East, TORONTO.

WHEN YOU STOP TO THINK

how much the success of your business and the comfort of your household depend on communication with others you will appreciate the fact that telephone service is worth a great deal more than it costs.

Metallic Circuit Service—efficient, rapid, constant

The Bell Telephone Co. of Canada

FIRE AND BURGLAR-PROOF SAFES.

Great fires often cause ruination. Protect against what may come by buying a

CARY Fireproof Safe.

We are the only Importers and Dealers in Canada of the celebrated world famous **Cary** Safes. The only safe sold in Canada where the filling is warranted not to depreciate; being a dry filling, will last a life time. No refilling required when you buy a **Cary** safe. See our seven-flanged, double underlocking, tongue and grooved door with asbestos packing, making them water and air tight. See our latest improved up-to-date Safes before buying. Catalogues and prices sent on application. Money saved by consulting

Ford & Featherstone,

IMPORTERS AND DEALERS,

10 John St., North, - HAMILTON, ONT

A Course in Advertising by Mail for

One Dollar

The most practical instruction possible to receive may be had by reading each issue of Impressions regularly. Live articles by the very best authorities. One dollar a year.

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St. Catharines, Ontario

97 %

of the men engaged in business fail. Incompetency more than lack of capital; more, too, than any other cause, is the reason.

A thorough and practical Commercial Course **BY MAIL.** Doesn't interfere with present engagements. Earnest, ambitious young men should register. Learn while you earn. Inquiries cheerfully answered.

Comeral Department

CANADIAN CORRESPONDENCE COLLEGE, Limited

TORONTO, ONT.

ESTABLISHED 1855

TAYLOR'S SAFES

DOUBLE TONGUE & GROOVE

145 & 147 FRONT ST. EAST. TORONTO.

OUR TRADE A MARK

AUER LIGHT MANTLES

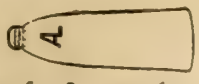
LONGEST LIFE & BRIGHTEST

OUR TRADE A MARK

The Value of Annealing.

Annealing is the most costly step of mantle making—consequently a cheap mantle cannot be properly annealed—That is the reason a cheap mantle caves in like this if you lay it on its side, after burning off the coating—Try one—They injure your trade.

Mantles branded A are thoroughly annealed over pressure gas—They fit the burner—They don't shrink—They stand up this way—They are reliable—They help your trade.



—We are the sole manufacturers of A mantles.

—Write us if you are interested.

Lowest prices on Mantles, Shades, Chimneys, Globes and Sundries.

AUER LIGHT CO., MONTREAL.

CHANGES IN BUSINESS.

ONTARIO.

THE National Mfg. Co., manufacturers of scales and grinders, Pembroke, have obtained a charter, the style now being the National Mfg. Co., Limited.

The Imperial Peat Co., Limited, Guelph, have obtained a charter.

Wilkins & Mabee, general merchants, Tillsonburg, have dissolved.

John Horton, general merchant, Shedden, has sold out to Edgar Dell.

Alp. Bourdeau, general merchant, Wendover, has removed to The Brook.

Wilfrid Burr, general merchant, Bloomfield, has sold out to Libbie Garratt.

Gleeson Bros., general merchants, Brougham, are offering to compromise.

The Keller Heater Co. of Canada, Limited, Toronto, have obtained a charter.

D. H. Taylor, general merchant, Dutton, has removed his business to Dunnville.

The Owen Sound Wire Fence Co., Limited, Owen Sound, have obtained a charter.

The Maple Leaf Harvest Tool Co., Limited, Tillsonburg, have obtained a charter.

A. B. Noble, hardware merchant, St. Catharines, Ont., has sold out to McEdwards & Moore.

The business of C. W. Sydie, general merchant, Orangeville, has suffered loss by fire ; insured.

Deibel & Bricker, general merchants, Essex, have dissolved. O. H. Bricker is continuing the business.

W. R. Singleton, hardware dealer and tinsmith, etc., Carleton Place, has disposed of his hardware stock to H. W. Denyes.

QUEBEC.

Alie & Contant, carriage makers, St. Norbert, have dissolved.

Louis J. Dubord, general merchant, Champlain, has compromised.

Treffle Perron, hardware merchant, Thetford Mines, has registered.

Wilks & Michaud are liquidators for the Sunlight Gas Co., Montreal.

Lapointe & Lablanc, plumbers, etc., Montreal, have been registered.

Dufault & Bilodeau, general merchants, Montreal, have been registered.

W. Simard, general merchant, St. Paul's Bay, has effected a compromise.

The Starke Hardware Co., Limited, Montreal, have obtained a charter.

Philippe Defosses, agricultural implement dealer, etc., Nicolet, is away.

Andre Morin, general merchant, St. Theodore de Chertsey, is burnt out.

Robert Reid, general merchant, Cascades, is succeeded by S. R. Wilson.

H. H. Shaw & Son, carriage makers, Venosta, have removed to Kazabazua.

Adjutor Girardin, general merchant, Sherrington, has been burnt out. Partially insured.

The assets of the business of Alf. Grenier, general merchant, Murray Bay, were sold on May 14.

The stock of L. J. Bourget, general merchant, Levis, Que., has been sold at 63½c. on the dollar.

W. R. Crepeault & Co., general merchants, Kamouraska, have assigned. V. E. Paradis is pro-guardian.

The assets of the business of Gustave Doucette, carriage maker, St. Angele De Laval, have been sold.

Winding-up order has been granted for the C. A. Paquet Co., Limited, manufacturers of machinery supplies, Quebec, and meeting to appoint liquidator called for on the 20th inst.

NEW BRUNSWICK.

W. F. Dibblee, of the firm of W. F. Dibblee & Son, hardware merchants, Woodstock, is dead.

The McLean Oil and Supply Co., Limited, St. John, are applying for incorporation.

Denis Paradis, general merchant, Grand Falls, has assigned to the sheriff. A meeting of the creditors was held on May 8th.

MANITOBA AND NORTHWEST TERRITORIES.

G. W. West, general merchant, Innisfil, is succeeded by West Bros.

A. W. Thorburn, general merchant, Rosthern, has sold out to E. W. Ruttle.

George Manson, general merchant, Shoal Lake, is reported to be selling out his business.

Robert Scott, general merchant and grain dealer, Shoal Lake, has sold his general stock to Smellie Bros., Limited.

F. M. Stanley, agricultural implement dealer, Sidney, is succeeded by Abram & Olmsted.

Gaudin, De Witt & Co., hardware and lumber dealers, etc., Napinka, have been incorporated.

The Carberry Machine and Manufacturing Co., Limited, Carberry, have been incorporated.

McIntosh Bros., agricultural implement dealers, Saskatoon, have admitted A. A. Rowat as partner.

Mooney & Askew, implement dealers, Cartwright, Man., are succeeded by Mooney & Rowson.

Casson & Dixon, dealers in agricultural implements, Dominion City, have dissolved. Wm. Dixon continues.

BRITISH COLUMBIA.

Peach & Chester, plumbers, Vancouver, have dissolved. J. R. Peach continues.

CATALOGUES, BOOKLETS, ETC.

HARDWARE AND META is in receipt of a booklet entitled "Business Vexations and Some Other Things." It is written under the nom de plume of "Piccolo" and is published by W. N. Aubuchon, St. Louis, Mo. It deals in short epigrammatic paragraphs on different phases of trade. The paragraphs are pointed and cleverly written, and in addition to their value for general reading purposes, many of them would no doubt be found useful for advertisements. At random we quote a few paragraphs:

"Competition is the great bug-bear that frightens the wits out of one-half of the people who conduct business. The other half bother very little about it and manage things in the right way and make money."

"Never recognize competition until competition recognizes you."

"The field for ingenuity and originality is as great in one line of business as in another."

"Doing something different is the keynote to business achievement."

"Low prices do not always mean cheap goods."

"Higher priced goods are sometimes better investments."

"We learn things by doing things."

The published price of their booklet is 25 cents.

INQUIRIES ABOUT CANADIAN GOODS.

The following were among the recent inquiries relating to Canadian trade received at the Canadian Government office in London :

1. Inquiry is made for addresses of Canadian mills in a position to furnish regular supplies of leather board.

2. A firm manufacturing all classes of floor and glazed tiles have made inquiry respecting the extension of their business relations with Canada.

3. A general broker in the North of England, who is interested among other things in wood pulp and chemicals, is seeking connections with Canadian producers.

[The names of the firms making the above inquiries can be obtained on application to the Editor of HARDWARE AND METAL.]

Hardware! Hardware!

To Lumbermen, Contractors, and Merchants **Of the Ottawa Valley**—Has it ever occurred to you that you could **Save a Profit** and get exactly what the **Trade Requires** by purchasing your supplies from

THOS. BIRKETT & SON CO., Limited, Wholesale Hardware Merchants, **Ottawa, Ont.**

EVERYTHING IN HARDWARE. P. S.—SEND FOR PRICES.

ATKINS

HIGH-GRADE, SILVER STEEL SAWS

Are the FINEST that Money,
Experience and Skill can Produce.

No dealer's Stock is complete without them.
They are easy to sell. Every saw warranted.

Write for Catalogue and Prices.

H. P. HUBBARD, Sales Agent for Canada.
Toronto Office: 30 Front St. East. Tel. Main 1896

E. C. ATKINS & CO.
Incorporated.
Factories and Home Office: INDIANAPOLIS, IND.

Use Syracuse Babbitt Metal

IT IS THE BEST MADE.

For Paper and Pulp Mills, Saw and Wood Working Machinery, Cotton and Silk Mills, Dynamos, Marine Engines, and all kinds of Machinery Bearings.

Wire, Triangular and Bar Solder, Pig Tin, Lead, Ingot Copper, Ingot Brass, Antimony, Aluminum, Bismuth, Zinc Spelter, Phosphor Tin, Phosphor Bronze, Nickle, etc., always in stock.

Canadian Works, Montreal, P.Q.
American Works, Syracuse, N.Y.
Head Office American Works, 94 Gold Street, New York.

Syracuse Smelting Works

American Steel & Wire Co.

New York: Empire Building.
Montreal: New York Life Building.
Chicago: The Rookery.

BARB WIRE. GALVANIZED PLAIN WIRE.
PLAIN TWIST CABLE FENCING.

Telegraph and Telephone Wire, Mattress, Broom, Weaving Wires of every description, Rail Bonds, Bale Ties, Special Wires for all purposes. Springs, Horse Shoes, Wire Rope, Cold Drawn Steel Shafting.

BUSINESS TOPICS FROM BRITISH COLUMBIA.

Office of "The Canadian Grocer,"
Vancouver, B.C., April 24, 1903.

SHIPMENTS of goods for the Yukon trade have begun already in anticipation of the early opening of the river. The C. P. N. ss. Princess May, which sailed last night for Skagway, had on board large consignments of merchandise, which will go forward to White Horse, whence they will be transported over the ice on Lake Labarge to the head of navigation on the Yukon. From there the goods will be taken on scows down the river, which will break up earlier than the lake. While it is not yet assured that the opening of navigation will be early, the winter trail is badly broken up. Some assert that the ice in Lake Labarge is very thick this year, which will, of course, delay the starting of navigation down from White Horse.

Nearly all the goods sent in have been staples of food supplies, lines that have run short in the winter stocks of the Dawson merchants. Some luxuries, such as fruits, that the Klondike is debarred from largely in the winter, are also forwarded. These early shipments are designed to catch a bare market, and correspondingly high prices are anticipated. Some of the wholesale houses here have their representatives in Dawson for several weeks, looking up good lines, and these advance orders are a result of private wires from the men on the ground.

* * *

Some improvement in trade with the Kootenays is noted this week. The conditions in the Rossland and boundary mining districts are becoming better since the coal mine strike in the Crow's Nest mines has been settled. Visitors to the coast from Rossland predict a good season. All the mines are shipping steadily, and with all labor troubles there settled as they are now for a period of three years, some degree of prosperity is reasonably expected.

* * *

In local market conditions there is little new to note. Stocks are fairly well maintained, no shortages in any leading lines being noted.

* * *

It may be interesting to record receipts of goods direct from the markets of the Old Country, by sailing ship. Of course, this market is by degrees becoming a larger direct importer from England. Ships come in regularly, and two lines of freighting steamers, the Blue Funnel Line and the China Mutual, are now making Vancouver a port of call with direct freight via the Suez Canal and the Orient. This week a sailing vessel, the Glenalvon, arrived in port with large consignments of merchandise.

The wholesale trade of British Columbia cities is just now very much interested in the refusal of the C.P.R. Co. to accede to the request to put them on the same freight rate basis respecting Alberta trade as the city of Winnipeg. They claim if that were done it would be no more than fair. At present rates from Vancouver to Calgary are higher than from Winnipeg, though the latter is the longer haul. The C.P.R. freight department some time ago discussed the matter with the British Columbia Wholesale Grocers' Exchange, and F. W. Peters, general freight agent, has given his final answer. He says that eastern centres would be sure to follow the concession of any favors to the British Columbia houses with demands for concessions, which, if granted, would put things back to the same basis as at present.

AMALGAMATION OF SCOTCH MILLS

It was announced on Wednesday that the scheme for amalgamating the mills and forges in Scotland had been completed, and that all the works except two had joined the combination; but it is now reported that the announcement is premature. If it is to be that one company is to control the output of practically all the finished iron works in Scotland, it would be by far the largest combination of the kind in the kingdom, and would have an important influence on the future of the industry. Some of the Scotch makers claim to get extra prices for their iron, but, broadly speaking, Scotch iron, like Cleveland, is all of a kind, and there are not the difficulties presented in the Midlands, where almost every brand has its reputation and, perhaps, price.—Iron and Steel Trades' Journal, April 25.

THE HISTORY OF HAT ENAMEL.

In 1898 Henderson & Potts found that one of their customers was using a large quantity of tinlets of their Japanese enamels, and on inquiry were informed that it was being sold to enamel hats with.

They tried it, but found it was not a satisfactory article for this purpose, as it made the hat heavy, and, after a great deal of experimenting, decided to offer the public "Anchor" brand hat enamel.

With a tin of this enamel, which is manufactured in 32 fashionable shades, one can take an old hat and change its appearance so that it will look like one that has just come out of the millinery store. Thus, a blue hat can be changed to white, scarlet, russet, black, or any other color that the owner chooses, and the enamel will not chip, wash, or crack off.

The first year Henderson & Potts placed this hat enamel on the market they ordered 50,000 labels, but before the end of the year they were exhausted and a duplicate order had to be placed. Since then the sales have been enormous, and "Anchor" brand hat enamel can be found in nearly every store in Canada, from the general store to the druggist, and our large departmental stores would find their stock incomplete without a line of "Anchor" brand hat enamel.

APOLLO BEST BLOOM
GALVANIZED IRON

The metal-worker who uses common galvanized iron makes his business harder to do and harder to get; and, of course, his profits less.

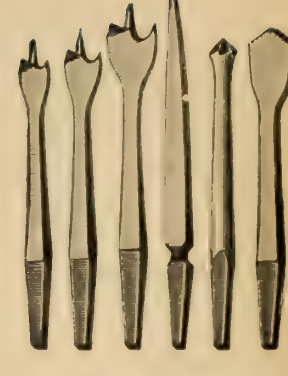
American Sheet Steel Company, New York

Representatives for Canada
B. & S. H. Thompson & Company
53 St. Sulpice Street
Montreal

HENRY BOKER'S
BRACE BITS for METAL or WOOD.

ANY VARIETY IN
QUALITY AND FINISH.

Just ask Your WHOLESALE HARDWARE DEALER!



CURRENT MARKET QUOTATIONS.

May 15, 1903.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

TIN.

Lamb and Flag and Straits—56 and 28-lb. ingots, 100 lb.	$33 00	$34 00

TINPLATES.

Charcoal Plates—Bright.

M.L.S., equal to Bradley—		Per box.
I C, usual sizes	....	$6 75
I X "	....	8 25
I X X "	....	9 75
Famous, equal to Bradley—		
I C	....	6 75
I X	....	8 25
I X X	....	9 75
Raven and Vulture Grades—		
I C, usual sizes	....	5 00
I X "	....	6 00
I X X "	....	7 00
I X X X "	....	8 00
D C, 12½x17	....	4 50
D X	....	5 25
D X X	....	6 00

Coke Plates—Bright.

Bessemer Steel—		
I.C., usual size, 14x20	....	4 00
I.C., special sizes, base	....	4 50
20x28	...	9 00

Charcoal Plates—Terne.

Dean or J. G. Grade—		
I.C., 20x28, 112 sheets	....	8 50
IX., Terne Tin	....	10 50

Charcoal Tin Boiler Plates.

Cookley Grade—		
X X, 14x56, 50 sheet bxs. / " 14x60, " / " 14x65, "	....	7 00

Tinned Sheets.

72x30 up to 24 gauge	....	8
" " 26 "	....	8 50

IRON AND STEEL.

Common bar, per 100 lb.	....	2 05
Refined " "	....	2 45
Horseshoe Iron "	....	2 40
Hoop steel, 1½ to 3-in. base	....	2 90
Sleigh shoe steel, "	....	2 10
Tire steel	2 30	2 50
Reeled machinery	....	3 00
Toe calk steel	2 85	3 00
T. Firth&Co.'s tool steel, per lb	0 12½	0 13
Jessop's tool steel	....	0 14
Morton's tool steel	0 12½	0 13
Black Diamond and "B.C." tool steel	0 10	0 11
Chas. Leonard's tool steel	0 08	0 09
Park's "Silver" tool steel	0 12	0 14
" "Special"	0 15	0 20
Jonas & Colver's tool steel	0 10	0 20
" "Air Hardening"	....	0 70
Drill steel, per lb	0 08	0 10

BOILER TUBES.

		Per foo
1¼, 1¾ and 4 inch	....	....
2½ in	....	....
3 in	....	....
3½ in	....	....
4 in	....	....

STEEL BOILER PLATE.

¼ in	2 50	2 60
3-16 in	2 60	2 70
⅜ in. and thicker	2 50	2 60

BLACK SHEETS.

	Com.	D.Fl.
10 and 12 gauge	2 55	2 75
18 gauge	2 85	3 00
20 "	2 85	3 00
22 to 24 gauge	2 95	3 25
26 "	3 05	3 50
28	3 15	....

COPPER WIRE.

Discount, 50 per cent.

CANADA PLATES.

All dull, 52 sheets	2 90	3 00
Half-polished	3 00	3 10
All bright	3 75	3 85

IRON PIPE.

Black pipe—	Per 100 feet.	
⅛ inch	3 00	3 25
¼ "	2 30	2 40
⅜ "	....	2 65
½ "	....	2 85
¾ "	....	3 65
1 "	....	5 20
1¼ "	....	7 35
1½ "	....	8 95
2 "	....	12 55
2½ "	....	21 00
3 "	....	25 00
3½ "	....	32 00
4 "	....	38 50
4½ "	....	45 00
5 "	....	48 00
6 "	....	63 00
Galvanized pipe—		
¼ inch	....	3 20
⅜ "	....	3 45
½ "	....	3 85
¾ "	....	5 00
1 "	....	7 20
1¼ "	....	10 05
1½ "	....	12 20
2 "	....	16 85

Malleable Fittings—Discount 15 p.c.
Cast Iron Fittings –

On unions, 55 per cent.; on nipples, 60 per cent.; on all others, 50 per cent.

GALVANIZED SHEETS.

	G.C.	Comet	Bell.	Queen's Head
16 gauge	....	....	....	....
18 to 24 gauge	4 05	3 75	3 75	4 05
26 "	4 25	4 00	3 90	4 25
28 "	4 50	4 25	4 05	4 50

American brands, $4.40 for 28 gauge.
Less than case lots 10 to 15c. extra.

CHAIN.

oof coil, 3-16 in., per 100 lb.	....	....
" ¼ "	7 85	8 10
" 5-16 "	5 25	5 50
" ⅜ "	4 50	4 75
" 7-16 "	4 25	4 50
" ½ "	4 20	4 50
" 9-16 "	4 05	4 50
" ⅝ "	4 00	4 50
" ¾ "	4 00	4 50

Halter, kennel and post chains, 40 to 40 and 5 per cent.

Cow ties	40 p.c.
Tie out chains	65 p.c.
Stall fixtures	35 p.c.
Trace chain	45 p.c.

Jack chain, iron, single and double, discount 35 p.c.
Jack chain, brass, single and double, discount 40 p.c.

COPPER.

Ingot.		Per 100 lb.
Casting	....	15 50
Lake Superior	....	....
Bars.		
Cut lengths, round, ½ to ⅞ in.	23 00	25 00
" round and square, 1 to 2 inches	23 00	25 00
Sheet.		
Plain, 14 oz., and light, 16 oz., 14x48 and 14x60	22 00	22 50
Plain, 14 oz., and light, 16 oz., irregular sizes	22 50	23 00
Tinned copper sheet	....	24 00
Planished	....	32 00
Braziers' (in sheets).		
4x6 ft., 25 to 30 lb. each, per lb.	....	0 23
" 35 to 45 " "	....	0 22
" 50-lb. and above "	....	0 21

BOILER AND T.K. PITTS.

Plain tinned, per lb	....	0 28
Spun, per lb	....	0 32

BRASS.

Rod and Sheet, 14 to 30 gauge, 15 per cent	
Sheets, hard-rolled, 2x4	0 23
Tubing, base, per lb	0 23½

ZINC SPELTER.

Foreign, per 100 lb	6 25	6 50
Domestic " "	...	....

ZINC SHEET.

5-cwt. casks	6 25	6 50
Part casks	6 50	6 75

LEAD.

Imported Pig, per 100 lb.	....	3 50
Bar, per lb	....	0 05
Sheets, 2½ lb. sq. ft., by roll	....	0 06¼
Sheets, 3 to 6 lb. "	....	0 06

NOTE.—Cut sheets ½c. per lb., extra. Pipe, by the roll, usual weights per yard, lists at 7c. per lb. and 30 p.c. dis. f.o.b. Toronto.

NOTE.—Cut lengths, net price, waste pipe 8-ft. lengths, lists at 8c.

SHOT.

Common, $6.50 per 100 lb.; chilled, $7.00 per 100 lb.; buck, seal and ball, $7.50. Discount, 15 p.c. Prices are f.o.b. Toronto, Hamilton, Montreal, St. John and Halifax. Terms, 3 p.c. cash, freights equalized.

SOIL PIPE AND FITTINGS.

Light soil pipe, discount, 45 and 10 per cent.
" " fittings, discount 50 and 10 p.c.
Med. and Extra heavy pipe and fittings, dis. 55 and 10 per cent.
7 and 8-in. pipe, discount 45 and 10 per cent.

SOLDER.

		Per lb.
Bar, half-and-half, guaranteed	....	0 20
Bar, half-and-half, commercial	0 19	0 19½
Refined	....	0 19
Wiping	0 17	0 18½

ANTIMONY.

Cookson's per lb.	9 00

WHITE LEAD.

		Per 100 lb.
Pure	5 00	5 25
No. 1	4 62½	4 87½
No. 2	4 25	4 50
No. 3	3 87½	4 12½
No. 4	3 50	3 75
Munro's Select Flake White	....	5 75
Elephant and Decorators'Pure	....	5 25
Brandram's Genuine	....	6 50
" Decorative	....	6 00
" " No. 1	....	5 50
"Monarch" brand	....	6 12½
Decorator's Pure	....	5 25
Essex Genuine	....	5 50

RED LEAD.

Genuine, 560 lb. casks, per cwt	$4 75	$5 00
Genuine, 100 lb kegs, "	5 25	5 50
No. 1, 560 lb. casks, per cwt	4 00	4 25
No. 1, 100 lb. kegs, per cwt	4 25	4 50

WHITE ZINC.

Extra Red Seal	0 06	0 08
No. 1	0 05½	0 07
No. 2	0 05	0 06

DRY WHITE LEAD.

Pure, casks	5 25
Pure, kegs	5 75
No. 1, casks	5 00
No. 1, kegs	5 25

PREPARED PAINTS.

In ¼, ½ and 1-gallon tins.

Pure, per gallon	....	1 20
Second qualities, per gallon	....	1 00
Barn (in bbls.)	0 60	0 90
The Sherwin-Williams paints	....	1 40
Canada Paint Co.'s pure	....	1 25
Toronto Lead & Color Co's pure	....	1 25
Sanderson Pearcy's pure	....	1 20
Standard Paint Co.'s "New Era."	....	1 30
"Globe"	....	1 30
" barn	60	70
The Francis - Frost Co.'s, "Ark" Brand	....	1 25
The Francis - Frost Co.'s British Navy deck	....	1 50
Hollywood paste paint	....	1 40
" liquid paint	....	1 25
" floor paint	....	1 25
Henderson & Potts's "Anchor" Brand	....	1 35
Globe Paint Co.'s mixed	....	1 30
Globe Paint Co.'s barn and bridge	....	0 75

COLORS IN OIL.

25-lb. tins, Standard Quality.

Venetian red, per lb.	0 03½	0 05
Chrome yellow	0 12	0 14
Golden ochre	0 07	0 10
French "	....	0 06
Marine black	....	0 04
Chrome green	....	0 10
French Imperial green	....	0 14
Signwriters' black	....	0 16
Umber	0 04	0 06
Sienna	0 04	0 07

COLORS, DRY.

Common ochre, bbls	1 15	1 30
Yellow ochre (J.F.L.S.), bbls.	....	2 00
Brussels ochre	....	2 00
Venetian red, bbl.	1 50	2 25
English oxides, per cwt	3 00	3 25
American oxides, bbls	1 25	2 75
Canadian oxides, bbls	1 25	1 75
Super magnetic oxides, 93 p.c.	2 00	2 25
Burnt sienna, pure, per lb.	....	0 10
" umber, " "	0 08	0 10
Raw umber	0 08	0 10
Drop black, pure	.	0 10
Chrome yellow, pure		0 18
Chrome greens, pure per lb	0 09	0 10
Golden ochre	0 03	0 04
Ultramarine blue, in 28-lb. boxes, per lb	0 06	0 12
Fire proof mineral, per 100 lb.		1 00
Genunie Eng Litharge, per lb		0 07
Mortar color, per 100 lb	1 25	1 50
Pure Indian red, No. 45, lb.	0 08	0 10
Whiting (common), bbl	0 55	0 60
English vermilion in 30-lb. bags	....	0 85

BLUESTONE.

Casks, for spraying	5 50
100-lb. lots, do per lb.	0 06

THOS. GOLDSWORTHY & SONS

MANCHESTER, ENGLAND.

EMERY { Cloth Corn Flour

We carry all numbers of Corn and Flour Emery in 10-pound packages, from 8 to 140, in stock. Emery Cloth, Nos. OO., O., F., FF., 1 to 3.

JAMES HUTTON & CO., Wholesale Agents for Canada, **Montreal.**

PUTTY.

Bulk in bbls	1 70
Bulk in less quantity	1 95
Bladders in bbls	2 00
Bladders in kegs, boxes or loose	2 25
25-lb. tins	2 25
12½-lb. tins	2 50
Bladders in bulk or tins less than 100 lb.	2 50

VARNISHES.

In 5-gal lots	Per gal.	Net.
Carriage, No. 1	1 50	1 60
Pale durable body	4 10	4 25
" rubbing	2 85	3 20
Gold size, japan	1 50	1 60
No. 1 brown japan	0 85	0 90
Elastic oak		1 50
Furniture, extra	1 10	1 25
" No. 1	0 90	1 00
Hard oil finish	1 35	1 50
Light oil finish	1 60	1 70
Damar	1 75	2 00
Shellac, white	2 40	2 50
" orange	2 30	2 40
Turpentine, brown japan	1 10	1 20
" black japan	1 10	1 20
" " No. 1	0 85	0 90
Elastilite varnish, 1 gal. can, each		2 00
Granitine floor finish, per gal		2 75

Maple Leaf coach enamels: size 1, $1.20; size 2, 70c.; size 3, 40c. each.
Sherwin-Williams kopal varnish, assorted case, from ½ pts. to 1 gal., $2.50

CASTOR OIL.

British, 1st quality, in cases, per lb	0 08½	0 09½
" " small lots	0 10	0 10½

COD OIL, ETC.

Cod oil, per gal	0 50	0 55
Pure olive		1 40
" neatsfoot	....	0 90

GLUE.

Common	0 08	0 09
French medal	0 10	0 14
White, extra	0 18	0 22
Gelatine	....	....
Strip	0 18	0 20
Coopers	0 19	0 20
[illegible]		
[illegible]	0 12	0 16
[illegible]		

HARDWARE.

AMMUNITION.

Cartridges.

B. B. Caps, Dominion, 50 and 5 per cent [illegible]
Rim Fire Pistol, [illegible] per cent, American
Rim Fire Cartridges, Dominion, [illegible] and 5 per cent
Central Fire Pistol and Rifle, [illegible] per cent, American
Central Fire Cartridges, pistol sizes, Dominion, [illegible] per cent.
Central Fire Cartridges, Sporting and Military, Dominion, [illegible] per cent.
Central Fire, Military and Sporting, American, add [illegible] per cent to list. B. B. Caps, discount [illegible] per cent, American.
Loaded and empty Shells, "Trap" and "Dominion" grades, 25 per cent. Rival and Nitro, 10 per cent [illegible]
Brass Shot Shells, 55 per cent.
Primers, Dom., 30 per cent. American, [illegible]

Wads	per lb.
Best thick white felt wadding, in ½-lb. bags	$1 00
Best thick brown or grey felt wads, in ½-lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 30
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 each, 8 gauge	0 55
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10 gauge	0 25
Thin card wads, in boxes of 1,000 each, 8 gauge	....

Chemically prepared black edge grey cloth wads, in boxes of 250 each	Per M.
11 and smaller gauge	0 60
9 and 10 gauges	0 70
7 and 8 "	0 90
5 and 6 "	1 10

Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 "	1 65
5 and 6 "	1 90

ADZES.

Discount 20 per cent.

ANVILS.

Wright's, 80-lb. and over	0 10¾
Hay Budden, 80-lb. and over	0 09¼
Brook's, 80-lb. and over	0 11¼

AUGERS.

Gilmour's, discount 65 and 5 per cent. off list.

AXES.

Chopping Axes		
Single bit, per doz.	7 00	10 00
Double bit, "	10 00	18 00
Bench Axes, 40 per cent.		
Broad Axes, 25 per cent.		
Hunters Axes	5 50	6 00
Boys Axes	6 25	7 00
Splitting Axes	7 00	12 00
Handled Axes	7 50	10 00

AXLE GREASE.

Ordinary, per gross	5 75	6 00
Best quality	13 00	15 00

BATH TUBS.

Zinc 6 00
Copper, discount 15 per cent. off revised list.

BATHS.

Standard Enameled.

5½-inch rolled rim, 1st quality	24 00
5½ " " " 2nd "	20 00

BABBIT METAL.

"Tandem," A	per lb.	0 27
" B	"	0 21
" C	"	0 11½
Frictionless Metal	"	0 23

Syracuse Smelting Works:

Aluminum, genuine	0 45
Government, "	0 44
Tough, "	0 40
Hard, "	0 40
Dynamo	0 30
Special	0 25
Harmony	0 22
Car Box	0 20
Extra	0 15

The Canada Metal Co.:

Imperial, genuine,	0 40
Metallic	0 30
Hercules	0 20
Star	0 15
No. 1	0 12
No. 2	0 10
No. 3	0 06
No. 4	0 05

BELLS.

Hand.

Brass, 60 per cent.
Nickel, 55 per cent.

Cow.

American make, discount 63⅓ per cent.
Canadian, discount 45 and 50 per cent.

Door.

Gongs, Sargent's 5 50 8 00
Peterboro', discount 46 per cent.

Farm.

American, each 1 25 3 00

House.

American, per lb 0 35 0 40

BELLOWS.

Hand, per doz	3 35	4 75
Moulders, per doz	7 50	10 00
Blacksmiths, discount 40 per cent.		

BELTING.

Extra, 60 per cent.
Standard, 60 and 10 per cent.
No. 1, not wider than 6 in., 60, 10 and 10 per cent.
Agricultural, not wider than 4 in., 75 per cent.

BITS.

Auger.

Gilmour's, discount 60 and 5 per cent.
Rockford, discount 50 and 10 per cent.
Jennings' Gen., net list.

Car.

Gilmour's, 47½ to 50 per cent.

Expansive.

Clark's, 40 per cent.

Gimlet.

Clark's, per doz	0 65	0 90
Diamond, Shell, per doz	1 00	1 50
Nail and Spike, per gross	2 25	5 20

BLIND AND BED STAPLES.

All sizes, per lb 0 07¾ 0 12

BOLTS AND NUTS.	Per cent.
Carriage Bolts, common ($1 list)	50 and 10
" " full sq. ($2.40 list)	55 and 10
" " Norway Iron ($3 list)	55 and 10
Machine Bolts, all sizes	50, 5 and 10
Plough Bolts	50, 5 and 10
Blank Bolts	50, 5 and 10
Bolt Ends	50, 5 and 10
Sleigh Shoe Bolts	65, 5 and 10
Coach Screws, cone point	66⅔ and 10

Nuts, square, all sizes, 3½c. per lb. off.
Nuts, hexagon, all sizes, 4c. per lb. off.
Stove Rods, per lb., 5½ to 6c.

BOOT CALKS.

Small and medium, ball	per M.	4 25
Small heel	"	4 50

BRIGHT WIRE GOODS.

Discount 62½ per cent.

BROILERS.

Light, discount 65 to 67½ per cent.
Reversible, discount 65 to 67½ per cent.
Vegetable, per doz., discount 37½ per cent.

Henis, No. 8	per doz.	6 00
Henis, No. 9	"	7 00
Queen City	"	7 50

BUTCHERS' CLEAVERS.

German	per doz.	6 00	11 00
American	"	12 00	20 00

BUTCHER KNIVES.

Bailey's .... per doz. 0 60 6 30

BUILDING PAPER, ETC.

Tarred Felt, per 100 lb.				1 75
Ready roofing, 2-ply, not under 45 lb., per roll				0 90
Ready roofing, 3-ply, not under 65 lb., per roll				1 15
Carpet Felt	per ton			45 00
Dry Sheathing	per roll,	400	sq. ft.	0 35
Tar "	"	400	"	0 45
Dry Fibre	"	400	"	0 50
Tarred Fibre	"	400	"	0 60
O. K. & I. X. L.	"	400	"	0 65
Resin-sized	"	400	"	0 4[illegible]
Oiled Sheathing	"	600	"	1 00
Oiled "	"	400	"	0 70
Roof Coating, in barrels	per gal.			0 17
Roof " small packages	"			0 25
Refined Tar	per barrel			4 50
Coal Tar	"			4 00
Coal Tar, less than barrels	per gal.			0 15
Roofing Pitch	per 100 lb.			1 00

BULL RINGS.

Copper, $2.00 for 2½-inch, and $1.90 for 2-inch.

BUTTS.

Wrought Brass, net revised list.

Cast Iron.

Loose Pin, discount 60 per cent.

Wrought Steel.

Fast Joint, discount 65, 10 and 2½ per cent.
Loose Pin, discount 65, 10 and 2½ per cent.
Berlin Bronzed, discount 70, 70 and 5 per cent.
Gen. Bronzed .... per pair 0 40 0 65

CARPET STRETCHERS.

American	per doz.	1 00	1 50
Bullard's	"	....	6 50

CASTORS.

Bed, new list, discount 55 to 57½ per cent.
Plate, discount 52½ to 57½ per cent.

CATTLE LEADERS.

Nos. 31 and 32 .... per gross 8 50 9 50

CHALK.

Carpenters' Colored,	per gross	0 45	0 75
White lump	per cwt.	0 60	0 65
Red		0 05	0 06
Crayon	per gross	0 14	0 18

CHISELS.

Socket, Framing and Firmer.

Broad's, discount 60 and 10 per cent.
Warnock's, discount 50 and 10 per cent.
P. S. & W. Extra, discount 60 and 10 per cent

CHURNS.

Revolving Churns, metal frames—No. 0, $8; No. 1, $8.50; No. 2, $9.00; No. 3, $10.00 No. 4, $12.00; No. 5, $16.00 each. Ditto wood frames, 20c. each less than the above. Discounts: Factories, 53 per cent.; delivered from stock in Montreal, 51 per cent. Terms 4 months or 3 per cent. cash in 30 days.
Churn frames, including bearings, levers, etc. Nos. 0, 1, 2 and 3, wood, $2.40; and 4 and 5, $2.65. Metal frames, 25c. extra. Discount 15 per cent., net 30 days.

CLIPS.

Axle, discount 65 per cent.

CLOSETS.	Net.
Plain York or Ontario Syphon Jet	$9 60
Emb. " " "	10 20
Fittings	1 00
Plain Elgin or Teu. Syphon Washout	6 00
Emb. " " "	6 60
Fittings	1 25
Low Down Elgin or Teutonic, plain	6 00
Low " " " emb.	6 50
Plain Richelieu	4 25
Emb. "	4 50
Connections	1 25
Low Down Ontario Syphon Jet, plain	11 70
Low " " " emb'd.	12 30
Closet connection	1 25
Basins, P.O., 14-in.	0 70
Basins, oval, 17 x 14-in.	1 50
Basins, " 19 x 15-in.	2 25

COMPASSES, DIVIDERS, ETC.

American, discount 62½ to 65 per cent.

CONDUCTOR PIPE.

Plain or Corrugated.

2-inch	per 100 feet	3 00
3 "	" "	4 00
4 "	" "	5 25
5 "	" "	6 75
6 "	" "	9 00

CRADLES, GRAIN.

Canadian, discount 20 to 25 per cent.

CROSSCUT SAW HANDLES.

S. & D., No. 3	per pair	0 17½
S. & D., " 5	"	0 22½
S. & D., " 6	"	0 15
Boynton pattern	"	0 20

DOOR SPRINGS.

Torrey's Rod (15 p.c.), per doz.	....	2 00
Coil "	0 88	1 60
English "	2 00	4 00

DRAW KNIVES.

Coach and Wagon, discount 50 and 10 per cent.
Carpenters', discount 60 and 10 per cent.

Experiments are Expensive

but you don't have to experiment with our Patent Wire Edged Ready Roofing. For over ten years we carefully tested the Durability of our Ready Roofing and when we found it was a thoroughly reliable material we advised our customers to use it.

The Paterson Mfg. Co., Limited

Toronto and Montreal.

DRILLS.

Hand and Breast.

Millar's Falls, per doz., net list.

DRILL BITS.

Morse, discount 37½ to 40 per cent.
Standard, discount 50 and 5 to 55 per cent.

FAUCETS.

Common, cork-lined, discount 35 per cent.

EAVETROUGHS.

10-inch ....per 100 ft. 3 10

ELBOWS (stovepipe.)

and 6-inch, common....... per doz. 1 20
7-inch........................ " 1 35
Polished, 15c. per dozen extra.

ESCUTCHEONS.

Discount 40 per cent.

ESCUTCHEON PINS.

Iron, discount 40 per cent.

FACTORY MILK CANS.

Discount off revised list, 40 per cent.

FILES AND RASPS.

Great Western............70 and 10 per cent.
Arcade....................70 " 10 "
Kearney & Foot ....70 " 10 "
Disston's..................70 " 10 "
American..................70 " 10 "
J. Barton Smith..........70 " 10 "
McClellan ....70 " 10 "
Eagle ....70 " 10 "
Nicholson, 60 and 10 to 60, 10 and 5 "
Royal ....80 "
Globe ....70 to 75 "
Black Diamond, 60 and 10 to 60, 10 and 5 per cent.
Jowitt's, English list, 25 to 27½ per cent.
Nicholson File Co.'s "Simplicity" file handle, per gross 85c. to $1.50.

GLASS.

Window. Box Price.

Size United Inches.	Star Per 50 ft.	Star Per 100 ft.	D. Diamond Per 50 ft.	D. Diamond Per 100 ft.
Under 26......	2 0	3 80	....	6 75
26 to 40......	2 10	4 00	....	7 25
41 to 50......	....	4 50	....	8 75
51 to 60......	....	4 75	....	10 00
61 to 70......	....	5 00	....	11 50
71 to 80......	....	5 50	....	12 50
81 to 85......	....	....	....	14 00
86 to 90......	....	....	....	16 50
91 to 95......	....	....	....	18 00
96 to 100......	....	....	...	20 00

A dis ount of 25 per cent. is offered on "Double Diamond."

GAUGES.

Marking, Mortise, Etc.

Stanley's, discount 50 to 55 per cent.

Wire Gauges.

Winn's, Nos. 26 to 33 ....each 1 65 2 40

HALTERS.

Rope, ⅜-inch ....per gross ....
Rope, ½ " .... " 9 00
Rope, ⅝ to ¾-inch .... " 14 00
Leather, 1-inch......per doz. 3 87½ 4 00
Leather, 1¼ " ...... " 5 15 5 20
Web................. " 1 87 2 45

HAMMERS.

Nail.

Maydole's, discount 5 to 10 per cent. Canadian discount 25 to 27½ per cent

Tack.

Magnetic ....per doz. 1 10 1 20

Sl ge.

Canadian..............per lb. 0 07½ 0 08½

Ball Pean.

English and Canadian, per lb. 0 22 0 25

HANDLES.

Axe, 2nd growth, per doz. net 3 00 4 00
tore door........ ...per doz. 1 00 1 50

Fork.

C. & B., discount 40 per cent., revised list.

Hoe.

C. & B., discount 40 per cent., revised list.

Saw.

American............per doz 1 00 1 25

Plane.

American .... per gross 3 15 3 75

Hammer and Hatchet.

Canadian, discount 40 per cent.

Cross-Cut Saws.

Canadian............per pair 0 13¾

HANGERS. doz. pairs.

Steel barn door............... 5 85 6 00
Stearns, 4-inch 5 00
" 5-inch 6 50
Lane's covered—
No. 11, 5-foot run 8 40
No. 11½, 10-foot run 10 80
No. 12, 10-foot run.......... .... 12 60
No. 14, 15-foot run.......... .... 21 00
Lane's O.N.T. track, per foot 0 04½

HARVEST TOOLS.

Discount 60 per cent.

HATCHETS.

Canadian, discount 40 to 42½ per cent.

HAT ENAMEL.

Hen derson & Potts' "Anchor Brand'

HINGES.

Blind, Parker's, discount 16⅔ per cent.
Heavy T and strap, 4-in., per lb....... 0 06½
" " 5-in., " 0 06¼
" " 6-in., " 0 06
" " 8-in., " 0 05¾
" " 10-in., " 0 05½
Light T and strap, discount 65 and 5 per cent
Screw hook and hinge—
6 to 10 in......... per 100 lb. 4 50
12 in. up.......... " 3 25
Spring.......... per gro. pairs 10 50

HOES.

Garden, Mortar, etc., discount 60 per cent.
Planter.............. per doz. 4 00 4 50

HOLLOW WARE.

Discount 45 and 5 per cent.

HOOKS.

Cast Iron.

Bird cage............ per doz. 0 50 1 10
Clothes line.......... " 0 27 0 63
Harness.............. " 0 72 0 88
Hat and coat .. .. per gro. 1 00 3 00
Chandelier ....per doz. 0 50 1 00

Wrought Iron.

Wrought hooks and staples, Canadian discount 47½ per cent.

Wire.

Hat and coat, discount 45 per cent.
Belt ....per 1,000 .... 0 60
Screw, bright, discount 55 per cent.

HORSE NAILS.

"C" brand, 40, 10 and 7½ per cent. off list Oval
"M" brand, 50, 10 and 5 per cent. head
Countersunk, 65 per cent.
"Monarch," 65 per cent.
"Peerless" 50 and 7½ per cent. dis.

HORSESHOES.

Iron Shoes.	F.O.B. Montreal No. 2 and larger.	No. 1 and smaller.
Light, medium and heavy....	3 35	3 60
Snow shoes	3 60	3 85
Steel Shoes.		
Light	3 45	3 70
Featherweight (all sizes)......	4 85	4 85

F.O.B. Toronto, Hamilton, London and Guelph, 10c. per keg additional.
Toe weight steel shoes........ .... 6 70

JAPANNED WARE.

Discount 45 and 5 per cent. off list, June 1899

ICE PICKS.

Star... ....per doz. 00 3 25

KETTLES.

Brass spun, 7½ per cent. discount off new list.
Copper................ per lb. 0 30 0 50
American, 60 and 10 to 65 and 5 per cent.

KEYS.

Lock, Canadian dis. 40 to 40 and 10 per cent.
Cabinet, trunk and padlock, American .... per gross 0 60

KNOBS.

Door, japanned and N.P., per doz......................... 1 50 2 50
Bronze, Berlin....... per doz. 2 75 3 25
Bronze, Genuine .... " 6 00 9 00
Shutter, porcelain, F. & L. screw .... per gross 1 30 4 00
White door knobs....per doz. 1 00

HAY KNIVES.

Net prices.

LAMP WICKS.

Discount, 60 per cent.

LANTERNS.

Cold Blast....................per doz. 7 00
No. 3, "Wright's" .... " 8 50
Ordinary, with O burner. ... " 4 00
Dashboard, cold blast........ " 9 00
No. 0 .... " 5 75
Japanning, 50c. per doz. extra.

LEMON SQUEEZERS.

Porcelain lined...... per doz. 2 20 5 60
Galvanized.......... " 1 87 3 85
King, wood.......... " 2 75 2 90
King, glass.......... " 4 00 4 50
All glass .... " 0 50 0 90

LINES.

Fish .... per gross 1 05 2 50
Chalk .... " 1 90 7 40

LAWN MOWERS.

Woodyatt, 12-in. wheel 7 50
Star " 5 50
Daisy " 4 90
Philadelphia, 12-in. wheel............ 6 50
Ontario, " 14 25
Discount, 50 per cent.

Maxwell & Sons:

10½-in. high wheel............ 7 50 10 00
9-in.......................... 5 50 6 25
8-in.......................... 49 0 5 50
Discount 50 per cent.

LOCKS.

Canadian, 40 to 40 and 10 per cent.
Russell & Erwin......per doz. 3 00 3 25

Cabinet.

Eagle, discount 30 per cent.

Padlocks.

English and Am..... per doz. 0 50 6 0
Eagle, discount 20 to 25 per cent.

MACHINE SCREWS.

Iron and Brass.

Flat head, discount 25 per cent.
Round head, discount 20 per cent.

MALLETS.

Tinsmiths'............per doz. 1 25 1 50
Carpenters', hickory, " 1 25 3 75
Lignum Vitae........ " 3 85 5 00
Caulking, each 0 60 2 00

MATTOCKS.

Canadian............ per doz. 5 50 6 50

MEAT CUTTERS.

American, discount 33⅓ per cent.
German, 15 per cent.
Gem ....each 1 15

MILK CAN TRIMMINGS.

Discount 25 per cent.

NAILS.	Cut.	Wire.
2d and 3d	3 45	3 45
3d	3 10	3 12
4 and 5d......................	2 85	2 95
6 and 7d	2 75	2 80
8 and 9d	2 60	2 60
10 and 12d	2 55	2 55
16 and 20d..	2 50	2 50
30, 40, 50 and 60d (base)	2 45	2 45

Cut nails in carlots 5c. less.
Wire nails in carlots are $2.40.
Steel cut nails 10c. extra.
Miscellaneous wire nails, discount 75 per cent.
Coopers' nails, discount 30 per

NAIL PULLERS.

German and American 1 75 3 50

NAIL SETS.

Square, round and octagon, per gross.................. 3 38 4 00
Diamond 1 00 2 00

POULTRY NETTING.

2-in. Mesh, 19 w.g., dis. 60 per cent.
2-in. Mesh, 16 w.g. and heavier, 50 p.c.

OAKUM.

U. S. Navy ....per 100 lb. 6 75
Plumbers .... " 3 00

OILERS.

McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 00
Zinc and tin, discount 50, 50 and 10 per cent.
Copper .... per doz. 1 25 3 50
Brass.............. " 1 50 3 50
Malleable, discount 25 per cent

GALVANIZED PAILS.

Dufferin pattern pails, discount 45 per cent
Flaring pattern, discount 45 per cent.
Galvanized washtubs, discount 45 per cent.

PIECED WARE.

Discount 40 per cent off list, June, 1899.
10-qt. flaring sap buckets, discount 40 per cent
6, 10 and 14-qt. flaring pails, dis. 40 per cent.
Creamer cans, discount 40 per cent.

PICKS.

Per dozen 6 00 9 00

PICTURE NAILS.

Porcelain head ......per gross 1 35 1 50
Brass head.......... " 0 40. 1 00

PICTURE WIRE.

Tin and gilt, discount 75 per cent.

PINE TAR.

½ pint in tins ....per gross ... 7 80
1 " " .... " 9 60

PLANES.

Wood bench, Canadian discount 40 per cent., American discount 50 per cent.
Wood, fancy Canadian or American, 37½ to 40 per cent.

PLANE IRONS.

English ....per doz. 2 00 5 00

PLIERS AND NIPPERS.

Button's genuine, per doz. pairs, discount 37½ to 40 per cent.
Button's imitation....per doz. 5 00 9 00
German .... " 0 60 2 60

PLUMBERS' BRASS GOODS.

Standard Compression work, dis. 60 per cent.
"J.M.T." Cushion work, discount 50 per cent.
Fuller work, discount 65 per cent.
6 dozen lots and over of the above, extra discount 10 per cent.
Lever handle Stops and Waste, discount 60 per cent. With, in lots of 2 dozen and over, an extra discount of 10 per cent.
"J.M.T." Globe, Angle and Check Valves, discount 55 per cent.
Standard Globe, Angle and Check Valves, discount 65 per cent.
"J.M.T." Radiator Valves, discount 55 per cent.
Standard Radiator Valves, discount 65 per cent.
Patent Quick-Opening Valves, discount 70 per cent.
No. 1 compression bath cock net 2 00
No. 4 " " " 2 00
No. 7 Fuller's.............. " 2 20
No. 4½, " ..... " 2 35
Patent Compression Cushion, basin cock, hot and cold.... per doz 15 00
Patent Compression Cushion, bath cock, No 2208 ... 2 25
Square head brass cocks, discount 60 per cent
" " iron " " 60 "
Competition Globe, Angle and Check Valve discount 70 per cent
Thompson Smoke-test Machine $25.00

Our New

GLASS CATALOGUE

The most complete work ever issued.

Containing much useful and important information and instruction on all kinds of glass—which you ought to know—as well as a numerous variety of designs and illustrations of glass now used in modern buildings.

EVERY KIND OF PLATE AND WINDOW GLASS IN STOCK.

TORONTO PLATE GLASS IMPORTING CO.,

Hill & Rutherford

Warerooms and Offices—135 to 143 Victoria St.
Bending Works—209 to 213 Victoria St.

TORONTO

PRESSED SPIKES

Discount 20 per cent

PULLEYS

Hothouse	per doz.	0 55	1 00
Axle	"	0 22	0 33
Screw	"	0 27	1 00
Awning	"	0 35	2 50

PUMPS

Canadian cistern	1 80	3 60
Canadian pitcher spout	1 40	2 10

PUNCHES.

Saddlers'	per doz.	1 00	1 85
Conductors'	"	9 00	15 00
Tinners', solid	per set		0 72
" hollow	per inch		1 00

RANGE BOILERS

Dominion, 30 gallon	net	6 00
" 35 "	"	7 00
" 40 "	"	8 00
Ronald's Galvanized, 30 gallon	"	7 40
" " 35 "	"	8 40
" " 40 "	"	9 60
Copper, 30 gallon	"	22 00
" 35 "	"	24 00
" 40 "	"	28 00

Discount off copper boilers 15 per cent.

RAKES.

Wood..... per doz. net 1 20 up.

RAZORS.

	per doz.	
Elliot's	4 00	18 00
Geo. Butler's & Co.'s	4 00	18 00
Boker's	7 50	11 00
" King Cutter	12 50	15 00
Wade & Butcher's	3 60	10 00
Theile & Quack's	7 00	12 00
Bailey's	6 00	12 00
Bailey's Brantford	10 00	11 00
Canto Magnetic		15 00
Griffon Barber's Favorite		10 75
Griffon No. 65		13 00
Griffon Safety Razors		13 50
Griffon Stropping Machines		13 50
Lewis Bros. " Klean Kutter	8 50	10 50

REGISTERS

Discount 40 per cent

RIVETS AND BURRS

Iron Rivets, black and tinned, discount 60 and 10 per cent.
Iron Burrs, discount 55 per cent.
Extras on Iron Rivets in 1-lb cartons, ½c. per lb.
Extras on Iron Rivets in ½ lb cartons, 1c per lb
Copper Rivets, with usual proportion burrs, 45 per cent. discount. Cartons, 1c per lb extra net
Copper Burrs only, discount 30 and 10 per cent
Extras on Tinned or Coppered Rivets, ½ lb cartons, 1c per lb.

RIVET SETS

Canadian, discount 25 to 37½ per cent

ROPE, ETC

Sisal	0 10½
Pure Manilla	0 14
"British" Manilla	0 11½
Cotton, 3-16 inch and larger	0 16
" 5-32 inch	0 21
" ¼ inch	0 22
Russia Deep Sea	0 15
Jute	0 08
Lath Yarn, single	0 10½
" double	0 10½
Sisal bed cord, 48 feet per doz	0 65
" " 60 feet "	0 80
" " 72 feet "	0 95

RULES

Boxwood, discount 55 per cent
Ivory, discount 37½ to 40 per cent

SAD IRONS

Mrs. Potts, No 55, polished	per set	0 70
" No 50, nickle-plated	"	0 80

SAND AND EMERY PAPER

B & A sand, discount, 40 and 5 per cent
Emery, discount 40 per cent
Garnet (Burton's) 5 to 10 per cent. advance on list

SAP SPOUTS.

Bronzed iron with hooks . . .per 1,000 9 50

SAWS.

Hand, Disston's, discount 12½ per cent.
S & D, discount 40 per cent
Crosscut, Disston's....per foot 0 35 0 55
S & D, discount 35 per cent. on Nos. 2 and 3.
Hack, complete.....each 0 75 2 75
" frame only . . . 0 75

SASH WEIGHTS.

Sectional .....per 100 lb.	2 50	2 75
Solid ..... "	1 75	2 00

SASH CORD.

Per lb..... 0 24 0 30

SAW SETS. per doz.

Lincoln and Whiting 4 75
Hand Sets, No. 1 Woodyatt (Morrill) 4 25
X-Cut Sets, No. 3 Woodyatt (Morrill) 9 50

SCALES.

Gurney Standard, 40 per cent.
Gurney Champion, 50 per cent.
Burrow, Stewart & Milne—
Imperial Standard, discount 40 per cent.
Weigh Beams, discount 35 per cent.
Champion Scales, discount 50 per cent.
Fairbanks standard, discount 35 per cent.
" Dominion, discount 55 per cent.
" Richelieu, discount 55 per cent.
Warren's new Standard, discount 40 per cent.
" " Champion, discount 50 per cent.
" Weighbeams, discount 35 per cent.

SCREW DRIVERS.

Sargent's .....per doz. 0 65 1 00

SCREEN DOORS.

Common doors, 2 or 3 panel, walnut stained, 4-in. style.....per doz. 6 80
Common doors, 2 or 3 panel, yellow and green stained, 4-in. style....per doz. 7 00
Common doors, 2 or 3 panel, in natural colors, oil finish .....per doz. 8 15
3-in. style 20c. per dozen less.

SCREWS.

Wood, F. H., bright and steel, discount 87½ per cent.
Wood, R. H., bright, dis. 82½ per cent.
" F. H., brass, dis. 80 per cent.
" R. H., " dis. 75 per cent.
" F. H., bronze, dis. 75 per cent.
" R. H., " dis. 70 per cent.
Drive Screws, dis. 87½ per cent.

Bench, wood .....per doz.	3 25	4 00
" iron ..... "	4 25	5 00

Set, case hardened, dis. 60 per cent.
Square Cap, dis. 50 and 5 per cent.
Hexagon Cap, dis. 45 per cent.

SCYTHES.

Per doz net..... 6 00 9 00

SCYTHE SNATHS.

Canadian, discount 40 per cent.

SHEARS.

Bailey Cutlery Co., full nickeled, discount and 2½ per cent.
Bailey Cutlery, Japan Handles, discount 67½ per cent.
Seymour's, discount 50 and 10 per cent.

SHOVELS AND SPADES.

Canadian, discount 45 per cent.

SINKS

Cast iron, 16 x 24		0 85
" 18 x 30		1 00
" 18 x 36		1 40

SNAPS.

Harness, German, discount 25 per cent
Lock, Andrews 4 50 11 50

SOLDERING IRONS.

1 to 1½ lb.	per lb.	37
2 lb. or over	"	0 34

SQUARES

Iron, No. 4/2	per doz	2 40	2 55
" No. 4/4	"	3 25	3 40

Steel, discount 60 to 60 and 5 per cent
Try and Bevel, discount 50 to 52½ per cent.

STAMPED WARE

Plain, discount 75 and 12½ per cent off revised list
Retinned, discount 75 per cent off revised list.

STAPLES.

Galvanized	3 25	3 50
Plain	2 90	3 15

Coopers', discount 45 per cent.
Poultry netting staples, discount 40 per cent.

STOCKS AND DIES.

American discount 25 per cent.

STONE.

Washita .....per lb.		0 28	0 60
Hindostan	"	0 06	0 07
" slip	"	0 09	0 09
Labrador.....	"	....	0 13
" Axe.....	"	....	0 15
Turkey	"	....	0 50
Arkansas.....	"	....	1 50
Water-of-Ayr	"	....	0 10
Scythe .....per gross		3 50	5 00
Grind, 2-in., 40 to 200 lb., per ton		....	25 00
" " under 40 lb.,	"	....	28 00
" under 2 in. thick,	"	....	29 00

STOVEPIPES.

5 and 6 inch, per 100 lengths	....	7 00
7 inch.....	" "	7 50

ENAMELINE STOVE POLISH.

No. 4, 3 doz. in case..net cash	....	4 80
No. 6, 3 doz. in ase.. "	....	8 40

TACKS, BRADS, ETC.

Carpet tacks, blued	80 and 15
" " tinned	80 and 20
" " (in kegs)	40
Cut tacks, blued, in dozens only	80
" ¼ weights	60
Swedes cut tacks, blued and tinned	
In bulk	80 and 10
In dozens	75
Swedes, upholsterers', bulk ...85,	12½ and 12½
" brush, blued and tinned bulk	70
Swedes, gimp, blued, tinned and japanned	75 and 12½
Zinc tacks	35
Leather carpet tacks	55
Copper tacks	50
Copper nails	52½
Trunk nails, black	65 and 5
Trunk nails, tinned	65 and 10
Clout nails, blued	65 and 5
Chair nails	35
Patent brads	40
Fine finishing	40
Lining tacks, in papers	10
" " in bulk	15
" " solid heads, in bulk	75
Saddle nails, in papers	10
" " in bulk	15
Tufting buttons, 22 line, in dozens only	60
Zinc glaziers' points	5
Double pointed tacks, papers	90 and 10
" " " bulk	40
Clinch and duck rivets	45

TAPE LINES.

English, ass skin .....per doz.	2 75	5 00
English, Patent Leather	5 50	9 75
Chesterman's .....each	0 90	2 85
" steel .....each	0 80	8 00

TINNERS' SNIPS.

Bailey's, discount 25 per cent.

THERMOMETERS

Tin case and dairy, discount 75 to 75 and 10 per cent.

TRAPS (steel)

Game, Newhouse, discount 25 per cent.
Game, H. & N., P. S. & W., 65 per cent.
Game, steel, 72½, 75 per cent.

TROWELS.

Disston's, discount 10 per cent.

German .....per doz.	4 75	6 00

S. & D., discount 35 per cent.

TWINES.

Bag, Russian .....per lb.	....	0 27
Wrapping, cotton, 3-ply	....	0 19
" 4-ply	....	0 23
Mattress .....per lb.	0 33	0 45
Staging. ..... "	0 27	0 35

VISES.

Wright's	0 13½
Brook's	0 12½
Pipe Vise, Hinge, No 1	3 50
" " " No. 2	5 50
Saw Vise	4 50 9 00

ENAMELLED WARE.

White, Princess, Turquoise, Blue and White discount 50 per cent.
Diamond, Famous, Premier, discount 50 and 10 per cent.
Granite or Pearl, Imperial, Crescent, discount 50, 10 and 10 per cent.

WIRE.

Smooth Steel Wire.

No. 0-9 gauge		$2 50
10 "	6c.	extra.
11 "	12c.	"
12 "	20c.	"
13 "	30c.	"
14 "	40c.	"
15 "	55c.	"
16 "	70c.	"

Add 60c. for coppering and $2 for tinning.
Extra net per 100 lb.—Oiled wire 10c., spring wire $1.25, special hay baling wire 30c., best steel wire 75c., bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb. hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.
Fine Steel Wire, discount 25 per cent. List of extras: In 100-lb. lots: No. 17, $5—No. 18, $5.50—No. 19, $6—No. 20, $6.65—No. 21, $7—No. 22, $7.30—No. 23, $7.65—No. 24, $8—No. 25, $9—No. 26, $9.50—No. 27, $10—No. 28, $11—No. 29, $12—No. 30, $13—No. 31, $14—No. 32, $15—No. 33, $16—No. 34, $17. Extras net—tinned wire, Nos. 17-25, $2—Nos. 26-31, $4—Nos. 32-34, $6. Coppered, 5c. oiling, 10c. in 25-lb. bundles, 15c.—in 5 and 10-lb. bundles, 25c.—in 1-lb. hanks, 25c. in ½-lb. hanks, 38c. in ¼-lb. hanks, 50c. packed in casks or cases, 15c.—bagging or papering, 10c.
Brass wire, discount 62½ per cent. off the list.
Copper wire, discount 62½ per cent. net cash: 30 days, f.o.b factory.
Galvanized wire, per 100 lb.—Nos. 4 and 5, $3.70 to $3.90—Nos. 6, 7, 8, $3.15 to $3.35 No. 9, $2.50 No. 10, $3.20 to $3.40 No. 11, $3.25 to $3.45 No. 12, $2.6[illegible]—No. 13, $2.75—No. 14. $3.75 to $3.95—No 15, $4.30—No. 16. $4.30. Base sizes, Nos. 6 to 9, $2.27½ f.o.b. Cleveland. In carlots 12½c. less.
Clothes Line Wire, regular 7 strand, No. 17, $4.65; No. 18. $2.90; No. 19, $2.60. Hollow 6 strand, No. 17, $4.30; No. 18, $2.70; No. 19, $2.35; No. 20, $2.30, f.o.b. Hamilton, Toronto, Montreal.

WIRE FENCING.

Galvanized barb.....	2 80
Galvanized, plain twist	2 90
Galvanized barb, f.o.b. Cleveland, $2 55½ in less than carlots, and $2 45 in carlots.	

COILED SPRING WIRE.

High Carbon, No. 9	$2 75
" No. 11	3 40
" No. 12	2 95

WIRE CLOTH.

Painted Screen, per 100 sq. ft., net	1 50

Terms, 3 per cent. off 30 days.

WASTE COTTON.

Colored.....per lb.	0
White..... "	0 08

WRENCHES.

Acme, discount 35 to 37½ per cent.
Agricultural, discount 60 per cent.
Coe's Genuine, discount 20 to 25 per cent.

Towers' Engineer.....each	2 00	7 [illegible]
" S.....per doz.	5 80	6 [illegible]
G. & K.'s Pipe..... "	....	3 [illegible]
Burrell's Pipe.....each	....	3 00
Pocket .....per doz.	0 25	2 90

WRINGERS.

Leader .....per doz.	30 00	33 00
Royal Canadian..... "	....	24 00
Royal American..... "	....	24 00
Sampson..... "	....	24 00
Lightning..... "	....	27 00

Terms, 4 months, or 3 per cent. 30 days.

WROUGHT IRONWASHERS.

Canadian make, discount 40 per cent.

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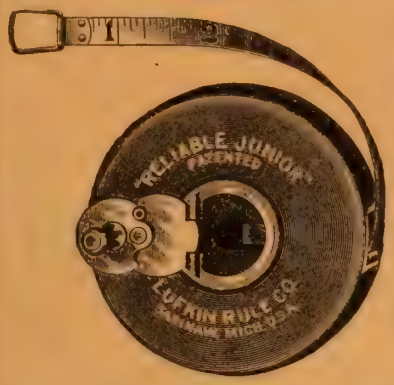
BRANTFORD, ONT. Limited



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In the beginning, we were absolutely sure that a perfectly-made, reasonable-priced line of Huron Stoves and Ranges would command a ready sale. A good article is always appreciated, and now the regular demand for

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is taxing the capacity of our foundry.

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AMHERSTBURG, April 14, '03.

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Yours truly J. D. BURK.

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Steam	Acids	Fire Protection
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SUPERIOR IN QUALITY.
SATISFACTORY IN SERVICE.

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Does not Burn out or Blow out and requires no following up.

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Polished Canada Plates	Sheet Brass
Tin Plates	Brass Rods
Terne Plates	Brass Cased Tubing
Black Plates	Ingot Copper
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Standard Railway and Carriage Varnishes
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—Won't turn white from the effects of water and sun
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Use LANGWELL'S BABBIT, - MONTREAL.

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The Weekly Organ of the Hardware, Metal, Heating, Plumbing and Contracting Trades in Canada.

VOL. XV. MONTREAL AND TORONTO, MAY 23, 1903. NO 21.

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TREE BRAND
TRADE MARK
RAZORS CUTLERY SCISSORS
FOR SALE BY LEADING WHOLESALE HARDWARE HOUSES.

"FLEUR DE LIS"
GALVANIZED IRON.
A warm favorite wherever tried.
Not a second quality.
Every sheet guaranteed.

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Managers Canadian Branch.

"Safford" Radiators

Manufactured for Heating all classes of Buildings by Hot Water or Steam. Made in different heights, beautiful designs. Plain or Ornamental.

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Head Office and Works: DUFFERIN ST. TORONTO, CAN.

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—AND—
LAWN SPRINKLERS

Our stock of lawn goods is most complete, including Nozzles, Benches, Rollers, Vases, Hose Pliers, Couplings, Grass Rakes, Mowers, etc.

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General Importers and Exporters and Metal Merchants

27 Wellington St. West, TORONTO, ONT.

We carry in stock a full line of the following goods:

Antimony.

Brass—Sheets, Soft and Hard.
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Canada Plates.

Copper—Bar and Ingot.
Pitts.
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Sheathing, Roofing and Brazier's.

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Cotton Waste.

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Black and Tinned Sheet.
Galvanized, "Gordon Crown."
Russia, Genuine and Imitation.

Iron Pipe—Black and Galvanized.

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Solder—Half and Half and Standard.

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Tin Plates—Charcoal and Coke.

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Wire—Brass and Copper.
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FOR IMPORT—Pig Iron, Structural Iron and Steel, Angles, Beams, Channels, etc.

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"YANKEE TOOLS"

ARE BETTER

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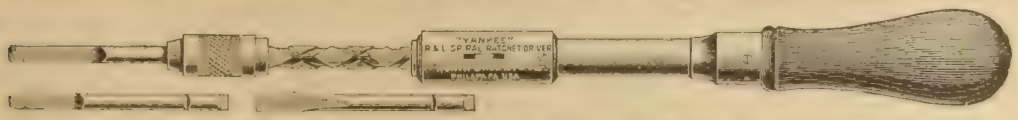
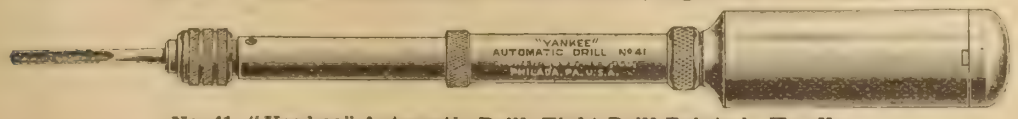


No. 30. "Yankee" Spiral-Ratchet Screw Driver, Right and Left Hand.



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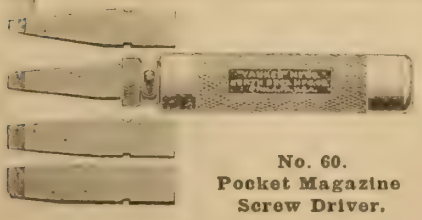
No. 50. "Yankee" Reciprocating Drill for Iron, Steel, Brass, Wood, etc.



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Fluting Machines, Hand Fluters.

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Razor with two blades, in leather case, - 3.50
Automatic Stropping Machine and Strop, - 2.00

Every leading **Jeweler** and **Cutlery** dealer the world over sells "New Gem" Safety Razors. **An attractive Silent Salesman Display Case, Free,** with an attractive order of "New Gem" Safety Razors. Price List on application.

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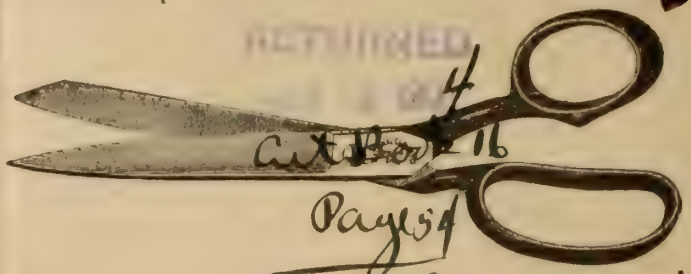
This perfection is only acquired by long continued practice.



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In Sizes and Styles for Hand and Power

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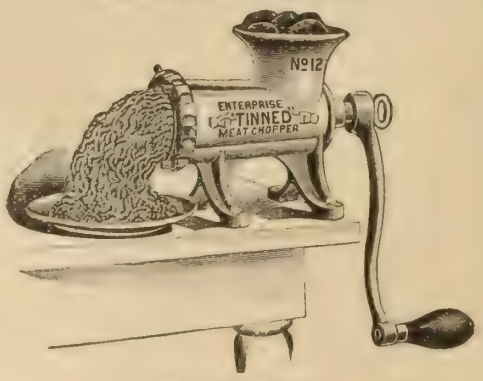
40 Sizes *and* Styles for Hand *and* Power from $1.00 to $300.00



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No. 82, $7.50 per doz.

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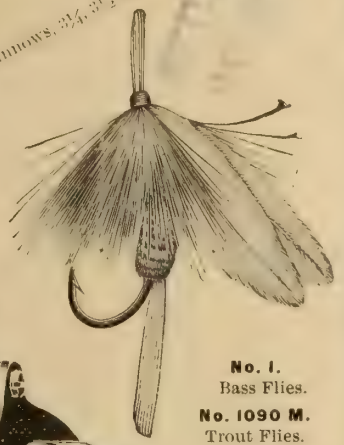
Fanned Phantom Minnows, 3¼, 3½ and 4 inches.



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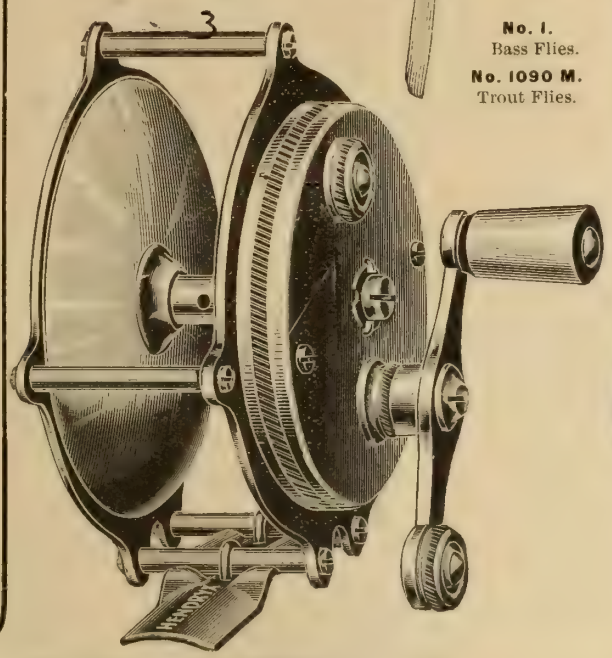
No. 1090 M. Trout Flies.



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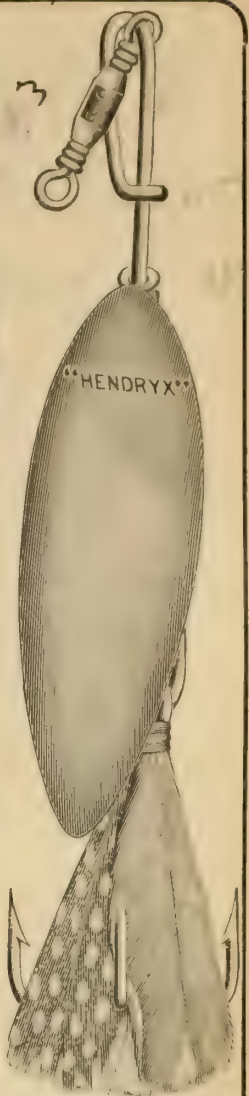
Eureka Cotton Lines, Nos. 3, 4 and 7, in 15 ft. hanks.



Willow Leaf Bait. Full size of No. 3.

Treble Hooks, 1 0 to 5/0.

- Limerick Hooks,
- Kirby Hooks,
- Hooks to Gut,
- Treble Hooks,
- Sinkers,
- Swivels,
- Trout Leaders,
- Casting Sets,
- Furnished Lines,
- Silk Lines,
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- Trolling Spoons,
- Phantom Minnows,
- Trout Flies,
- Bass Flies,
- Tie Guides,
- Bamboo Rods,
- Jointed Rods,
- Single Action Reels,
- Multiplying Reels,
- Etc.,
- Etc.

Catalogue just issued of above goods.

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No. 500 C. Split Bamboo Bait or Fly Rod, 9½ ft., cork handle.

LEWIS BROS. & CO.

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GREENING

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Extra tensile strength for heavy work.

Should only be used on special large wheels and drums.

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For Telegraph, Telephone, Trolley and Transmission Lines.

BRASS WIRE
Of all kinds and for all purposes.

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Annealed, Annealed and Oiled, Tinned, Coppered, Bright and Coppered Spring Wire.

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For Telegraph and Telephone Barb Wire, Plain Twist Galvanized Coiled Spring Fencing; Galvanized Wire, straightened and cut any length for fence purposes.

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For Lathes, Shingles, Pulp, Hay, Rags, etc. (Straightened, cut any length.

WIRE NAILS
of all kinds and for all purposes

WOOD SCREWS
Flat Head, Round Head, Bright and Brass.

BRIGHT STEEL WIRE GOODS
Gate Hooks and Eyes, Screw Hooks, Screw Eyes.
Jack Chain, Single Steel and Brass.
Jack Chain, Double Steel and Brass.
"Crescent" Hat and Coat Hooks, Wire Door Pulls, Cotter Pins.

STAPLES
Poultry Netting, Barrel, Blind, Bed and Fence. Special Staples made to order.

Manufactured by

Dominion Wire Manufacturing Co. LIMITED

MONTREAL AND TORONTO.

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In this paper cost 2 cents per word each insertion payable strictly cash with order. Many large business deals have been brought about through advertisements of [illegible] words. Clerks can be secured, articles sold and exchanged, at small expenditure. Don't forget to send stamps or postal order when sending in copy. When replies come in our care 5 cents additional must be enclosed for forwarding same.

MacLEAN PUBLISHING CO., Limited
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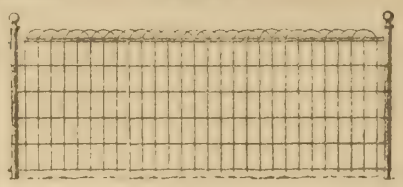

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Cyclone Woven Wire Fence Co., Limited
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[illegible] is the kind of wrapping paper we manufacture. This paper is giving satisfaction in stores all over Canada.

Full count. Made in Canada. Full weight.

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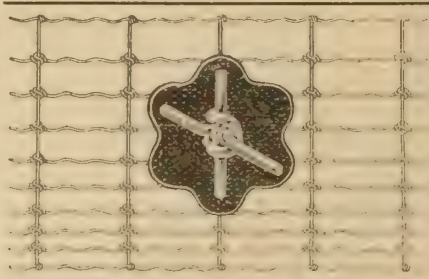

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Made from No. 9 hard steel wire throughout.
Made to sell, to last, and to give satisfaction.
That is why the IDEAL is

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If not represented there, write for catalogue and prices.

Coiled Spring Wire.

Unexcelled in quality. Prompt shipment.

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McGregor-Banwell Fence Co., Limited
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YOUR CUSTOMER'S INTEREST IS YOURS

It pays the farmer to use our High Grade Coiled and Plain Wires, Selkirk Fence Machines and Patent Steel Gates.

It pays you to sell them to him.

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Send for a catalogue and "Our Mode of Doing Business."

Selkirk Fence Co., Welland, Ont.

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of AXES and HATCHETS are

SHINGLING PATTERN

Made in All the Standard Patterns.

The Best Quality of Crucible Tool Steel is used for the Bitts

Each tool is Tempered by Hand, and carefully inspected in every process of manufacture.

All are plainly stamped "A. A. & T. Co., Patented April 17, 1900," which is in itself a guarantee of superior quality and shows that we **WARRANT** them to be perfect in workmanship and material.

Can be furnished under the "AMERICANAX" brand Blue Finish, or the "RED RIDGE" Red Finish.

The popular policy we are pursuing as to price, makes it a seller and a profitable line to stock.

IF YOUR JOBBER CANNOT SUPPLY YOU WRITE US DIRECT.

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THE AMERICAN AXE & TOOL CO.

J. HOFMANN, Manager of Sales, Canada, - Coristine Building, MONTREAL, P.Q.

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Our "DURHAM" Brands are a guarantee of good quality, and the large and increasing demand proves that their merits are recognized.

GET SAMPLES AND PRICES.

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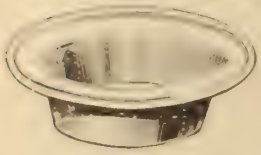

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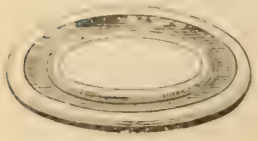

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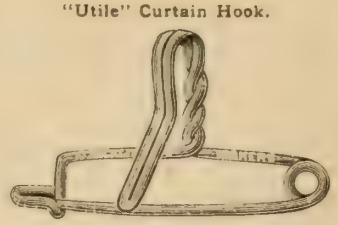
"Utile" Curtain Hook.



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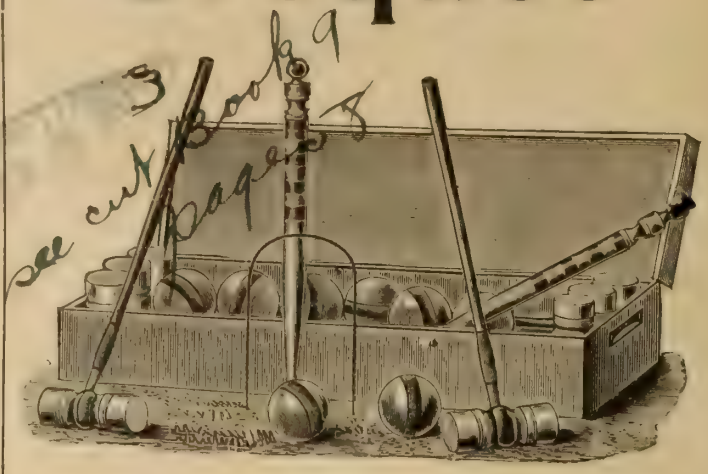

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146-148 FRONT ST. WEST. (Opposite Union Station) Toronto

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is celebrated on account of its perfection in

Quality,
Length,
Evenness and
Strength.

Registered Trade Mark.

Keep your orders for our travellers or write us direct for samples, etc.

Plymouth Binder Twine Agency,

Distributors for Eastern Canada,

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BEST SIEMENS STAMPING ENAMELING BLACK PLATES,

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MAKERS of all descriptions of STEEL SHEETS.

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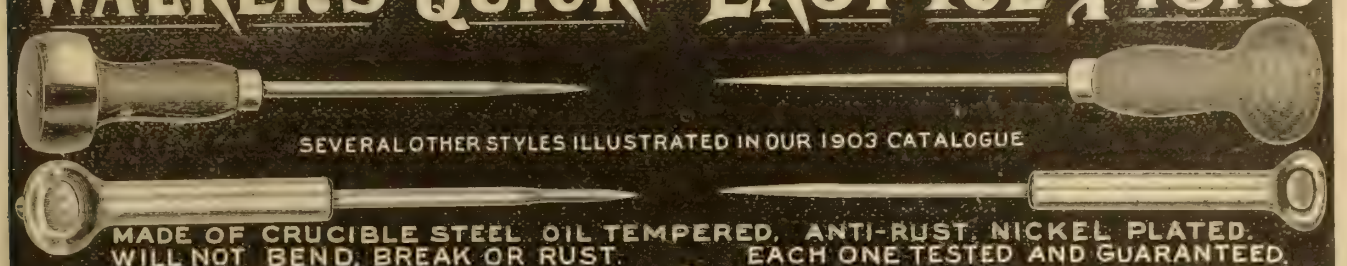

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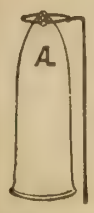
WILL NOT BEND, BREAK OR RUST. EACH ONE TESTED AND GUARANTEED.

ERIE SPECIALTY COMPANY, ERIE, PA.

OUR TRADE A MARK — AUER LIGHT MANTLES LONGEST LIFE & BRIGHTEST — OUR TRADE A MARK

A Statement of Facts.

We make the strongest mantles.
Our mantles gives the most light.
We use the purest and most costly chemicals.
We anneal our mantles with pressure gas.
Our mantles won't shrink or fray out.
Our trade mark A is on the best mantles.



We make mantles with any private mark on them, your own name if you desire.

WE MAKE

Coal Gas Mantles.	Coal Oil Mantles.
Oil Gas Mantles.	Gasolene Mantles.
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In single, double or triple weave.

Lowest prices on Mantles, Shades, Chimneys and Sundries.

Write us if you are interested.

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Lawn Hose

Send at once for our price list of Lawn Hose. By watching the small savings you accumulate big profits.

Dunlop Hose sells quickly because everybody knows there is good quality behind the "two hands" trade mark.

Hardware Merchants will find profit in handling our Rubber Matting, Horse Shoe Pads, etc.

THE DUNLOP TIRE CO. Limited
TORONTO.

The Ontario Lawn Sprinkler.

Wings are adjustable to prevent wetting walks, etc.

Finished in hard black enamel, with thumb screw of bronze metal. Nothing to get out of order, satisfactory to every one, throws a fine spray.

MADE TO RETAIL FOR A QUARTER.

Manufactured by

TAYLOR-FORBES CO., Limited, GUELPH, ONT.,

At the largest and best equipped Hardware and Lawn Mower factory in Canada.

SOLD ONLY THROUGH THE JOBBING TRADE.

KEMP'S NOVELTY REFRIGERATORS AND WATER COOLERS COMBINED

MADE OF GALVANIZED IRON.

Decorated With Oak Finish and Galvanized Bands.

NICKEL-PLATED FAUCETS.

HANDY, ORNAMENTAL and USEFUL

THREE SIZES.

WATER COOLERS

Handsomely Decorated.

Supplied with Nickel-Plated Faucets.

Five Sizes.

Just the thing for hot weather.

WE WILL BE PLEASED TO QUOTE PRICES.

Kemp Manufacturing Co., TORONTO, CANADA.

HARDWARE AND METAL

VOL. XV. MONTREAL AND TORONTO, MAY 23, 1903. NO. 21.

The Transportation Problem Discussed

By a Member of the House.

House of Commons,
Ottawa, May 18, 1903.

AFTER a breeze in the House raised by the irrepressible member for Labelle, Mr. Henri Bourassa, with regard to some recent utterances by Lord Dundonald, the members got down to more serious business in a debate on the transportation needs of the Northwest, inaugurated by Mr. Walter Scott, the earnest and bright young member who, in 1900, defeated the late Nicholas Flood Davin.

Mr. Scott started his speech, which was in large measure an arraignment of the C.P.R., by the assertion that serious congestion of railway traffic prevailed in the West, and had done so for 20 months. He quoted at length from a recent issue of a Regina newspaper as to conditions there, the article stating that goods ordered in very ample time for the Christmas trade had arrived after that season; for the spring trade too late for that trade. and that

MERCHANTS WERE GETTING AFRAID

to send in the orders they might reasonably do, for fear of non-arrival in time for the particular season for which the goods were required. If this be the case, and there seems to be ample evidence to support the assertion, one can see at a glance what a serious loss follows not only to the local dealers, but to the wholesalers of Eastern Canada as well, to say nothing of the inconvenience to the consumer who is thus deprived of the supply to meet his necessary requirements. The article ended by saying that more than one individual merchant could prove that he had lost hundreds of dollars from the non-delivery, or late delivery, of his orders.

RESOLUTION OF THE WINNIPEG BOARD OF TRADE.

The member for West Assiniboia, after reading the quotation with which we have been dealing, laid a further foundation for his attack on the C.P.R., by saying that it is the only road the people of the Northwest Territories know and do business with, thus fixing it with responsibility for all railway troubles there. He alluded to the promises made a year ago that the inconveniences of 1901 would not be repeated, and yet the fall of 1902 found things worse than ever. Next, Mr. Scott supported his case by a long quotation from a resolution of the Winnipeg Board of Trade, carried after long and earnest consideration, one paragraph of which is so strong that we must quote it verbatim; it runs as follows:- "And, Whereas the passenger service has become so irregular, unreliable, and apparently disorganized that much loss has been inflicted on business men, and the travelling public has suffered great and long continued inconvenience and hardship; and, whereas the equipment of the railway company has fallen into such a condition that the corporation is utterly unable to handle the traffic of Western Canada; Therefore, be it resolved: That this board respectfully urges the Dominion Government to take such immediate action as shall remove the grievous disabilities under which the people of Manitoba and the Northwest Territories labor."

DIVERTING TRADE.

Mr. Scott followed up this blow by reading from an address passed by the Northwest Assembly, reiterating all the charges as to freight congestion, a part of a paragraph of which is most significant, and rather alarming to all good Canadians who wish to see Canadian trade retained in Canadian channels, reading as follows: "And unless it is held desirable to divert part of such traffic through foreign channels, adequate facilities for its transportation must be immediately provided." Those words "unless it is held desirable to divert part of such traffic through foreign channels," are most significant.

PATRIOTISM AND TRANSPORTATION.

It is all very well to talk about patriotism, but the farmer who has his whole year's crop lying in his granary without a chance of converting it into money by shipment through Canadian channels, will most naturally seek whatever outlet he can get to produce the necessary result. Even from the Canadian standpoint, sorry as we all would be to see our trade, or a large part of it, passing out of our country, we must admit that it would be better for our national interests to have it do so, rather than to see his crop kept indefinitely in the hands of the producer who would be ruined in the long run by his inability to get money for his product. This being the case, it comes to this: If we are to continue the development of the Northwest Territories, or even for that matter to hold the settlers we have already induced to enter that country, we must provide railway facilities through Canada to our own seaboard, or encourage shipment over American lines, and as few would be found to advocate the latter course, we arrive at the conclusion that Canada

...st advocate a bold policy in railway mat... assisting colonization roads ... necessary, and measuring the ... cost on the broad basis of nation... development and future returns.

LACK OF SIDINGS.

Mr. Scott attributed most of the trouble to lack of sidings, lack of rolling stock, and lack of men to do the administrative work of the road, asserting that its employes were sadly overworked and in no wise to blame for the dreadful disorganization which he asserted existed. He maintained that the $20,000,000 worth of extra stock authorized last session to be issued by the company on the express condition of removal of abuses, had not been spent as rapidly as it should be, and that the recommendations made by the Western employes of the road, who knew local conditions thoroughly well, were scaled down in Montreal sometimes 60, 70, or even 80 per cent.

C.P.R. MANAGEMENT.

Mr. Scott spoke very bitterly against the C.P.R. management, because he alleged that there was an opportunity to relieve the congestion existing last January by shipping out some 7,000,000 bushels, which the C.P.R. had actually admitted it could not handle in the requisite time, over the Great Northern, if the C.P.R. would hand it over to that rival road.

A STARTLING PROPOSITION.

After his long arraignment he remarked that he might be asked to suggest a remedy. This, he thought, was for the Government, but at the same time, he might make a suggestion. And this he did in the startling proposition that inasmuch as the C.P.R. had been presented with the road by the Dominion Government on the express condition that it would operate the same in a proper and suitable manner, the gift should now be revoked by the Government because of the non-fulfilment of the condition.

No doubt Mr. Scott hardly meant to recommend so severe a course, but rather to warn the C.P.R. that Parliament had an extremely good excuse for regulating and disciplining the railroad at any time it might see fit to do so.

A COMMISSION URGED.

Somewhat later on, after placing the loss to the people of the West in last year alone at $10,000,000, he made the further and more rational suggestion that a commission be appointed to study the conditions, and to report to the Government on a remedy, especially along the line of the purchase of more rolling stock. With one of his last statements, to the effect that it is absolutely useless to encourage people to come to our West in the present large numbers unless we had better accommodation to offer them, we can one and all agree, and the Government may well count on the support of the country at large in any vigorous railway legislation which it may see fit to introduce.

MR. TARTE TO THE HELP OF THE C.P.R.

To Mr. Scott succeeded Mr. J. Israel Tarte, who took up the cudgels for the C.P.R. and punctured some, by no means all, of the arguments previously adduced. For instance, as to the argument of shortage in locomotive power, he asserted that owing to an unusually light rainfall, scarcity of water resulted and that, as a consequence, not 60 per cent. of the actual power could be got out of the engines "Was this the fault of the C.P.R.?" asked Mr. Tarte. He argued that owing to the extremely rapid development of the West no railway could possibly keep pace with it, that the C.P.R. was serving Western Canadians better than Western Yankees were being served by their roads, and that even we in the east, owing to the great prosperity in trade and the abundance in crops had to put up with many inconveniences ourselves in matters of freight transport. He interpreted Mr. Scott's speech as a covert way taken by the Government to prepare the country for the voting of large subsidies for other railways in the West and waxed very indignant, indeed, over the proposition to cancel the charter of the C.P.R. for breach of contract.

SHORTAGE OF SHIPS.

Mr. Tarte referred to the shortage of ships on the lakes as one reason for the wheat blockade, and congratulated the C.P.R. on the fact that this trouble had been lessened by the energy with which that company had been getting the grain to the seaboard by the all-rail route. He referred to the large increase in elevator accommodation provided by the C.P.R., to the big expenditures already made to increase the rolling stock, and to the difficulty in getting what was required, not from unwillingness to spend, but because the market could not in these present days of world-wide expansion, supply the demand.

THE REQUIREMENTS OF A CLERK.

By W. L. A.

APART from downright honesty and uprightness there are four absolute requisites to every successful retail business:—judicious advertising, neat and attractive interior, effective windows and carefully selected clerks, and of these, the question of clerks is not of the least importance. Good advertising will bring customers to the store, thoughtful window displays will allure them inside, neat interiors will predispose them to buy, but the sale itself—the only part which is of vital importance to the merchant—depends upon the clerk to a very large extent. A merchant may have the cleverest advertising man and decorator to be obtained, but if his efforts to please stop there, his business will never prosper as it should.

Fighting for supremacy in the business struggle of to-day with a $50 advertising man and window dresser, and a $6 clerk, is like entering a race with well-developed muscles but no wind. Things look all right, and the first steps rouse the "grand-stand," but when it comes to the home-stretch—the vital part of the affair—certain necessaries, without which the race is lost, are found to be lacking.

I have used the expression "carefully selected clerks," and that adjective was employed advisedly. There is very little hope of producing a successful clerk from a young man, as the raw material, who has none of the attributes so essential to a clerk. The idea that anyone can be a clerk is decidedly erroneous, except in the way that a 15-stone man can be a jockey, but never win any races. There are qualifications born with the good clerk, as there are virtues inherent in the successful business man. A couple of these, that education can have only limited influence on, are good memory and judgment in the treatment of the different kinds of customers.

The advantages of a good memory cannot be overestimated. Nothing pleases a customer so much as a cheerful "good day," accompanied by a look that shows that a clerk recognizes him. A customer who has bought before, enters and asks for a certain article; the clerk, who really is a clerk, turns to the shelf, takes down the particular brand and grade, or color and size, always used by that customer, and much useless talk and trouble is avoided, and the buyer feels his trade is appreciated sufficiently to keep him before the mind of the merchant. Such questions from the clerk as to how the last purchase suited are always appreciated and accomplish much in retaining a customer.

In the case of goods that are not or cannot be marked, a clerk should not find it necessary to consult his lists or his

WIRE NAILS
TACKS
WIRE

Prompt Shipment

The ONTARIO TACK CO.
Limited
HAMILTON, ONT.

employer. Nothing nettles a customer more than to see ignorance of prices displayed by the man who is waiting on him. There somehow intrudes the feeling that the business methods in the store are slack, and that the result may be that he will be asked an unfair price. Instances, such as these, might be quoted to any length showing the benefits that accrue from the possession by the clerk of a good memory.

The use of judgment in the treatment of customers is a trait that requires great care, combined with natural talent. Education and experience have much to do with this, but the inherent foundation is of vast importance. As a rule, nowadays, the clerk who has least to say, sells the most. Particularly is this so among the better class of customers. A man of 45, who knows what he wants before he enters a store, will not endure the talk and arguments of a stripling clerk who feels he should push a certain line, or attempt to give unsolicited advice. When requested he should give all the information he can in as few words as possible, and then stop talking. It does not require ten minutes to inform a customer that "Double Diamond" window glass is thicker and stronger than "Star."

Many clerks have a habit of setting their affections for the moment on the article that appears to please the one upon whom they are waiting. This fault is so common, and yet so disastrous in the majority of cases, that it is a wonder that common sense does not accomplish more in its annihilation. The customer who counts, does not have much faith in a clerk, or the firm that employs him, who first expatiates on the virtues of a certain brand, and then, when another brand appears to be fancied, says that, "yes, taking everything into consideration, that brand is the best!" The idea gains hold that that firm is willing to sell and "puff up" anything.

Although, generally speaking, the quiet, reticent clerk, is the more successful, the proper treatment of customers is more of a study in country villages or towns, where the clerk and customer are acquainted in and out of business. In such cases the conduct of the clerk must be governed by the character of the buyer. Many women and a few men relish a chat with the clerk, and family affairs, politics, and the price of wheat, are all subjects for discussion. Familiarity is not resented by such a class, and it is necessary for the clerk to talk much and freely, but even among friends there are not a few who consider business as business, and nothing else. This is the time when the careful clerk has to excercise great judgment; some he must ask about the baby; some he must treat only as customers; some he must let talk, and flatter by listening, while others, he must be prepared to treat as ordinary acquaintances, exchanging a little talk here and there, but attending, nevertheless, to his business. Jokes take with some, gossip with some (although this can and should be avoided as much as possible), politics with some, the passing of the time of day with some, but a friendly silence and strict attention to business with the great majority.

Again, great thoughtfulness must be displayed in the grade of goods shown to the different classes of people who enter. As a rule, the poorer class do not want to be shown the higher-priced goods, and it is an insult to the rich to display cheap, trashy articles. The clerk must size up his customer and act accordingly. Still, in this connection, it is not wise to endeavor to sell at first the cheaper lines to the poorly dressed, as they will resent with vehemence any apparent reflections on their position in society. In such cases, it is well to show a medium grade, and work up or down, according to the taste of the customer. Definite rules can not be set in dealing with this subject, and it is in this lack of set regulations that the fact appears that a clerk must be born, not made. Judgment in a clerk is as necessary to the success of a business as careful buying, and a good memory as a money backing.

WORKING TOGETHER.

Next to the recognized high quality of ***The Sherwin-Williams Paints and The Sherwin-Williams Varnishes,*** the principal reason why S-W.P. agents are more successful than other paint dealers is the way we work with them.

To get a good agent is only half our aim, the other half is to help him build up his paint business. We work with all our agents from the very moment they place our goods on their shelves. We believe that it is an essential part of our duty to help keep our products moving off the agents' shelves. It is by practising that belief that we have been able to build up the largest paint and varnish business in the world.

Our booklet "B—13" describes fully the way we shall work with you if you will take the agency for our products. Write for copy to-day.

THE SHERWIN-WILLIAMS CO.
PAINT AND VARNISH MAKERS.

CLEVELAND, CHICAGO, NEW YORK. NEWARK, BOSTON, KANSAS CITY, SAN FRANCISCO, LOS ANGELES, MINNEAPOLIS, MONTREAL. TORONTO WINNIPEG.

CANADIAN DIVISION

HEADQUARTERS & PAINT FACTORY
21 St. Antoine Street, Montreal.
VARNISH FACTORY.
St. Patrick Street, Montreal.

TORONTO DEPOT
86 York Street
WINNIPEG DEPOT
147 Banatyne St., East.

MARKING PACKAGE FREIGHT.

The Canadian Freight Association [illegible] directing attention to the necessity of fully marking all package freight in accordance with this amended rule: "Each package or piece of less than carload freight must be plainly marked with the information necessary to carry it to destination and insure proper delivery, even if separated from the way bill. Old marks must be removed or effaced. Freight consigned to a place of which there are two or more of the same name must not be forwarded unless the name of the country and province be given."

THE METRIC SYSTEM

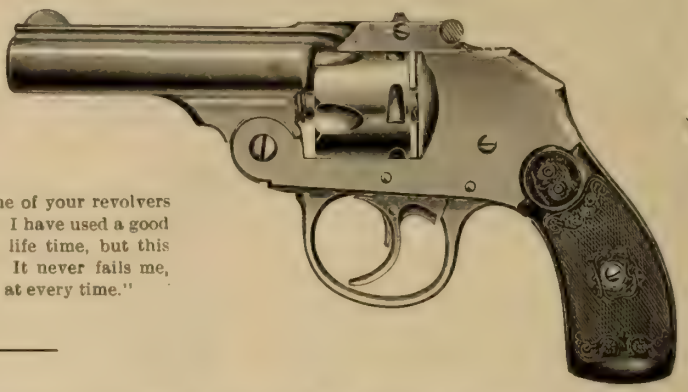
MANY of the opponents of the metric system base their unwillingness to accept it on the fact that it is [illegible] others only on the ground that it is [illegible], based on a unit that is nearly 40 in. long instead of one that is to suit Scientific American. As regards the second end of it, there is not one of the American objectors who goes to England, who does not complain of duodecimal currency with its various disadvantageous side issues. He finds his own dollar easily enough divisible and easily enough computed in all its divisions and multiples; but he complains of a 20-shilling pound and a 21-shilling guinea, and of the steps 4 x 12 x 20 on the road from farthing to pound. He never confuses the 20 hundredweights of 100 lb. each and the 20 nominal hundredweights of 112 lb. each, for although 2,240 lb. make the only legal ton in the United States, he uses almost exclusively 2,000. He forgets all our "troy" and "apothecaries'" weights, the tables for which used to wear out his soul when he was a boy, and which at 40 years of age he cannot repeat. He probably uses for fine work, if he is a machinist, decimal divisions of the unit, or of one third of the unit, as our United States standard is the yard, not the foot, in preference to the carpenter's eighths and sixteenths. He has no difficulty in laying out or laying off a third or a quarter of an inch on a decimal scale.

Those who base their objections to the system on the meter only, would do so were it divided into twelfths. They seem to think that if we were to measure in meters, we would have to change all our patterns. As a matter of fact, we would not. The designer who has any common sense and experience makes his drawings to some near unit which will give him enough stuff to bear the load or do the work. He gives himself a factor of safety according to the character of the load; and if the dimensions were 39.4 instead of 40 in., it would not cause him any worry nor make his work any the less reliable or suitable. A 3-in. shaft, so called, is really 2 15 16 in. about nine times out of ten, and no one complains of weakness because it is not just 3 in. No one objects to putting in cold-rolled shafting because it is an even 3 in. on the so-called 3-in. size, instead of only 2 15 16. There is no confusion.

It will probably be a long time before British insular prejudice, some of which we have inherited, will consent to the adoption of either decimal subdivision or the metric unit, alone or in combination. Meanwhile there is one thing which we can do, so long as we are saddled with our present standards and subdivisions that is, express dimensions in inches instead of in feet and inches. For instance, we can avoid writing 5' 1", and instead write 61 in.; because the 5 1" is liable to be read 51 in. There are times and places when such misreadings can be not merely annoying, but very expensive

ACCURATE AND DEPENDABLE

Iver Johnson Revolvers

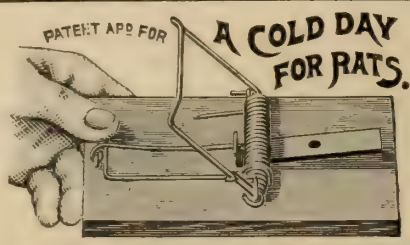


Alfred E. Baker, of Kansas City, Mo., says:

"I have owned one of your revolvers for nearly five years. I have used a good many makes in my life time, but this one beats them all. It never fails me, and I hit what I aim at every time."

Iver Johnson's Arms & Cycle Works,

New York Office: 99 Chambers St. FITCHBURG, MASS.



Blizzard Rat Trap

Sold with our other lines of traps by all leading Canadian Jobbers.

J. M. MAST MFG. CO., - LITITZ, Pa., U.S.A.

EDWIN H. GREENFELL & CO., LONDON, ONT. CANADIAN AGENTS.

When ordering your stock of Whips, remember that

THE MORGAN WHIPS

Are the standard for

Quality, Workmanship, Durability,

LOOK FOR THE MORGAN LABELS.

Manufactured by **THE MORGAN COMPANY, Limited**

Ask your dealer for them. TORONTO, ONT.

TRADE MARK

Nobles & Hoare,

CORNWALL ROAD STAMFORD STREET.

LONDON, ENG.

Manufacturers of

HIGH-CLASS VARNISHES ONLY

Which can be obtained direct from the works or from the principal Color Dealers in Canada

Flatware ! Flatware.!

Many beautiful designs in HIGH-GRADE SILVER PLATE that will plaese you and your patrons. Write for CATALOGUE and Price List.

E. W. GILMORE & BRO.,

IMPORTERS OF

S'LVER-PLATED WARE, Etc.

86 Bay St., Toronto, Ont.

H. S. HOWLAND, SONS & CO., LIMITED

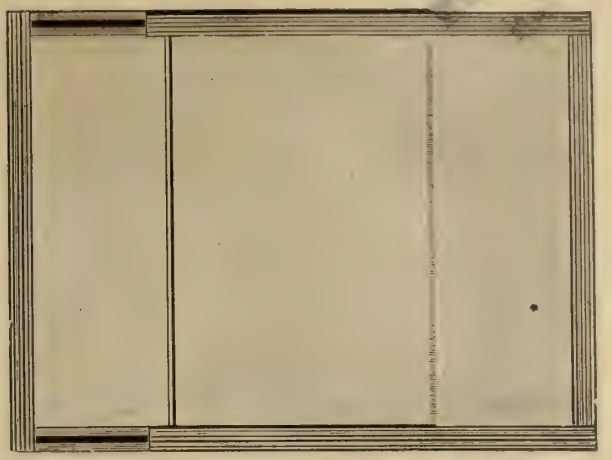
WHOLESALE ONLY

37-39 West Front Street, **Toronto.**

WHOLESALE ONLY

SCREEN DOORS and WINDOWS.

Stained.
STYLE E.

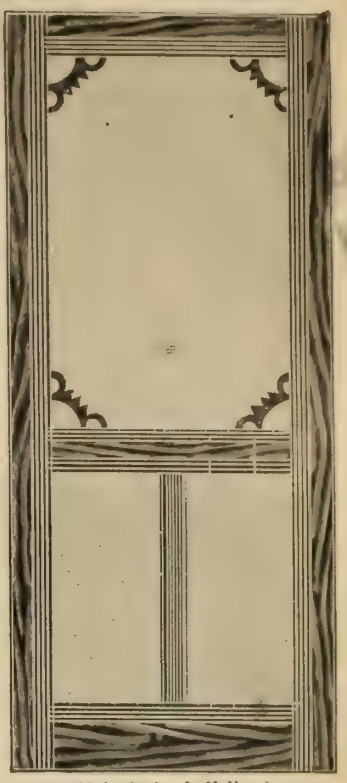


"PERFECTION" WINDOW SCREENS.

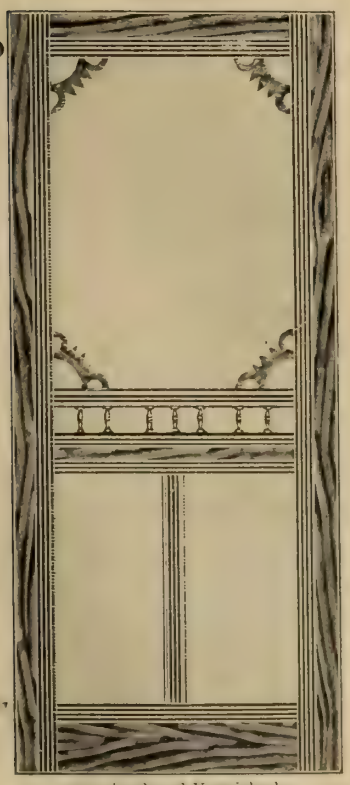
No.	High	Extends	No.	High	Extends
8	14	14 to 22	11	18	22 to 36½
8½	18	14 to 22	12	18	24 to 40
9	18	18 to 28½	12½	22	24 to 40
10	18	20 to 33	13	22	26 to 44½

STANDARD SIZES OF SCREEN DOORS.

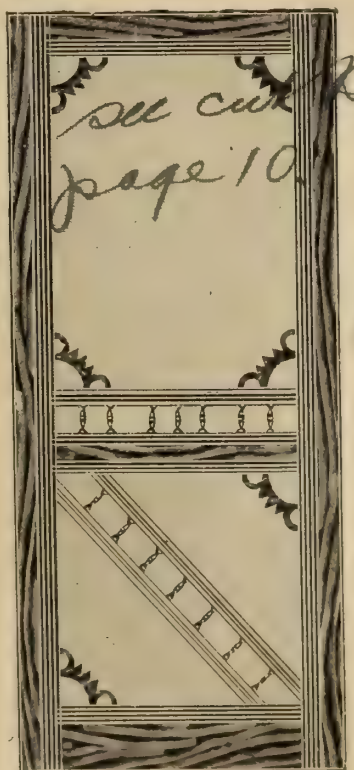
2-6 x 6-6	2-10 x 6-10
2-8 x 6-8	3 x 7



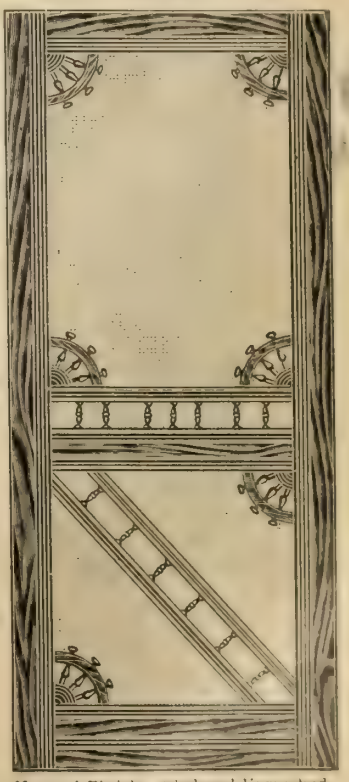
Light Stained (Yellow).
STYLE G.



Stained and Varnished.
STYLE H.



Natural Finish, Oiled and Varnished.
STYLE M.



Natural Finish, Oiled and Varnished.
STYLE B.

FOR FULLER PARTICULARS SEE OUR HARDWARE CATALOGUE.

H. S. HOWLAND, SONS & CO. LIMITED, Toronto.

WE SHIP PROMPTLY.

Graham Nails are the Best.

OUR PRICES ARE RIGHT.

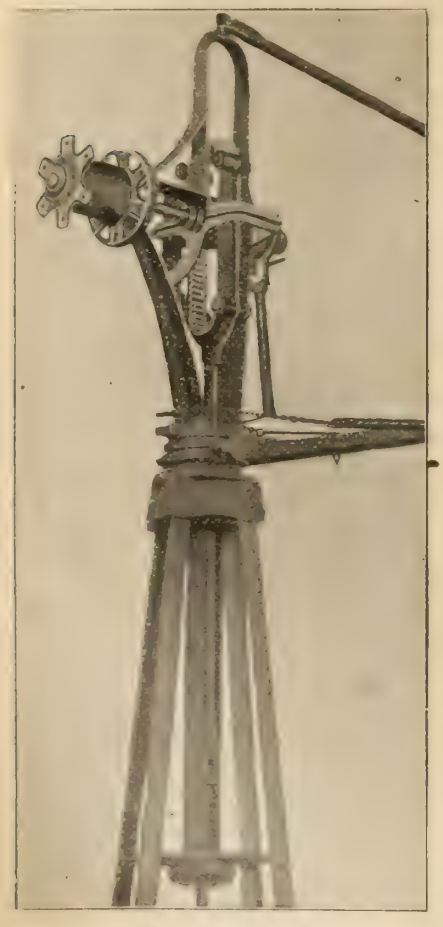
Factory: Dufferin Street, Toronto

MACHINERY

A VICTORIOUS CANADIAN WINDMILL.

THE wind-engine made by Goold, Shapley & Muir, which carried off the first prize at the recent trials in Great Britain, to which we referred last week, has several points which are unique in windmill construction.

Perfection is made up of trifles, we are told, and certainly the truism is vindicated in the Goold, Shapley & Muir windmill. The head of this engine rests on a turntable that moves on cone roller bearings. The 10 ft. sections of the tower are all butt-jointed, thus doing away



THE VICTORIOUS WINDMILL.

with a shearing strain on the bolts. The foundations are laid 5 ft. below the surface, and bolted down to oak timbers, 14 in. wide and 3 in. thick by cast iron shoeplates. The wheel is 16 ft. in diameter and has 18 sails. The outer rim of the wheel passes through the sails, and is riveted to a bracket of stamped steel fitted to each sail. The hub of the wheel is riveted to a bracket of stamped steel arms carrying the sails to be firmly braced. The end thrust is taken by ball bearings, the 16 in. roller bearings absorbing the friction of the shaft.

The accompanying cut illustrates the angle-rack to which motion is imparted by a pinion. This clever device makes possible the exceptionally long stroke of the pump, which attracted so much attention during the late exhibition. The main pump-rod is of white Canadian maple, 3 in. square.

The engine has also one of the most effective governing devices ever invented, which causes the wheel to present an oblique plane to the wind when a sudden gust strikes it, thus maintaining a fairly even speed.

B.

A MUNICIPAL FLOUR MILL

Experiments in municipal ownership are of peculiar interest just now, and the venture of the Fenelon Falls, Ont., town council is not likely to pass unnoticed.

A by-law has been carried, empowering the council to raise $75,000 for the purpose of acquiring a water-power, electric light and roller flour mill.

The firm that have been running the mill used about 500 h. p., and have been bought out for $35,000. The council will build a power station to cost $25,000, and will then offer current at a low rate to induce industries to locate there. The firm who owned the flour mill prior to its absorption by the council will rent it at $1,200 per year.

ALUMINUM IN BRITAIN.

Of late years aluminum has been put to many uses, but it is only quite recently that its utility has been recognized in connection with electric traction.

The metal is being used largely by electrical contractors, to a considerable extent replacing copper. The British Aluminum Company is British in more than name, as all the raw materials are obtained within the United Kingdom. The company was organized in 1894, and the several works include bauxite mines at Glenravel, Co. Antrim, Ireland; extracting works at Larne Harbor; reducing works at Foyers on Loch Ness, Scotland; and rolling mills at Milton, Staffordshire. The carbons used in the electric furnaces are also made at the company's carbon works at Greenock.

IMPLEMENT DELIVERY DAYS.

The Massey-Harris agents held their annual delivery at Glencoe, Ont., on fair day.

This little news item, culled from the columns of The Glencoe Transcript, sets one wondering whether these "delivery days" are the necessary outcome of modern civilization, or whether they are purely and simply a phase of honest advertising. There is certainly something to be said on behalf of such shipments of machinery, for the expense of freight is considerably reduced to the individual receiver when three or four carloads are sent along at the same time.

So long as the delivery-days for agricultural implements are arranged so as to fall well in advance of the earliest date such machinery will be needed, there need be nothing said against them.

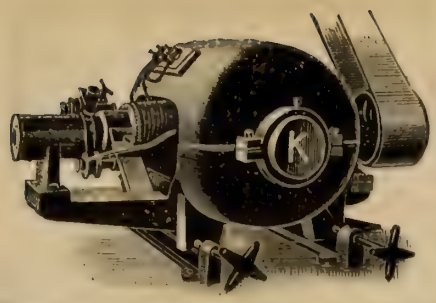
The Massey-Harris firm generally manage to see to this, but it may be timely to give a word of warning to consignors of goods, in that railroads do not always regard freight schedules with due respect; and in view of the increased traffic over the trunk lines from the West next fall, and considering the possibility of strikes and accidents, a generous margin should be allowed the transport companies. They need it. Twenty-eight days for a freight item to come from Port Arthur to Toronto is at least a safe speed, and this was the time taken recently by a case of goods in transit.

TOOLS OF THE ANCIENTS.

It is certain that the past century has seen remarkable advance in the machinery of civilization, that the tools used in the workshops of modern machinery factories are little short of wonders. What is not so certain is whether these wondrous inventions of science are now making their first appearance on earth.

W. M. Petrie has, during a residence of two years in a tomb at Gizeh, Egypt, been forced to the conclusion that the pyramid builders knew all about tubular drills, straight and circular saws, and cutting tools set with jewels. He also shows that their lathe tools were set with jewels, and that the work they did with them would puzzle the modern artisan.

In one place he found the line of cutting on a granite core made by a tubular



Kay Electric Dynamo and Motor Co., Limited

Manufacturers of Dynamos and Motors for all purposes, both direct and alternating currents. Special attention given to repairs.

Office and Works, 219-221 Queen St. East, Toronto.
'Phone Main 1251. Estimates cheerfully given.

PETRIE'S MACHINERY LIST.

List Corrected Weekly.

IRON WORKING MACHINERY.

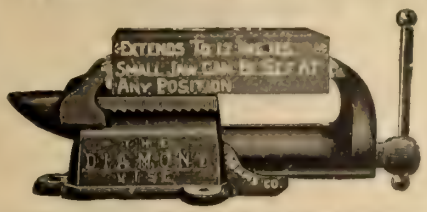
9 x 6 x 24 in. Iron Planer with Hand Lever, New.
13 x 16 x 45 in. " " "
24 x 24 x 6½ in. " " London, New.
30 x 30 x 8 in. " " " "
36 x 36 x 11 in. " " " "
36 x 41½ x 10 in. " " " "
9 x 40 in. Screw Cutting Engine Lathe, New.
11 x 5 in. " " "
15 x 8 in. " " "
16 x 6 in. " " "
24 x 16 in. " " "
25 x 12 in. " " "
25 x 14 in. " " "
32 x 12 in. " " "
32 x 16 in. " " "
36 x 60 x 16 in. Gap Lathe, New.
72 in. Face Lathe, London Tool Co., New.
30 in. Bullard Boring Mill, New.
20 in. Upright Drill, Silver Co., New.
20 in. Upright Drill, Square Base, New.
20 in. Upright Drill, Back Geared, New.
30 in. Upright Drill, Sliding Head.

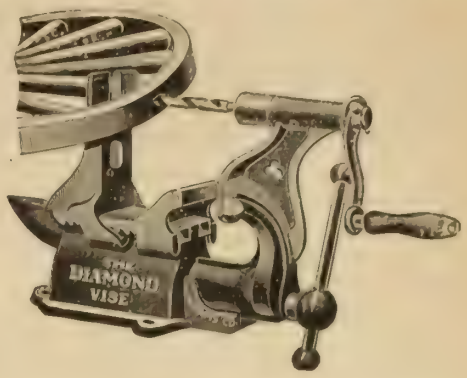
My Catalogue of Mill and Engineers' Supplies will tell you all about supplies Send for one

H. W. PETRIE
131-145 Front St. West, 8-22 Station St., Toronto.

DIAMOND VISE AND DRILLING ATTACHMENT.

U. S. Paten 1 Jan. 15. '95. Canadian Patent July 22. '95





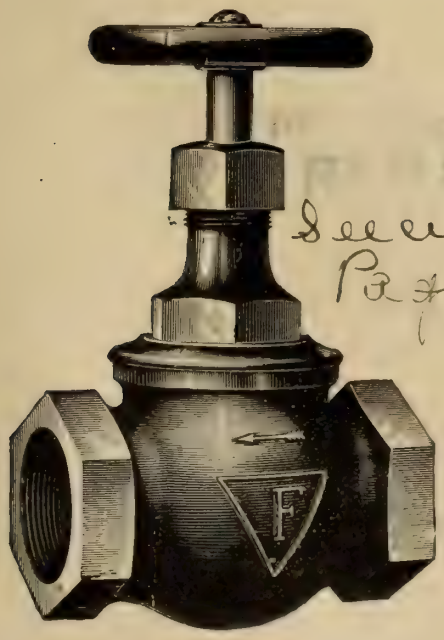
JAWS are faced with steel ⅜ inch wide, 4 inches long, firmly fastened to jaw, checked and hardened VISE weighs 38 pounds. DRILL weighs 13 pounds.
For Sale by Jobbers of Hardware.

Made by—
The Adams Company, Dubuque, Iowa, U.S.A.
Made by **Taylor-Forbes Co.,** Limited, Guelph, Ont.

"THE PEERLESS"

is the best Bolster Spring ever produced. A fine line for the hardware trade. **Write Us for Prices**

JAMES WARNOCK & CO., - GALT, ONT.



Fairbanks RENEWABLE Asbestos Disc Globe Valves

STEAM, GAS, WATER and AIR-TIGHT.

The most easily renewed Globe Valve made.

We will be pleased to mail catalogue and prices on application.

The Fairbanks Company

MONTREAL WINNIPEG VANCOUVER

drill of a uniform depth throughout, showing that the cutting point was not worn as the work advanced. The regular taper of the core would also go to prove that the drill was set with jewels on the inside and outside alike, thereby facilitating its removal. In some specimens of granite the drill had sunk 1-10 in. at each revolution, the pressure necessary to accomplish this having been at least two tons. The capacity of the tools and the skill of the workmen are illustrated by the clean cut they made through soft and hard material alike. Nothing is known concerning the material of which their tools were made or how the jewels were set. The diamond was very scarce at that time, therefore the only logical conclusion is that corundum was used.

FAN MOTORS.

A dainty little booklet has been issued by The Canadian General Electric Company, setting forth in an artistic and attractive manner the special merits of their electric fans. An interesting chapter on fan history from B. C. 2699 to the present day, forms a fitting preamble, and the engravings and wash drawing cuts illustrative of Egyptian, Indian, Greek and Japanese fans are all in good taste and well printed.

The catalogue should be on the desk of every hardware store in town where electricity is in use.

A SHOCK-PROOF SUIT.

Until lately insulation has been regarded as the only way to secure safety from the effect of contact with live wires carrying a high voltage.

It was left for a Russian scientist, Professor Nikolaus Artemieff, to adopt the revolutionary principle of protecting himself by a suit of highly conductive metal. Professor Artemieff visited the large power stations of Berlin, Germany, recently, and by donning his protective dress and exposing himself to the most dangerous discharges and short-circuits, amply demonstrated the practical nature of his invention.

Electricity flows along the line of least resistance, and upon this principle the Professor constructed a fine, flexible metallic web, lined with linen, thus ensheathing the whole body, including head, hands and feet.

The current, instead of passing through the body, which offers a resistance of 2,000 ohms, runs along the meshes of the web, which have only 0.01 ohm resistance.

Siemens & Halske have acquired the German manufacturing and selling rights.

MACHINERY NOTES.

THE Chatham, Ont., Manufacturing Company will erect a new blacksmith's shop, 150x50 ft., in the near future.

The Truro Foundry is rushed with orders, and several good lathe and vise hands are wanted.

The Kingston Locomotive Works have delivered six new engines to the Intercolonial Railway during the past year.

The Goderich Engine and Bicycle Co. have placed their order for two 3x2x3 duplex steam pumps with H. W. Petrie, Toronto.

A No. 2 Petrie cooking and heating boiler was purchased by The Stratford Mill Building Co., of Stratford, from H. W. Petrie, Toronto.

The Sydney, N.S., Steel and Coal Co. have recently added a new Mogul locomotive to their equipment. It was built in Schenectady, N.Y.

The Town Council of Coaticook, Que., have purchased the electric light plant and water power from the Coaticook Electric Light Company for $36,000.

T. McAvity & Son, St. John, N.B., have purchased the Vulcan foundry, and will fix up the works and operate them in connection with their business there.

A large moulding machine, a self feed rip saw, a revolving bed surfacer and a cut-off saw are being added to the equipment of Wm. Sutherland's shop at Edmonton, Alta.

Canada's trade continues to grow beyond her borders. Instance a large order for plows, placed with the firm of J. Fleury's Sons, Aurora, Ont., for shipment to Tasmania.

A 12-in. Ballantyne, four-side moulding machine has been installed in the plant of The Orillia Export Lumber Co., of Orillia, Ont. This machine was furnished by H. W. Petrie, Toronto.

A number of Calais, N.B., business men, whose stores are on Main and Munroe streets, have decided to instal an up-to-date electric lighting plant, to be run by a gasoline engine with storage battery.

The Laurentide Mica Co., Ottawa, are preparing to double their plant. There is very little machinery used in the works, the operation of splitting the mineral being done by about 60 young girls; the number employed will be over 150 in a few days.

Portage la Prairie farmers are just getting over the latest nine days' wonder which has descended on them in the form of a self binder attachment that carries the bundles along until there are sufficient to form a shock and then places them ready for the loader.

The William Hamilton Manufacturing Co., Peterboro', Ont., are building ten large turbines for The Canada Paper Co.'s new pulp mills at Windsor Mills, Que. The contract for machinery, which amounts to $25,000, also includes a new paper machine, the first of its kind to be built in Canada.

Mr. McKelvie, of McCamus & McKelvie, New Liskeard, New Ontario, spent a few days in Toronto this week purchasing machinery. H. W. Petrie, Toronto, has installed for the above concern a 12x15 centre-crank engine. Mr. McKelvie reports business in fine shape up in his country.

The Linde Dry Air Circulating System has been adopted as the most suitable for use in the Columbian Cold Storage fish-freezing and storage plant at New Westminster, B.C. The St. Mungo Packing Co. have put in the plant, which has been built by The Linde British Refrigerating Co., of Montreal. The plant will be in operation by June 1.

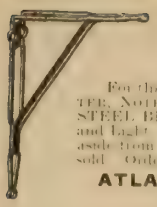
The electric light plant at Owen Sound, Ont., is to be enlarged. Jones & Moore, electricians, will add five arc lights and about 60 incandescents. The latter will be mainly used to replace the acetylene plant at present used in the theatre and restaurant, and the arc lamps will convert the grounds between the restaurant and the dock into a pleasant evening promenade.

A Canadian Westinghouse company, with a capital of $2,500,000, is in process of formation for the purpose of manufacturing Westinghouse electrical apparatus and air-brake machinery in Canada. The location chosen is Hamilton, where the air-brake works are already in operation. The board of directors will include some of Canada's leading magnates of finance, and $700,000 of the stock will be allotted at par within the Dominion, the remainder being furnished by the Westinghouse interests in the United States.

Two large iron lighthouses, weighing several tons, manufactured by The Victoria Foundry Co., Ottawa, have been shipped to Lake Huron, where they will be placed by the Dominion Government. A similar one is being built for north of Belle Isle. These lighthouses are practically immense octagonal lanterns, about 10 ft. in diameter and about 12 ft. in height. They are fitted with plate glass and are mounted on a steel or stone base in the lakes or ocean. The old style of wooden lighthouses is being replaced by these more modern and more durable structures.

There is no saying what Brandon, Man., will do next. The several machine shops are all busy, and so great is the demand for space wherein to grow, that the old town hall building has been commandeered for use as a planing mill. Contractor Ullyot has taken over the building and will equip it with mortising and other machines, to be run by a 15 h. p. Otto gas engine, made in Minneapolis, Minn.

The Aylmer Iron Works Co., Aylmer, Ont., are prepared to build or repair weighing machines with what might be called Shakesperean precision, for, if "the scale turn but in the estimation of a hair," the change of balance is detected. Cheese factories in the neighboring towns are keeping the Aylmer people busy making and regulating scales, and last week the 8-ton balance of the St. Thomas Gas Works was thoroughly overhauled by them.



Will Hold Up a Shelf!

That's what a shelf bracket is for. For this purpose there can be NOTHING BETTER, NOTHING CHEAPER than the BRADLEY STEEL BRACKET. It is well Japanned, Strong and Light. The saving in freight is a good point aside from the lower price at which the goods are sold. Order direct or through your jobber.

ATLAS MFG. CO.,
New Haven, Conn., U.S.A.

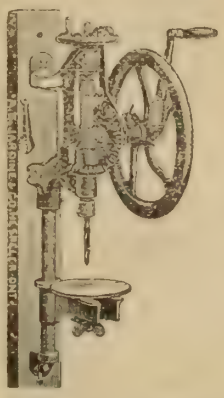
STANDARD TIN WORKS

MANUFACTURERS OF

TINWARE AND TIN CANS

Fruit Cans, Meat Cans,
Jacketed Oil Cans,
Baking Powder Cans,
Lard Pails, Etc.

JAS. A. McGOLPIN
156-162 Duke Street TORONTO.



TRADE MARK REGISTERED

Blacksmiths' Hand Drills.

The very best.

A. B. JARDINE & CO.
HESPELER, ONT.

THE MOST COMPLETE STOCK

Brass and Copper

in Sheets, Tubes, Wire and Rod.

Service Right,
Quality Right, Prices Right

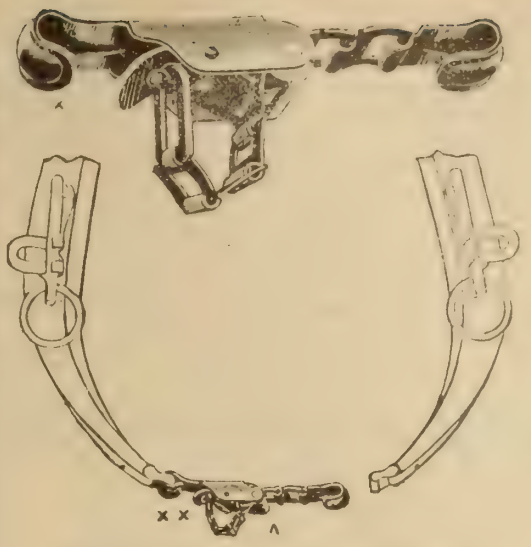
WATERBURY BRASS CO.

122 to 130 Centre St., - New York City.

Always have our classified Stock List before you.

YOURS FOR THE ASKING.

Persons addressing advertisers will kindly mention having seen their advertisement in Hardware and Metal.



ROY DODSON'S PATENT HAMECHAINS.

No matter where your lot is cast we can improve the lot.

Metal Stampings

are Stronger, Lighter, Cheaper than Castings.

We work **Sheet Steel, Brass, Aluminum and Copper to any shape.**

Send us your samples and number required, and we will quote prices on same

STAMPED IN RELIEF.

Empire Machine and Metal Stamping Co., Limited

1012 Yonge St. - TORONTO,

USE CANADIAN BABBIT

Imperial Metallic **Hercules Star**

The highest grade babbits made.

THE CANADA METAL CO., WILLIAM STREET, TORONTO.

COLD PRESSED NUTS

of all shapes and sizes, finished, semi-finished, case hardened, plated or polished.

Canada Foundry Company, Limited,

14-16 King Street East, - - TORONTO.

CELEBRATED HEINISCH SHEARS

Tailors' Shears,
Trimmers' Shears,
Tinners' Snips, etc.

ACKNOWLEDGED THE BEST.

R. HEINISCH'S SONS CO.

NEW YORK OFFICE, 155 Chambers St
NEWARK, N.J., U.S.A.

DEPARTMENT OF ADVERTISING SUGGESTION AND CRITISISM

Edited by

W. Arthur Lydiatt,

TORONTO.

Notes on the principles and practice of advertising. Subscribers are invited to send Mr. Lydiatt specimens of advertisements and circulars for the purpose of review in this department. Address care of Department of Advertising, Hardware and Metal.

Don' wait until you publish an especially good advertisement before you send me your ads for review in this department. Don't be afraid of a little honest criticism. I will only try to point out the faults—if such there be—that you may have ideas for the improvement of your ads. You don't have to follow my advice or act on my suggestions.

I simply want you to send me specimens of your advertising matter—just what you are using now, or what you have been using. I'll tell you of every way in which I see it might be improved. I will call attention to the good points—mention the weak points.

If you spend money for advertising it is surely advisable to see to it that you get your money's worth. And if you tell me just how you are spending it—show me what kind of advertising matter you use—perhaps I'll be able to give you some suggestions which will help you make your advertising more profitable. It's worth trying, anyway. THE EDITOR.

TRUTHFUL ADVERTISING.

IN these days of keen competition no advertiser can afford to conceal true facts, either about his business methods or his merchandise. Everything must be open and above-board.

The most successful policy which can be adopted in writing any advertisement is to so word it as to win the confidence and respect of the reader. If you can make such an impression on the reader's mind that she will believe you are sincere in what you say—that you really believe it yourself that you are laying the case before her in a plain, business-like manner, without any exaggerations or attempts to mislead, you are pretty sure to get that person's trade.

If you believe what you are saying, you are more apt to express yourself in a convincing manner than if you are simply trying to praise up some value that does not exist. There is only one sure way in which you can gain the confidence of the public, and that is to invariably stick strictly to the truth. Advertising that flatters one's goods is most undesirable advertising.

It may pay to use a few plain simple words, until some one learns to read between the lines, which is likely to be the case when you are trying to exaggerate. Be careful and gentle in your statements. Don't try to claim the earth when all you have to offer is your goods.

Never make a promise that you cannot fulfil. Always fulfil every promise you make. You may for a moment attract attention by a particular advertisement, but if the promises you make are not carried out, your advertisement will be a boomerang to your success. It is sure to react in the future, and the loss in the long run will be much greater than the temporary gain which you may make.

When a retailer's announcement is read, it is perhaps for the moment believed by the reader, but if she afterwards comes to the store and finds that what you have said is not true, she will not only believe you have told a falsehood in this case, but will most likely be suspicious of the truth of future statements. If, however, she finds the full truth has been told, she not only has faith in that one particular statement, but you have clinched your argument and won a customer for many days to come.

It is a good idea to be conservative in your published announcement of a sale, bargain, or special offer of any kind; leaving something of the true value to be discovered on a visit to the store. Tell a part of the "good news"—sufficient to gain interest,—and it will prove doubly interesting to the would-be customer should she come to the store and find you had underestimated the true value of the offer you make.

Be particular that you emphasize the proper thing. There are some goods in which the price is the proper thing to make prominent: everything else is of minor importance. Other goods there are in which price does not cut much of a figure; the quality should be emphasized. Cheap goods sold at a popular price should have that price brought into particular prominence, for it is usually the case that only a very low price will interest people in a low grade of goods. Fine goods—goods of durability—goods which are sold more particularly for their superior excellency than for anything else—should be pushed on a quality argument. It is useless to dwell upon the desirability of the article, and then upon the price for an really standard and first-quality goods the price is pretty generally the same everywhere.

Here's a good ad. about lawn mowers:

LAWN MOWERS

Almost any lawn mower will run easily and cut cleanly when it's new—that's not the test.

It's the way the mower runs and cuts after it has been used a season that distinguishes a good mower from a poor one.

You expect a lawn mower to last more than one summer?

Then come and see the line we carry—our guarantee of true worth goes with every one.

MOWIT & Co.,
Grasston.

I have been wondering if any "Hardware and Metal" readers have used any of the ads. suggested in several different issues. I would be much interested to know. I have not received any copies of papers containing the ad., nor have I had any indication that there are any readers who would appreciate such suggestions in practical form. I hope to hear from some.

TO JOIN THE BENEDICTS.

It is announced that Frank A. Child, junior member of the firm of Aaron Child & Son, hardware merchants, of Gravenhurst, Ont., will be married on June 17 to Miss Ada B. Watkins, Parry Sound, Ont.

DEATH OF J. M. DeWOLF.

The death occurred on Monday, May 18, in Halifax, of J. M. De Wolf, who, for the past ten years has been the representative in the West Indies of a number of Canadian firms. He was 70 years of age.

IT'S EASY WORK!
TO LAY A ROOF WITH

Shield Brand Ready-Roofing

A boy can put it on. ——— It will last for years.

2 ply ——————— and ——————— 3 ply

Call for SHIELD BRAND when ordering.

MANUFACTURED ONLY BY

Lockerby & McComb, 65 Shannon St., Montreal

MADE IN FOUR WIDTHS.
½ inch, ⅝ inch, ¾ inch and 1 inch.
PATENTED IN ALL COUNTRIES.

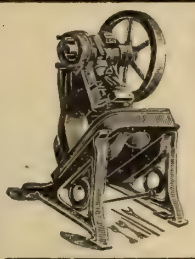
WE STRAP THE WORLD!

Cary's Universal Box Strap

A CONTINUOUS Metal Strap with a series of raised bosses along the edges, to strengthen same and protect nail heads. Put up in coils of 300 feet each, and packed 20 coils in a case. On each coil we put our patent metal reel frame, making it a complete reel.

MONTREAL HEADQUARTERS: **E. F. DARTNELL, 180 St. James St.**

BELL TELEPHONE MAIN No. 2382.



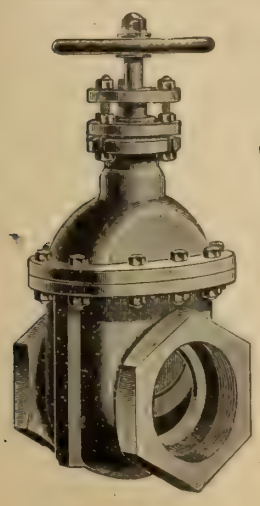
G. A. Crosby & Co. of Ontario, LIMITED

SARNIA, ONT.

Manufacturers of

Patent Automatic Can Making Machinery, Presses, Dies and Special Machinery for Working Sheet Metal.

H. W. Petrie, 141-145 Front Street West, TORONTO Selling Agent.



BUY KERR VALVES.

They give satisfaction every time,

Catalogue on application.

The Kerr Engine Co.
LIMITED
Walkerville, Ont.

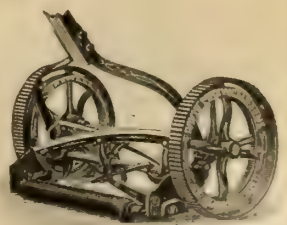
Steel Frame Churn.

DAVID MAXWELL & SONS,

ST. MARYS, ONT., CANADA.

"Maxwell Favorite Churn"

Patented Features: Improved Steel Stand, Roller Bearings, and Foot and Hand Lever Drive, and Detachable Driving Link. Improved for season of 1903. Steel or Wood Frame as desired.



LAWN MOWERS

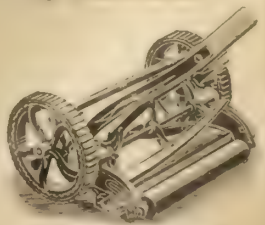
High and Low Wheels, from 12-in. to 20-in. widths. Cold Rolled Steel Shafting, Crucible Steel Knives and Cutting Plate.

If your Wholesale House does not offer you these articles

"THE MAXWELL" LawnMower.
High Wheel 16 inches

SEND DIRECT TO US.

Wheelbarrows. In four different sizes.



MAXWELL MOWER.
Inch Low Wheel

Hot Weather Goods

"Model" Refrigerator.

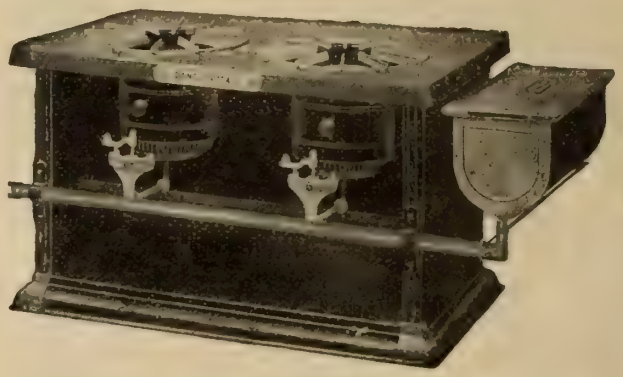
Though a moderate-priced Refrigerator, the "Model" compares favorably with the most expensive lines, and is better value for the money than many of the higher-priced lines.

When a slight difference in price will clinch a sale, always urge the "Model."

OIL AND GAS STOVES

"Summer Queen," "Golden Star," "Triumph," Famous Handy Hot Plates.

Famous Handy Hot Plates.
Made with One, Two and Three Burners.



Sprinkler Cans

Plain, Japanned, and Galvanized.

"Dangler" Wickless Oil Cooking Stove.

Heavy Brass Burners, Brass Outer Tank, Inner Tank Removable, Full Cabinet Frame.

These goods are moving rapidly at all points. Are you selling your share ?

The McClary Mfg. Co.,

London, Toronto, Montreal, Winnipeg, Vancouver, St. John, N.B.

"EVERYTHING FOR THE TINSHOP."

HARDWARE AND METAL

President:
JOHN BAYNE MacLEAN,
Montreal.

The MacLean Publishing Co.
Limited

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, North-West Territories, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

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TORONTO - - - 10 Front Street East. Telephones 2701 and 2702
LONDON, ENG. - - 109 Fleet Street, E.C. W. H. Miln.
MANCHESTER, ENG. - 18 St. Ann Street. H S. Ashburner.
LONDON, ONT. - - - Hiscox Building. Walter H. Lindsay.
ST. JOHN, N.B. - - No. 3 Market Wharf. J. Hunter White.
NEW YORK - Room 1241 New York Life Bldg. W. T. Robson.
WINNIPEG, MAN. - - 377 Cumberland Ave. D. J. Benham.

Subscription, Canada and United States, $2.00.
Great Britain and elsewhere - - - 12s

Published every Saturday.

Cable Address { Adscript, London. / Adscript, Canada.

NEED OF INSOLVENCY LEGISLATION

ALTHOUGH it is a foregone conclusion that the insolvency bill before the House of Commons will not be adopted, Mr. Monk has served a good purpose in introducing it. It keeps the question before the country.

As a private measure there is not the slightest likelihood of an insolvency law for the Dominion being placed upon the Statute Book. The opportunities for the initiating of important legislation by private members is gradually becoming more and more curtailed in the Canadian as well as in the British House of Commons. A measure like an insolvency bill for the Dominion, if it is ever to be placed upon the Statute Book must be initiated by the Government. There is no question about it.

The bill that is now before the House, or, what is perhaps more properly speaking, nominally before the House, is on the whole a good one. It is not harsh on the debtor and it protects the creditor. The rights of both appear to be amply protected and provision is made for the discharge of the honest but unfortunate debtor, while the clause governing the iniquitous preference evil safeguards the interests of creditors at home and abroad.

On account of the absence of an insolvency law covering the Dominion our credit as a business community has been affected abroad, and at home merchants and manufacturers in one province often hesitate to do business with those in another on account of the diversity of existing laws and the advantage which local creditors have over those in distant parts of the Dominion.

It is about 23 years since the insolvency law of 1875 was repealed. The late law was deficient, costly and consequently unpopular, but the commercial interests of the country have long since come to the conclusion that it would have been better to have amended the Act than to have repealed it altogether. And for several years all the leading Boards of Trade from one end of the country to the other have by resolution of deputations tried to persuade the Government to re-enact another measure. Among the exporters in Great Britain there has been a similar agitation, particularly during the last six years; but, of course, it has not been so pronounced as that which has been carried on in this country. It has, however, been both strong and influential, as the deputation which waited upon Hon. W. S. Fielding a few years ago in London demonstrated.

To-day the apathy of the Dominion Government in regard to insolvency legislation is an enigma to the commercial classes in Great Britain who are interested in Canadian trade. Some have even gone so far as to question our honesty.

On several occasions bills have been introduced in the Canadian House of Commons or in the Senate and on two instances at least by members of the Government, but they were never pushed to a final stage and to-day there does not appear to be anyone in the present administration who is prepared to take up the burden.

Although Mr. Monk's bill has not up to the time of writing been actually defeated, it is at any rate practically dead, as far at least as this session is concerned.

If we are ever to have a Dominion insolvency law a bill creating the same must be introduced by the Government. It is to the task of persuading the Government to do this that the various commercial bodies throughout the country should set themselves.

The experience of the past is not encouraging; but Canada is not the only country in which legislation of this kind has been slow in developing. It took about sixty years to bring the British Act to its present condition, and the Acts dealing with it were nearly as numerous. In the United States it also took years of agitation before the present law was enacted, and experience is teaching them that it needs improving in certain particulars.

KING EDWARD AND BUSINESS MEN.

KING EDWARD has given offence in certain quarters because he associates with business men. It is evident that the day has not yet disappeared when it was considered improper for kings and queens, or even members of the titled aristocracy to mix with those engaged "in trade." It can scarcely, however, be far from its close.

Those who look down on trade are usually not people noted for their intelligence or for their strength of character, and where the King leads many of them are likely to follow, even if it is to the length of associating with business men. And then it must not be forgotten that many of the most brilliant minds among the aristocracy of Great Britain are engaged, either from inclination or necessity, in commercial pursuits.

In aristocratic England as well as in democratic countries like Canada and the United States, the influence of business men is increasing on all sides of life. King Edward evidently recognizes this and the closer his intercourse is with those actively engaged in the mercantile world, the more business like will he be in the affairs of State. It is a good sign when the King of Great Britain or the executive head of any other country has a penchant for the society of business men. He gets his ideas broadened; and the broader they become the better it must necessarily be for the people over whom he rules.

CANADA AND MR. CHAMBERLAIN'S SPEECH.

THE Birmingham speech of Right Hon. Joseph Chamberlain, Secretary of State for the Colonies, on the question of inter-Imperial trade has naturally excited a great deal of interest, not only through the British Empire, but also in Continental Europe and in the United States as well. While what proposition Mr. Chamberlain may have to make in regard to inter-Imperial trade was not clearly defined, it is evident that he is prepared to suggest or to do something which would cause the departure of Great Britain from her old policy of free trade, even to the extent of retaliating upon those countries which at present levy a heavy import tax on British products.

The question of inter-Imperial trade, as far as Canada is concerned, resolves itself into this: How far is Great Britain prepared to go in granting the colonies a preference? What will the British Government demand of us and how far are we as a self-governing colony prepared to go in granting preferential treatment of British products?

Mr. Chamberlain once said that in negotiating for a mutual preference within the Empire it must be on a basis of free trade. This was five or six years ago, and it is possible his views may have become changed or modified since then, but we fancy, on the other hand, that he will demand that at least, if not an additional increase in the Canadian preference, there shall be a regular contribution to a fund for the defence of the Empire.

Canada may give a further preference in the tariff; in fact, Mr. Fielding, in his last budget speech, emphatically declared that the Government had been negotiating with the Imperial Government for a mutual preference on that basis, but on the other hand there is a strong sentiment n this country against both a further increase in the preference and a direct contribution to the fund for the general defence of the Empire. Should occasion arise, as the war in South Africa clearly showed, there would be voluntary response from one end of Canada to the other to any call that might be made for men in defence of the Empire. But our right of self government we guard jealously, and taxation without representation we would never countenance. The contribution to a general fund for the defence of the Empire would be taxation, by whatever name we may choose to call it.

In the building up and developing of our own country and its great natural resources we have no small task before us, particularly in view of the fact that we have to the south of us a powerful and aggressive competitor. If, therefore, we develop our own resources, build our railways, improve and extend our canal system, and contribute our share in men and money toward putting this part of the British Empire in proper state of defence, we are manifestly adding much to the strength of the Mother Country, as well as to the wealth and prosperity of our own land.

We are persuaded that anything that would curtail in the slightest way our present condition of self government would eventually tend to lessen those ties with the Mother Country which are now so dear to the vast majority of the people of this country. It would be unwise and sordid to eliminate sentiment altogether from questions of this kind, but sentiment must not and cannot be the chief factor. As a matter of fact this question of mutual trade relations between Canada and the British Empire is in its essence a business proposition and must be settled on a business-like basis. There was at one time a strong sentiment of attachment between Great Britain and those of her North American colonies which now compose the United States, but this sentiment was killed and the colonies lost because of the action of the British Government in regard to certain matters appertaining to trade and commerce.

The future welfare of Canada depends not upon any special trade relation with Great Britain, the United States or any other country. It depends upon the skill and energy with which we develop our natural resources and the stamp of our national character. At the same time there is no good reason why some arrangement should not be made between Canada and the Mother Country, whereby the products of the one may be given a preference in that of the other, but we must be prepared to give as well as to take, and if we enter upon any negotiation with Great Britain or any other country for that matter in a spirit other than this our efforts are likely to be abortive.

It is sincerely to be hoped that the attitude of the Right Hon. Joseph Chamberlain, on the question of inter-Imperial trade will result in some mutual arrangement whereby the different nationalities—if we can be permitted to use the term—composing the British Empire will help to build each other up and increase the wealth and prosperity of the whole.

It is conceded by nearly every one that the tariff is becoming less and less a party question in Canada. It is certainly not a party question in Great Britain, and if between political parties the tariff is becoming less a cause of party differences and more a business proposition why should not the question be also settled on a business-like basis by the different countries composing the British Empire?

MR. JUSTICE NESBITT.

THE appointment of Mr. Wallace Nesbitt, K.C., to a seat on the Supreme Court Bench has naturally created quite a little interest.

As a rule, appointees to judgeships are selected from the political party which happens to be in power. In this case the appointee comes from the Conservative party. It is this in part which has excited interest. On the other hand, Mr. Nesbitt stands in the front rank of the legal profession, and as such, no doubt, received a larger renumeration than the bench will afford. The honor, however, of a seat on the Supreme Court of Canada is by no means a sinecure, and at the same time the position does not demand as strenuous work as a practice such as Mr. Nesbitt's has been during the past few years.

Mr. Justice Nesbitt has been a man of opportunity. By that, we mean that he has not neglected opportunities for fitting himself for his profession.

He is a man of keen perception, a close student of legal matters, and in addition to this he possesses a large fund of business common sense, which has caused him to be actively interested in more than one commercial enterprise.

SKILLED LABOR WANTED.

IN view of the great need for skilled labor in Canada, it is a matter of some surprise that the Government Emigration Bureau in Great Britain do not put forth a greater effort to secure this class of emigrant for Canada. At present the sole object of these bureaus in England seems to be to encourage emigration only of the ordinary laboring class of workmen, who, though doubtless needed in the country, are not such valuable immigrants as the skilled mechanic or tradesman.

Manufacturers agree that there is room immediately for over 20,000 skilled laborers. One manufacturer made this statement: "If 4,000 skilled workmen landed in Montreal to-day we could find them employment in 36 hours."

The opinion is held that the attitude of the Government in this matter, which almost amounts to a discrimination against the skilled labor in favor of the unskilled, is caused by the objections raised by Canadian trade unions, who are opposed to the importation of this sort of labor on the ground that it would tend to weaken their position. Considering the dearth of skilled workmen in Canada, it would appear that there is plenty of room for all; but whether this is the case or not, it does not seem reasonable that Canadian industries should be refused the opportunity of enlarging and progressing merely that the unions should retain their hold of the labor market.

It is unanimously agreed that the limiting of the production of industries, which was forced upon British employers by the unions, resulted in serious harm, not only to the unions themselves, but to their employers, the manufacturers and the whole country, and though Canadian workmen's unions pronounce themselves against such a policy, yet their present attitude savors very strongly of that which did so much damage to the trade of the British Isles.

A HUGE TRANSACTION.

IT has been definitely announced that the Montreal Rolling Mills Co. have purchased the properties and plant of the Pillow & Hersey Manufacturing Co., the purchase price said to have been $600,000. The intention is to enlarge and extend both concerns, although at present the combination makes the largest of its kind in Canada.

A new company will be formed, with Mr. E. S. Clouston, general manager of the Bank of Montreal, as president in place of Mr. Randolph Hersey, while the general manager of the rolling mills, Mr. William McMaster, will act in a similar capacity for the new company.

In this connection it may be mentioned that Mr. McMaster has been elected a director of the Dominion Iron and Steel Co. Although he refuses to confirm or deny it, rumor says that this is but the first step towards his becoming general manager of that company.

THE PROPOSED BUSINESS TAX.

IT is becoming more and more evident that the final decision in regard to the municipal tax bill now before the Ontario Legislature should be deferred until next year. The bill is undoubtedly an improvement over the existing law, but it is not perfect, and the more time that is given to the consideration of its provisions the more perfect will it necessarily become.

The business tax principle should be considered carefully in all its ramifications, as the bill is now considerably more exacting on some business men than on others. Hon. J. N. Gibson, the Attorney-General, is of the opinion that there is in the bill an inequality between the wholesaler and the retailer, and a deputation of retailers which was before the Special Committee of the Legislature the other day proposed that the tax should be 3 to 5 per cent. on retail merchants and 10 per cent. on wholesale merchants. On the other hand, as Mr. D. E. Thompson pointed out, there are retail merchants who are carrying on a more profitable business than many wholesalers. Undoubtedly this is true. A departmental store may be taken as a case in point.

There appears to be little or no opposition to the business tax in principle. The opposition is born of the method of applying it. It is to be hoped a solution of the defects in regard to this point will be found, so that the burdens of taxation will be equitably adjusted on all classes of business.

The bill now before the Ontario Legislature is based on the report of the assessment commission and in its preparation some of the best authorities on municipal taxation were employed. At the same time, however, it has its defects, and it is in view of this that we urge deferring its final adoption until the next session of the Legislature.

MAKING SALES.

IF a salesman believes in what he is trying to sell, if he knows exactly what he can claim for the article, he has a good chance to sell it. "Absolute confidence in your proposition provides the convincing argument without which you cannot succeed." The man who knows can convince others.

A salesman should always make a careful study of the articles he is required to sell, so that he may tell would-be purchasers the truth about them.

If he does not believe in what he is advocating, how can he convince others? If he does not know everything about it, how can he tell some one else?

Before people buy they want to know exactly what they are buying. If you cannot tell them they go to some person who can.

To be a good salesman one must be a good talker—good not meaning fluent only, but convincing. One may be fluent without being convincing, and it is the convincing argument that the salesman needs.

Things will not sell themselves. They must be talked up, and talked up well, before people take any notice of them.

BUILD YOUR OWN BUSINESS.

Every retail storekeeper should do his utmost to build up the business of his own town. He should be public-spirited, and be willing to assist in public improvement. He should be able to see importance in matters that do not directly benefit himself; he should realize that anything that helps to build up his own town, will, in the end, be helpful to him in his own business.

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

Montreal, May 22, 1903.

HARDWARE.

THERE has been a good movement in general hardware during the week and sporting orders of considerable magnitude continue a leading feature. Wire for fencing material continues in good request, while there is a noticeable movement in cut nails, wire nails, and also in harvesting implements. Horse-shoes have been advanced 25c. during the week, which is the only price change in general hardware of importance.

CANT HOOKS.—Trade is slow. We quote: No. 12, $10; No. 8, $11.50; No. 7a, $16; No. 6a, $14.50; No. 5a, $11.50.

AGRICULTURAL WRENCHES. — In moderate request. We quote: No. 6, $9; No. 8, $10; No. 10, $12; No. 12, $14; No. 15, $21; No. 18, $30; No. 21, $36. Discount, 70 per cent.

LAWN MOWERS.—Less complaints are heard about deliveries, and our quotations are as follows: 10-in. wheel x 12 in. cutter, $7.50; by 14-inch cutter, $8.00; by 16-inch do, $8.50; by 18-inch do, $9.00; by 20-inch do, $10.00. Star, 9-inch wheel by 12-inch cutter, $5.50; by 14-inch do, $5.75; by 16-inch do, $6. Daisy, 8-inch wheel by 12-inch cutter, $4.90; by 14-inch do, $5.10; by 16-inch do, $5.30. Philadelphia pattern, 7½-inch wheel by 10-inch cutter, $6; by 12-inch do, $6.50; by 14-inch do, $7; by 16-inch do, $7.50. Grass boxes are quoted as follows: 12-inch, $2.25; 14-inch, $2.25; 16-inch, $2.50; 18-inch, $2.50; 20-inch, $2.75. The discount on all the above is 50 per cent. off.

BARB WIRE.—Stocks are better assorted this week, and the movement is a noticeable one. We quote $2.80 per 100 lb. f.o.b. Montreal, and $2.67½ f.o.b. Cleveland. Carlots of 15 tons are quoted f.o.b. Cleveland at $2.45.

GALVANIZED WIRE.—A satisfactory movement is noted in this as in all other fencing material. We quote as follows: No. 5, $3.70; No. 6, 7 and 8, $3.15; No. 9, $2.55; No. 10, $3.20; No. 11, $3.25; No. 12, $2.65; No. 13, $2.75; No. 14, $3.75. In carlots, f.o.b. Cleveland: No. 5, $2.20; Nos. 6, 7, 8 and 9, $2.15; No. 10, $2.20; No. 11, $2.25; No. 12, $2.30; No. 13, $2.40; No. 14, $2.50. In less than carlots, 12½c. per 100 lb. extra is charged.

SMOOTH STEEL WIRE.—There is a fair inquiry. Quotations are: Bright and annealed, $2.50 per 100 lb. f. o. b. Montreal, Toronto, Halifax, London, Hamilton and St. John. Net extras per 100 lb. are now as follows: Coppered wire, 60c.; tinned wire, $2; oiling, 10c.; spring wire, $1.25; best steel wire, 75c.; bright soft drawn, 15c.; special hay-baling wire, 30c.

FINE STEEL WIRE.—Trade is fair at 25 per cent., with the following extras: 1 and 2-lb. hanks, 25c. per 100 lb.; ½ lb hanks, 37½c. and ¼ lb. hanks, 50c.

BRASS AND COPPER WIRE.—The discounts are unchanged at 60 per cent.

PRESSED SPIKES.—A fair trade is noted with discounts 20 per cent f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax.

FENCE STAPLES.—Continue unchanged with a fair trade at $3 per 100-lb. keg for galvanized and $2.80 for bright, with 25c. extra for 25 and 50-lb. packages.

CUT NAILS.—There is a steady, quiet trade in these at $2.50 per keg.

WIRE NAILS.—The movement in these is fair, but jobbers have caught up to their orders now. Carlots are quoted at $2.40 and small lots at $2.45 per keg f.o.b. Gananoque, Montreal, London, Hamilton, Toronto, Brantford, Windsor, Ont., and St. John.

HORSE NAILS.—Quotations are unchanged and business is moderate. We quote as follows: "M" brand, "Oval" and "New City" heads, 55 per cent.; "Countersunk" heads, prices quoted on application. "C" brand, 40, 10 and 7½ per cent. off; "Monarch," 60 per cent. and "Peerless," 50 per cent.

HORSESHOES.—There is a fair trade in these and prices have been advanced 25 per cent. We quote: Iron shoes, light and medium pattern, No. 2 and larger $3.65; No. 1 and smaller, $3.90; snow pattern, No. 2 and larger, $3.90; No. 1 and smaller, $4.15; X L steel shoes, new, light pattern, sizes 1 to 5, No. 2 and larger, $3.80; No. 1 and smaller, $4.05; featherweight, all sizes, 0 to 1, $5.35; toe weight, all sizes, 1 to 1, $6.60. Shoes, more than one size in a keg, 10c. per keg extra f.o.b. Montreal only.

RIVETS AND BURRS.—In good request, with some sizes scarce. Prices are as follows: Best iron rivets, section carriage and wagon box, black rivets, tinned do., coopers' rivets and tinned swedes rivets, 60 and 10 per cent.; swedes iron burrs are quoted at 55 per cent. off; copper rivets, with the usual proportion of burrs, 45 per cent. off, and coppered iron rivets and burrs, in 5-lb. carton boxes are quoted at 60 and 10 per cent. off list.

BOLTS AND NUTS.—Fairly active and steady. Quotations are as follows: Norway carriage bolts, 55 per cent.; common, 50 and 10 per cent.; full square carriage bolts, 55 per cent.; machine bolts, 50 and 5 and 10 per cent.; coach screws, 66 2-3 per cent.; sleighshoe bolts, 65 and 5 per cent.; blank bolts, 50 and 5 per cent.; bolt ends, 50 and 5 per cent.; plough bolts, 50, 5 and 10 per cent. Tire bolts, 67½ per cent.; stove bolts, 67½ per cent. Nuts, square, 3½c. per lb. off list; hexagon nuts, 3¾c. per lb. off list. To all retailers an extra discount of ½c. per lb. is allowed.

SCREWS.—The movement is still noticeable. We quote as follows: Round head bright, 82½ per cent.; flat head bright, 87½ per cent.; brass, round head, 75 per cent.; brass, flat head, 80 per cent.

SHOVELS.—Complaints still occur regarding deliveries from makers hands, but stocks are better than they were.

CORDAGE.—Prices are firmly held under a fair demand. We quote: Pure manila, 14c.; British pure manila, 11½c.; sisal, 11¼c.; double lathyarn, 10½c; single lathyarn, 10c.

BUILDING PAPER.—There is a fair movement in this. Our quotations are as follows: Tarred felt, $1.75 per 100 lb.; 2-ply, ready-roofing, 90c. per roll; 3-ply, $1.15 per roll; carpet felt, $2.25 per 100 lb.; dry sheathing, 35c. per roll; tar sheathing, 45c. per roll; dry fibre, 55c. per roll; tarred fibre, 60c. per roll, O K and I X L, 65c. per roll; heavy straw and sheathing, $30 per ton; slaters' felt, 60c. per roll.

FIREBRICKS.—There is a brisk movement in these. We quote: $16 to $22 per 1,000, as to brand, for English, and $17 to $22 for Scotch.

CEMENT.—Firmness is the rule in cement, and an active movement has been in progress during the week. Prices are as follows: Canadian cement, $1.90 to $2.25; German, $2.25 to $2.40; English, $2.15 to $2.25; Belgian, $1.70 to $1.95 per bbl. ex-store, and American, $2.20 to $2.40 ex-cars.

SHOT.—There is a fair demand for this line in a sorting way. We quote: Ordinary drop shot, A.A.A. to dust, $6.50 per 100 lb.; chilled Nos. 1 to 10, $7 per 100 lb.; buck and seal, $7.50 per 100 lb.; ball, $8 per 100 lb. Trade discount, 15 per cent. f.o.b. Montreal, Toronto, Hamilton, London, St. John, N.B., and Halifax.

POWDER.—Firm, with a fair inquiry at the recent rise.

PORTLAND CEMENT

CANADIAN, ENGLISH,
GERMAN and BELGIAN.

FIRE BRICKS, FIRE CLAY,
ENAMELLED BRICKS, all colors.
BUILDING BRICKS.

SEWER PIPES, CULVERT PIPES,
WHEELBARROWS,
FOUNDERS' and CONTRACTORS' SUPPLIES.

F. HYDE & CO.

31 WELLINGTON ST., MONTREAL

FULL STOCK

Salt Glazed Vitrified

Double Strength Culvert Pipe
a Specialty.

THE CANADIAN SEWER PIPE CO.

HAMILTON, ONT. TORONTO, ONT.
ST. JOHNS, QUE.

Deseronto Iron Co.

LIMITED

DESERONTO, ONT.

Manufacturers of

CHARCOAL PIG IRON

BRAND "DESERONTO."

Especially adapted for Car Wheels, Malleable Castings, Boiler Tubes, Engine Cylinders, Hydraulic and other Machinery where great strength is required: Strong, High Silicon Iron, for Foundry Purposes.

"MIDLAND"

BRAND

Foundry Pig Iron.

Made from carefully selected Lake Superior Ores, with Connellsville Coke as Fuel, "Midland" will rival in quality and grading the very best of the imported brands.

Write for Price to Sales Agents

Drummond McCall & Co.
MONTREAL, QUE

or to

Canada Iron Furnace Co.
MIDLAND, ONT. Limited

METALS.

There is a good movement in metals, and since the wharf blockade was lifted an active business has been done in getting goods forward. There has been some reaction in the United States markets, but it has not been of a character to affect prices here which, as a rule, continue steady as last reported.

BAR IRON.—Stocks are now well assorted and a good business has been transacted during the week. We quote: Merchants' bar, $2; horseshoe iron, $2.25 and forged iron, $2.30.

BLACK SHEETS.—Jobbers are better supplied than they were and have been busy getting orders forward. We quote: 28 gauge, $2.65; 26 gauge, $2.60; 20 to 24 gauge, $2.50; 8 to 20 gauge, $2.50.

GALVANIZED IRON.—Business has been quite brisk this week, getting goods forward. Our quotations are as follows: 28 Queen's Head, $4.50; Apollo, 10¾-oz., $4.30; Fleur de Lis, $4.15; Comet, $4.10; "Bell" brand, $4.05. For less than case lots, 25c. extra is charged.

LEAD PIPE.—There is a good demand for this at 8c. for composition waste and 7c. for ordinary, with 30 per cent. discount.

IRON PIPE.—In fair demand and unchanged. We quote: Standard pipe, per 100 ft., in lengths under 19 ft.: Black, ¼, $2.40; ⅜, $2.65; ½, $2.85, ¾, $3.65; 1-in., $5.20; 1¼, $7.35; 1½, $8.95; 2-in., $12.55. Galvanized, ¼, $3.20; ⅜, $3.45; ½, $3.85; ¾, $5; 1-in., $7.20; 1¼, $10.05; 1½, $12.20; 2-in., 416.85. Extra heavy pipe, plain ends, are quoted per 100 ft. as follows: Black, ½, $4.20; ¾, $5.25; 1-in., $7.55; 1¼, 410.55; 1½, $12.75; 2-in., $17.60. Galvanized, ½, $5.20; ¾, $6.65; 1-in., $9.55; 1¼, $13.25; 1½, $16; 2-in., $21.90. For threads and couplings on extra heavy 5 per cent. net is added. Trade discount, 5 to 7½ per cent.

TINPLATES.—There has been a brisk movement in these. Prices are unchanged at $5 to $5.25 for charcoal and $4.25 to $4.50 for cokes.

SOIL PIPE, ETC.—Remains as last noted. Discounts are as follows: Light soil pipe, 3 to 6-in., 50 per cent.; medium and extra heavy soil pipe, 2 to 6-inch, 60 per cent.; extra heavy soil pipe, 8-inch, 45 per cent.; light fittings, 2 to 6-inch, 50 and 10 per cent.; medium and extra heavy fittings, 2 to 6-inch, 60 per cent.: extra heavy fittings, 8-inch, 45 per cent.

PIG IRON.—While stocks are more liberal prices are steadily held at $21 to $21.75 for Summerlee, and $19 for Middlesboro'.

INGOT COPPER.—Continues steady but quiet at $15.50 to $15.75 per 100 lb.

INGOT TIN.—In moderate request and unchanged at $33 to $33.25 per 100 lb.

PIG LEAD.—Remains as last quoted at $3.50 to $3.75.

TINPLATES

"**DOMINION CROWN**"—Best Best Charcoal, tissued.
"**ALLAWAYS**"—Best Charcoal.
"**CANADA CROWN**"—Charcoal.
"**LYDBROOK**" } Best Coke.
"**TRYM**" }

All standard brands. Accept no substitute.

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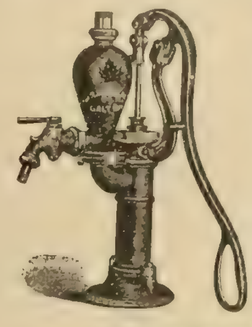

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to the man who wants to buy.

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You can sell

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knowing they are all right, or if not so, that they will either be replaced, or the money refunded.

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The R. McDOUGALL CO., Limited
GALT, ONT.

Pig Iron

We offer the following brands, to arrive, viz:

No. 1 "SUMMERLEE."
" 1 "GARTSHERRIE."
" 1 "EGLINTON."
" 1 "CARNBROE."
" 1 "MIDDLESBORO'."
" 3 do.

Write for quotations.

ADAM HOPE & CO.
Hamilton, Ont.

NOVA SCOTIA STEEL & COAL CO., Limited

NEW GLASGOW, N.S.

Manufacturers of

Ferrona Pig Iron

And SIEMENS MARTIN

OPEN HEARTH STEEL

STEEL.—There has been a fair business transacted. Prices follow: Mild, $2.05; sleighshoe, $2.10 to $2.20; tire, $2.15 to $2.25; spring, $2.85 to $3; reeled machinery, $2.75 to $3; toecalk, $2.60 to $2.75; machinery (iron finish), $2.10; ...l steel, $2.05; square harrow, $2.15.

TOOL STEEL.—Continues steady all round. We quote: Black Diamond, 8 to 9c.; Sanderson's, 8 to 9c., according to the grade; Jessop's, 13c.; Leonard's, 7½c.; Jonas & Colver's, 10 to 20c.; "Air Hardening," 50 to 65c. per lb.

CANADA PLATES.—In fairly active request and several sizes continue scarce, but supplies are near at hand. We quote: 52s, $2.60 to $2.70; 60s, $2.70 to $2.80; 75s, $2.80 to $2.85; full polished, $3.75 and galvanized, $4.25 to $4.35; galvanized, 60s, $4.45 to $4.55.

TERNE PLATES.—There is a fair inquiry for these on the basis of $7.75.

COIL CHAIN.—As last reported. No. 6, 11½c.; No. 5, 10 to 10½c.; No. 4, 9 to 9½c.; No. 3, 8 to 8½c.; ¼-in., 6½ to 7c. per lb.; 5-16, $5 to $5.20; 5-16 exact, $5.25; ⅜, $4.25; 7-16, $4; ½, $3.95 to $4.05; 9-16, $3.85 to $3.95; ⅝, $3.65 to $3.75; ¾, $5 to $5.20; ⅞, $3.30; 1-in., $3.15 to $3.25. In carlots an allowance of 10c. is made.

SOLDER.—Steady and in fair request at 20c. for bar and 19c. for wire.

ZINC SPELTER.—Continues unchanged at $6.25 to $6.50.

SHEET ZINC.—Fairly inquired for at $6.75 to $7.

SCRAP METALS.

Business in old material has been of fair volume and without any change in prices. We quote as follows: Heavy copper and wire, 10c. per lb.; light copper, 9c.; heavy red brass, 10c.; heavy yellow, 8½c.; light brass, 5c.; lead, 2 to 2¼c.; zinc, 2½ to 2¾c.; iron, No. 1 wrought, $17 to $17.50; No. 2, $7.50 per ton; machinery scrap, $17.50 to $18; stove plate, $13; malleable and steel, $6; mixed country rags, 60 to 70c. per 100 lb.; old rubbers, 6¼ to 6½c. per lb.

HIDES.

This market continues unchanged. We quote: No. 1 hides, 8c.; No. 2, 7c.; No. 3, 6c.; Calfskins, 9 to 11c.; sheepskins, 75c.; lambskins, 15c.

NOTES.

The Northern Iron Works Company had their entire plant destroyed by fire on Thursday morning last. The plant was new and they had the largest lathes in the West. Some 45 men were employed, and they had orders ahead for fully three months. The members of the company are all young men who started here three years ago in a very modest way and had made a surprising success of the business. The insurance was only about 25 per cent. of the value of the plant and the loss is over $15,000. Temporary buildings are being erected to complete the orders and in the meantime, the large new foundry, for which plans had been prepared, will be erected as speedily as possible.

ONTARIO MARKETS.

Toronto, May 22, 1903.

HARDWARE.

THE market is in much the same condition as has been the case for the past fortnight. Orders for prompt delivery are coming in steadily and are being filled as fast as jobbers can supply the goods. The railways are now taking better care of freight, and retailers in Northern Ontario and the Northwest are getting their shipments more promptly and in better condition. Manufacturers of screen doors, lawn mowers, garden and sheep shears, churns, washing machines, wringers, some sizes of nails, screws, bolts and nuts, hinges and wire netting are still behind their orders, so stocks of these goods are not large. There is no change in prices, except an advance of 25c. in horseshoes and an increase in the cost of handles. A new list price of the latter goods is now being issued. Soil pipe and fittings are steady since the recent advance. A firm market prevails throughout.

BARB WIRE.—A good trade continues. The base price is as follows: $2.25 from Cleveland and 10c. less in carlots. From stock, Toronto, $2.80.

GALVANIZED WIRE.—Business is fairly active and our quotations are as follows: Nos. 6, 7 and 8, $3.15 to $3.35 per 100 lb.; No. 9, $2.50; No. 10, $3.20 to $3.40; No. 11, $3.25 to $3.45; No. 12, $2.65; No. 13, $2.75; No. 14, $3.75 to $3.95; No. 15, $1.30; No. 16, $4.55. Nos. 6 to 9 base from Cleveland are quoted at $2.27½ in less than carlots.

SMOOTH STEEL WIRE.—A steady demand is noted. The base price is $2.50 per 100 lb. Oiling 10c.; coppering 60c.; and tinning, $2 per 100 lb. extra. Shipping points, Toronto, Hamilton, London and Montreal, with freights equalized on those points.

COIL SPRING WIRE.—The brisk trade keeps up. We quote: No. 9, $2.75; No. 11, $3.40; No. 12, $2.95. Freight up to 25c. per 100 lb. allowed on 500 lb. or over. Carlots of 15 tons, 5c. less, with freight up to 20c. allowed.

WIRE NAILS.—A good demand is reported, with stocks of some lines running short. Our quotations are as follows: Carlots, $2.40 and small lots, $2.45 per keg f.o.b. Gananoque, Montreal, London, Hamilton, Toronto, Brantford, Windsor, Ont., and St. John.

CUT NAILS.—A good business continues at $2.50 per keg.

HORSE NAILS.—A fair trade is doing. The prices are unchanged. Our quotations are as follows: "C" brand, oval head, 40 and 10 and 7½ per cent.; on "Monarch," 60 and 10 per cent. and "Countersunk" head," 60 per cent.; on "Peerless," 45 and 7½ per cent.

HORSESHOES.—An advance of 25c. is made throughout. A fair trade is doing. We quote, f.o.b. Toronto: Iron shoes, No 2 and larger, $3.80; No. 1 and smaller, $4.05. Steel, new light shoes, No. 2 and larger, $3.95; No. 1 and smaller, $4.20. Snow shoes, No. 2 and larger, $4.05, No. 1 and lighter, $4.30. If shipped from factory, 15c. less.

SCREWS.—Business keeps up well with stocks fair. Quotations are as follows: Flat head bright, 87½ per cent. discount; round head bright, 82½ per cent.; flat head brass, 80 per cent.; round head brass, 75 per cent.; round head bronze, 70 per cent.; flat head bronze, 75 per cent.

RIVETS AND BURRS.—A good demand continues. We quote: Iron rivets, 60 and 10 per cent. discount; iron burrs, 55 per cent.; copper rivets, with usual proportion of burrs, 45 per cent.

BOLTS AND NUTS.—Jobbers are having trouble in getting several sizes. Business keeps good. Quotations are as follows: Carriage bolts, common ($1 list), 50 and 10 per cent.; carriage bolts, full square ($2.40 list), 55 and 10 per cent.; carriage bolts, Norway iron, ($3 list), 55 and 10 per cent.; machine bolts, all sizes, 50, 5 and 10 per cent.; coach screws, cone points, 66 2-3 and 10 per cent.

BINDER TWINE.—Prices are reported to be stiffening, but there is no indication of change on this market at the moment. A good trade is doing. We quote: 650 ft., 13c.; 600 ft., 12c.; 550 ft., 11¼c.; 500 ft., 10½c.

CORDAGE.—Business active. We quote: Pure manila, 14c.; British pure manila, 12c.; sisal, 11½c.; double lathyarn, 11c.; single lathyarn, 10½c.; double shingle yarn, 11c.; single shingle yarn, 10½c.

SPADES AND SHOVELS.—Conditions are unchanged. Dealers are still pressing for deliveries, which are not easy to get in some cases. The discount is 45 per cent. and the list price has been reduced $3 per dozen for Old's goods, $2 for Gray's and $1 for Burns'.

LAWN MOWERS.—There is still a shortage. The prices are steady. We quote: Woodyatt, 12 in., $7.50; 14 in., $8; 16-in., $8.50; 18 in., $9; 20-in., $10; Star, 12-in., $5.50; 14-in., $5.75; 16-in., $6; Daisy, 12-in., $4.90; 14 in., $5.10; 16-in., $5.30; Ontario, 12-in., $14.25; 14-in., $15.80; 16-in., $16.80; 18-in., $18.90; 20-in., $20.50; Philadelphia, 12-in., $6.50; 14-in., $7; 16-in., $7.50. Discount, 40 and 10 to 50 per cent.

SOIL PIPE AND FITTINGS.—A good trade continues. It is noted that much of the demand is at the moment for Northern Ontario for summer hotel extensions. Prices are now steady, with the discounts quoted as follows: Light soil pipe, 45 and 5 per cent.; light soil pipe fittings, 50 and 5 per cent.; medium and extra heavy pipe and fittings, 55 and 5 per cent.; 7 and 8 in. pipe, 40 and 5 per cent.

BRASS GOODS. There is a good general demand for plumbing and steam specialties, particularly the latter. The discounts are unchanged.

BUILDING PAPER.—A good trade reported. We quote: Tarred felt, $1.75 per 100 lb.; 2-ply ready roofing, 90c. per roll; 3-ply, $1.15 per roll; carpet felt, $2.25 per 100-lb.; dry sheathing, 35c. per roll; tar sheathing, 45c. per roll; dry fibre 50c. per roll; tarred fibre, 60c. per roll, O K and I X L, 65c. per roll; heavy straw and sheathing, $30 per ton; slaters' felt, 60c. per roll.

SCREEN DOORS.—Now that trade is opening up well it is apparent that stocks are comparatively light. We quote: Screen doors, common, 2 or 3 panel, walnut stained, 4-in. style, $6.80; stained, yellow or green, $7; in natural colors, oil finish, $8.15; 3-inch style, 20c. per dozen less.

PLUMBING FIXTURES.—Jobbers are having difficulty in keeping up their stocks of earthenware plumbing goods, particularly closets. There is a good demand for all lines. Prices are steady.

FORK HANDLES.—List prices have been changed throughout and the new list carries a discount of 50 per cent.

CEMENT.—As anticipated the market has strengthened materially, an advance of 10c. being noted throughout. We quote in carlots, Toronto, as follows: Canadian Portland, $2.50; German $2.40 to $2.50; English, $2.30 to $2.50; hydraulic, $1.50. Small quantities are 15 to 25c. higher.

PETROLEUM.

The market is quiet. There is some cutting in Canadian grades but the best American oil is reported steady. We quote: Lily White, Canadian, 18c. in bbls.; Silver Light, American, 19½c. in bbls.; Crystal Spray, water white, American, 21c. in bbls.; Pennoline, best American imported, 22c. in bbls. In bulk, 2c. less.

METALS

The market shows an easier tone throughout. Practically all metals, except possibly steel, are lower on outside markets. Pig iron is arousing most widespread attention, as the enormous production and import has caught up to the consumption in the United States and prices are being reduced to meet the aggression of British dealers. Contracts are now being made for the last half of the year and as it is pointed out that fully 95 per cent. of the business done during the last six months was booked prior to last December at considerably lower prices than now prevail, buyers are now waiting till prices are at a lower level once more before making large contracts. The past fortnight has witnessed a reduction of $1, but business will not be secured, it is believed, until further reductions are made. The English market shows signs of responding to the lower prices in the States, and it is probable that the Canadian market will be affected in a similar degree, though no change is yet reported. Bar iron is scarce here and English brands are coming in freely to fill orders. Tin and copper are fluctuating as much as ever on the London and New York markets, the week showing a decline of £1 in tin and 15s. in copper. There is no change here, a quiet, easy tone being manifest.

PIG IRON.—A reduction of 50 to 75c. in Pittsburg has followed last week's decline and prices are easier here in sympathy with the general weakness. A good spot business is doing at steady figures, but few contracts are being booked. Our quotations are as follows: No. 2, $22.50 to $22.75; No. 2 Summerlee, $25 on track, Toronto.

BAR IRON.—English bar iron has been offered rather freely and prices are somewhat easy, though Canadian mills are having all the business they can take. We quote as follows: Base price is $2.05. For extras, cut to length while rolling: 2 ft. and over, 10c. per 100 lb.; 1 ft. and under 2 ft., 15c.; under 1 ft., 20c.; over 20 ft., by special agreement, according to length and size.

STEEL BOILER PLATES.—A steady trade is doing with the base price still $1.96 f.o.b. Toronto.

TOOL STEEL.—A big business is doing with prices firm: "B C" and "Black Diamond," 10 to 11c.; Jessop's, Morton's and Firth's, 14c.; Jonas & Colver's, 10 to 20c.; ditto, "Air Hardening," 70c. per lb.; Chas. Leonard's, 8 to 9c.; Park's "Silver," 12 to 14c.; Park's "Special," 15 to 20c.

MACHINERY STEEL.—The activity continues, with prices firm at $2 to $2.05 f.o.b. Toronto.

STEEL BOILER PLATES.—There is still a good movement. Prices are steady at $1.96 f.o.b. Toronto.

BLACK SHEETS. A good demand continues. We quote: Common, $3.15 for 28 gauge and dead flat, $3.50 for 26 gauge.

CANADA PLATES.—Stocks have been light, but shipments are now coming forward from Montreal. Prices are steady. We quote: All dull, $2.90 to $3; half

OAKEY'S The original and only Genuine preparation for Cleaning Cutlery. 6d. and 1s. Canisters.
'WELLINGTON' KNIFE POLISH
JOHN OAKEY & SONS, LIMITED
MANUFACTURERS OF
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COVERT MFG. CO.
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Auto Screw Jack
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FOR SALE BY JOBBERS AT MFRS. PRICES

PRIEST'S CLIPPERS

Largest Variety. Toilet, Hand, Electric Power
ARE THE BEST.
Highest Quality Grooming and Sheep-Shearing Machines
WE MAKE THEM.
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Oneida Community Goods
HALTERS, COW TIES, SNAPS, etc., etc.,
In all sizes and styles. May be had of all jobbers throughout Canada.
Factory—NIAGARA FALLS, ONT

Don't Forget the Name. . .
NEWMAN'S INVINCIBLE
FLOOR SPRINGS
Strong, Quick, Reliable, Effective.
Will close a door against any pressure of wind Far ahead of ordinary door springs, pneumatic or otherwise. Ask your wholesaler.
W. NEWMAN & SONS, Birmingham.

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STANDARD.

The cost of Axes per million feet of lumber taken out should be the best Standard. Under this Standard the CROWN JEWEL is the cheapest Axe in the market.
Dundas Axe Works, Dundas, Ont.
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We manufacture the following Standard brands of

FILES

"K & F" "Great Western" "Globe"
"American" "Arcade" "McClelland".

CAREFULLY TESTED. FULLY WARRANTED.

For sale by all prominent hardware merchants throughout the Dominion.

WALTER GROSE, Selling Agent, Montreal.

Nicholson File Co.,
DOMINION WORKS, PORT HOPE, CANADA.

polished, $2.85 to $3.10 and all-bright, $3.75 to $3.85.

GALVANIZED SHEETS.—A good trade is doing. Prices are unchanged throughout. We quote: Queen's Head, $4.50 for 28 gauge; American, $4.40 for 24 gauge; Bell brand, $4.30 for 28 gauge; Gordon Crown, $4.50 for 28 gauge.

TIN.—Prices are unchanged locally, though the fluctuations of the week have resulted in a net decline of £1 in the English market. We quote $33 to $35.25.

TINPLATES.—The demand from stock is fairly active. Prices are steady. We quote: Charcoals, $4.75 to $5 and cokes, $4.25 to $4.50 per box.

COPPER.—The demand for both ingot and sheet continues good. Prices are steady. We quote: Ingot copper, $15 and sheet copper, $21 to $22 per 100 lb.

BRASS.—Unchanged in price and in good demand. Discount, 10 per cent.

LEAD.—The market is firm with a good business doing. We quote: $3.50 per 100 lb. for pig lead and $3.75 for bar lead.

IRON PIPE.—A particularly good trade is reported by some houses. The prices are steady. We quote as follows: Per 100 ft.: Black pipe, ⅛-in., $3.25; ¼-in., $2.40; ⅜-in., $2.65; ½-in., $2.85; ¾-in., $3.65; 1-in., $5.25; 1¼-in., $7.35; 1½-in., $8.95; 2-in., $12.55; 2½-in., $21; 3-in., $25; 3½-in., $32; 4-in., $38.

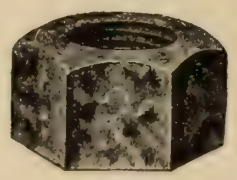
ZINC SPELTER.—An active demand is reported with stocks still light. Prices are firm at 6¼ to 6½c. per lb.

ZINC SHEETS.—The activity continues. We quote the base price as follows: Cask lots, $6.75 to $7 and part casks, $7 to $7.25.

SOLDER.—In good demand. Prices are unchanged. Guaranteed half-and-half is quoted at 18 to 19c., and wiping 17 to 18c.

OLD MATERIAL

The demand in this line shows a slight decrease, and buyers expect a weakening of prices on many articles. Scrap zinc is quoted this week ¼c. lower in price, and old rubbers are also ¼c. easier. Other prices as yet remain steady at last week's



THE JOHN MORROW MACHINE SCREW COMPANY, Limited

Manufacturers of

Set and Cap Screws, Special Milled Work, Engine Studs, Etc. Cold Punched Nuts of every variety of finish.

INGERSOLL, ONT.

NEW LIGHT STEEL RAILS ALL WEIGHTS, ALL SECTIONS

We offer for immediate shipment from stock, all sections from 12 up to 56 pounds to the yard with fastenings. CORRESPONDENCE SOLICITED.

Sessenwein Bros., 103 Shannon St., Montreal.

WILL IT PAY?

Every business transaction is weighed by one standard.

Will it Pay?

If you handle *oil of any kind* and are considering the purchase of a

BOWSER
Self-Measuring
OIL TANK

Let us ask you a few questions:

Is it worth 10 cents a Day to handle your oil without waste?

Is it worth 10 cents a Day to sell your oil without loss of time and labor?

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Is it worth 10 cents a Day to keep your oil room neat and clean?

We might propound a hundred questions equally as pertinent. If any one of these is worth 10 cents a day, is not the combination of the many worth more than the cost of a **Bowser Self-Measuring Oil Tank**, which will give you all these advantages?

Let us give you full particulars. **Ask for Catalogue "A."**

S. F. BOWSER & CO., Factory FORT WAYNE, IND

quotations, as follows: Heavy copper and wire, 11½c. per lb.; light copper, 10c. per lb., heavy red brass, 10½c. per lb.; heavy yellow brass, 8½c. per lb.; light brass, 6c.; lead, 2½c.; scrap zinc, 3¼c.; iron, No. 1 wrought, $11 per net ton; No. 2 wrought, $5; machinery cast scrap, $16; stove plate, $11; malleable and steel, $7; old rubbers, 6¼c. per lb. and country mixed rags, 50c. per 100 lb.

SEEDS.

There is still a little doing on the seed market. A few small orders are being filled by dealers. The season is, however, practically over. Prices remain firm at quotations of last issue. We quote as follows ex-warehouse here: Red Clover, per bushel, $6 to $7.80; alsike, per bushel, $4.80 to $8; timothy, per bushel, $2 to $2.75.

HIDES, SKINS AND WOOL.

The only thing to be noticed on this market is the slight weakening in fleece wool. The price has dropped 1c. per lb. All other prices remain firm at last week's quotations. We quote:

HIDES.—No. 1 green, 7½c.; No. 2 green, 6½c. per lb.; No. 1 green, steers, 8c.; No. 2 green, steers, 7c. per lb.; cured, per lb., 7¾ to 8¼c.

CALF SKINS.—Veal skins, No. 1, 6 to 14 lb. inclusive, 10c.; No. 2, 8c.; No. 1, 15 to 20 lb. inclusive, 9c.; No. 2, 7c. Deacons (dairies), each, 60 to 70c.; sheepskins, 40c. to $1.10.

WOOL.—Unwashed wool, per lb., 8 to 9c.; fleece wool, 15 to 16c.; pulled wools, super., per lb., 15c.; extra, 18c.

TALLOW.—We quote 5½ to 5¾c. per lb.

NOTES.

Horseshoes are 25c. dearer throughout.

Scrap zinc and old rubbers are ¼c. lower.

A new list on fork handles has been issued by the manufacturers.

The B. Greening Wire Co., Limited, of Hamilton and Montreal, have just received a large shipment of ½-in., ¾-in. and 1-in. galvanized netting, in all widths, and can now fill orders promptly.

MANITOBA MARKETS.

Winnipeg, May 18, 1903.

A STEADY market without much change. Pig lead and zinc have been advanced ½c. per lb. Porcelain door knobs have advanced from $1.10 to $1.15.

The price list for the week is as follows:

Barbed wire, 100 lb.		$3 25
Plain twist		3 25
Staples		3 65
Oiled annealed wire	10	3 42
"	11	3 48
"	12	3 56
"	13	3 66
"	14	3 76
"	15	3 91

Annealed wires (unoiled) 10c. less.
Horsenails, 40 per cent. discount.

Horseshoes, iron, No. 0 to No 1	4 45
No. 2 and larger	4 20
Snow shoes, No. 0 to No. 1	4 60
No. 2 and larger	4 45

Durable, Artistic AND Not Expensive

Three talking points of our Metallic Ceilings and Walls.

They appeal to practical people everywhere.

Strictly sanitary—beautiful in design and finished effect—and made in a multitude of patterns suited to all kinds of buildings.

Reliable goods that never disappoint your customers.

You serve your own interest by handling them.

The Metallic Roofing Co., Limited

TORONTO **MONTREAL** **WINNIPEG**

Steel, No. 0 to No. 1	4 45
No. 2 and larger	4 20

Cut Nails—		Wire Nails—	
2d 1 in.	$4 10	1 in.	$4 20
3d Fin. 1⅛ in.	4 10	1⅛ in.	4 20
3d 1¼ in.	3 75	1¼ "	3 85
4d 1½ in.	3 50	1½ "	3 60
5d 1¾ in.	3 50	1¾ "	3 60
6d 2 in.	3 40	2 "	3 50
8d 2½ in.	3 25	2½ "	3 35
10d 3 in.	3 20	3 "	3 30
20d 4 in.	3 15	3½ "	3 25
30d 4½ in.	3 10	4 "	3 20
40d 5 in.	3 10	4½ "	3 20
50d 5½ in.	3 10	5 "	3 20
60d 6 in.	3 10	5½ "	3 20
		6. "	3 20

Bar iron, $2.70 basis.
Swedish iron, $4.75 basis.

Sleigh shoe steel	2 85
Spring steel	3 25
Machinery steel	3 50
Tool steel, Black Diamond, 100 lb.	8 50
Jessop	13 00
Sheet iron, black, 10 to 16 gauge, 100 lb.	3 50
18 to 22 gauge	3 75
24 gauge	3 90
26 gauge	4 00
28 gauge	4 10
Galvanized Iron, Apollo, 16 gauge	4 00
18 and 20 gauge	4 00
22 and 24 gauge	4 50
26 gauge	4 50
28 gauge	4 75
30 gauge or 10¾ oz	5 00
Extra sheets, 36 in. wide an advance of 25 p.c. per 100 lb.	
Queen's Head, 24 gauge	4 50
26 gauge	4 75
28 "	5 00
For extra sheets, 36 inches wide, an advance of 25 p.c. 100 lb.	
Genuine Russian, per lb.	11
Imitation " "	07
Tinned, 24 gauge, 100 lb.	8 00
26 gauge	8 50
Tinplate, IC charcoal, 20 x 28, box	10 00
" IX "	12 00
" IXX "	14 00
Ingot tin	35
Canada plate, 18 x 21 and 18 x 24	3 25
Sheet zinc, cask lots, 100 lb	7 50
Broken lots	8 00
Pig lead, 100 lb.	5 50
Black iron pipe, ⅛ inch	3 30
" ¼ "	3 30
" ⅜ "	3 40
" ⅝ "	3 75
Black iron pipe, ¾ inch	4 30
" 1 "	6 25
" 1¼ "	8 75
" 1½ "	10 50
" 2 "	14 50
Rope, sisal, 7-16 and larger, basis	$12 25
Manila, 7-16 and larger, basis	14 75
Solder	20
Axes, chopping	$ 6 75 to 12 00
" double bitts	12 00 to 18 00
Bluestone	5 75
Screws, flat head, iron, bright	85 and 10 p.c.
Round " "	80 p.c.
Flat " brass	75 and 10 p.c.
Round " "	70 and 10 p.m.
Coach	65 p.c.
Bolts, carriage	50 p.c.
Machine	50 and 5 p.c.
Tire	60 and 5 p.c.
Sleigh shoe	65 p.c.
Plough	50 p.c.
Flat head stove	60 and 5 p.c.
Round head	60 and 5 p.c.
Elevator	60 p.c.
Rivets, iron	50 and 10 p.c.
Copper, No. 8	32
" No. 12	36
Coil chain, 3-16 inch	10⅛
" ¼ inch	8¼
" 5-16 inch	5⅝
" ⅜ inch	5⅛
" 7-16 inch	5
" ½ to ¾ inch	4¾
Spades and shovels	40 and 5 p.c.
Harvest tools	60 p.c.
Axe handles, turned, s. g. hickory, doz.	$2 50
No. 1	1 50
No. 2	1 25
Octagon extra	1 75
No. 1	1 25
Files common	70, and 10 p.c.
Diamond	60
Ammunition, cartridges, Dominion R.F.	50 p.c.
Dominion, C.F., pistol	30 p.c.
" military	15 p.c.
American R.F.	30 p.c.
C.F. pistol	5 p.c.
C.F. military	10 p.c. advance.

Loaded shells:

Eley's soft, 12 gauge black	16 50
chilled, 12 gauge	18 00
soft, 10 gauge	21 00
chilled, 10 gauge	23 00
Shot, Ordinary, per 100 lb	6 20
Chilled	6 60
Powder, F.F., keg	4 75
F.F.G.	5 00

Tinware, pressed, retinned	70 and 10 p.c.
" " plain	75 and 2½ p.c.
" pieced	
Japanned ware	37½ p.c.
Enamelled ware, white	45 p.c.
" Famous	50 anp 10 p.c.
" Imperial	50 end 10 d.c.
Green Wire Cloth	1 50.

PETROLEUM.

Water white American	26½c.
Prime white American	24½c.
Water white Canadian	24c.
Prime white Canadian	22½c.

SCRAP.

No. 1 cast iron	$16 per ton.
No. 2 "	8 "
Wrought iron scrap	5 "
Copper (heavy)	7c. per lb.
Yellow brass (heavy)	7½c.
Light brass	5c. to 6c. "
Lead pipe, or tea lead	2c. to 2½c "
Zinc scrap	1c. "

PAINTS, OILS AND GLASS.

Turpentine, pure, in barrels	$ 0 84
Less than barrel lots	0 86
Linseed oil, raw	66
Boiled	69
Lubricating oils, Eldorado castor	28½
Eldorado engine	27½
Atlantic red	33½
Renown engine	42
Black oil	19½ to 21½
Cylinder oil (according to grade)	55 to 74
Harness oil	56
Neatsfoot oil	1 00
Steam refined oil	85
Sperm oil	2 00
Pure castor oil, first pressure	10
Lubricating	10

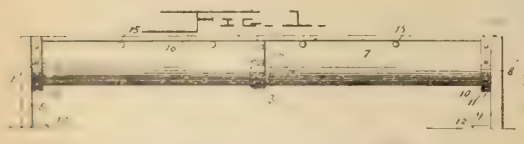
BINDER TWINE.

Jute, per lb	$0 10¼
Sisal, per lb	0 11
Standard, per lb	0 11
Manila, per lb, 550 ft	0 12
Manila, per lb., 600 ft	0 12½
Manila (pure), per lb	0 13½

F.O.B. Chicago; discount ½c. on 5-ton lots and ¼c. on car lots.

HOG AND FEED TROUGHS.

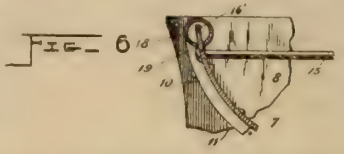
W. Gordon, Tweed, Ont., is offering to the Canadian trade a hog trough which is claimed to be practically indestructible. The desirable points in a hog trough are



that they should be so constructed that hogs could neither chew nor break them. After considerable study it has been found that steel is the best metal for this purpose.

The body of the troughs sold by Mr. Gordon is made of steel boiler-plate; the ends of heavy cast-iron, with a flange (see Fig. 5) to which the steel body is riveted. Cross-bars of ¾ bar-iron are placed every 12 inches and riveted through the sides. This not only strengthens the trough but prevents hogs from either crowding each other or lying in the trough (see Fig. 1).

A piece of wrought-iron pipe is slotted by a special machine and driven on edge of body and riveted through. This makes a very strong edge, and one that the hogs cannot hurt, as well as a very neat round edge (see Cut 6). The body of the trough is round, so if whey freezes in it it can do no harm. A good feature about the trough is that it is made any length to fit pen. One 3 feet long weighs 40 pounds, so they have weight as well as lasting power. They are fully warranted, so that retailers have behind them the maker's guarantee. Write for further particulars.



AN IMPORTANT ANNUAL MEETING.

THE joint annual meeting of the shareholders of The Dominion Iron and Steel and Dominion Coal Companies was held in Montreal on May 13. Senator Cox, vice-president, presided in the absence of the president, James Ross. The annual statement of The Iron and Steel Companies is as follows: Earnings of coal department for ten months, $1,977,323.10, less ten months' rental, $1,333,333.33, leaving net earnings of $643,984.77. The earnings on the steel department were, for eight months, $309,336.90, making a total of $953,881.67. The bond and general interest charges for eight months, with sinking fund, made a total of $410,935.45, leaving the net earnings $542,946.45. After paying preferred dividends for eight months, there was a surplus of $309,612.88.

The total assets of the company are placed at $38,505,567. Capital expenditure on steel works is put at $864,626.46 for eight months and on coal, $641,260.97 for one month, which, with other expenditure credited to capital, brings a total for both companies to $1,730,887.43.

The coal statement shows as follows: Ten months' rental, $1,333,333.33; interest, $28,007.73, a total of $1,361,341.11. Dividends, interest on bonds and expenses were $1,296,481.11, leaving a balance of $64,859.88. The sinking fund for ten months was $130,824.50.

The result of the operations of the company so far was to prove that its plant is able to produce pig iron and steel which meets the most exacting requirements of its customers. These include nearly all the important manufacturing plants in Canada and some of the largest locomotive works and plate mills in the United States.

One million cigars were recently shipped from Ybor city, Tampa, in a single day.

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 2c. a word each insertion; cash in advance. Letters, figures, and abbreviations each count as one word in estimating cost.

SITUATIONS VACANT.

BLACKSMITH'S HELPER—At once; must be good driver; highest wages and steady job to good man. J. E. Clipsham & Sons, Gravenhurst, Ont. f

CARRIAGE BLACKSMITH — On repairing and new work; steady job year round; state wages. Reid & Rose, Guelph.

HARDWARE SALESMAN WANTED — Bright, experienced young man for general hardware and stoves; must be highly recommended. Albert Maas, 534 Queen W., Toronto. f

STEEL RANGE BUILDER—Also nickel-plater and polisher wanted; steady job; state experience, etc. The Beach Foundry Co., Limited, Winchester, Ont. f

TWO TRAVELLERS WANTED—One city; one for Ontario; must be thoroughly familiar with the business. Give experience, references, and salary wanted. Box 27, HARDWARE AND METAL. (20-3)

TINSMITH WANTED—Good hand; steady employment. Apply Box 128, Galt, Ont. f

TINSMITH—At once; steady work; state experience and wages expected. John Ritter, Millbank. f

TINSMITH WANTED—At once; steady job; must be strictly temperate. Apply, stating experience and wages expected, J. & T. M. Piper, Fort William, Ont. f

WIRE WORKERS WANTED—On both round iron and channel iron work; steady job guaranteed. The Dennis Wire and Iron Co., London. f

WANTED—Hardware clerk; junior; state experience, age and salary expected, at once. Macnab Bros., Orillia. f

FOR SALE.

GRAND OPENING for tinsmith; free shop, free tools, for first-class, all-round man; Paris, town of 3,500. no opposition. E. M. Shildrick. (21-1)

FOR SALE—General store and dwelling; post-office and mail contract in connection. For particulars, apply to W. Dinsdale, Fowler's Corners, Ont. f

FOR SALE—Brick blacksmith shop; wood shop; large paint shop and store room; frame house and other out buildings; three-quarter acre of land; all kinds of fruit. Am doing first-class business; good reason for selling. Apply John Sinclair, Komoka. f

HARDWARE BUSINESS. (old established) in rapidly growing town of Collingwood, Ont., owner retiring. Apply to J. Henderson, Collingwood. (21-5)

LIMITED AMOUNT OF CEMENT STOCK for sale in paying Ontario company. Bank reference. Box 31, HARDWARE. (21-1)

1,000 Good White Business Envelopes, $1.00; any printing.

Billheads, Noteheads, Statements, $1.50 per M.

WEESE & CO., Jobbers, 54 Yonge St., Toronto

"NOVO" Air-Hardening Steel

For High-Speed Lathes, Planers, Etc. Annealed for Milling Cutters, Reamers, Etc., without equal for universal use.

WILLIAM ABBOTT, Agent,
334 ST. JAMES ST., MONTREAL

"Pullman" Lawn Sprinkler

IS YOUR ORDER IN?
Send for Folder No.14.

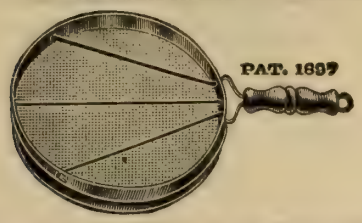
PULLMAN MNFG. CO.
Rochester, N.Y., U.S.A.

THE "SUN" BRAND PORTLAND CEMENT.

We make only one quality and that the best.
Ask us for quotations.

The Sun Portland Cement Co., Limited
OWEN SOUND.

JAS. A. CLINE, Managing Director.



The FAIRGRIEVE GAS TOASTER

Retails at 25c. The only Toaster guaranteed to toast on gas, gasoline or blue flame oil stoves without taste or smell. Write for prices.

THE FAIRGRIEVE MAN'FG. CO,
295 COLLEGE ST., TORONTO.
U. S. Branch: 289 Jefferson Ave., DETROIT.

BUILDERS' SUPPLIES

Fire Bricks, Fire Clay, etc.

ALEX. BREMNER, 50 Bleury Street, Montreal, Que.

STEVENS

THIS NAME WHEN FOUND BRANDED ON

FIREARMS

STANDS FOR EXCELLENCE IN QUALITY.

LEADING JOBBERS CARRY THEM. SEND FOR OUR CATALOGUES.

J. STEVENS ARMS & TOOL CO., Chicopee Falls, Mass., U.S.A.

H. & R. SINGLE GUN AUTOMATIC AND NON-EJECTING.

12, 16 and 20 Guage.
Steel and Twist Barrels

Superior in Design, Workmanship and Finish, and the most popular Gun on the Market.

Simplest "Take Down" Gun Made

HARRINGTON & RICHARDSON ARMS CO.
Also makers of H. & R. Revolvers.
Catalog on request. Worcester, Mass., U.S.A.

The New Century Ball-Bearing Washing Machine.

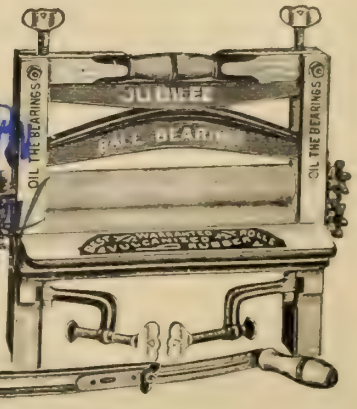
Not the cheapest but decidedly the best Washing Machine made.

Five to seven minutes only required for a tubful.
The operator need not stand when using it, and there is practically no wear on garments.
Full information given on application.

THE DOWSWELL MANUFACTURING CO., Limited
Hamilton, Ont.

W. L. HALDIMAND & SON, Montreal, - Eastern Agents.

RETURNED
1061 1C BM
MAR 31 19
Cut both
Dwg 49



"JUBILEE"

Has ball bearings. Runs easily. Is a veritable pleasure to use Doesn't wear out strength. Quickens the wringing process. A triumph in wringer-making.

All our wringers are guaranteed. The rolls are solid rubber, vulcanized direct to the shaft. Send for catalogue.

JUST A LITTLE. (Better than the best. Quicker than the rest. Handier than them all.

THE CANADIAN WRINGER and SPECIALTY CO.
TORONTO, CANADA.

TRADE IN COUNTRIES OTHER THAN OUR OWN.

WIRE AND WIRE NAILS IN THE STATES.

NOT much new business is being placed, but prices are being firmly held. We quote: Wire nails, carload lots, to jobbers, f.o.b. cars, Pittsburg, $2; plain wire, carload lots, $1.90, barb wire, carload lots, $2.30; staples, carload lots, $2.20. Galvanizing, 35c. extra. Carload lots to retailers are held at 5c. advance in all lines, and on less than carload lots a further advance of 10c. is charged. Steel cut nails are quoted as follows: Carload lots, $2.15, and less than carload lots, $2.20, f.o.b. Pittsburg, plus freight to point of destination. Iron cut nails are $2.25 in carload lots and $2.30 in less than carload lots. Terms, 60 days, less 2 per cent. off in ten days.—Iron Trade Review.

STEEL RAIL SITUATION.

An unprecedented production of pig in April was accompanied by a decrease in furnace stocks, testifying to vigorous consumption and wholesome conditions in the steel industry. It is not surprising that a somewhat easier tone is noticed, however, because the scarcity of fuel earlier in the season had retarded output and forced quotations above normal, especially on prompt shipments. According to The Iron Age, the weekly capacity of pig iron furnaces in blast on May 1 was 383,897 tons, far eclipsing all previous high-water marks, and this liberal rate of production naturally tends to prevent any inflatation of quotations. On the other hand, there is no foundation for sensational reports of extensive reductions in price of billets, which are in greater demand than supply, imports constantly arriving, while rail mills have been transferred to the making of billets. This is not due to any excess of steel rails, as evidenced by production engaged far in advance and the rejection of orders from foreign railroads.—Dun's Review.

THE UNITED STATES IRON TRADE.

Now that the iron trade has come to the point of normal manufacture and delivery of iron and steel products, the experience is so new that there is some disposition to accept it with misgivings. If inability to do business is a condition to be desired, there is ground for dissatisfaction with the change. In the past week reports have had currency indicating that some in the trade have run ahead of events and allow no intermediate ground between the feast and the famine condition. Easier deliveries prevail in most finished lines, as compared with the winter months and there is increasing freedom in coke shipments. In pig iron lower prices have been named for foundry grades. These are the facts on which a good deal of pessimistic rumor has been built. The associated southern furnaces appear to be doing little business, but outside furnaces have named lower prices on the small tonnage that has been closed, and small though it is it makes the market. The association furnaces appear willing to let the smaller interests develop the situation and take such business as now offers, their expectation being that when the real buying comes the iron of the former will move at a price determined by conditions then existing.—Iron Trade Review.

A DEPRESSED TIN TRADE.

The opening London cables report a depressed market, with the large operators who did so much business yesterday inactive, and some small selling for all positions being done by some of the smaller London traders. Offers for East-Indian shipments continue to be made by London houses, but no offers reach this market direct from the Singapore and Penang exporters, and this continues a puzzling feature of the situation. Good authorities in the East, again in reply to inquiries, cable the exports of tin from the East Indies this year will not exceed late year's shipments. Market here continues very quiet, and except that there is quite a little inquiry from the carload buyers (consumers) there is nothing to say and very little life to the market and absolutely no speculation. It is, we think, safe to say not a ton of tin for speculators is being carried in this market, and it is the first time in years, we think, that this could be said. The consumption of the country is proceeding at a very high level as far as we can trace, and the reason for the few new purchases being made by consumers is that they have for 30 days been getting large deliveries on old purchases and are making no new purchases. The consumers of this country have not for over a year, in our opinion, had as few future supplies bought as to-day, and they are not likely to change their attitude until forced to do so by their actual requirements, or until the foreign markets give some indication of what may be expected in the future. Meanwhile the tin market here is absolutely being influenced by the London speculation, and is satisfied to watch for developments.—American Metal Market, May 19.

TINPLATES IN NEW YORK.

The situation is unchanged. Scarcity on spot continues and mills continue to disappoint buyers on deliveries on old contracts. All producing interests are behind in deliveries and especially the independent tinplate mills.—American Metal Market, May 19.

50 YEARS' EXPERIENCE

PATENTS

TRADE MARKS
DESIGNS
COPYRIGHTS &C.

Anyone sending a sketch and description may quickly ascertain our opinion free whether an invention is probably patentable. Communications strictly confidential. Handbook on Patents sent free. Oldest agency for securing patents.

Patents taken through Munn & Co. receive *special notice*, without charge, in the

Scientific American.

A handsomely illustrated weekly. Largest circulation of any scientific journal. Terms, $3 a year; four months, $1. Sold by all newsdealers.

MUNN & Co. 361 Broadway, New York
Branch Office, 625 F St., Washington, D. C.

STENCIL BRANDS

A great many people think that "any old thing will do for a Stencil" but this is a mistake.

When you are in want of stencil brands for barrels, boxes, bags, or addresses, send to us and see the difference.

Hamilton Stamp & Stencil Works, Hamilton, Ont.

TRUCKS
for Warehouse
and Factory.

Save You Money
Do Men's Work
Draw no Salary.

Our Trucks are guaranteed satisfactory.
Turn in their own length.

MADE IN CANADA.

H. C. Slingsby for Canada.

Factory, Ontario Street, Temple Building, MONTREAL.

"THE EMLYN" SAW BENCH

Made in 6 sizes. Best value obtainable. Specially designed for export. With or without "Emlyn" Patent Guard. Sole maker—

CHARLES D. PHILLIPS,

Cables—"Machinery," Newport. Emlyn Engineering Works, NEWPORT, MON., ENGLAND.

ONTARIO SILVER CO.,

Limited,

NIAGARA FALLS, CANADA.

Manufacturers of **FLATWARE, CUTLERY and ELECTRO PLATE.**

Ask for our Catalogue and Quotations.

Steward & Romaine Mfg. Co.

EXPANSION and TOGGLE BOLTS

For fastening all kinds of material to Brick, Stone or Cement,

124 North Sixth St., Philadelphia, Pa.

ONTARIO WIND ENGINE & PUMP CO., Limited.

CALVANIZING.

Phone Park 822. Atlantic Ave., Toronto

STOVE BRICK

Fire Clay and Asbestos, Furnace Cement.

All kinds of Fire Clay products made to order from patterns. Write for Price List.

JONES BROS., BRACONDALE, P.O., ONT. (NEAR TORONTO)

Established 1854. Phone Main 1706.

THE GEO. B. MEADOWS

Toronto Wire, Iron and Brass Works Company, Limited.

Manufacturers of **Wire Window Guards, Wire Cloth, Moulders' Riddles, Children's Cots, Bank and Office Railings, Ornamental Iron Fencing, Window Fixtures, Wire Work, Architectural Wrought Iron Work.**

117 King St. West, TORONTO, ONT

SOLARINE

We don't keep it! WE SELL IT!

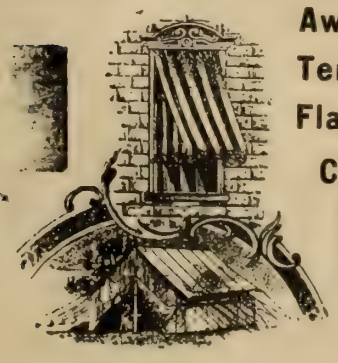
A wholesale house writes: "We find the sale of Solarine steadily increasing, and we do not hesitate to say that we find it gives better satisfaction than any other polish we handle."

FOR POSITIVE PROOF—SELL SOME—WATCH RESULTS

Ask your jobber for it.

"SOLARINE," - TORONTO.

BUY OF THE MANUFACTURERS . . .

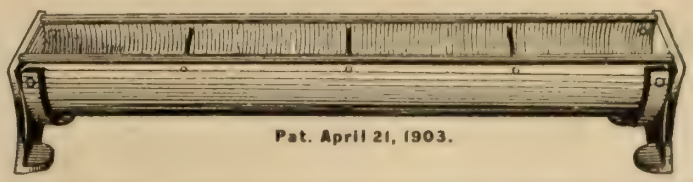


Awnings
Tents
Flags and Covers

WRITE FOR QUOTATIONS.

RAYMOND BROS., Windsor, Ont.

PATENT STEEL HOG TROUGHS



Pat. April 21, 1903.

Something new, something long wanted.

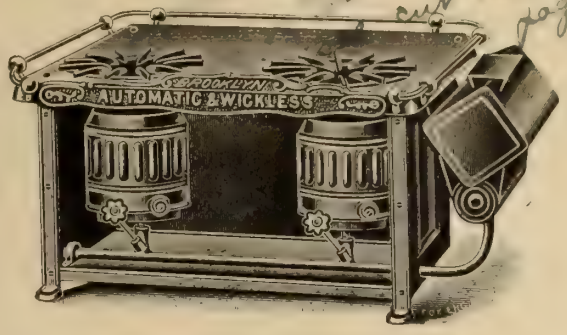
A fine line for Hardware trade.

Write for Prices and Agency.

I am placing on the market this Steel Hog Trough, made of No. 14 Steel Boiler Plate. A trough that it is impossible for the hogs to chew or destroy. Edges finished with ¾ wrought iron pipe, slotted and driven on. Cross bars to prevent hogs from crowding or lying in trough.

Every hog raiser wants them and is going to have them when he finds out what they are. A great seller, as they are practically indestructible.

WILBER S. GORDON, - TWEED, ONT.



BROOKLYN Oil Stoves

1, 2, and 3 Burners

E. T. WRIGHT & CO.

Hamilton and Montreal.

CHAS. F. CLARK, President. **JARED CHITTENDEN, Treasurer.**

...ESTABLISHED 1849...

BRADSTREET'S

Capital and Surplus, $1,500,000. **Offices Throughout the Civilized World.**

Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information, no effort is spared, and no reasonable expense considered too great, that the results may justify its claim as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

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HALIFAX, N.S. OTTAWA, ONT. VANCOUVER, B.C. HAMILTON, ONT. QUEBEC, QUE. LONDON, ONT. ST. JOHN, N.B. WINNIPEG, MAN. MONTREAL, QUE. TORONTO, ONT.

THOS. C. IRVING, Gen. Man. Western Canada, Toronto.

Established 1832. Cable Address, "BLISS."

MANUFACTURERS

Wood Turnings, Hand, Bench and other Screws Mallets, Handles, Vises Clamps, Tool Chests Croquet, Lithographs Wood Toys, Novelties

and also the celebrated

Wood's Patent Car Gate

For Street and Steam Railroad Cars.

The R. BLISS MFG. CO.

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Canadian Representative: ALEXANDER GIBB, 13 St. John St., MONTREAL.

75 YEARS *ESTABLISHED 1825.* *75 YEAR*

PAINT, OIL AND BRUSH TRADES

A LARGE PAINT ESTABLISHMENT.

THE firm of P. D. Dods & Co. was established many years ago and to-day ranks among the largest and most successful paint and varnish manufacturers in Canada. Their factory is situated on St. Patrick street, Montreal, and is modern and up-to-date in all departments. On the ground floor two machines are constantly at work making white lead. These are capable of turning out seven tons per day, and are provided with patent ventilators, which draw off all the odor, so that the operator finds no ill effects from his work. Putty is also made in this department and in the rear are large drying kilns in which the different ingredients are dried. On the next flat are the grinding and mixing machines, where the "Island City" house and floor paints are prepared. In another department, on the same flat, the paints are put in tins of different sizes, labelled, and ready for the market.

Upstairs, again, the colors are mixed in large tanks, some 15 in number, and large quantities of material are stored here which are required in the manufacture of the brands the firm make.

A number of girls are constantly employed making sample cards, which are very handsomely gotten up for distribution amongst their customers throughout the Dominion.

In another section, which is in rear of the main building, the different grades of varnish are manufactured, and in a large warehouse many thousand dollars worth of fine carriage and house varnish is stored. Great precautions against fire are taken all through the buildings, a system of sprinklers being in use throughout, and the firm will spend several thousand dollars shortly in installing a more complete system of fire protection. The firm employ numerous travellers in all sections of the Dominion, and their business is increasing rapidly. They have a branch house in Toronto where a complete stock is constantly on hand. Mr. Tougas, the popular head of the firm, is a gentleman of large experience in the paint business, having spent part of his life in the manufacture and sale of the product and is thoroughly practical and up-to-date in all his methods. The offices and warehouse are at 199 McGill street, Montreal.

MARKETING GOODS SUCCESSFULLY.

There are many to-day in business who are quick to complain of the keen competition in all lines. They are also willing to agree that times are not what they used to be, and they find it hard to take a glowing view of modern business conditions. But there are two sides of the question. To-day let the manufacturer make an up-to-date article, possessing merit, introduce it right, and he will find that a live sale awaits it. And he can make more sales in a week under modern conditions than his co-worker in the same line of a few decades ago could in a year. As an instance of this: John Lucas & Company, the paint manufacturers, recently placed on the market a splendid article for removing old varnish and paint. They introduced it to their trade ("Hardware and Metal" was one of the mediums used) in an up-to-date manner by good advertising. The merit of the article was recognized at once and they report that they are filling orders for tremendous quantities of this one product in all parts of the country. This looks as if there is business to be had to-day - and lots of it for the manufacturer who is the first to see and place upon the market the requirements of his trade.

PAINT AND OIL MARKETS.

MONTREAL.

THERE have been no changes in the price of white leads here, though many traders consider that an advance of some kind is warranted. In turpentine the market continues weak, as there has been a further decline of 3c., making 13c. in the fortnight, and the tendency is still somewhat unsettled. Linseed remains as last quoted. The movement of business has been fairly satisfactory, though jobbers' mails from travellers this week complain that the excessively dry, dusty weather is interfering with the consumptive movement of paints to some extent. We quote:

GROUND WHITE LEAD.—Best brands, Government standard, $5 to $5.25; No. 1, $4.27½ to $4.87½; No. 2, $4.40 to $4.50; No. 3, $4.02½ to $4.12½; No. 4, $3.65 to $3.75, all f.o.b. Montreal. Terms, four months, or 3 per cent. off for cash in 30 days.

DRY WHITE LEAD.—$4.75 in casks and in kegs, $5.

DRY WHITE ZINC.—Pure dry, in casks, 6¼c.; in 100 lb. kegs, 6¾c.; No. 1, zinc, in casks, 5¼c.; in 100-lb. kegs, 5¾c.

WHITE ZINC (ground in oil)—Pure, 25 lb. irons, 8c.; No. 1, 7c.; No. 2, 6c.

PUTTY.—We quote: Bulk, in barrels, $1.60; bulk, in 100-lb. packages, $1.85; bladders, in barrels, $1.90.

ORANGE MINERAL.—Casks, 7c.; 100-lb. kegs, 7¼c.; smaller quantities, 8¼c.

RED LEAD.—Genuine red lead, in casks, $4.50; in 100-lb. kegs, $4.75; in less quantities, $5.75 per 100 lb. No. 1 red lead, casks, $4.25; kegs, $4.50 and smaller quantities, $5.50.

LITHARGE.—Ground casks, 5c.; in less quantities, 5½c.; flake litharge, casks, $5.25; smalls, $5.75 per 100 lb.

LINSEED OIL.—Raw, 1 to 4 bbls., 59c.; boiled, 62c.; raw, 5 to 9 bbls., 58c.; boiled, 61c. Terms, net cash in 30 days. Delivered in Ontario, between Montreal and Oshawa, at 2c. per gallon advance.

TURPENTINE.—Single bbls., 72c.; 2 to 4 bbls., 71c. Terms, net cash in 30 days.

BENZINE.—25 to 26c.

SHELLAC VARNISH.—Pure white, $2.20 to $2.35; orange, $2.10 to $2.25.

MIXED PAINTS.—$1.20 to $1.40 per gallon.

CASTOR OIL.—8¾ to 9¼c. in wholesale lots, and ½c. additional for small lots.

SEAL OIL.—48 to 50c.

COD OIL.—35 to 37½c.

PURE CANADIAN PARIS GREEN.—Petroleum barrels, 15¼c. per lb.; arsenic kegs, 15½c.; 50 and 100-lb. drums, 16c.; 25-lb. drums, 16½c.; 1-lb. packages, 17c.; ½-lb. packages, 19c.; 1-lb. tins, 18c.; ½-lb. tins, 20c.

PURE ENGLISH PARIS GREEN.—Petroleum barrels, 14½c.; arsenic kegs, 14½c.; 50 and 100-lb. drums, 15c.; 25 lb. drums, 15½c.; 1-lb. paper boxes, 16c.; 1-lb. tins, 17c.

TORONTO.

The market is in practically the same condition as a week ago. Turpentine has steadied in Savannah, but stocks in Canada are large and competition is keeping prices down to close figures. Linseed oil continues strong, but no change has yet been made. White lead and paris green are still being sold underneath the market. The demand for paints and varnishes is exceptionally brisk, while sales of sun

CANE'S NEWMARKET WOODENWARE

Tubs, Pails, Washboards, Clothespins,

makes the finest of all window displays for the summer trade. They suggest to housewives the need of replenishing these household necessities and carry a wide margin of profit to dealers.

"The best materials put together by people who know how."

OPERATING:
Boeckh's Toronto Factories.
Bryan's London Factories.
Cane's Newmarket Factories.

UNITED FACTORIES, LIMITED.

Head Office: TORONTO.

MONTREAL BRANCH: 1 and 3 DeBresoles St. LONDON BRANCH: 71 Dundas St.

Canada Linseed Oil Mills LIMITED

MONTREAL.

Manufacturers of

"GUARANTEED PURE"

Raw and Boiled

LINSEED OIL

N.B.—We are always in the market to buy good, sound, oak Linseed Oil, Turpentine, Varnish and Machine Oil Barrels.

McArthur, Corneille & Co.

MONTREAL

Glue and Gelatine

in extensive assortment, to suit all requirements.
WILL BE PLEASED TO SUBMIT SAMPLES AND PRICES.

MANUFACTURERS AND IMPORTERS OF . . .

White Lead, Oils and Colors, Prepared Paints, Window Glass, Varnishes, Etc.

SELLING AGENTS IN CANADA

For the GENUINE
Imperial French Green
of JOHN LUCAS & CO., PHILADELPHIA.

And CELEBRATED
English Varnishes
of CHAS. TURNER & SON, LONDON.

[illegible] of all brands are [illegible] from [illegible] to quote:

WHITE LEAD.—Ex-Toronto, pure white [illegible] $5.12½ to $5.25; No. 1, $4.62½ to $4.75; No. 2, $4.25 to $4.50; No. 3, $3.75 to $4.12½; No. 4, $3.50 to $3.75 in quantities of 25 lb. and upwards; ½c. per lb. extra will be charged for 12½-lb. packages. [illegible] dry white lead, in casks, $5.02½.

RED LEAD.—Genuine, in casks of 560 lb., $4.75 to $5; ditto, in kegs of 100 lb., $5.25 to $5.50; No. 1, in casks of 560 lb., $4 to $4.25; ditto, in kegs of 100 lb., $4.25 to $4.50.

LITHARGE.—Genuine, 6 to 6½c.

WHITE ZINC.—Genuine, French V.M., in casks, $6 to $6.25; Lehigh, in casks, $6 to $6.25.

SHINGLE STAIN.—In five-gallon lots, 60 to 85c. per gallon.

PARIS WHITE.—90c. to $1 per 100 lb.

WHITING.—65c. per 100 lb; Gilders' whiting, 80c.

GUM SHELLAC.—In cases, 35 to 37c.; in less than cases, 40 to 42c per lb.

LIQUID SHELLAC.—Pure orange, in bbls., $2.30 to $2.40; white, $2.35 to $2.45 per gallon; in less quantities, 10c. extra.

GLUES.—Broken sheet, in 200-lb. bbls., 8 to 8½c. per lb.; cabinet glue, in bbls., 11½ to 12c.; emery glue, in bbls., 17c.; bookbinders', ground, 10½c.; finest American, white, 19c.; No. 1 American white, 15c. per lb.

PUTTY.—Bladders, in barrels, $2.10; bladders, in 100-lb. kegs, $2.25; bulk in barrels, $1.80; bulk, less than barrels, and up to 100 lb., $2.05; bladders, bulk or tins, less than 100 lb., $2.75.

PARIS GREEN.—Petroleum bbls., 13 to 15c. per lb.; arsenic kegs, 13½ to 15c., 50 and 100-lb. drums, 14 to 16c.; 25-lb. drums, 14½ to 16½c.; 1-lb. packages 15½ to 17c., ½-lb. packages, 17 to 18c.; 1-lb. tins, 16 to 18c.; ½ lb. tins, 17 to 19c.

PLASTER PARIS.—New Brunswick, $2 per barrel.

PUMICE STONE.—Powdered, $2.50 per cwt. in bbls. and 4 to 5c. per lb. in less quantity; lump, 10c. in small lots and 9c. in bbls.

LIQUID PAINTS.—Pure, $1.20 to $1.40 per gallon; No. 1, $1.10 per gallon.

BARN PAINTS.—65 to 70c. per gallon.

CASTOR OIL.—English, in cases, 8 to 9c. per lb.; and 9 to 10c. for single tins.

LINSEED OIL.—Raw, 1 to 2 bbls., 61c.; boiled, 64c.; 3 to 5 barrels, raw, 60c.; boiled, 63c.; 6 to 9 barrels, raw, 58c.; boiled, 61c. delivered. To Toronto, Hamilton and London, 2c. less. All quantities of 10 barrels and over of linseed oil sold only f.o.b., Toronto, Hamilton, London and Guelph.

TURPENTINE.—Single bbls., 72 to 74c.; 2 to 3 bbls., 75c. delivered. Toronto, Hamilton and London, 1c. less. For less quantities than barrels, 5c. per gallon extra will be added, and for 5-gallon packages, 50c. and 10-gallon packages, 80c. will be charged.

WINDOW GLASS.

MONTREAL.

Stocks being better assorted there has been a good movement since last report from jobbers' hands. Prices generally, are steady. We quote as follows: First break, 50 ft., $2; second, $2.10 for 50 ft.; first break, 100 ft., $3.80; second break, $4; third break, $4.50; fourth break, $4.75.

GLYCERINE AS A BY-PRODUCT.

An important article obtained from fat is glycerine, which is brought into commerce as a refined or distilled glycerine, or as an element in glycerine soaps, toilet preparations, roller compounds, etc., says an exchange. Glycerine was once a waste article produced in the manufacture of candles from palm oil. It was found necessary to abstract this substance, as it caused an unpleasant smell when the candles were burning. This substance was allowed to run into rivers, the loss per week at some factories being estimated as high as $2,000. This loss has been eliminated since the valuable qualities of the by-product became known. The application of glycerine in medicine and for technical purposes has made it important to extract and purify this article, and now its value, compared with other fat constituents, is great.

A NEW LIST ON REVOLVERS.

Smith & Wesson, Springfield, Mass., manufacturers of revolvers, have issued a new price list of their firearms for dealers, dated May 1, superseding the previous list of January 1, 1903. The radical departure in this, as contrasted with former issues, is the making of a uniform list for any length in each model, instead of separate prices according to the length of barrel. This means, according to Iron Age, an advance of from 25c. to $1.25 on the bulk of this product with rubber stocks, the advances in revolvers with pearl and ivory stocks being still greater.

FAITH AND PROGRESS.

Don't plume yourself on your incredulity. Doubts are not angels—they are often enemies, remarks an exchange.

Progress depends upon confidence—not disbelief. Cyrus Field was called a crank when he suggested the Atlantic cable, but he was a crank that turned a good many false ideas around. Marconi was laughed at by the wise scientists when he promised to speak across the earth in simple vibrations without visible medium! But now we stand in awe before the revealed power of new laws.

Don't be too slow to accept the New. At least be unprejudiced enough to receive; for you will need great faith in the years just ahead, which promise to unfold marvels hitherto undreampt of, or denied with the scorn of ignorance.

This is the age of Truth, and of its wonders. They are with us. Prepare ye to believe!

ANCHOR BRAND
H & P
REGISTERED
TRADE MARK

Once introduced

"ANCHOR" LIQUID HOUSE PAINTS

make their own way. You can do lots of business in them, for they stand every test for covering capacity, lasting qualities, reputation—everything needed to inspire confidence and create permanent trade. The very fact alone that . . .

BRANDRAM'S B.B. GENUINE WHITE LEAD

is used in their manufacture is sufficient argument of superiority

HENDERSON & POTTS,

Established 1874

HALIFAX and MONTREAL.

BRANDRAM BROS. & CO.
BRANDRAM'S B.B. WHITE LEAD
REGISTERED TRADE MARK
MANUFACTURERS LONDON ENGLAND

FOREST CITY GOSSIP.

Office of "Hardware and Metal."
365 Richmond street, London, Ont.

IT is quite refreshing to see the general activity of the wholesale hardware houses. Every firm is busy with orders, both from travellers and by letter from their customers. Builders' materials are the lines that are in best demand, although other general shelf and heavier lines come in for their share.

* * *

Your correspondent to-day made a special visit amongst the plumbing trade, but few master plumbers were to be found at their shops. Nearly all were out looking after contracts upon which they are engaged, both in and around the city. The complaint is common that good tradesmen in this line cannot be got, and the bosses, bookkeepers, clerks, in fact, all hands and the cook, have to tumble in and help out the unusual rush that the abnormally fine warm early season has brought.

* * *

All buildings have been started earlier than usual, and in consequence, the necessary hardware, paints and varnishes, etc., to complete these are being purchased at an earlier time of the year than heretofore.

* * *

Gangs of men in the employ of the city are taking advantage of the warm weather and fine dry nights to lay some miles of granolithic sidewalk within the city. No more wooden sidewalks are to be laid in London, and many new streets recently opened out and being built up are all petitioning for the up-to-date modern sidewalk.

* * *

The McClary Manufacturing Co. management made an effort to have their new shops in operation so that an opening of a notable character might take place on Victoria Day. The effort, however, failed. Now it is felt that all will be in readiness for a celebration on June 6. The occasion will be made very pleasant to all concerned. The opening of this immense new plant will be good cause for congratulation in the Forest City.

* * *

One of the London dailies advertises a prize competition of $10 and $5 for the best original and novel idea for an event in the sports programme of the commercial travellers' picnic. Now then, reader!

* * *

Temperature on the 20th was only 88 in the shade, and there's some talk of raising the price of coal again. Queer!

W.H.L.

RAILROAD THROUGH GALILEE.

The following has been received from U. S. Consul G. Bie Ravndal, of Beirut, under date of April 14, 1903:

The Ottoman Government has bought the English concession for a line of railroad from Haifa to Damascus. It is intended to build a railway through Galilee to Mzerib, by way of Beisan, connecting at Mzerib with the Damascus Mecca line. On the 5th instant five German civil engineers, employed by the Turkish Government, arrived in Haifa, and on the 11th the vali of the province of Beirut unveiled a monument in commemoration of the beginning of operations. The estimated cost of this line from Haifa to Mzerib, by way of Beisan, is $2,000,000. It is to be a narrow gauge line (about 40 in. in width). The Damascus Mecca line has now reached a point east of the Dead Sea. I have reason to believe that this railway, instead of running to the Hejjaz, including Medina and Mecca, will take from Ma'an a southwesterly direction straight to the Gulf of Akaba in the Red Sea. While the line will be built for strategical purposes, it can hardly fail gradually to develop the trans-Jordan country—hitherto another Tibet—by bringing it into touch with the outside world.

MEN AND HOMES WANTED.

With the increase of prosperity Canada is finding a great need of artisans just now. Along with this comes the demand for more homes. Towns and cities that had homes enough for normal conditions are finding a difficulty to house the numbers seeking homes among us.

Adam Taylor, of the Taylor-Forbes Co., Limited, Guelph, Ont., was in Toronto on Saturday last, and in speaking of their city, stated that there was a great demand for men, his firm needing fully 20 more, and another foundry required about 30. When asked as to what class of help was wanted, Mr. Taylor said that while skilled labor was preferable, good reliable handy men would suit. Mr. Taylor was endeavaring to get men while in Toronto. He has faith in Guelph and believes that there is a first class opening there for the investment of capital in erecting homes for the workmen. Not less than 50 houses would meet the requirements.

BUSINESS CHANGES.

The Macdougall Hardware Co., Limited, Montreal, has obtained a charter.

A. E. Perkins, founder, Ottawa, has admitted his son into partnership; the style is now A. E. Perkins & Son.

The Dominion Wrought Iron Wheel Co., Toronto, has removed to Orillia.

QUEBEC.

The Maisonneuve Engine Works, Maisonneuve, have been registered.

The Quebec Nail Manufacturing Co., of Quebec, have been registered.

Henault & Macdonnell, cutlery manufacturers, Montreal and Maskinonge, have been registered.

MANITOBA AND NORTHWEST TERRITORIES.

Mrs. A. S. Stockwell, the hardware merchant, Estevan, has admitted N. T. Kerr as partner.

Gunn & Baker, hardware merchants, of Minnedosa, have given up business at that place.

The Northern Iron Works, Winnipeg, have been burned out.

NEW BRUNSWICK.

Armstrong Bros., foundry, St. John, have sold out to T. McAvity & Sons.

"There is a tide
"in the affairs of men
"which taken at the flood
"leads on to fortune."
—Shakespeare.

WHEREVER ARE DISPLAYED THE MAGIC WORDS

"WE
"SELL
"THE
"CANADA
"PAINT
"COMPANY'S
"PAINT

THE STORE IS STAMPED AS THE MOST SUCCESSFUL IN TOWN

CHAT

The Brandon, Man., Hardware Company will spend $10,000 in enlarging their premises this summer.

The tinsmiths of McLellan, McFeeley & Co., Vancouver, are asking for 37½c. per hour for an eight hour day, but the firm have refused to grant the request.

Winnipeg bicycle men are forming an association for the regulation of prices.

J. F. Dandy, hardware dealer, Winnipeg, is enlarging his store premises.

Henry Glazier, who has for some time been employed in John Gardiner's tinsmith shop, has accepted a position with Haines & Wylie, hardware merchants, Oxbow, N.W.T.

Frank Hoar, recently employed in Dunstan's hardware store, Bowmanville, Ont., has accepted a position with F. A. Hoar hardware dealer, Oshawa.

W. R. Singleton, tinsmith and hardware dealer, Carleton Place, Ont., has disposed of his hardware stock to H. W. Denyes.

H. Golding, Wolseley, Man., has removed to Egypt, Man., where he will start a hardware store.

The council of St. Henri, Que., are considering a by-law to interdict the use of commercial stamps, coupons, receipts or other acknowledgments to be redeemed by third parties. It will probably be passed.

CHATHAM BINDER TWINE CO. SOLD

M. J. Wilson and Geo. McGarvin, of Chatham, Ont., are organizing a strong company and have purchased the plant and business of The Chatham Binder Twine Co., outbidding The Deering Harvester Co., Chicago, who also made an offer for the works. The purchase price is understood to have been $21,000. The new company propose to start operations by June 1, and as the machinery and equipment are in excellent condition, a busy season is anticipated. Mr. Wilson will be manager of the new company.

HONORS FOR FRED F. QUINN.

Fred. F. Quinn, who, for the past year has been engaged in the hardware business in Chatham, Ont., in partnership with A. B. Patterson under the style of Quinn & Patterson, has sold out his interest in the business to Mr. Patterson and has decided to leave for the Northwest.

Before his departure from Chatham Mr. Quinn was tendered a banquet by the leading citizens of the town, when many toasts to him were given and many addresses delivered, expressing the goodwill of all and the hope that he might be as useful and as appreciated in the Northwest as he had been in Chatham. Genuine regret was shown by all that the town was losing Mr. Quinn, as he had been identified with practically every movement calculated to advance the interests of the town.

HARDWARE DEALERS

are not usually troubled with **BUGS,** but the **farmers** are, and they will want **Church's**

BUG FINISH

to effectually get rid of them. One dose kills the bugs, and fertilizes the potato crop as well.

Bug Finish affords a good margin of profit to the dealer, and satisfies his customers. Write for prices, and order early.

THE ALABASTINE CO., LIMITED,
PARIS, ONT.

To hardware merchants who are not handling **Globe Paints** we have a special proposition to make this Spring. Write for particulars.

The Globe Paint Co.,
Limited

422-424 Adelaide St. W., Toronto.

HARTMAN
Steel Rod Picket Fences

stand up erectly, preserve their alignment, are most attractive in appearance and permanently serviceable. Specially adapted to **Parks, Cemeteries, Schools, Churches, Lawns and Public and Private Enclosures.** Three sizes, five styles and seven heights of picket with ornamental posts and gates meet all requirements. Free catalogue and price list on application.

CUYAHOGA WIRE & FENCE CO., DEPT. W, CUYAHOGA FALLS, OHIO.

Coiled spring and plain wire is manufactured in Cleveland and coiled in London, Ont. Prompt shipment from either London or Cleveland. See that our t n tags, which are guarantee of best quality, are on each bundle.

Address:

THE LONDON FENCE MACHINE Co., Limited

Head Office and Works:
LONDON, ONT.

American Office and Works
Cleveland, Ohio.
Wortman & Ward Manufacturing Co., Montreal, Que.,
General Agents for Quebec.
A. P. Ma donald, Winnipeg,
Gen Agt for Man. and N.W.T
J. W. Boulter, Summerside,
General Agent for P.E.I.
Agency: The London Fence Machine Co., Limited, at Kentville, for Nova Scotia

NOW IS THE TIME

to place your **orders**
for the famous

"Island City" Paint

Some of the goods we make:

"Island City"
Carriage Varnishes.

"Island City"
Agricultural Varnishes.

"Island City"
Inside and Outside House Varnishes.

"Island City"
DIAMOND
HARD FINISH
for Floor and Inside Wainscoting.

"Island City"
Floor Paints
Dry hard in 8 hours.

"Island City"
Pure White Paint
is non-poisonous. Two coats cover as much as three coats of Pure Lead.

WINDOW GLASS

"Island City"
HOUSE PAINTS.
59 Artistic Shades. Only purest and best materials used.
WRITE FOR SAMPLE CARDS.
DRY FRENCH GREEN for Blinds.

FANCY GLASS

P. D. DODS & CO.

MONTREAL Proprietors TORONTO

HEATING AND PLUMBING

Plumbing and Ventilation of the "King Edward" Hotel.

THE Bennett & Wright Co., Limited, 72 Queen street east, Toronto, are among the oldest established firms in the plumbing and heating business in Toronto. During their long business career they have installed many of the most extensive plumbing, ventilating, heating, lighting and sprinkler systems in Toronto, and, in fact, throughout the Dominion.

The fitting of the Toronto City Hall and other large contracts has been carried out by this firm, yet, despite all the works completed by them, they point with justifiable pride to their work in the new "King Edward VII." Hotel, Toronto, which is at once artistic in arrangement and perfect in workmanship.

The minutest detail has been studied, not alone in placing the different fixtures, but in the thorough sanitation. With so great a number of fixtures to be installed this was no small task and would have been a difficult matter for a firm of less experience. One cannot give an elaborate description of the various fixtures and can only give an outline of the system

The firm had to have a new sewerage system put in, extending from Church street to Colborne street, to connect with the hotel drainage. This sewer is of tile to the building, and is 12 in. in diameter The entire drainage system inside the building is of heavy cast iron, starting at 12 in. and reducing to 4 in. in diameter. This is well equipped with a cleaning out arrangement; there are no less than 36 soil pipe stacks of 4 and 6 in. in diameter, extending from the drain up through the roof with open ends. Each stack is fitted with a cleaner, placed directly above the basement floor.

The lavatories and toilet rooms are very conveniently distributed, and are of such a number as to provide ample accommodation for the large number of guests and help.

The main lavatory for gentlemen is situated on the ground floor, in which there are no less than 21 water closets of the "King Edward" syphon jet style, which are fitted with the "Ivanhoe" flushometer valve, and are supplied from large tanks placed on the top floor Each line coming from the tank is controlled by a separate valve. There are in this lavatory nine "Eclipse" urinals, each of the closets and urinals having a separate vent, which is connected with the main ventilation shaft. This insures pure air at all times in the lavatories.

There are also 14 lavatories fitted with the "Gallea" pattern self-closing taps. These taps are fitted with porcelain tops, imported from England, and have the firm's name embossed thereon. The lavatory, urinals and closet stalls are of Italian marble, fully 8 ft. high.

The barber shop, which is most elaborately and artistically arranged, is fully equipped with plumbing fixtures and has four lavatories surrounding a large column two front and two back. These are fitted with a complete outfit of Fuller taps, shampoo taps supplying hot and cold water, tumbler holders and nickel plated waste pipes. The whole room is finished in onyx, fully 8 ft. high, and is plentifully supplied with bevel glass mirrors, presenting in every way a very attractive appearance. Adjoining the barber shop is a lavatory finished in red Tennessee marble, containing a bath, closet and urinal.

The ladies' reception room is also situated on the ground floor on the west

KING EDWARD HOTEL—TOILET ROOM IN CONNECTION WITH SUITE OF ROOMS.

RAMSAYS PAINTS

You all make money when you handle a paint like that. It's a money-making paint because it stands on houses through rain and storm and all sorts of weather.

It's a Canadian paint for Canadian homes, made with just the proper ingredients to make paint right.

Suppose you leave cheap paints alone and pay us a fair price for a high-grade paint, and yet as low as you pay for many cheap paints!

Try it!

A. RAMSAY & SON **EST'D** **THE PAINT**
MONTREAL **1842** **MAKERS**

Booth Copper Co., Limited

Cuts Copper and Brass

SHEETS—TUBES—RODS

to any size.

FULL STOCK ALWAYS ON HAND.
PROMPT SHIPMENTS.

The BOOTH COPPER CO., Limited

119-123 Queen St. East,
TORONTO.

Wise Buyers

Want...

Best Values.

Be Wise and Buy

PERFECTION WIRE CHAINS

"Every Link Guaranteed"

—MADE IN—
COW TIES,
HALTER CHAINS,
DOG CHAINS,
TRACE CHAINS,
HOBBLE CHAINS

Smoothest Strongest
HENCE THE
BEST MADE

SPREADER CHAINS and for STALL FIXTURES.

WE STAND BEHIND OUR GUARANTEE.

McKINNON DASH & METAL WORKS CO.,

ST. CATHARINES, ONT. Limited

FOR SALE BY LEADING JOBBERS.

The Auer Gas Lamp

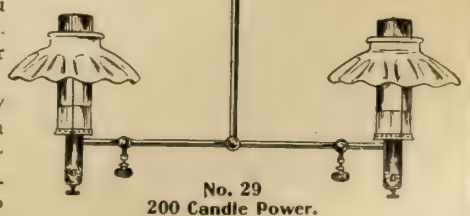
"Turns night-time into day-time."

New Models. Lower Prices.

Would you buy a lamp which doesn't smell or smoke?

Would you buy a lamp which will save you half your expense for coal oil?

Would you buy a lamp which shows your goods in daylight colors?



No. 29
200 Candle Power.

Would you buy a lamp which you can return, for full price, if you don't like it?

That's the kind of a lamp we make.

EVERY LAMP GUARANTEED

Write for our Catalogue and Discounts.

AUER LIGHT CO., 1682 NOTRE DAME ST., MONTREAL.

KING EDWARD HOTEL—MAIN LAVATORY, 21 W.C. STALLS.

side, and has a well equipped toilet room, fitted with closet and lavatory.

Most of the apartments have toilet rooms adjoining, which are most elaborately fitted up, the walls being finished in tile, 4 ft. 6 in. high, and the floors are of mosaic. Some of these toilet rooms contain porcelain baths, marble basins and the "King Edward" closets; others are fitted with recess porcelain lavatories, water-closets and shower baths. All points of comfort and utility have been made a feature in fitting up these toilet rooms, hence the showers are not only placed low down, but the spray ring is of such a diameter that the ladies can use them without disarranging their hair, this being an objectionable feature with the ladies to the usual arrangement of the shower bath.

There are also placed on each floor toilet rooms for ladies and gentlemen for the use of guests who occupy rooms without toilet arrangements attached. These lavatories are finished in red Tennessee marble, those for the gentlemen containing four closets, lavatory and urinal; those for the ladies, a bath, closet and lavatory.

There is a lavatory in connection with the grill room, with four closets, two lavatories and three urinals. The grill room itself is fitted with sinks, coffee urns and steam tables.

Not only has the convenience of the guests been looked after, but the help have been well supplied. On the ninth floor there are placed lavatories for male and female help. Those for the males contain four baths, four water closets, a urinal and lavatory; those for the females, baths, water closets and lavatories. There are also lavatories as fully equipped in the basement and are all finished in red Tennessee marble and are just as elaborate as those for the guests. Every arrangement to lessen labor has been installed. The kitchen, which is located in the basement, is most completely equipped with all known useful appliances. There are coffee urns, steam tables, steam cookers, warming closets and dish-washing machines, which are all connected with the steam and water systems. Each steam cooker is also fitted with ventilating shaft. There are 19 large-size sinks situated in the kitchen, culinary, wine room and bottling cellar. These sinks are of cypress wood, and are supplied with hot and cold water.

The laundry, which is situated on the ninth floor, is said to be one of the best-equipped on the continent, being supplied with a complete outfit of steam mangles, washers, rinsers, driers and electric irons. There is a powerful electric motor installed to operate the fixtures, and all the fixtures are connected with the steam and water systems. A rather unique system of disposing of the waste water has been introduced. The washing machines are all placed on a cement floor, which has a trough in the centre, into which all the waste water is emptied. This is connected with a large waste pipe.

The serving-room, in connection with the dining room has also a complete system of warming closets, steam tables, tea and coffee urns, and is supplied with a refrigerating system.

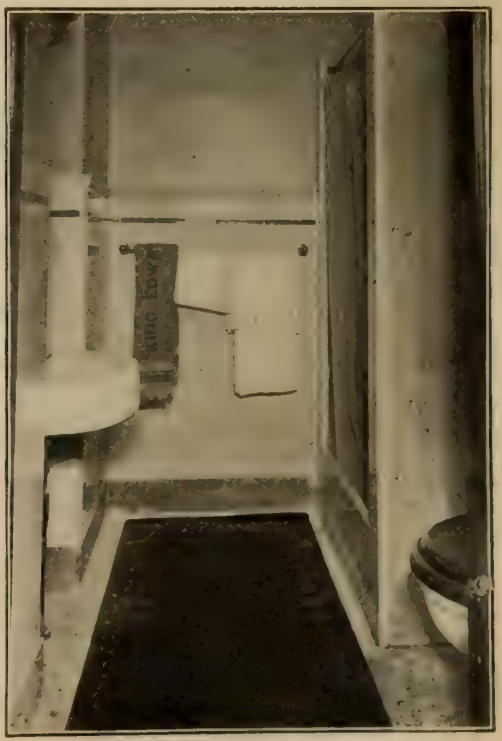
One can hardly grasp the magnitude of the plumbing contract. Possibly the best conception will be given by a detail list of the fixtures installed, which were as follows:

FLOOR.	LAVATORIES.	CLOSETS.	URINALS	BATHS.	SINKS.
Basement	11	14	6	1	
First	24	24	11	1	2
Second	19	20	—	18	3
Messinene	2	2	2	—	—
Third	45	48	1	45	2
Fourth	62	50	1	32	2
Fifth	60	48	1	13	2
Sixth	62	48	1	45	2
Seventh	41	41	—	38	2
Eighth	—	6	—	5	3

The whole system was recently inspected, tested and passed by the City Inspection Department, requiring no less than eight smoke-testing machines, operated by twelve men to make a thorough test.

A fully equipped system for supplying a plentiful amount of fresh air to the building has been installed. This has a direct connected fan and engine. The air is drawn from a point 8 ft. above the roof of the building, through a brick shaft, and is well distributed, bringing a good supply into the basement. This arrangement, with the thorough ventilating system that has been installed, drawing off all foul odors, ensures the purest air to be at all times found throughout the building.

The ventilation is operated by three exhaust fans, located near the roof. The firm has also installed a thorough refrigerating system, which is so arranged that the ammonia passes in coils through the brine tanks and is circulated through the coils in all the refrigerators located in



KING EDWARD HOTEL—TOILET ROOM CONTAINING SHOWER BATH AND PORCELAIN RECESS LAVATORY.

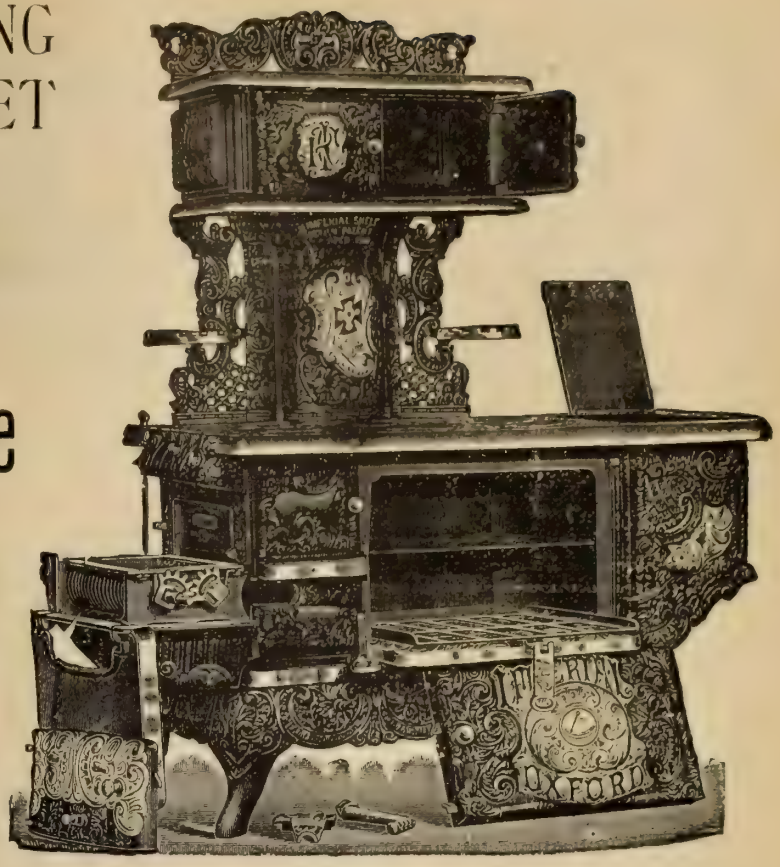
THE EASIEST SELLING RANGE ON THE MARKET

There are so many points of excellence in the **IMPERIAL OXFORD RANGE** which no other range contains, and it has been giving satisfactory service for so many years, that it is, without doubt, the easiest range on the market to sell. When you are selling an

Imperial Oxford Range

you can hold and convince your customer with such points as the Diffusive Flue Construction, Draw-out Grate, Oven Thermometer, Draw-out Oven Rack. All these important features interest a stove buyer and make your sales easy.

This is the most desirable range you could have in stock. **Write for particulars**



THE GURNEY FOUNDRY CO., Limited

TORONTO. WINNIPEG. VANCOUVER.

THE GURNEY-MASSEY CO., LIMITED, MONTREAL.

Wickless "Blue Flame" Oil Stoves.

A FEW REASONS WHY PREFERRED.

IT HAS NO WICK and is easily kept clean.

IT HAS NO JOINTS TO LEAK or packing nuts; no pressure of oil below the tank; it cannot leak.

IT DOES NOT GENERATE OR EVAPORATE, the oil simply drops into an open brass pipe through which it is conducted to an open burner ring where it burns, producing a powerful blue flame. Could anything be simpler?

IT HAS A REMOVABLE TANK which can be carried to an outer room for filling.

IT IS ABSOLUTELY SAFE.

IT LIGHTS QUICKLY, simply turn on the oil and apply the match.

IT COOKS INSTANTLY. There is no smoke—no delay. As soon as lighted a cooking vessel can be placed over the burner.

IT HAS NO STOPS or automatic regulators to govern the flow of oil. The flame is entirely under the control of the user.

IT MAKES NO DIFFERENCE what quality of oil is used, whether coal oil or gasoline, whether it is good or bad, heavy or light, thick or thin, hot or cold, the stove operates equally well, producing an intensely hot smokeless blue flame. Can as much be said TRUTHFULLY of any other stove?

IT HAS A GLASS SIGHT FEED which shows at a glance the flow of oil, and enables the user to regulate the valve quickly and accurately.

FOR ECONOMY OF FUEL as compared with the coal and wood stove it is beyond comparison. Will save what it cost in one season over coal or wood at the average price. It is a friend and helper to the thrifty housekeeper who tries to save what others waste.

ESPECIALLY is it a boon to the country home and suburban residence where fuel gas cannot be obtained.

LASTLY—It is safe, clean, quick, reliable and convenient, and no home can afford to forego the comfort that this wonderful stove brings.

The dealer who recognizes the merits of the "Standard" Wickless and places it on his sales floor will find it a ready and popular seller

The THOS. DAVIDSON MFG. CO., Limited, MONTREAL, P. Q.

parts of the building, and through the pipes in the cold storage rooms. There are two separate pumps required to circulate the system to make it thoroughly circulation and manufacture all the ice required for use in the building. This is what is called the Brine system. It has been so installed that the work is perfect.

Not only has the accommodation of the guests been looked after, but his safety as well. The hotel has been fitted with a fully equipped fire stand pipe. There are four connections on each floor to which are attached 100 ft. of 2½ in. hose, fitted with adjustable nozzles, which will throw either a spray or a stream of water.

Space will not permit in this issue of giving a description of the heating or electric plants. These will be dealt with in another issue.

The Bennett & Wright Co., Limited, are to be congratulated on the manner in which they carried out their contract. It would be a credit to any firm, not only in Canada, but in any country, and furnishes additional evidence that Canadian firms can hold their own against all comers.

M.

ONTARIO GREETINGS.

On behalf of the Ontario Association of Master Plumbers and Steamfitters, Wm. Mansell, president, sent the following greetings to the National Association of Master Plumbers, in session in San Francisco :

E. D. Hornbrook, Esq., President National Association Master Plumbers, California Hotel, San Francisco.

Ontario Master Plumbers and Steam Fitters' Association send greetings to their fellow craftsmen. While we work under two flags—you "Old Glory" and we "The Union Jack"—our aims and interests are one. We clasp hands across the continent.

WM. MANSELL,
President.

HOME AGAIN.

Mr. Joseph Wright, president of The Bennett & Wright Co., Limited, and of The Dominion Radiator Co., Limited, Toronto, returned home from a business trip to Europe on Tuesday, accompanied by Mr. Peter McMichael, manager of The Dominion Radiator Co., Limited.

Mr. Wright expresses great satisfaction with the results of the trip from a business standpoint. The return voyage on the Cedric was, he declares, one of the most enjoyable ocean trips he ever took. An "entertainment committee" of 12 passengers was appointed before the boat was many hours out and he was elected chairman of it. Those who have had the pleasure of meeting Mr. Wright at the master plumbers' conventions will know at once that that was a sufficient guarantee that a good time was in store for the passengers. There were no less than 28 rinks entered for curling matches and shuffle board for gentlemen, also 60 entries for quoit pitching. Of course the ladies were looked after, and competitions were arranged in curling and shuffle board, thread and needle and potato races, while all joined in pillow fights and card and dancing parties. The evenings were given up to concerts, and by the time New York was reached the party were on such friendly terms that they were sorry that the hour of parting had arrived, and all were of the opinion that it was the best trip that they had experienced on the Atlantic.

PLUMBING AND HEATING NOTES.

JARVIS Street Baptist Church has accepted the tender of Andrews & Johnson, Chicago, for a new system of heating and ventilating, at $6,100. The plumbing and lighting will be repaired at a cost of $400.

By the explosion of a gasoline stove he was using, Christopher Teale, a London plumber, was badly burned about the face and hands.

William Fisk, Richmond, Ont., for 17 years with R. Rattray, plumber and tin smith, has opened a shop of his own in The Times building, formerly occupied by Mr. McDonald.

The plumbers of Winnipeg have received a manifesto from the journeymen plumbers' union in which the men demand $5 per diem, nine hours to constitute a working day. The new condition goes into effect on July 1, and if the demands are not acceded to a strike will follow.

BUILDING PERMITS ISSUED.

QUEBEC.

N. Cauchon, for repairing a building on Dorchester street, to the extent of $1,500.

Mrs. Gagnon, for repairing a store on the corner of St. Mary and St. John streets, occupied by C. Cote & Co., estimated cost of which is $1,000.

TORONTO.

Miss Shee, two-storey-and-attic dwelling, to cost $1,500.

A. McClelland, residence, Badgerow avenue, to cost $1,500.

J. Granton, one single and six pair of semi-detached dwellings, 91, 93 and 95 Franklin avenue, to cost $6,000.

Roe & McArdee, two pair of semi-detached two-storey-and-attic brick and stone dwellings, 393-399 Delaware avenue, to cost $1,800.

BUILDING NOTES.

McNab & Roberts are letting contracts for a four-storey-and-basement 40 x 100 ft. warehouse in Winnipeg.

George Brousseau has just completed the work of roofing a large mill at Cedar Hall, Que., belonging to the Quebec Terminal Co., Limited.

The Imperial Elevator Co., Minneapolis, Minn., are building elevators at Waskada and Lyleton, and propose to put one up at Deloraine, Man.

W. H. Munro, of Munro & Co., Pembroke, Ont., are to build a roundhouse, car shops and a tank for the C.P.R. at North Bay. He states that workmen are scarce in the Ottawa valley.

The Granite Club, Church street, Toronto, have sold their present premises to the Canadian Bank of Commerce and are now looking for a site on which to erect a new clubhouse.

A. T. Drummond, Toronto, proposes to erect a summer hotel at Kingston, Ont., and a meeting of the citizens of that place will be held to consider the matter on June 1.

Blackwood Bros. are building a large brewery at Fort Rouge, near Winnipeg.

Mark Fortune is building a large store and office building on Portage avenue, Winnipeg.

Joseph Charlebois, French River, Ont., proposes to erect a large tourist hotel.

Tenders are now being asked for by The Intercolonial Railway for baggage and express room at Levis, Que., tenders to be in by May 25.

Architect Griffith, Winnipeg, is calling for tenders for a 100 x 80 ft. wing to the Brandon, Man., Hospital. He has prepared plans for a hospital near Neepawa, to cost $12,000, also for a branch of the Merchants' Bank at Neepawa.

Joy & Needham, Toronto Junction, have secured the contract for building the postoffice at Toronto Junction, and will begin operations at once. John Paterson has been appointed clerk of the works. The contract price of the building is nearly $24,000.

About $15,000 will be spent on extensions to Queen's Hotel, North Bay, Ont.

B. A. Kennedy, general manager of the Deering branch of The International Harvester Co., says that it will be five years before the works of the company at Hamilton are completed.

The C.P.R. are spending $100,000 in permanent improvements to their plant at Moose Jaw this year. Ten new stalls are being added to the roundhouse. Several old tracks are being lifted and a number of new tracks laid. A new baggage room is to be built, with offices above.

The Canada Foundry Company are projecting more large buildings at Toronto Junction. Their locomotive shop will be 300 feet long by 175 wide. The bridge building will be about the same size, and will be entirely of steel. The company has purchased all the land lying between their works and Dunlop's conservatories.

A party of American capitalists have purchased Glen Island, near Picton, and will build a large summer hotel there which will cost between $50,000 and $75,000.

THE BEST MADE.
WRITE FOR PRICES.

The Imperial Granite Co., Limited,

MANUFACTURERS OF

Granite Laundry Trays, etc.

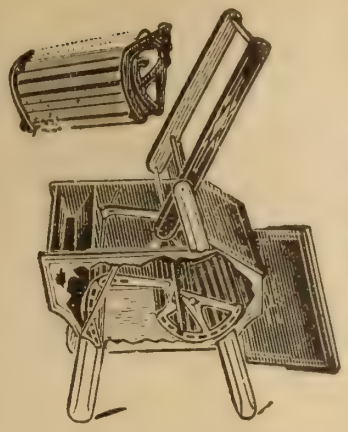
74 York St., = = TORONTO, ONT.

Mantels, Grates, Tiles, Etc.

Sell MANTELS as well as Hardware—it will pay you.

The Batty Stove & Hardware Co.

76 YORK ST., TORONTO.



Vollmar Improved Perfect Washer

It has a most enviable record. A perfection of its kind—will wash more clothes in less time, do it better and easier, with less wear and tear, than any other machine. Prices on application.

COLBORNE Sept 10th, 1902.

Messrs. WORTMAN & WARD MFG. CO., LONDON.

DEAR SIRS,—We have used the washer again and find that further use increased its value to us. The girls are simply delighted with it, as they can do the washing and be presentable for callers if need be.

MRS. R. WEEKS.

The above is a sample of the many kind words said about the Vollmar (Use the street No. when addressing us.)

The Wortman & Ward Mfg. Co., Limited

No. 1500 William Street, London, Ont.

STEEL RAILS

We offer ***60 pound*** A.S.C.E. Standard section steel rails and angles, the product of

The Algoma Steel Company, Limited

for ***prompt shipment*** from Sault Ste. Marie, Ont.

Offices:
Canada Life Building, Montreal.
93 York Street, Toronto.

Drummond, McCall & Co.,

GENERAL SALES AGENTS,
The Algoma Steel Company, Limited.

PORTLAND CEMENTS

BEST

GERMAN, BELGIAN, AND ENGLISH BRANDS.

Fire Bricks,
Fire Clay,
Flue Linings,
Drain Pipes,
HardWallPlaster.

W. McNALLY & CO.

40 to 52 McGill Street,
Corner Wellington St.,
MONTREAL.

Write for our quotations.

Calcined Plaster,
Wheelbarrows,
Mortar Stains.

A FULL STOCK OF
BUILDERS' and
CONTRACTORS' SUPPLIES.

INDUSTRIAL GOSSIP

The Pope Manufacturing Company has taken over the entire assets of the American Bicycle Co., and the latter company now ceased to exist. Col. A. A. Pope, with apparently unlimited backing, is at the head of the new company. It is worth noting that Mr. Pope was a believer in extensive advertising. The American Bicycle Company tried to reduce expenses by curtailing their advertising, with results disastrous to that company.

The commissioners appointed to inquire into and report upon the most suitable form of dry dock for Montreal district, and the site best adapted for the purpose, have reported against the proposal to establish a floating dock, and favor a permanent structure built of concrete and masonry. The cost of this, with the approaches, would be $925,000. The suggested site is below the current of St. Maurice River.

Harold A. Copp, of W. J. Copp & Son, stove founders, Fort William, Ont., returned last week after a purchasing trip in the east, when he completed the purchases of machinery for the company's work. About 100 tons more of it have yet to arrive. Mr. Copp says the plant will be in full operation by July 1. During his trip he secured the services of a number of skilled men and now, he says, the prospects for his firm are of the best.

A Londonderry, N. S., correspondent says that the new buildings and plant being erected there by The Montreal Pipe Foundry are very near completion, and the company is advertising for a first class foreman for the pipe-shop, in order to have the superintendent the final arrangement for manufacturing and finishing cast iron pipe of all kinds. The machine shops in connection with this part of the works are kept busy filling materials for the new works and repairing machinery for the Iron Company's plant.

John E. Stairs, president of The Nova Scotia Steel and Coal Co., says that by the end of the present year the plant of The Nova Scotia Steel and Coal Co. at North Sydney will be completed, and this will enable the company to more than double the present output of pig iron. The company will continue development work until the entire output is converted into steel. They have secured a permanent market by closing a number of contracts with important manufacturing enterprises in Toronto and western points so they will now go on increasing their capacity as speedily as possible, yet they will confine their plant to the manufacture of light steel plates, hand rails, and axles until they are certain that they can secure a market for the output of the new mills.

NOTES.

C. T. White is erecting a new lumber mill at Apple River, N.S.

Petrolea, Ont., has passed a by-law to build a new iron bridge there.

The Dominion Tar and Chemical Co. have started to build their plant at Sydney, N.S.

Getty & Scott, manufacturers, Galt, Ont., are making large extensions to their plant.

The Peterboro' Hardware Co. and the Trenton, Ont., Electric Co. have offered to buy the Belleville street railway.

The Canada Metal Milling Co., Limited, have been empowered to increase their capital from $50,000 to $150,000.

Toronto iron moulders to the number of 400 have decided to return to work though their demands were not granted.

Wm. McNally & Co., Montreal, have received an order for 36,000 bags of cement from the Montreal Harbor Commissioners.

The Sydenham Glass Co., of Wallaceburg, Ont., Limited, have been authorized to increase their capital stock from $150,000 to $300,000.

Tenders are asked by May 29 for a steel pile trestle bridge over Jeannette's Creek by Alex. Farquharson, clerk of Tilbury East Council, Fletcher, Ont.

Sydney Mines, B.C., has decided to install a water system at a cost of about $78,000. The Montreal Pipe Foundry Co. have received the first order for piping.

The Robb Engineering Co., Limited, have been authorized to do business in Ontario as dealers in steam engines, boilers, electric dynamos and other machinery.

Lord Lyveden, who will bring a party of British peers to Canada this fall, states that a number of distinguished British manufacturers will accompany the party.

Stock of The Tavistock, Ont., Malleable Iron Co., Limited, has sold so freely that the local papers say that there is now no doubt about the industry being started there.

Representatives of the Consolidated Copper Co., of Mackenzie & Mann, and of the Copper Queen Co., have recently examined their properties in Algoma and expect to start development work at once.

A Belleville, Ont., despatch says that Mr. Kirkwood, of Toronto, owner of the Belleville Rolling Mills, has announced his decision to put the plant in operation at an early date, to turn out 30 tons per week.

H. G. Smith, president of The Allith Mfg. Co., Chicago, spent several days last week in Hamilton, Toronto and other Ontario cities looking for a site for a factory wherein to manufacture hardware specialties.

A decline in the price of lumber in New York is feared by New Brunswick lumbermen on account of the labor troubles in the building trades. Practically all lumber cut in New Brunswick is sold in New York or the New England States.

Buntin, Gillies & Co., Limited, Hamilton, have been incorporated with $75,000 capital. The directors are James B. Gillies, David S. Gillies and Chas. W. Graham. The company will manufacture, buy and sell paper, stationery and blank books.

The stock subscription books of The Montreal Steel Works, Limited, have been closed and the underwriters announce that the stock has been largely over subscribed. The allotment includes $400,000 common and $800,000 7 per cent. preferred stock.

The Canadian Pacific Railway requires more locomotives, particularly of the heavier types, and in order to get them it has been found necessary to depart from a long standing principle of the road and order them in other countries than Canada.

The Merchants Rubber Co., Limited, Perlin, have been incorporated with $100,000 capital. The directors are Hon. Samuel Merner, T. H. Rieder, Oliver Kinzie, Peter Rieder, and Daniel Packer. The company will manufacture all kinds of rubber goods.

The Northwestern Smelting and Refining Co., Crofton, B.C., have been incorporated with $625,000 capital to purchase the smelting and sampling works at Crofton, together with all plant, machinery, fixtures, fittings and effects in, upon or belonging to the same.

The Kilbourn Real Estate Co., Limited, Owen Sound, Ont., have been incorporated with $100,000 capital. The directors are John M., Francis H. and George S. Kilbourn, Owen Sound. This company

Hardware! Hardware!

To Lumbermen, Contractors, and Merchants **Of the Ottawa Valley**—Has it ever occurred to you that you could **Save a Profit** and get exactly what the **Trade Requires** by purchasing your supplies from

THOS. BIRKETT & SON CO., Limited, Wholesale Hardware Merchants, **Ottawa, Ont.**

EVERYTHING IN HARDWARE. P. S.—SEND FOR PRICES.

ATKINS HIGH-GRADE, CROSS-CUT **SAWS** ARE SUPERIOR TO ALL OTHERS IN MATERIAL, TEMPER, WORKMANSHIP FINISH AND CUTTING QUALITIES.

OUR VICTOR, TUTTLE TOOTH AND SEGMENT GROUND SAWS ARE THE FAVORITES IN THE CAMPS

E. C. ATKINS & CO., INCORPORATED.

LEADING MANUFACTURERS OF HIGH-GRADE, CROSS-CUT, HAND, BAND, CIRCULAR, HACK, BACK, WOOD AND SMALL SAWS OF ALL KINDS.

Factories and Home Office: INDIANAPOLIS, IND., U.S.A. Write for Catalogue and Prices

H. P. HUBBARD, Sales Agent for Canada Toronto Office: 30 Front St. East Tel. Main 1879

American Steel & Wire Co.

New York Empire Building — **Montreal** N. Y. Life Building — **Chicago** The Rookery

BARBED WIRE GALVANIZED PLAIN WIRE
PLAIN TWIST CABLE FENCING

Telegraph and Telephone Wire; Mattress, Broom, Weaving Wires of every description; Rail Bonds, Bale Ties, Special Wires for all purposes, Springs, Horse Shoes, Wire Rope, Cold-drawn Steel Shafting.

Use Syracuse Babbitt Metal

IT IS THE BEST MADE.

For Paper and Pulp Mills, Saw and Wood Working Machinery, Cotton and Silk Mills, Dynamos, Marine Engines, and all kinds of Machinery Bearings.

Wire, Triangular and Bar Solder, Pig Tin, Lead, Ingot Copper, Ingot Brass, Antimony, Aluminum, Bismuth, Zinc Spelter, Phosphor Tin, Phosphor Bronze, Nickle, etc., always in stock.

Canadian Works, Montreal, P.Q.
American Works, Syracuse, N.Y.
Head Office American Works, 94 Gold Street, New York.

Syracuse Smelting Works

[illegible] to carry on a general [illegible] business.

The Telephone Co., Limited, [illegible], N.B., have been incorporated with $[illegible] capital. The directors are [illegible], F. A. Richard [illegible], of Riverside, N.B. The company will build and operate a telephone [illegible] in the Parish of West Isles, N.B.

[illegible] & Co., Limited, Albert, N.B., have been incorporated with $3,000 capital. The directors are J. C. Prescott, W. H. Newcomb, P. W. F. Brewster and [illegible], Albert, N.B. They are to manufacture and sell wagons, carriages and [illegible] and to handle implements, machinery, etc.

The West End Land and Improvement Co., Limited, Montreal, have been incorporated with $35,000 capital. The directors are Wm. and J. A. Mann, Wm. and W. C. Strachan, and Roland Millar, Montreal. To construct, operate and sell [illegible] factories, warehouses and other buildings in Montreal.

The Canadian Transportation and Storage Co., Toronto, have been incorporated. The directors are Frederic Nicholls, Wm. Mackenzie, H. M. Pellatt, A. Angstrom, and Arch. Campbell, M.P., Toronto. The company will construct and operate grain elevators, storage warehouses and freight and passenger steamships.

The Palace House Boat Co., of Midland, Ont., Limited, have been incorporated with $40,000 capital. The directors are James Playfair, D. S. Storey, Joshua Hall, Wm. E. Preston, C. M. Tremeer and H. J. Craig. The company may acquire, construct and operate house boats, passenger and supply boats.

The Starke Hardware Co., Limited, Montreal, have been incorporated with $250,000 capital. The directors are Wm. Rennie and Geo. R. Starke, Montreal; David McGill, Westmount, and Wm. C. Jarvis, Longueuil, Que. The company will carry on a general importing and wholesale hardware business.

The Waterloo Broom & Brush Co., Limited, Waterloo, Ont., have been incorporated with $40,000 capital. The directors are Oliver S. Master, Jacob W. Schneider, and Noah Marten, Waterloo. They will succeed the Berlin Broom Co. as manufacturers and dealers in brooms, brushes, whisks and domestic [illegible].

The Consolidated Telephone Co., Limited, Bath, N.B., have been incorporated with $5,000 capital. The directors are Dr. M. E. Commins and Patrick Corbett, Bath; Patrick Gorey and Patrick McLaughlin, Johnville, N.B. To install and operate a telephone service in the counties of Carleton and Victoria, N.B.

The McDougall Hardware Co., Limited, Ottawa, have been incorporated with $50,000 capital. The directors are D. J. McDougall, J. T. McCracken, J. V. Hawley, J. O. Richard, H. J. McCormick, of Ottawa. The company is empowered to buy and sell hardware and to carry on a hardware business in all its branches.

The Western Construction Co., Limited, Toronto, have been incorporated with $100,000 capital. The directors are H. J. Wright, John Payne, R. Tredicott, W. J. Gilchrist and Henry Toynbee. This concern will build and equip public or private works and acquire, hold or sell bonds, debentures and stocks of other companies.

The Railway Specialty Co. of Canada Limited, St. John, N.B., have been incorporated with $100,000 capital. The directors are E. E. Cane, Bay Side; J. R. and S. S. McAvity, T. H. Hay and Edmund S. Ritchie, St. John. The company may carry on a general foundry and manufacturing business and acquire or develop power for their plant.

The Granby Smelter Co. are constructing two more furnaces in order to enable them to keep abreast of the mine production, which is about 5,000 tons per day. Four furnaces are now in existence at the smelter, three of which are in active operation. It is expected that the two new furnaces will be ready to handle the ore about the end of June.

The Canadian Miller Signal Co., Limited, Welland, Ont., have been incorporated with $1,000,000 capital. The directors are John A. Kennedy and M. I. Failing, Buffalo; W. M. German and G. H. Pettit, Welland; and Joseph Battle, Thorold, Ont. They are authorized to install and equip railroads with the Miller Electric Block System of signaling.

NEW FOUNDRY FOR OWEN SOUND.

Mr. W. J. Christie, business manager for the Canadian Heating and Ventilating Company, Limited, left for Toronto this morning on business connected with the new concern. The contractors are busy this week figuring on the plans, though there are certain modifications that are being arranged with the architect that will materially reduce the cost. The plans, for example, call for a smoke stack 100 ft. high, 6 ft. square at the base, and of solid brick. This will be reduced to a 30 in. base, which will be surmounted by a steel stack, greatly reducing the cost. This illustrates how very carefully the management is looking after the expenditure of the company's funds. They are aiming at putting up the buildings of the company's big plant as economically as possible at the present time without curtailing the efficiency in any way. The foundry building is a large affair of much the same type as the steel casting works of the Wm. Kennedy & Sons Company, Limited, but considerably over 200 ft. in length and 70 ft. wide. The cupola building will form an annex to the foundry. A representative of the Goldie & McCulloch Company, Limited, of Galt, was in town a few days ago arranging with the firm for the engine. Owing to the modifications referred to above, and the fact that Architect Ellis is in Toronto, the contractors will probably be given an extension of time over the date advertised for getting in their tenders. Owen Sound Times, May 11.

Don't waste good work on poor galvanized iron —unless you want to be taught by experience.

Apollo is good.

American Sheet Steel Company, New York

Representatives for Canada
B. & S. H. Thompson & Company
53 St. Sulpice Street
Montreal

If you want to sell a FIRST-CLASS RAZOR, concaved by the best grinders in the world,

"H. Boker & Co.'s "ROYAL CANADIAN"

is the thing. No line will give you better satisfaction.

CURRENT MARKET QUOTATIONS.

May 22, 1903.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

TIN.

Lamb and Flag and Straits 56 and 28 lb. ingots, 100 lb.	$33 00	$34 00

TINPLATES.

Charcoal Plates Bright.

M.L.S., equal to Bradley		Per box.
I C, usual sizes	....	$6 75
I X "	....	8 25
I X X "	....	9 75
Famous, equal to Bradley—		
I C	....	6 75
I X	....	8 25
I X X	....	9 75
Raven and Vulture Grades		
I C, usual sizes	....	5 00
I X "	....	6 00
I X X "	....	7 00
I X X X "	....	8 00
D C, 12½x17	....	4 50
D X	....	5 25
D X X	....	6 00

Coke Plates Bright.

Bessemer Steel		
I.C., usual size, 14x20	....	4 00
I C, special sizes, base	....	4 50
20x28	....	9 00

Charcoal Plates Terne.

Dean or J. G Grade		
I C, 20x28, 112 sheets	...	8 50
IX, Terne Tin	...	10 50

Charcoal Tin Boiler Plates

Cookley Grade		
X X, 14x56, 50 sheet bxs. } " 14x60, " " 14x65, " }	...	7 00

Tinned Sheets.

72x30 up to 24 gauge	...	8
" " 26 "	...	8 50

IRON AND STEEL.

Common bar, per 100 lb	....	2 05
Refined " "	....	2 45
Horseshoe Iron "	....	2 40
Hoop steel, 1½ to 3-in. base	...	2 90
Sleigh shoe steel, "	..	2 10
Tire steel	2 30	2 50
Reeled machinery	..	3 00
Toe calk steel	2 85	3 00
T. Firth&Co.'s tool steel, per lb	0 12½	0 13
Jessop's tool steel	...	0 14
Morton's tool steel	0 12½	0 13
Black Diamond and "B C." tool steel	0 10	0 11
Chas. Leonard's tool steel	0 08	0 09
Park's "Silver" tool steel	0 12	0 14
" "Special"	0 15	0 20
Jonas & Colver's tool steel	0 10	0 20
" "Air Hardening	...	0 70
Drill steel, per lb	0 08	0 10

BOILER TUBES

		Per foot
1½, 1¾ and 4 inch	...	..
2½ in	....	.
3 in	...	..
3½ in	..	..
4 in	....	....

STEEL BOILER PLATE.

¼ in	2 50	2 60
3-16 in	2 60	2 70
⅜ in. and thicker	2 50	2 60

BLACK SHEETS.

	Com.	D.Fl.
10 and 12 gauge	2 55	2 75
18 gauge	2 85	3 00
20 "	2 85	3 00
22 to 24 gauge	2 95	3 25
26 "	3 05	3 50
28	3 15	...

COPPER WIRE.

Discount, 50 per cent.

CANADA PLATES.

All dull, 52 sheets	2 90	3 00
Half polished	3 00	3 10
All bright	3 75	3 85

IRON PIPE.

Black pipe		Per 100 feet.
⅛ inch	3 00	3 25
¼ "	2 30	2 40
⅜ "	....	2 65
½ "	....	2 85
¾ "	....	3 65
1 "	....	5 20
1¼ "	....	7 35
1½ "	....	8 95
2 "	....	12 55
2½ "	....	21 00
3 "	....	25 00
3½ "	....	32 00
4 "	....	38 50
4½ "	....	45 00
5 "	....	48 00
6 "	....	63 00
Galvanized pipe		
¼ inch	....	3 20
⅜ "	....	3 45
½ "	....	3 85
¾ "	....	5 00
1 "	....	7 20
1¼ "	....	10 05
1½ "	....	12 20
2 "	....	16 85

Malleable Fittings Discount 15 p.c.
Cast Iron Fittings

On unions, 55 per cent.; on nipples, 60 per cent; on all others, 50 per cent.

GALVANIZED SHEETS.

	G C.	Comet	Bell.	Queen's Head
16 gauge	....	...	....	....
18 to 24 gauge	4 05	3 75	3 75	4 05
26 "	4 25	4 00	3 90	4 25
28 "	4 50	4 25	4 05	4 50

American brands, $4 40 for 28 gauge
Less than case lots 10 to 15c. extra.

CHAIN.

Proof coil, 3-16 in., per 100 lb.		....	....
" ¼ "		7 85	8 10
" 5-16 "		5 25	5 50
" ⅜ "		4 50	4 75
" 7-16 "		4 25	4 50
" ½ "		4 20	4 50
" 9-16 "		4 05	4 50
" ⅝ "		4 00	4 50
" ¾ "		4 00	4 50

Halter, kennel and post chains, 40 to 40 and 5 per cent.

Cow ties	40 p.c
Tie out chains	65 p.c.
Stall fixtures	35 p.c
Trace chain	45 p.c

Jack chain, iron, single and double, discount 35 p.c.
Jack chain, brass, single and double, discount 40 p.c.

COPPER

Ingot		Per 100 lb.
Casting		15 50
Lake Superior		.

Bars.

Cut lengths, round, ½ to ⅞ in.	23 00	25 00
" round and square, 1 to 2 inches	23 00	25 00

Sheet.

Plain, 14 oz., and light, 16 oz., 14x48 and 14x60	22 00	22 50
Plain, 14 oz., and light, 16 oz., irregular sizes	22 50	23 00
Tinned copper sheet	....	24 00
Planished		32 00

Braziers (in sheets).

4x6 ft., 25 to 30 lb. each, per lb	...	0 23
" 35 to 45 " "	....	0 22
" 50-lb. and above "	....	0 21

BOILER AND T.K. PITTS.

Plain tinned, per lb	....	0 28
Spun, per lb	...	0 32

BRASS.

Rod and Sheet, 14 to 30 gauge, 15 per cent

Sheets, hard rolled, 2x4	...	0 23
Tubing, base, per lb	...	0 23½

ZINC SPELTER.

Foreign, per 100 lb	6 25	6 50
Domestic " "	...	. .

ZINC SHEET.

5-cwt. casks	6 25	6 50
Part casks	6 75	7 00

LEAD.

Imported Pig, per 100 lb.	...	3 50
Bar, per lb	....	0 05
Sheets, 2½ lb. sq. ft., by roll	...	0 06¼
Sheets, 3 to 6 lb. "	....	0 06

NOTE. Cut sheets ½c. per lb., extra. Pipe, by the roll, usual weights per yard, lists at 7c per lb. and 30 p.c. dis. f.o.b. Toronto.

NOTE. Cut lengths, net price, waste pipe 8-ft. lengths, lists at 8c.

SHOT.

Common, $6.50 per 100 lb.; chilled, $7 00 per 100 lb.; buck, seal and ball, $7.50. Discount, 15 p.c. Prices are f.o.b. Toronto, Hamilton, Montreal, St. John and Halifax. Terms, 3 p.c. cash, freights equalized.

SOIL PIPE AND FITTINGS

Light soil pipe, discount, 45 and 5 per cent.
" " fittings, discount 50 and 5 p.c.
Med. and Extra heavy pipe and fittings, dis. 55 and 5 per cent.
7 and 8 in. pipe, discount 40 and 5 per cent.

SOLDER

		Per lb.
Bar, half-and-half, guaranteed	...	0 20
Bar, half-and-half, commercial	0 19	0 19½
Refined	. .	0 19
Wiping	0 17	0 18½

ANTIMONY.

Cookson's	per lb.	0 10

WHITE LEAD

		Per 100 lb.
Pure	5 00	5 25
No 1	4 62½	4 87½
No 2	4 25	4 50
No 3	3 87½	4 12½
No. 4	3 50	3 75
Munro's Select Flake White	....	5 75
Elephant and Decorators Pure	...	5 25
Brandram's Genuine	....	6 50
" Decorative	....	6 00
" No. 1	....	5 50
"Monarch" brand	...	6 12½
Decorator's Pure	....	5 25
Essex Genuine	...	5 50

RED LEAD

Genuine, 560 lb. casks, per cwt	$4 75	$5 00
Genuine, 100 lb. kegs, "	5 25	5 50
No. 1, 560 lb. casks, per cwt	4 00	4 25
No. 1, 100 lb. kegs, per cwt	4 25	4 50

WHITE ZINC

Extra Red Seal	0 06	0 08
No 1	0 05½	0 07
No 2	0 05	0 06

DRY WHITE LEAD.

Pure, casks	5 25
Pure, kegs	5 75
No 1, casks	5 00
No 1, kegs	5 25

PREPARED PAINTS.

In ¼, ½ and 1 gallon tins.

Pure, per gallon	....	1 20
Second qualities, per gallon	. .	1 00
Barn (in bbls.)	0 60	0 90
The Sherwin Williams paints	....	1 40
Canada Paint Co.'s pure	....	1 25
Toronto Lead & Color Co's pure	...	1 25
Sanderson Pearcy's pure	....	1 20
Standard Paint Co's "New Era."	....	1 30
"Globe"	....	1 30
" barn	60	70
The Francis Frost Co's "Ark Brand"	....	1 25
The Francis Frost Co's British Navy deck	....	1 50
Hollywood paste paint	...	1 40
" liquid paint	....	1 25
" floor paint	....	1 25
Henderson & Potts's "Anchor Brand"	....	1 35
Globe Paint Co.'s mixed	....	1 30
Globe Paint Co's barn and bridge	...	0 75

COLORS IN OIL.

25 lb. tins, Standard Quality.

Venetian red, per lb	0 03½	0 05
Chrome yellow	0 12	0 14
Golden ochre	0 07	0 10
French "	....	0 06
Marine black	....	0 04
Chrome green	....	0 10
French Imperial green	....	0 14
Signwriters' black	....	0 16
Umber	0 04	0 06
Sienna	0 04	0 07

COLORS, DRY.

Common ochre, bbls	1 15	1 30
Yellow ochre (J.F.L.S.), bbls.	.	[illegible]
Brussels ochre		[illegible]
Venetian red, bbl	[illegible]	[illegible]
English oxides, per cwt	[illegible]	[illegible]
American oxides, bbls	[illegible]	[illegible]
Canadian oxides, bbls.	[illegible]	[illegible]
Super magnetic oxides, 93 p.c.	[illegible]	[illegible]
Burnt sienna, pure, per lb.		0 10
" umber, " "	[illegible]	0 10
Raw umber	[illegible]	0 10
Drop black, pure		0 10
Chrome yellow, pure		0 18
Chrome greens, pure	[illegible]	0 10
Golden ochre	0 03	0 04
Ultramarine [illegible] boxes, per lb.	0 06	0 12
Fire proof [illegible]		1 00
[illegible]		0 07
[illegible]	1 25	1 50
[illegible]	0 08	0 10
[illegible]	[illegible]	0 [illegible]
[illegible]		0 85

BLUESTONE.

Casks, for spraying	5 50
100 lb. lots, do per lb.	0 08

WADE & BUTCHER'S "SPECIAL" Razors

Are unequalled for quality and finish.

JAMES HUTTON & CO., - MONTREAL

Sole Agents for Canada.

PUTTY.

[illegible]	1 70
[illegible]	1 95
[illegible]	2 00
[illegible] boxes or loose	2 25
[illegible]	2 25
[illegible]	2 50
[illegible] less than 100 lb.	2 50

VARNISHES.

In 5 gal lots	Per gal	Net
[illegible] No. 1	1 50	1 60
[illegible]	4 10	4 25
[illegible]	2 85	3 20
[illegible] japan	1 50	1 60
No. 1 [illegible] japan	0 85	0 90
[illegible]		1 50
[illegible] extra	1 10	1 25
" No. 1	0 90	1 00
[illegible] finish	1 35	1 50
[illegible] finish	1 60	1 70
Damar	1 75	2 00
Shellac, white	2 40	2 50
" orange	2 30	2 40
Turpentine, brown japan	1 10	1 20
" black japan	1 10	1 20
" " No. 1	0 85	0 90
[illegible] varnish, 1 gal. can, each		2 00
[illegible] finish, per gal		2 75

Maple Leaf [illegible] enamels, size 1, $1 20, size 2, 70c., size 3, 40c. each

Sherwin Williams [illegible] varnish, assorted cans from [illegible] pts. to 1 gal., $2 50

CASTOR OIL.

[illegible] cases per lb.	0 09[illegible]	0 09[illegible]
" small lots	0 10	0 10½

COD OIL, ETC.

[illegible] per gal	0 50	0 55
[illegible]		1 40
[illegible]		0 90

GLUE.

[illegible]	0 08	0 09
[illegible]	0 10	0 14
[illegible]	0 18	0 22
[illegible]	....	....
[illegible]	0 18	0 20
[illegible]	0 19	0 20
[illegible]		
[illegible]	0 12	0 16
[illegible]		

HARDWARE.

AMMUNITION.

Cartridges.

B. B. Cap [illegible] per cent. [illegible]

[illegible] American.

[illegible]

[illegible]

[illegible] 50 per cent.

Central Fire Cartridges, Sporting and Military [illegible]

Central Fire [illegible] American [illegible] B. B. Cap, discount 40 per cent. [illegible]

Loaded and empty Shells, "Trap" and Dominion grades, 25 per cent. [illegible] and Nitro, 10 per cent. [illegible]

Brass Shot Shells, [illegible] per cent.

Primers, Dom., 30 per cent. American [illegible]

Wads. per lb.

Best thick white felt wadding, in ½ lb. bags	$1 00
Best thick brown or grey felt wads, in ½ lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 [illegible]
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 each, 8 gauge	0 55
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10 gauge	0 25
Thin card wads, in boxes of 1,000 each, 8 gauge	....

Chemically prepared black edge grey cloth wads, in boxes of 250 each — Per M.

11 and smaller gauge	0 60
9 and 10 gauges	0 70
7 and 8 "	0 90
5 and 6 "	1 10

Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each

11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 "	1 65
5 and 6 "	1 90

ADZES.

Discount 20 per cent.

ANVILS.

Wright's, 80-lb. and over	0 10¾
Hay Budden, 80-lb. and over	0 09¼
Brook's, 80-lb. and over	0 11¼

AUGERS.

Gilmour's, discount 65 and 5 per cent. off list.

AXES.

Chopping Axes

Single bit, per doz.	7 00	10 00
Double bit, "	10 00	18 00

Bench Axes, 40 per cent.

Broad Axes, 25 per cent.

Hunters Axes	5 50	6 00
Boys Axes	6 25	7 00
Splitting Axes	7 00	12 00
Handled Axes	7 50	10 00

AXLE GREASE.

Ordinary, per gross	5 75	6 00
Best quality	13 00	15 00

BATH TUBS.

Zinc ... 6 00

Copper, discount 15 per cent. off revised list.

BATHS.

Standard Enameled.

5½ inch rolled rim, 1st quality	24 00
5½ " " " 2nd "	20 00

BABBIT METAL.

"Tandem," A	per lb.	0 27
" B	"	0 21
" C	"	0 11½
Frictionless Metal	"	0 23

Syracuse Smelting Works:

Aluminum, genuine	0 45
Government, "	0 44
Tough, "	0 40
Hard, "	0 40
Dynamo	0 30
Special	0 25
Harmony	0 22
Car Box	0 20
Extra	0 15

The Canada Metal Co.:

Imperial, genuine,	0 40
Metallic	0 30
Hercules	0 20
Star	0 15
No. 1	0 12
No. 2	0 10
No. 3	0 06
No. 4	0 05

BELLS.

Hand.

[illegible] 60 per cent.

Nickel, 55 per cent.

Cow.

American make, discount 63¾ per cent.

Canadian, discount 45 and 50 per cent.

Door.

[illegible] Sargent's	5 50	8 00

Peterboro', discount 46 per cent.

Farm.

American, each	1 25	3 00

House.

American, per lb.	0 35	0 40

BELLOWS.

Hand, per doz.	3 35	4 75
Moulders', per doz.	7 50	10 00

Blacksmiths', discount [illegible]0 per cent.

BELTING.

Extra, 60 per cent.

Standard, 60 and 10 per cent.

No. 1, not wider than 6 in., 60, 10 and 10 per cent.

Agricultural, not wider than 4 in., 75 per cent.

BITS.

Auger.

Gilmour's, discount 60 and 5 per cent.

Rockford, discount 50 and 10 per cent.

Jennings' Gen., net list.

Car.

Gilmour's, 47½ to 50 per cent.

Expansive.

Clark's, 40 per cent.

Gimlet.

Clark's, per doz.	0 65	0 90
Diamond, Shell, per doz.	1 00	1 50
Nail and Spike, per gross	2 25	5 20

BLIND AND BED STAPLES.

All sizes, per lb.	0 07¼	0 12

BOLTS AND NUTS. — Per cent.

Carriage Bolts, common ($1 list)	50 and 10
" " full sq. ($2.40 list)	55 and 10
" " Norway Iron ($3 list)	55 and 10
Machine Bolts, all sizes	50, 5 and 10
Plough Bolts	50, 5 and 10
Blank Bolts	50, 5 and 10
Bolt Ends	50, 5 and 10
Sleigh Shoe Bolts	65, 5 and 10
Coach Screws, cone point	66⅔ and 10

Nuts, square, all sizes, 3¾c. per lb. off.

Nuts, hexagon, all sizes, 4c. per lb. off.

Stove Rods, per lb., 5½ to 6c.

BOOT CALKS.

Small and medium, ball	per M.	4 25
Small heel	"	4 50

BRIGHT WIRE GOODS.

Discount 62½ per cent.

BROILERS.

Light, discount 65 to 67½ per cent.

Reversible, discount 65 to 67½ per cent.

Vegetable, per doz., discount 37½ per cent.

Henis, No. 8	per doz.	6 00
Henis, No. 9	"	7 00
Queen City	"	7 50

BUTCHERS CLEAVERS.

German	per doz.	6 00	11 00
American	"	12 00	20 00

BUTCHER KNIVES.

Bailey's	per doz.	0 60	6 30

BUILDING PAPER, ETC.

Tarred Felt, per 100 lb.	1 75
Ready roofing, 2-ply, not under 45 lb., per roll	0 90
Ready roofing, 3-ply, not under 65 lb., per roll	1 15
Carpet Felt ... per ton	45 00
Dry Sheathing ... per roll, 400 sq. ft.	0 35
Tar " " 400 "	0 45
Dry Fibre " 400 "	0 50
Tarred Fibre " 400 "	0 60
O. K. & I. X. L. " 400 "	0 65
Resin-sized " 400 "	0 4[illegible]
Oiled Sheathing " 600 "	1 00
Oiled " " 400 "	0 70
Roof Coating, in barrels ... per gal.	0 17
Roof " small packages "	0 25
Refined Tar ... per barrel	4 50
Coal Tar "	4 00
Coal Tar, less than barrels ... per gal.	0 15
Roofing Pitch ... per 100 lb.	1 00

BULL RINGS.

Copper, $2 00 for 2½ inch, and $1 90 for 2 inch.

BUTTS.

Wrought Brass, net revised list.

Cast Iron.

Loose Pin, discount 60 per cent.

Wrought Steel.

Fast Joint, discount 65, 10 and 2½ per cent.

Loose Pin, discount 65, 10 and 2½ per cent.

Berlin Bronzed, discount 70, 70 and 5 per cent.

Gen. Bronzed	per pair	0 40	0 65

CARPET STRETCHERS.

American	per doz.	1 00	1 50
Bullard's	"	....	6 50

CASTORS.

Bed, new list, discount 55 to 57½ per cent.

Plate, discount 52½ to 57½ per cent.

CATTLE LEADERS.

Nos. 31 and 32	per gross	8 50	9 50

CHALK.

Carpenters' Colored, per gross	0 45	0 75
White lump ... per cwt.	0 60	0 65
Red	0 05	0 06
Crayon ... per gross	0 14	0 18

CHISELS.

Socket, Framing and Firmer.

Broad's, discount 60 and 10 per cent.

Warnock's, discount 50 and 10 per cent.

P. S. & W. Extra, discount 60 and 10 per cent.

CHURNS.

Revolving Churns, metal frames—No. 0, $8; No. 1, $8 50; No. 2, $9.00; No. 3, $10 00; No. 4, $12 00; No. 5, $16.00 each. Ditto wood frames, 20c. each less than the above. Discounts: Factories, 53 per cent., delivered from stock in Montreal, 51 per cent. Terms 4 months or 3 per cent. cash in 30 days.

Churn frames, including bearings, levers, etc. Nos. 0, 1, 2 and 3, wood, $2.40; and 4 and 5, $2.65. Metal frames, 25c. extra. Discount 15 per cent., net 30 days.

CLIPS.

Axle, discount 65 per cent.

CLOSETS. — Net.

Plain York or Ontario Syphon Jet	$9 60
Emb. " " "	10 20
Fittings	1 00
Plain Elgin or Teu. Syphon Washout	6 00
Emb. " " "	6 60
Fittings	1 25
Low Down Elgin or Teutonic, plain	6 00
Low " " " emb.	6 50
Plain Richelieu	4 25
Emb. "	4 50
Connections	1 25
Low Down Ontario Syphon Jet, plain	11 70
Low " " " embd.	12 30
Closet connection	1 25
Basins, P. O., 14-in.	0 70
Basins, oval, 17 x 14-in.	1 50
Basins, " 19 x 15-in.	2 25

COMPASSES, DIVIDERS, ETC.

American, discount 62½ to 65 per cent.

CONDUCTOR PIPE.

Plain or Corrugated.

2-inch ... per 100 feet	3 00
3 " " "	4 00
4 " " "	5 25
5 " " "	6 75
6 " " "	9 00

CRADLES, GRAIN.

Canadian, discount 20 to 25 per cent.

CROSSCUT SAW HANDLES.

S. & D., No. 3	per pair	0 17½
S. & D., " 5	"	0 22½
S. & D., " 6	"	0 15
Boynton pattern	"	0 20

DOOR SPRINGS.

Torrey's Rod (15 p.c.), per doz.	....	2 00
Coil "	0 88	1 60
English "	2 00	4 00

DRAW KNIVES.

Coach and Wagon, discount 50 and 10 per cent.

Carpenters', discount 60 and 10 per cent.

Experiments are Expensive

but you don't have to experiment with our Patent Wire Edged Ready Roofing. For over ten years we carefully tested the Durability of our Ready Roofing and when we found it was a thoroughly reliable material we advised our customers to use it.

The Paterson Mfg. Co., Limited

Toronto and Montreal.

DRILLS.

Hand and Breast.

Millar's Falls, per doz., net list.

DRILL BITS.

Morse, discount 37½ to 40 per cent.
Standard, discount 50 and 5 to 55 per cent.

FAUCETS.

Common, cork-lined, discount 35 per cent.

EAVETROUGHS.

10-inch ....per 100 ft. 3 10

ELBOWS (stovepipe.)

and 6-inch, common....... per doz. 1 20
7-inch .... " 1 35
Polished, 15c. per dozen extra.

ESCUTCHEONS.

Discount 40 per cent.

ESCUTCHEON PINS.

Iron, discount 40 per cent.

FACTORY MILK CANS.

Discount off revised list, 40 per cent.

FILES AND RASPS.

Great Western.......... 70 and 10 per cent.
Arcade.................70 " 10 "
Kearney & Foot ....70 " 10 "
Disston's..................70 " 10 "
American..................70 " 10 "
J. Barton Smith..........70 " 10 "
McClellan ....70 " 10 "
Eagle ....70 " 10 "
Nicholson, 60 and 10 to 60, 10 and 5 "
Royal ....80 "
Globe ....70 to 75 "
Black Diamond, 60 and 10 to 60, 10 and 5 per cent.
Jowitt's, English list, 25 to 27½ per cent.
Nicholson File Co.'s "Simplicity" file handle, per gross 85c. to $1.50.

GLASS.

Window. Box Price.

Size United Inches.	Star Per 50 ft.	Star Per 100 ft.	D. Diamond Per 50 ft.	D. Diamond Per 100 ft.
Under 26	2 0	3 80	....	6 75
26 to 40.....	2 10	4 00	..	7 25
41 to 50.....	....	4 50	....	8 75
51 to 60.....	....	4 75	....	10 00
61 to 70	....	5 00	..	11 50
71 to 80	....	5 50	....	12 50
81 to 85.....	....	....	....	14 00
86 to 90.....	..	....	...	16 50
91 to 95	....	....	...	18 00
96 to 100.	....	....	...	20 00

A discount of 25 per cent is offered on "Double Diamond."

GAUGES.

Marking, Mortise, Etc.

Stanley's, discount 50 to 55 per cent.

Wire Gauges

Winn's, Nos. 26 to 33 . each 1 65 2 40

HALTERS.

Rope, ⅜-inch ....per gross ....
Rope, ½ " .... " .. 9 00
Rope, ⅝ to ⅞-inch .... " ... 14 00
Leather, 1-inch ... per doz. 3 87½ 4 00
Leather, 1¼ " .... " 5 15 5 20
Web.............. .. " 1 87 2 45

HAMMERS.

Nail.

Maydole's, discount 5 to 10 per cent. Canadian discount 25 to 27½ per cent.

Tack.

Magnetic ....per doz. 1 10 1 20

Sledge.

Canadian.............per lb. 0 07½ 0 08½

Ball Pean.

English and Canadian, per lb. 0 22 0 25

HANDLES.

Axe, 2nd growth, per doz. net 3 00 4 00
Store door........ ....per doz. 1 00 1 50

Fork.

C. & B., discount 40 per cent., revised list.

Hoe.

C. & B., discount 40 per cent., revised list.

Saw.

American........ ...per doz. 1 00 1 25

Plane

American .... per gross 3 15 3 75

Hammer and Hatchet.

Canadian, discount 40 per cent.

Cross-Cut Saws.

Canadian. .... per pair 0 13½

HANGERS. doz. pairs.

Steel barn door........ ... 5 85 6 00
Stearns, 4-inch 5 00
" 5-inch 6 50
Lane's covered
No. 11, 5-foot run 8 40
No. 11½, 10-foot run 10 80
No. 12, 10-foot run.... .... 12 60
No. 14, 15-foot run.......... .... 21 00
Lane's O.N.T. track, per foot 0 04½

HARVEST TOOLS.

Discount 60 per cent.

HATCHETS.

Canadian, discount 40 to 42½ per cent.

HAY ENAMEL.

Hen Coach & Letts "Anchor Brand

HINGES.

Blind, Parker's, discount 16⅔ per cent.
Heavy T and strap, 4-in., per lb 0 06½
" " 5-in., " 0 06¼
" " 6-in., " 0 06
" " 8-in., " 0 05¾
" " 10-in., " 0 05½
Light T and strap, discount 65 and 5 per cent.
Screw hook and hinge
6 to 10 in........ per 100 lb. 4 50
12 in. up.......... " 3 25
Spring.......... per gro. pairs 10 50

HOES.

Garden, Mortar, etc., discount 60 per cent.
Planter.......... ... per doz. 4 00 4 50

HOLLOW WARE.

Discount 45 and 5 per cent.

HOOKS.

Cast Iron.

Bird cage.... .. .... per doz. 0 50 1 10
Clothes line......... " 0 27 0 63
Harness. .... " 0 72 0 88
Hat and coat ...... per gro. 1 01 3 00
Chandelier ....per doz. 0 50 1 00

Wrought Iron.

Wrought hooks and staples, Canadian discount 47½ per cent.

Wire.

Hat and coat, discount 45 per cent.
Belt ... . per 1,000 .... 0 60
Screw, bright, discount 55 per cent.

HORSE NAILS.

"C" brand, 40, 10 and 7½ per cent. off list } Oval
"M" brand, 50, 10 and 5 per cent. } head
Countersunk, 65 per cent.
"Monarch," 65 per cent.
"Peerless" 50 and 7½ per cent. dis.

HORSESHOES.

F.O.B. Montreal

Iron Shoes.	No. 2 and larger.	No. 1 and smaller.
Light, medium and heavy....	3 35	3 60
Snow shoes	3 60	3 85
Steel Shoes.		
Light	3 45	3 70
Featherweight (all sizes)...	4 85	4 85

F.O.B. Toronto, Hamilton, London and Guelph, 10c. per keg additional.
Toe weight steel shoes........ .... 6 70

JAPANNED WARE.

Discount 45 and 5 per cent. off list, June 1899

ICE PICKS.

Star... ....per doz. 00 3 25

KETTLES.

Brass spun, 7½ per cent. discount off new list
Copper ... . per lb. 0 30 0 50
American, 60 and 10 to 65 and 5 per cent.

KEYS.

Lock, Canadian dis. 40 to 40 and 10 per cent.
Cabinet, trunk and padlock,
American .... . per gross 0 60

KNOBS.

Door, japanned and N.P., per doz. 1 50 2 50
Bronze, Berlin....... per doz. 2 75 3 25
Bronze, Genuine .... " 6 00 9 00
Shutter, porcelain, F. & L. screw .... per gross 1 30 4 00
White door knobs... per doz . 1 00

HAY KNIVES.

Net prices.

LAMP WICKS.

Discount, 60 per cent.

LANTERNS.

Cold Blast................ per doz. 7 00
No. 3, "Wright's"........... " 8 50
Ordinary, with O burner. ... " 4 00
Dashboard, cold blast........ " 9 00
No. 0 .... " 5 75
Japanning, 50c. per doz. extra.

LEMON SQUEEZERS.

Porcelain lined. .... per doz. 2 20 5 60
Galvanized .... " 1 87 3 85
King, wood .... " 2 75 2 90
King, glass.......... " 4 00 4 50
All glass .... " 0 50 0 90

LINES.

Fish .... per gross 1 05 2 50
Chalk .... " 1 90 7 40

LAWN MOWERS.

Woodyatt, 12-in. wheel 7 50
Star " ...... ' .. 5 50
Daisy " 4 90
Philadelphia, 12-in. wheel 6 50
Ontario, " 14 25
Discount, 50 per cent.

Maxwell & Sons:

10½-in. high wheel.... .... 7 50 10 00
9 in.. .... 5 50 6 25
8 in......... .... 4 90 5 50
Discount 50 per cent.

LOCKS.

Canadian, 40 to 40 and 10 per cent.
Russell & Erwin... per doz. 3 00 3 25

Cabinet

Eagle, discount 30 per cent.

Padlocks.

English and Am..... per doz. 0 50 6 0
Eagle, discount 20 to 25 per cent.

MACHINE SCREWS.

Iron and Brass

Flat head, discount 25 per cent.
Round head, discount 20 per cent.

MALLETS.

Tinsmiths . . per doz. 1 25 1 50
Carpenters', hickory, " 1 25 3 75
Lignum Vitae . " 3 85 5 00
Caulking, each . . 0 60 2 00

MATTOCKS.

Canadian .... per doz. 5 50 6 50

MEAT CUTTERS.

American, discount 33⅓ per cent.
German, 15 per cent.
Gem . .. . each .. 1 15

MILK CAN TRIMMINGS.

Discount 25 per cent.

NAILS	Cut.	Wire.
2d and 3d	3 45	3 45
3d	3 10	3 12
4 and 5d	2 85	2 95
6 and 7d	2 75	2 80
8 and 9d	2 60	2 60
10 and 12d	2 55	2 55
16 and 20d	2 50	2 50
30, 40, 50 and 60d (base)	2 45	2 45

Cut nails in carlots 5c. less.
Wire nails in carlots are $2 40.
Steel cut nails 10c. extra.
Miscellaneous wire nails, discount 75 per cent.
Coopers' nails, discount 30 per

NAIL PULLERS.

German and American . .. 1 75 3 50

NAIL SETS.

Square, round and octagon, per gross... .... 3 38 4 00
Diamond 1 00 2 00

POULTRY NETTING.

2 in. Mesh, 19 w.g., dis. 60 per cent.
2 in. Mesh, 16 w.g. and heavier, 50 p.c.

OAKUM.

U. S. Navy . ... per 100 lb. .. 6 75
Plumbers ... .. . " . . 3 60

OILERS.

McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 00
Zinc and tin, discount 50, 50 and 10 per cent.
Copper . . . per doz. 1 25 3 50
Brass ... . " 1 50 3 50
Malleable, discount 25 per cent.

GALVANIZED PAILS.

Dufferin pattern pails, discount 45 per cent.
Flaring pattern, discount 45 per cent.
Galvanized washtubs, discount 45 per cent.

PIECED WARE.

Discount 40 per cent. off list, June, 1899.
10-qt. flaring sap buckets, discount 40 per cent.
6, 10 and 14-qt. flaring pails, dis. 40 per cent.
Creamer cans, discount 40 per cent.

PICKS.

Per dozen 6 00 9 00

PICTURE NAILS.

Porcelain head .. per gross 1 35 1 50
Brass head ...... " 0 40 1 00

PICTURE WIRE.

Tin and gilt, discount 75 per cent.

PINE TAR.

½ pint in tins . .... per gross . . 7 80
1 " " .... " 9 60

PLANES.

Wood bench, Canadian discount 40 per cent., American discount 50 per cent.
Wood, fancy Canadian or American, 37½ to 40 per cent.

PLANE IRONS.

English . . .. per doz. 2 00 5 00

PLIERS AND NIPPERS.

Button's genuine, per doz. pairs, discount 37½ to 40 per cent.
Button's imitation....per doz. 5 00 9 00
German .... " 0 60 2 60

PLUMBERS' BRASS GOODS.

Standard Compression work, dis. 60 per cent.
"J.M.T." Cushion work, discount 50 per cent.
Fuller work, discount 65 per cent.
6 dozen lots and over of the above, extra discount 10 per cent.
Lever handle Stops and Waste, discount 60 per cent. With, in lots of 2 dozen and over, an extra discount of 10 per cent.
"J.M.T." Globe, Angle and Check Valves, discount 55 per cent.
Standard Globe, Angle and Check Valves, discount 65 per cent.
"J.M.T." Radiator Valves, discount 55 per cent.
Standard Radiator Valves, discount 60 per cent.
Patent Quick-Opening Valves, discount 70 per cent.
No. 1 compression bath cock net 2 00
No. 4 " 2 00
No. 7 Fuller's " 2 20
No. 4½, " " 2 30
Patent Compression Cushion, basin cock, hot and cold per doz. 15 00
Patent Compression Cushion, bath cock, No. 2208 2 25
Square head brass cocks, discount 60 per cent.
" " iron " " 60 "
Competition Globe, Angle and Check Valve discount 70 per cent.
Thompson Smoke-test Machine $25.00

Our New

GLASS CATALOGUE

The most complete work ever issued.

Containing much useful and important information and instruction on all kinds of glass—which you ought to know—as well as a numerous variety of designs and illustrations of glass now used in modern buildings.

EVERY KIND OF PLATE AND WINDOW GLASS IN STOCK.

TORONTO PLATE GLASS IMPORTING CO.,

Hill & Rutherford

Warerooms and Offices—135 to 143 Victoria St.
Bending Works—209 to 213 Victoria St.

TORONTO

CLOTHES SILKS

Discount 25 per cent.

PULLEYS

Hardwood	per doz.	0 55 — 1 00
Axle	"	0 22 — 0 35
Screw	"	0 25 — 1 00
Awning	"	0 35 — 2 50

PUMPS

Canadian cistern		1 80 — 3 60
Canadian pitcher spout		1 40 — 2 10

PUNCHES

Solid screws	per doz	1 00 — 1 85
Cupboard locks	"	9 00 — 15 00
Trimmings, solid	per set	0 72
" hollow	per inch	1 00

RANGE BOILERS

Dominion, 30 gallon	net	6 00
" 35 "	"	7 00
" 40 "	"	8 00
Rowland's Galvanized, 30 gallon	"	7 40
" " 35 "	"	8 40
" " 40 "	"	9 60
Copper, 30 gallon	"	22 00
" 35 "	"	24 00
" 40 "	"	28 00

Discount off copper boilers 15 per cent

RAKES

Wood, per doz net 1 20 up.

RAZORS.

	per doz.
Elliott's	4 00 — 18 00
Geo. Butler's & Co's	4 00 — 18 00
Butler's	7 50 — 11 00
" King Cutler	12 50 — 15 00
Wade & Butler's	3 60 — 10 00
Tyzack & Quarter's	7 00 — 12 00
Barney's	6 00 — 12 00
Barney's Brantford	10 00 — 11 00
Cooper Mackerlie	15 00
Geo. Butler's Favorite	10 75
Geo. Butler's No. 65	13 00
Geo. Butler's Safety Razors	13 50
Geo. Butler's Stropping Machines	13 50
Lecky Bros. " Klean Kutter	8 50 — 10 50

REGISTERS

Discount 40 per cent.

RIVETS AND BURRS

Iron Rivets, black and tinned, discount 60 and 10 per cent.

Iron Burrs, discount 50 per cent.

Copper or Iron Rivets in 1 lb cartons, 1c per lb.

Copper or Iron Rivets in ½ lb cartons, 1c per lb.

Copper Rivets and Burrs in proportion burrs, 45 per cent. discount. Cartons 1c per lb extra, net.

Copper Boiler rivets, discount 40 and 10 per cent.

Extra for Iron Rivets in Copper Rivets 1c per carton, 1 lb.

ROPE, ETC.

Canadian, discount 40 per cent.

Sisal	0 10½
Pure Manilla	0 14
"British" Manilla	0 12
Cotton, 3 thread, soft laid	0 16
" 4 " " "	0 15
" 3 inch	0 21
" 4 "	0 25
Russia Deep Sea	0 15
Jute	0 08
Lath Yarn, single	0 08
" double	0 10
Sisal hand cord, 48 feet per coil	0 10
" " 60 feet "	0 12
" " 72 feet "	0 14

RULES

Boxwood discount 55 per cent.

Ivory discount 37½ to 40 per cent.

SAD IRONS

Mrs. Potts, No. 55 polished, per set	0 70
" No. 40 nickle-plated, "	0 80

SAND AND EMERY PAPER

B & A sand discount, 40 and 10 per cent

Emery discount 40 per cent

Garnet (Barton) 5 to 10 per cent advance on list

SAP SPOUTS

Bronzed iron with hooks . . per 1,000 9 50

SAWS

Hand, Disston's, discount 12½ per cent.
S. & D., discount 40 per cent
Crescent, Disston's per foot 0 35 — 0 55
S. & D., discount 35 per cent on Nos. 2 and 3
Hack, complete each 0 75 — 2 75
" Frame only 0 75

SASH WEIGHTS

Sectional	per 100 lb.	2 50 — 2 75
Solid	"	1 75 — 2 00

SASH CORD.

Per lb 0 24 — 0 30

SAW SETS.

	per doz
Lincoln and Whiting	4 75
Hand Sets, No 1 Woodyatt (Morrill)	4 25
X Cut Sets, No 3 Woodyatt (Morrill)	9 50

SCALES

Gurney Standard, 40 per cent.
Gurney Champion, 50 per cent.
Burrow, Stewart & Milne
Imperial Standard, discount 40 per cent.
Weigh Beams, discount 35 per cent.
Champion Scales, discount 50 per cent.
Fairbanks standard, discount 35 per cent.
" Dominion, discount 55 per cent.
" Richelieu, discount 55 per cent
Warren's new Standard, discount 40 per cent.
" Champion, discount 50 per cent.
" Weighbeams, discount 35 per cent.

SCREW DRIVERS.

Sargent's per doz 0 65 — 1 00

SCREEN DOORS.

Common doors, 2 or 3 panel, walnut stained, 4-in. style per doz. 6 80
Common doors, 2 or 3 panel, yellow and green stained, 4-in. style per doz. 7 00
Common doors, 2 or 3 panel, in natural colors, oil finish per doz. 8 15
3-in. style 20c. per dozen less.

SCREWS.

Wood, F. H., bright and steel, discount 87½ per cent.
Wood, R. H., bright, dis. 82½ per cent.
" F. H., brass, dis. 80 per cent.
" R. H., " dis. 75 per cent.
" F. H., bronze, dis. 75 per cent.
" R. H., " dis. 70 per cent
Drive Screws, dis. 87½ per cent.
Bench, wood per doz. 3 25 — 4 00
" iron " 4 25 — 5 00
Set, case hardened, dis. 60 per cent.
Square Cap, dis. 50 and 5 per cent.
Hexagon Cap, dis. 45 per cent.

SCYTHES.

Per doz net 6 00 — 9 00

SCYTHE SNATHS.

Canadian, discount 40 per cent.

SHEARS.

Bailey Cutlery Co., full nickeled, discount and 2½ per cent.
Bailey Cutlery, Japan Handles, discount 67½ per cent.
Seymour's, discount 50 and 10 per cent

SHOVELS AND SPADES.

Canadian, discount 45 per cent.

SINKS.

Cast iron, 15 x 24	0 85
" 18 x 30	1 00
" 18 x 36	1 40

SNAPS.

Hammer, German, discount 25 per cent.
Door, Assorted 4 50 — 11 50

SOLDERING IRONS

Copper per lb	37
"	0 34

SOLVENTS

Lion, No. 1-3 per doz	2 40 — 2 55
" No. 4-14 "	3 25 — 3 40

Discount on 40 to 60 and 5 per cent

Trade Extra discount 40 to 45 per cent.

STAMPED WARE

Plain, discount 10 and 12½ per cent off revised list.

Retinned, discount 75 per cent off revised list.

STAPLES

Galvanized	3 25 — 3 50
Plain	2 90 — 3 15

Coopers, discount 45 per cent.
Poultry netting staples, discount 40 per cent.

STOCKS AND DIES.

American discount 25 per cent

STONE

Washita	per lb.	0 28 — 0 60
Hindostan	"	0 06 — 0 07
" slip	"	0 09 — 0 09
Labrador	"	0 13
" Axe	"	0 15
Turkey	"	0 50
Arkansas	"	1 50
Water-of-Ayr	"	0 10
Scythe per gross		3 50 — 5 00
Grind, 2-in., 40 to 200 lb., per ton		25 00
" " under 40 lb., "		28 00
" under 2 in. thick, "		29 00

STOVEPIPES.

5 and 6 inch, per 100 lengths	7 00
7 inch " "	7 50

ENAMELINE STOVE POLISH.

No. 4, 3 doz. in case, net cash	4 80
No. 6, 3 doz. in case, "	8 40

TACKS, BRADS, ETC.

Carpet tacks, blued	80 and 15
" " tinned	80 and 20
" " (in kegs)	40
Cut tacks, blued, in dozens only	80
" ¼ weights	60
Swedes cut tacks, blued and tinned	
In bulk	80 and 10
In dozens	75
Swedes, upholsterers', bulk 85,	12½ and 12½
" brush, blued and tinned bulk	70
Swedes, gimp, blued, tinned and japanned	75 and 12½
Zinc tacks	35
Leather carpet tacks	55
Copper tacks	50
Copper nails	52½
Trunk nails, black	65 and 5
Trunk nails, tinned	65 and 10
Clout nails, blued	65 and 5
Chair nails	35
Patent brads	40
Fine finishing	40
Lining tacks, in papers	10
" " in bulk	15
" " solid heads, in bulk	75
Saddle nails, in papers	10
" " in bulk	15
Tufting buttons, 22 line, in dozens only	60
Zinc glaziers points	5
Double pointed tacks, papers	90 and 10
" " " bulk	40
Clinch and duck rivets	45

TAPE LINES.

English, ass skin per doz.	2 75 — 5 00
English, Patent Leather	5 50 — 9 75
Chesterman's each	0 90 — 2 85
" steel each	0 80 — 8 00

TINNERS SNIPS.

Bailey's, discount 25 per cent

THERMOMETERS

Tin case and dairy, discount 75 to 75 and 10 per cent.

TRAPS (steel)

Game, Newhouse, discount 25 per cent.
Game, H & N, P. S. & W., 65 per cent.
Game, steel, 72½, 75 per cent.

TROWELS.

Disston's, discount 10 per cent.
German per doz. 4 75 — 6 00
S. & D., discount 35 per cent.

TWINES.

Bag, Russian per lb.	0 27
Wrapping, cotton, 3-ply	0 19
" " 4-ply	0 23
Mattress per lb	0 33 — 0 45
Stagging "	0 27 — 0 35

VISES

Wright's	0 13½
Brook's	0 12½
Pipe Vise, Hinge, No 1	3 50
" " No 2	5 50
Saw Vise	4 50 — 9 00

ENAMELLED WARE.

White, Princess, Turquoise, Blue and White discount 50 per cent.
Diamond, Famous, Premier, discount 50 and 10 per cent.
Granite or Pearl, Imperial, Crescent, discount 50, 10 and 10 per cent.

WIRE.

Smooth Steel Wire.

No 0-9 gauge		$2 50
10	"	6c. extra.
11	"	12c "
12	"	20c. "
13	"	30c. "
14	"	40c. "
15	"	55c "
16	"	70c. "

Add 60c. for coppering and $2 for tinning.

Extra net per 100 lb. Oiled wire 10c, spring wire $1 25, special hay baling wire 30c, best steel wire 75c, bright soft drawn 15c, charcoal (extra quality) $1.25, packed in casks or cases 15c, bagging and papering 10c, 50 and 100-lb bundles 10c, in 25-lb. bundles 15c, in 5 and 10 lb. bundles 25c, in 1-lb. hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1

Fine Steel Wire, discount 25 per cent. List of extras: In 100-lb. lots: No 17, 85 No 18, $5.50 No 19, 86 No 20, $6.65 No 21, 87 No 22, $7.30 No 23, $7.65 No 24, 88 No 25, 89 No 26, $9.50 No 27, 810 No 28, 811 No 29, 812 No 30, 813 No 31, 814 No 32, 815 No 33, 816 No 34, 817. Extras net tinned wire, Nos 17-22, $2 Nos 26-31, 84 Nos 32 34, 86 Coppered, 5c. oiling, 10c in 25-lb bundles, 15c in 5 and 10-lb bundles, 25c. in 1-lb. hanks, 25c. in ½-lb. hanks, 38c. in ¼-lb. hanks, 50c packed in casks or cases, 15c. bagging or papering, 10c.

Brass wire, discount 62½ per cent. off the list.

Copper wire, discount 62½ per cent. net cash 30 days, f.o.b factory.

Galvanized wire, per 100 lb. Nos. 4 and 5, $3.70 to $3.90 Nos. 6, 7, 8, $3.15 to $3.35 No 9, $2.50 No. 10, $3.20 to $3.40 No. 11, $3.25 to $3.45 No 12, $2.65 No. 13, $2.75 No. 14, $3.75 to $3.95 No 15, $4.30 No. 16. $4.30 Base sizes, Nos. 6 to 9, $2.27½ f.o.b. Cleveland. In carlots 12½c less.

Clothes Line Wire, regular 7 strand, No 17, $4.65; No. 18, $2.90; No. 19, $2.60 Hollow 6 strand, No. 17, $4.30; No. 18, $2.70; No. 19, $2.35; No. 20, $2.30, f.o.b. Hamilton, Toronto, Montreal.

WIRE FENCING.

Galvanized barb	2 80
Galvanized, plain twist	2 90
Galvanized barb, f.o.b. Cleveland, $2 55½ in less than carlots, and $2 45 in carlots.	

COILED SPRING WIRE.

High Carbon, No. 9	$2 75
" No 11	3 40
" No. 12	2 95

WIRE CLOTH.

Painted Screen, per 100 sq. ft., net 1 50
Terms, 3 per cent. off 30 days.

WASTE COTTON.

Colored per lb.	0
White "	0 08

WRENCHES.

Acme, discount 35 to 37½ per cent.
Agricultural, discount 60 per cent.
Coe's Genuine, discount 20 to 25 per cent
Towers Engineer each 2 00
" S. per doz. 5 80 — 6 50
G. & K.'s Pipe " 3 40
Burrall's Pipe each 3 00
Pocket per doz 0 25 — 2 90

WRINGERS.

Leader	per doz.	30 00 — 33 00
Royal Canadian	"	24 00
Royal American	"	24 00
Sampson	"	24 00
Lightning	"	27 00

Terms, 4 months, or 3 per cent. 30 days.

WROUGHT IRON WASHERS.

Canadian make, discount 40 per cent.

ALEXANDER GIBB

Manufacturers' Agent and Metal Broker,
13 St. John Street, Montreal

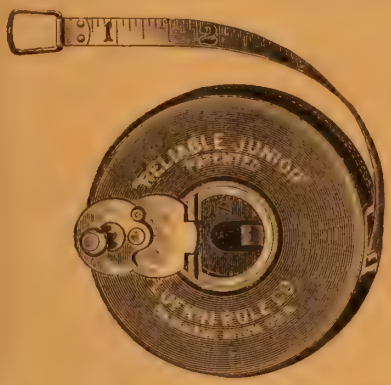
Representing British and American Manufacturers. Correspondence invited from firms wishing to be represented in Canada.

Standard Paint & Varnish Works
Limited
Makers of High Grade
Varnishes, Japans,
Paints, Colors & Enamels
Windsor, Ont.

"Bailey Brand" Cutlery is best in quality.
"Bailey Brand" Cutlery is best in appearance.
"Bailey Brand" Cutlery is lowest in price.
"Bailey Brand" Cutlery is "Made in Canada."
"Bailey Brand" Cutlery is most profitable to Merchant.
"Bailey Brand" Cutlery is most satisfactory to customer.
"Bailey Brand" Cutlery is all fully warranted.

Razors, Shears, Scissors, Tinners' Snips, Butcher Knives and Razors.

BAILEY CUTLERY CO.
BRANTFORD, ONT. Limited



LUFKIN MEASURING TAPES

Steel, Metallic, Linen, Pocket, Ass Skin, Pat. Leather, Bend Leather, Etc.

ARE THE BEST AND MOST POPULAR TAPES IN THE WORLD.
YOUR STOCK IS NOT COMPLETE WITHOUT THEM.

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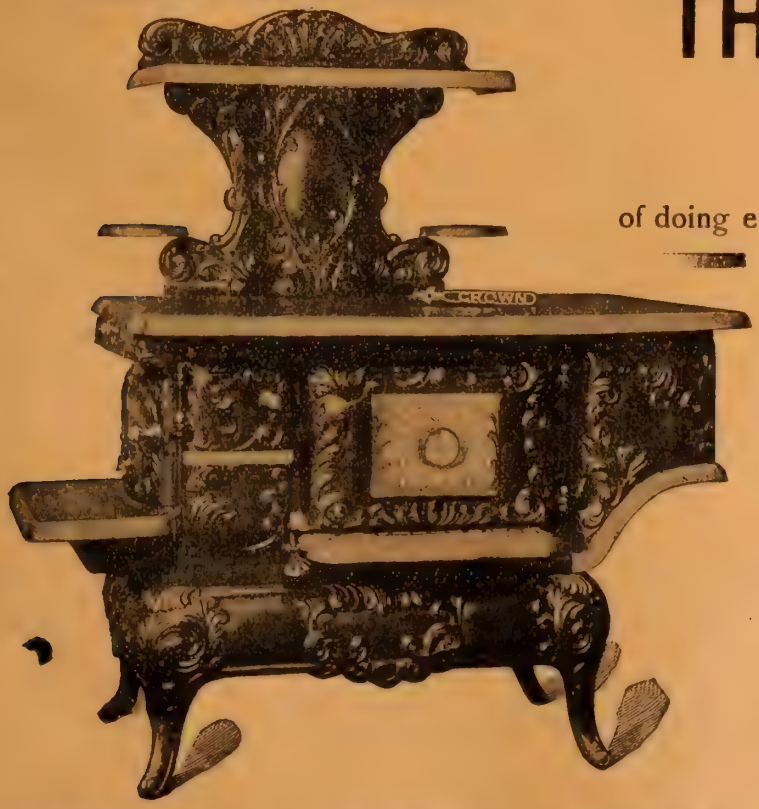
New York City Branch—280 Broadway.

For sale by ALL PROMINENT CANADIAN HARDWARE JOBBERS.

"QUALITY FIRST AND ALWAYS."



THERE IS A RIGHT and wrong WAY

of doing everything.

This applies to the Stove business as well as any other.

If you want a first-class saleable line of moderate priced up-to-date Stoves and Ranges made by skilled mechanics from best materials,

Then the "Huron" line supplies that want.

Every line a specialty that sells itself.

Write to-day for the agency.

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LIMITED.

Est. 1868. Inc. 1895.

Black Diamond File Works

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Twelve Medals

Awarded
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FOR

Water	Air	Suction
Steam	Acids	Fire Protection
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SUPERIOR IN QUALITY.
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"Redstone" Sheet Packing

for High Pressures.

Does not Burn out or Blow out and requires no following up.

THE GUTTA PERCHA AND RUBBER MFG. CO.

OF TORONTO, LIMITED.

Head Office and Warerooms—
45-47-49 West Front St.

TORONTO,

Factories—115-165 West Lodge Ave.
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We are prepared to quote lowest prices for the following:

- Black and Galvanized Sheets
- Black Canada Plates
- Galvanized Canada Plates
- Polished Canada Plates
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- Black Plates
- Tinned Sheets
- Copper Sheets
- Sheet Zinc
- Sheet Brass
- Brass Rods
- Brass Cased Tubing
- Ingot Copper
- Ingot Tin
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B. & S. H. THOMPSON & CO. LIMITED

53 St. Sulpice Street, MONTREAL.

VARNISHES AND JAPANS

McCASKILL, DOUGALL & CO.

Manufacturers MONTREAL

Standard Railway and Carriage Varnishes
Standard Boat and Spar Varnishes
—Won't turn white from the effects of water and sun
Standard Piano, Furniture and Decorative Varnishes
Zanzerine Transparent Wood Finishes and Varnishes
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OFFICES:

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Unsurpassed for Value
and Service.
Use LANGWELL'S BABBIT, - MONTREAL.

CANADIAN

HARDWARE AND METAL MERCHANT

The Weekly Organ of the Hardware, Metal, Heating, Plumbing and Contracting Trades in Canada

VOL. XV. MONTREAL AND TORONTO, MAY 30, 1903. NO 22.

ANVILS BITS
HENRY BOKER
MANUFACTURER
OF
ARROW BRAND
REGISTERED TRADE MARK
HARDWARE
SPECIALITIES OF ALL DESCRIPTIONS
Pliers Vices
For Sale by Leading Wholesale Hardware Houses.

"QUEEN'S HEAD"
GALVANIZED IRON.
Works best,
Lies flattest,
Lasts longest.

JOHN LYSAGHT, Limited, Makers, BRISTOL, ENG.
A. C. LESLIE & CO., MONTREAL
Managers Canadian Branch.

"Safford" Radiators

Manufactured for Heating all classes of Buildings by Hot Water or Steam. Made in different heights, beautiful designs. Plain or Ornamental.

THE DOMINION RADIATOR CO., Limited
Head Office and Works: DUFFERIN ST. TORONTO, CAN.

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LAWN SPRINKLERS

Our stock of lawn goods is most complete, including Nozzles, Benches, Rollers, Vases, Hose Pliers, Couplings, Grass Rakes, Mowers, etc.

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RICE LEWIS & SON
LIMITED
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SAMUEL, SONS & BENJAMIN, - - London and Liverpool, England.

M. & L. SAMUEL, BENJAMIN & CO.

General Importers and Exporters and Metal Merchants

27 Wellington St. West, TORONTO, ONT.

We carry in stock a full line of the following goods:

Antimony.

Brass—Sheets, Soft and Hard.
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Canada Plates.

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Pitts.
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Sheathing, Roofing and Brazier's.

Copperine and Babbitt.

Cotton Waste.

Crucibles.

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Black and Tinned Sheet.
Galvanized, "Gordon Crown."
Russia, Genuine and Imitation.

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Solder—Half and Half and Standard.

Steel Sheets—Common and Dead Flat.

Tin Plates—Charcoal and Coke.

Tin—Bar. Ingot, "L & F" and Straits.

Wire—Brass and Copper.
Bright Iron and Coppered Iron.

Zinc—Sheets and Block.

FOR IMPORT—Pig Iron, Structural Iron and Steel, Angles, Beams, Channels, etc.

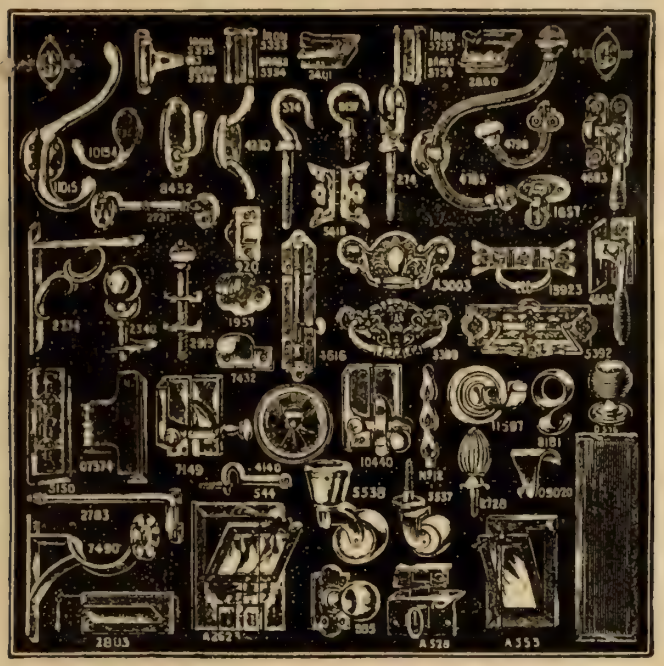
INQUIRIES SOLICITED. PLEASE WRITE FOR QUOTATIONS.

James Cartland & Son

Manufacturers of every description of **Limited**

CABINET BUILDERS' FURNISHING AND NAVAL BRASSFOUNDRY

BIRMINGHAM, ENGLAND.



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FOR HIGH-GRADE WORK

Good Packing **Good Price**

Good Profits **Good Advertising Matter**

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Well Advertised.
In Demand.
Easily Sold.
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Of Known Reputation.

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Cedar Pails with Electric Welded Wire Hoops.
Cans of Heavy Tin with Drawn Steel Bottoms.
AUTOMATIC Twin Scrapers.
"The Ice Cream Freezer Book" tells all about these and our other Freezers, mailed free.

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Easy Running.
Quick Freezing.
Economy.
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ALL KINDS AND FOR ALL PURPOSES.

Manila Rope	Lathyarn
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"RED THREAD" Transmission Rope from the finest quality Manila hemp obtainable, laid in tallow.

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BURGON & BALL, Limited, PROPRIETORS of BURGON & WILKINSON, Limited, (late Wm. Wilkinson & Sons), are the oldest and most reliable makers

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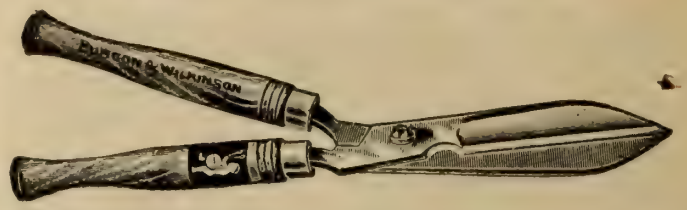

of Garden Shears of all descriptions in the world, No. 100 no notch and No. 101 with notch. Their annual output is in excess of all the other factories combined. This alone is a guarantee of the quality and finish.

Ask your jobber for them and accept no other. If he cannot supply you write to

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Circulars and electros supplied on application.

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MANUFACTURERS OF EVERY DESCRIPTION OF

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MANILA ROPE
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SPUNYARNS & PACKINGS
BAILING ROPES & CORDS

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SAILCLOTH
STEAMER CLOTHS
AWNINGS
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DUCKS
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CHEMICAL WATERPROOF
SEAMING TWINES
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BUYERS OWN SAMPLES MATCHED AT LOWEST TRADE TERMS

ADDRESS ALL COMMUNICATIONS TO OUR CANADIAN OFFICE AND STORES,
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YOU'RE EASING YOUR FREEZING WHEN USING

"PEERLESS ICELAND"

ONE MOTION FREEZER.

-31403

Showing Freezer with wrapper.

Showing enclosed gearing and can.

SIMPLY WONDERFUL
IN RESULTS

WONDERFULLY SIMPLE
IN CONSTRUCTION

Construction of dasher.

IT HAS only one motion, all that is necessary for the effective freezing of smooth, delicious ice cream.
the fewest parts of any freezer made.
all outside metal parts heavily galvanized.
tubs of best selected and seasoned material.
enclosed gearings making it impossible to catch ice or salt.

All to Montreal Office
3/6/03
See Cor Book 9
page 24

IT WON'T allow oil or salt to enter the can, owing to the arrangement of the gear frame.
taint the cream as all metal parts coming in contact with the cream are heavily coated with pure block tin.
get out of order when can is removed or replaced, the enclosed gearing prevents it.

IT WILL freeze the cream in three minutes.
leave no soft spots in the centre or lumps on the outside, as it keeps the centre thoroughly agitated.
outlast any other freezer, owing to its superior construction throughout.

"Peerless Iceland" Freezers furnished in 1 to 16 quarts.

THE ONE-PINT "TOY" FREEZER.

A toy in name, but a freezer in fact, just the thing for one or two persons or for the sick room where only a small quantity of cream is needed. It is built in miniature, precisely after the pattern of the larger sizes, but more elegantly finished in detail.

Astonishing how fast they sell.

Include a few with the larger sizes.

8, 10, 12 and 16 quart furnished with fly wheel if desired.

LEWIS BROS. & CO.

QUOTE LOW WHOLESALE HARDWARE SHIP QUICK

Address all correspondence to **MONTREAL.**

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HALF A CENTURY

OF VARNISH MAKING we have not only acquired a knowledge of varnish, but of the varied needs of varnish consumers that nothing but time can impart, and how to cater successfully to every varnish want.

Our experience belongs to those who use and handle

BERRY BROTHERS' VARNISHES.

Safest goods to handle, surest and most reliable goods to use.

WRITE FOR CATALOGUE.

BERRY BROTHERS, Limited,

WALKERVILLE, ONT.

Manufacturers of every grade of Varnish and Japan for every use known.

SEE OPPOSITE PAGE.

Established 1858.

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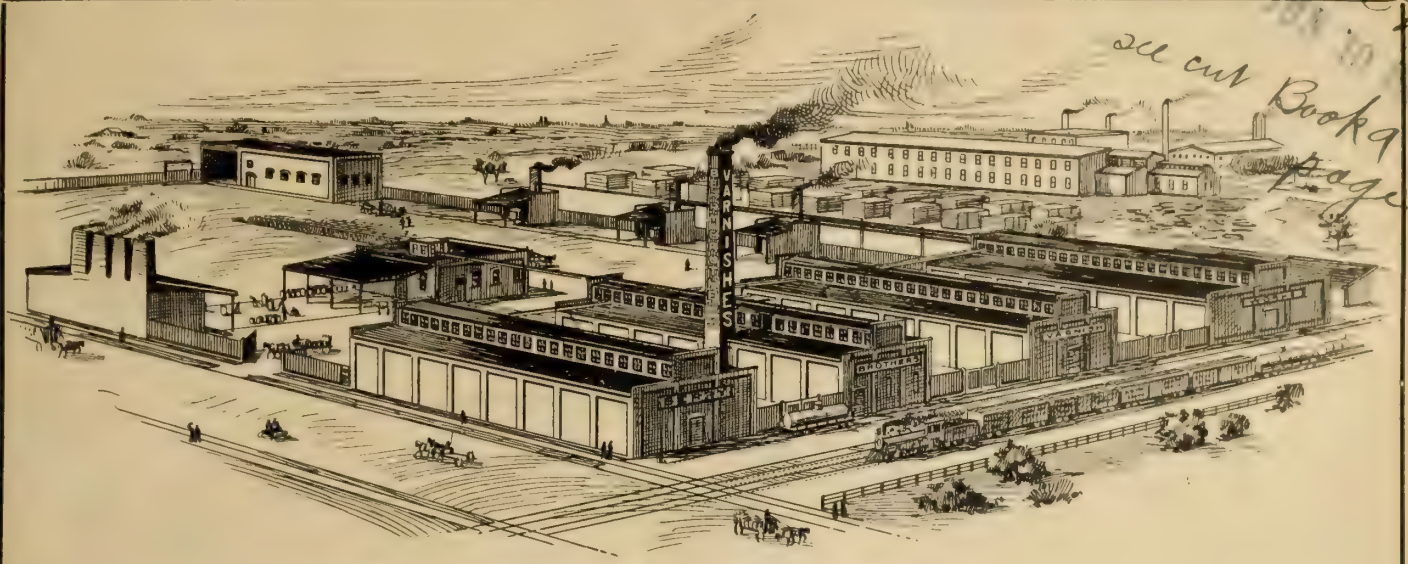
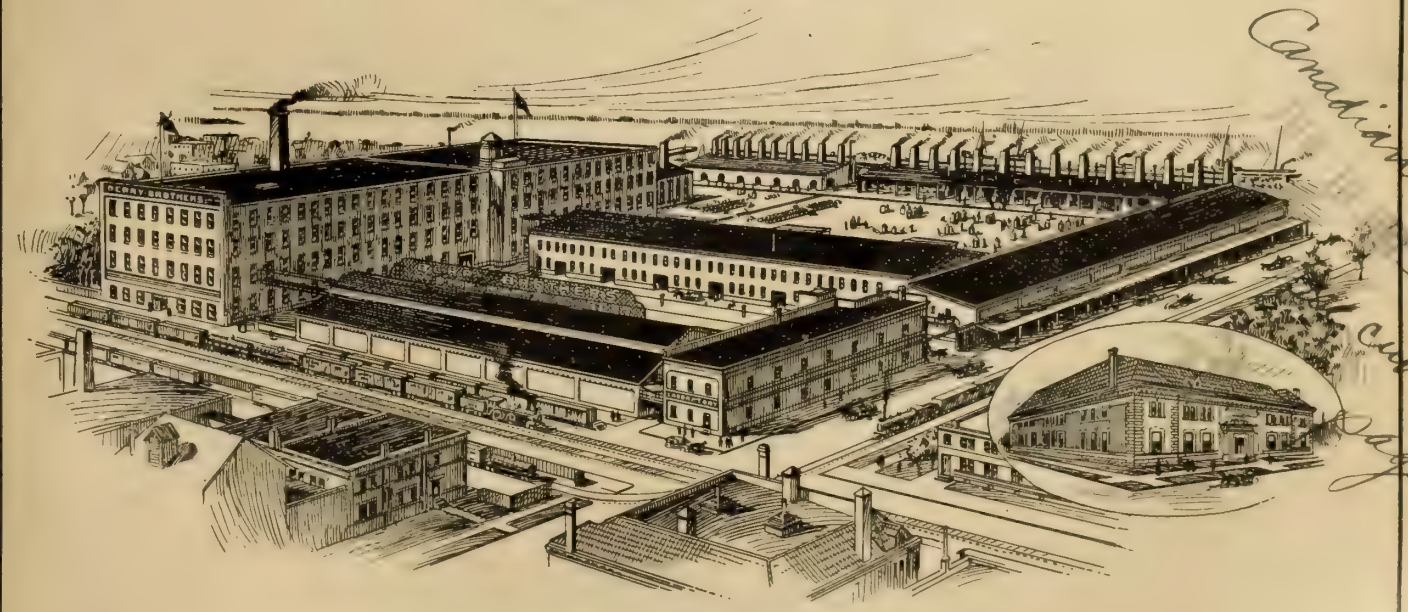
VARNISH WORKS



Walkerville Plant.



Detroit Plant.

THE BIRTHPLACE OF

"HARDOIL FINISH," "LIQUID GRANITE,"
and "SHINGLETINT."

SEE OPPOSITE PAGE.

WIRE ROPE

GREENING

"ACME" Brand

Extra tensile strength for heavy work.

Should only be used on special large wheels and drums.

The B. Greening Wire Co., LIMITED

Hamilton, Ont. - **Montreal, Que.**

Wire

COPPER WIRE
For Telegraph, Telephone, Trolley and Transmission Lines.

BRASS WIRE
Of all kinds and for all purposes.

PLAIN WIRE
Annealed, Annealed and Oiled, Tinned, Coppered, Bright and Coppered Spring Wire.

GALVANIZED WIRE
For Telegraph and Telephone—Barb Wire, Plain Twist Galvanized Coiled Spring Fencing; Galvanized Wire, straightened and cut any length for fence purposes.

BALING WIRE
For Lathes, Shingles, Pulp, Hay, Rags, etc. (Straightened, cut any length.

WIRE NAILS
of all kinds and for all purposes

WOOD SCREWS
Flat Head, Round Head, Bright and Brass.

BRIGHT STEEL WIRE GOODS
Gate Hooks and Eyes—Screw Hooks, Screw Eyes.
Jack Chain—Single Steel and Brass.
Jack Chain—Double Steel and Brass.
"Crescent" Hat and Coat Hooks.
Wire Door Pulls, Cotter Pins.

STAPLES
Poultry Netting, Barrel, Blind, Bed and Fence. Special Staples made to order.

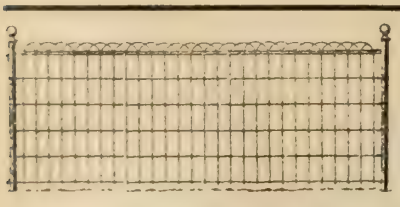
Manufactured by

Dominion Wire Manufacturing Co. LIMITED

MONTREAL AND TORONTO.

HEAD OFFICE Coristine Building, St. Nicholas St., **MONTREAL**

Long Distance 'Phone to all Departments.



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We build it from 24 inch to 42 inch high, from **14c** to **19c.** per running foot. The best and strongest in the market. We build farm fences and gates of all sizes.

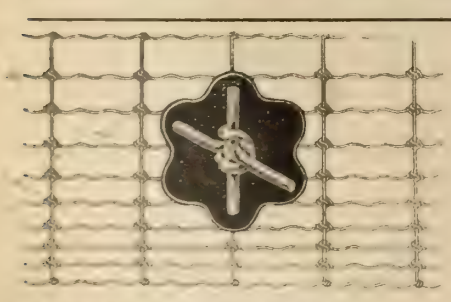
Cyclone Woven Wire Fence Co., Limited

Write for price. TORONTO

A few good live hardware merchants to act as agents for the sale of Wire Window Guards, Wire Cloth, Moulders' Riddles, Children's Cots, Bank and Office Railings, Ornamental Iron Fencing, Window Fixtures, Wire Work, Architectural Wrought Iron Work, etc.

The Geo. B. Meadows Toronto Wire, Iron and Brass Works Co., Limited. Established 1854.

117 King Street West, Toronto



WOVEN WIRE FENCING

Made from No. 9 hard steel wire throughout.
Made to sell, to last, and to give satisfaction.
That is why the IDEAL is

THE BEST SELLER.

If not represented there, write for catalogue and prices.

Coiled Spring Wire.

Unexcelled in quality. Prompt shipment.

THE

McGregor-Banwell Fence Co., Limited

WINDSOR, ONT.

We are creating a demand to be supplied through the **REGULAR TRADE.**

Our line comprises:

Selkirk Fence Machines and Outfits, High-Grade Coiled and Plain Wires, and The Selkirk Patent Steel Gates.

Write for our catalogue and trade discounts.

Selkirk Fence Co., Welland, Ont.

YOU CAN MAKE MONEY BY HANDLING OUR . . .

FENCING and GATES

We carry constantly in stock: Nos. 6, 9, 12, 13, 14 and 15, galvanized wire. Write for catalogue and prices.

THE OSHAWA WIRE FENCE CO., LIMITED

OSHAWA, ONT.

The Dennis Wire and Iron Co.,

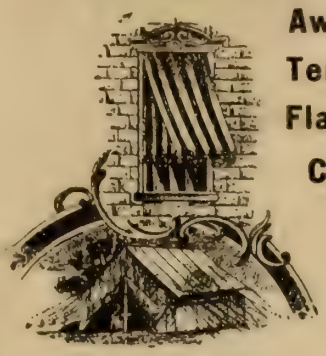
LONDON, ONT.

WIRE WINDOW GUARDS
IRON ROOF CRESTING
STABLE FITTINGS
IRON STAIRS
OFFICE AND BANK RAILINGS
METAL SASH BARS

Ornamental Wire, Iron and Brass Work.

Special Terms to the Hardware Trade. Send for Catalogue.

BUY OF THE MANUFACTURERS . . .



Awnings
Tents
Flags and
Covers

WRITE FOR QUOTATIONS.

RAYMOND BROS., Windsor, Ont.

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HARTMAN

Steel Rod Picket Fences

stand up erectly, preserve their alignment, are most attractive in appearance and permanently serviceable. Specially adapted to **Parks, Cemeteries, Schools, Churches, Lawns and Public and Private Enclosures.** Three sizes, five styles and seven heights of picket with ornamental posts and gates meet all requirements. Free catalogue and price list on application.

CUYAHOGA WIRE & FENCE CO., DEPT. W, CUYAHOGA FALLS, OHIO.

Coiled spring and plain wire is manufactured in Cleveland and coiled in London, Ont. Prompt shipment from either London or Cleveland. See that our t n tags, which are guarantee of best quality, are on each bundle.

Address:

THE LONDON FENCE MACHINE Co., Limited

Head Office and Works:
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BARBED WIRE GALVANIZED PLAIN WIRE
PLAIN TWIST CABLE FENCING

Telegraph and Telephone Wire; Mattress, Broom, Weaving Wires of every description; Rail Bonds, Bale Ties, Special Wires for all purposes, Springs, Horse Shoes, Wire Rope, Cold-drawn Steel Shafting.

Use Syracuse Babbitt Metal

IT IS THE BEST MADE.

For Paper and Pulp Mills, Saw and Wood Working Machinery, Cotton and Silk Mills, Dynamos, Marine Engines, and all kinds of Machinery Bearings.

Wire, Triangular and Bar Solder, Pig Tin, Lead, Ingot Copper, Ingot Brass, Antimony, Aluminum, Bismuth, Zinc Spelter, Phosphor Tin, Phosphor Bronze, Nickle, etc., always in stock.

Canadian Works, Montreal, P.Q.
American Works, Syracuse, N.Y.
Head Office American Works, 94 Gold Street, New York.

Syracuse Smelting Works

OUR NEW CENTURY RIDGE LINE

of AXES and HATCHETS are

RETURNED
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SHINGLING PATTERN

Made in All the Standard Patterns.

The Best Quality of Crucible Tool Steel is used for the Bitts Each tool is Tempered by Hand, and carefully inspected in every process of manufacture.

All are plainly stamped "A. A. & T. Co., Patented April 17, 1900," which is in itself a guarantee of superior quality and shows that we **WARRANT** them to be perfect in workmanship and material.

Can be furnished under the "AMERICANAX" brand Blue Finish, or the "RED RIDGE" Red Finish.

The popular policy we are pursuing as to price, makes it a seller and a profitable line to stock.

IF YOUR JOBBER CANNOT SUPPLY YOU WRITE US DIRECT.

RETURNED
OCT 18 1904

MICHIGAN PATTERN

THE AMERICAN AXE & TOOL CO.

J. HOFMANN, Manager of Sales, Canada, - Coristine Building, MONTREAL, P.Q.

WE ARE ALSO THE MAKERS OF SUCH WELL-KNOWN BRANDS AS

Hubbard's, Jameston Axe Co., Blood's Champion, Hunt's, Robert Mann, Lippincott & Co., Hubbard & Blake Mfg. Co.'s "King of the Forest" and "Forest Clipper." Underhill Edge Tool Co., Francis Axe Co., Powell Tool Co.'s Peerless, Etc.

Plymouth Twine

is celebrated on account of its perfection in——

Registered Trade Mark.

Quality,
Length,
Evenness and
Strength.

Keep your orders for our travellers or write us direct for samples, etc.

Plymouth Binder Twine Agency,

Distributors for Eastern Canada,

Aberdeen Chambers, - TORONTO.

R. B. BYASS & CO.. PORT TALBOT, SOUTH WALES, GREAT BRITAIN.

Largest MAKERS OF

BEST SIEMENS STAMPING ENAMELING BLACK PLATES,

CIRCLES, RECTANGLES, Etc.

MAKERS of all descriptions of STEEL SHEETS.

Brands "**SKER,**" and "**SKER BEST.**"

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Cable address : "CROLLO," LONDON.

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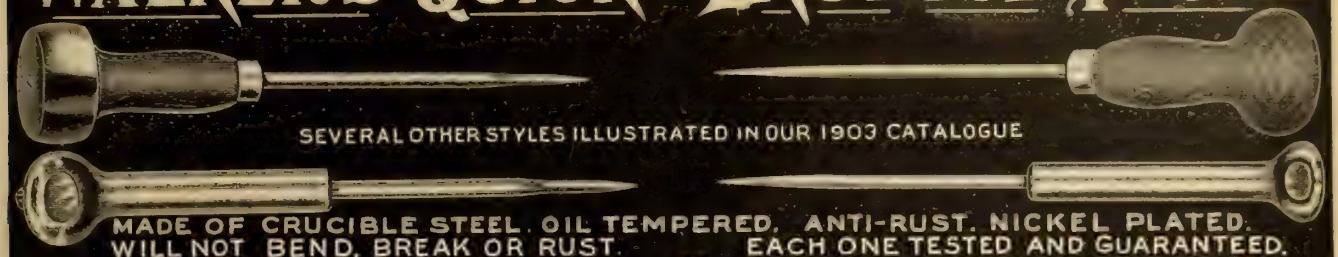


SEVERAL OTHER STYLES ILLUSTRATED IN OUR 1903 CATALOGUE

MADE OF CRUCIBLE STEEL. OIL TEMPERED. ANTI-RUST. NICKEL PLATED.
WILL NOT BEND, BREAK OR RUST. EACH ONE TESTED AND GUARANTEED.

ERIE SPECIALTY COMPANY, ERIE, PA.

OUR TRADE MARK — AUER LIGHT MANTLES LONGEST LIFE & BRIGHTEST — OUR TRADE MARK

A COMPARISON

TRASH

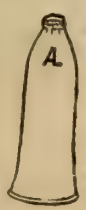
A cheap mantle gives a fair-light for a few nights, then grows dim and shrinks up to a "wasp-waist" like this:

The "Wasp-Waist"
Cheap chemical.

This is caused by the cheap chemicals which the manufacturer used.

QUALITY

A good mantle, which cannot shrink, made of the purest chemicals, is the only kind we put our trade mark A on. It guarantees you the best that is made and will satisfy your customers.

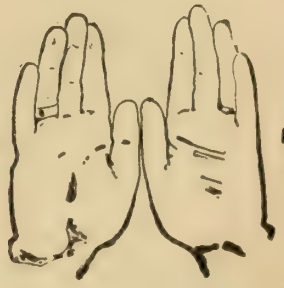


The Auer Light Mantle
Pure chemicals.

Lowest prices on mantles, shades, chimneys, globes and sundries.

Write us if you are interested.

AUER LIGHT CO., MONTREAL.



The brand that's in demand.

The Dunlop trade mark has come to be recognized by the public as the standard of quality. They are satisfied with any article that displays the uplifted hands. It is putting the best there is into our goods that has produced this result.

You should have DUNLOP LAWN HOSE in stock now. Send for price list.

There is profit for you in handling DUNLOP RUBBER MATS and MATTING, HORSESHOE PADS, Etc.

THE DUNLOP TIRE CO., Limited.
TORONTO.

The Ontario Lawn Sprinkler.

Wings are adjustable to prevent wetting walks, etc.

Finished in hard black enamel, with thumb screw of bronze metal. Nothing to get out of order, satisfactory to every one, throws a fine spray.

MADE TO RETAIL FOR A QUARTER.

Manufactured by

TAYLOR-FORBES CO., Limited, GUELPH, ONT.,

At the largest and best equipped Hardware and Lawn Mower factory in Canada

SOLD ONLY THROUGH THE JOBBING TRADE.

KEMP'S NOVELTY REFRIGERATORS AND WATER COOLERS COMBINED

MADE OF GALVANIZED IRON.

Decorated With Oak Finish and Galvanized Bands.

NICKEL-PLATED FAUCETS.

HANDY, ORNAMENTAL and USEFUL

THREE SIZES.

WATER COOLERS

Handsomely Decorated.

Supplied with Nickel-Plated Faucets.

Five Sizes.

Just the thing for hot weather.

WE WILL BE PLEASED TO QUOTE PRICES.

Kemp Manufacturing Co., TORONTO, CANADA.

HARDWARE AND METAL

VOL. XV. MONTREAL AND TORONTO, MAY 30, 1903. NO. 22.

Subjects Being Discussed at Ottawa

By a Member of Parliament.

WITH the House rising from Wednesday night till the following Tuesday, with day after day occupied by debates of more or less—generally less—interest, with estimates passing so slowly as scarce to be passing at all, all hopes for a fairly early end to the session are disappearing, and August 1 is now being named as about the probable date.

* * *

The day the Minister of Finance introduced a measure for the improvement of the Dominion election laws, and another dealing with the construction of dry docks, and Government aid thereto, was a busy one indeed.

While the former cannot very well be connected with the trade and commerce of this country—though we fear that at certain periods there is rather a brisk bargain and sale in connection with election contests—it is of such interest to all good citizens that we venture to mention it briefly, even in a journal such as this, the primary mission of which is trade, and trade only. Mr. Fielding moved that a select committee, composed of Messrs. Charlton, Casgrain, Russell, Barker, Demers, Northup, A. T. Thompson, Ingram and himself be appointed to consider the state of the laws respecting Dominion elections, and that the bill of Mr. John Charlton, dealing with the same subject, be referred to and considered by this committee also.

While it must be admitted that irregularities at elections are far too frequent in Canada, it is equally certain that such practices are distasteful to the great mass of both parties, and it is a hopeful sign when prominent gentlemen of Government and Opposition circles are about to meet together to endeavor to devise some remedy for the betterment of existing conditions. As Mr. Fielding remarked in the few words he spoke in introducing his motion, it is human nature itself which wants reforming, if we are really going to have absolutely pure elections, but he thought that something might at least be done to make political sinning more difficult and dangerous than at present, and it was with this object, rather than in the hope of complete redress, that he and others were moving in the matter.

* * *

Coming to the question of the construction of dry docks, we may say that the proposal of the Government is to bonus private companies building such works under Government supervision, through the Public Works Department, at a place to be specified by the Government, within a time limit, etc., and on the actual cost the amount to be allowed will be 3 per cent. per annum for 20 years, the total of such aid not to exceed $30,000 per annum to any one company. The principle is not at all new, similar legislation having been on the Statute Book for 20 years, but the amount previously offered, 2 per cent. per annum instead of 3, has proved inadequate. Under the old provision it is true that Halifax got a dry dock, but even then the building was not done because of the Dominion Government aid alone. The Imperial Government (owing to the requirements of the North Atlantic Squadron) gave assistance, as did also the city itself. The increase in the proposed subsidy, it is confidently expected, will produce a suitable dock at Collingwood for the increasing shipping of the Georgian Bay, and another at St. John, N.B., a long-felt want there.

While the resolution itself is silent, in pursuance of parliamentary practice, as to control of rates, the bill, which in due course will follow the resolution, will provide carefully on this point, so that private interests may be conserved and no monopoly on the part of the dock company permitted.

Mr. Tarte, in giving his support to the measure, made the statement that there is no country in the world which is more lacking in dock accommodation than is Canada, while the only criticism offered by Dr. Sproule was that the percentage offered by the Government was, he feared, still insufficient to induce capitalists to go into this class of investment, and, said he, "I think the Government might very well make it much higher."

The suggestion made by Mr. Bennett that the Government should lay down a rule that the docks should be at a certain distance from each other, or that only one dock should be aided in any particular bay, seems sound sense, and would remove political temptation from this and succeeding Governments. It is true that the resolution leaves it entirely to the Government to say at what point any dock to be subsidised is to be constructed, but this of course leaves the door more or less open to political influence and pull.

Mr. Monk raised a point of interest to the great port of Montreal when he asked if the passing of this resolution meant that the Government would not in the future undertake any dry dock construction work itself.

To this Mr. Fielding replied that the new legislation was only an increase in amount on the old, and that as the old had not excluded Government construction, how could this do so? As to what the Government policy would be, that, of course, was another matter, and one upon which he was not in a position to speak. Mr. Monk pointed out that for years past Montreal had been given hopes

of Government construction, and emphasized the need of superior accommodation of this nature on the St. Lawrence route.

• • •

Very lively and decidedly interesting was the debate on the Treadgold Concession, to which the House was recently treated, Mr. T. Chase Casgrain leading off for the Opposition, and Sir William Mulock taking up the cudgels for the Government. Founding his case upon articles written in Dawson City newspapers and on various petitions sent in to the Government from that place, Mr. Casgrain argued very strongly to show that the concession would be most ruinous to Yukon interests, and that it must have been obtained by gross misrepresentation and fraud.

Unfortunately, Mr. Sifton, in whose Department the administration of the Yukon lies, is still away in England in connection with the Alaskan Boundary Commission, while Mr. Ross, the newly elected member for the Yukon, is absent on account of ill health. In spite of this, however, the Postmaster General, who is at present acting Minister of the Interior, made a stout defence, scoring a very strong point in asserting that if the concession was to be so immensely lucrative as asserted by its opponents, it was strange indeed that after it had been in force for more than two years, the Concessionaires, some of them men of large influence and numerous connections in England, had been unable to interest Old Country capital to come in and do the work.

In view of the fact that Dawson people have asked for a commission of investigation, and that the Government has promised to create one, it would be premature for us to express an opinion on the rights of the case. One thing, however, seems clear, and that is that some corporation, or the Government itself, must enter into business to supply water and power to the miners in that district, in order that work may be continued in the more inaccessible parts after the easier stretches have been exhausted by the individual miners. The expense of such an undertaking would be immense, and any Government would probably hesitate about going into this undertaking. The Government has reserved the right of controlling rates when the Treadgold people have power and water to sell, and this would seem to be at least a fair measure of protection to the miners.

One thing we must remember in considering all these questions arising in our Far North,—that as the climate gets colder, the spirit of the inhabitants gets warmer. We are accustomed to read of the active temperament of the Westerner, but he is but a mild creation indeed compared with his brother of the North. Hence, when we hear prophecies of Dawson streets deserted, of buildings empty, and standing only as a sad memorial of the glory that has been—sad events sure of realization if the Treadgold Concession remains unrepealed—we must not make too literal a translation, but allow somewhat for the poetic fervor and vivid imaginations of those who dwell in the ice palaces of the North.

CIVILITY TO THE TRAVELLER.

THE traveller when he calls on you should always be received with civility, even though you may not be able to give him your order. Civility is due to him, in the first place, to show that you are a gentleman, and also because, looking at it from a selfish point of view, it may be in his power to benefit you in some way or other at some future time. This matter has been well and forcibly put by a writer in Keystone, who says :

" Business is business, and a commercial traveller or any other solicitor for patronage expects to put up with discomfort and annoyance, but no one has the right to ask him to patiently endure unnecessary humiliation. He who does shows an amount of conceit, an ignorance of the world and a capacity for making enemies that sufficiently prove his insignificance as a man and as a merchant. There are men on the road, as elsewhere, who cannot be too severely treated, but they are exceptions. The average travelling man has an exceptional knowledge of the world, exceptional powers of observation and insight into character and conditions, and an inside knowledge of goods and men that makes him a mine of information, a travelling storehouse for the people with whom he comes in contact. With his access to the credit men of great wholesale houses, his acquaintance with other travelling men, and his many relations in the great markets of the country, he is a commercial factor whose influence it is hard to overvalue. What folly it is to excite without provocation the ill will of such a man ! If a merchant cannot see the advantage of having the goodwill of the travelling fraternity, let him remember that credit and the amount of consideration shown the retailer by the wholesale house are often materially affected by the travelling man's favorable or unfavorable attitude towards him. It's a hard thing to be hard on a man whom you like, and the reputation of being a nice man to do business with is a valuable moral asset. Again, it is a good thing to have the goodwill of the men from whom you never have bought and never expect to buy goods. The time may come when they can speak a word for or against you. The prestige for good or evil built up about us by the involuntary estimates or action of other people has its fruit as much as our direct efforts.

SCHEDULE FOR AN UP-TO-DATE NEW YORKER.

8.00 A.M. Jump out of bed.

8.04. Bath and shave.

8.08. Dressed.

8.10. Bound downstairs to breakfast.

8.15. Bolt breakfast and read headlines. Say " yes " and " no " to wife 4 or 5 times.

8.21. Sprint to Elevated.

8.25. Wait one minute for train, and swear at delay.

8.50. Rush into office. Dock three clerks for being 3 minutes behind.

9.00 to 12.30. Do a great business. Telephone 8 times, write 400 letters, see 10 men.

12.34. Hurry to restaurant.

12.36. After waiting nearly 50 seconds to get waited on, cram down a sandwich, a piece of pie, and a cup of hot coffee. Time wasted in doing so, 1 minute and 30 seconds.

12.42. Back at office.

12.50 to 6.00. More business. Telephone 12 times, see 18 men, answer 4 telegrams, and write 150 more letters.

6.15. Rush to Elevated to get Express. See it coming in distance and jump up 4 steps at a time. Last man in.

6.45. Run upstairs to room. Strip off business clothes in 3 minutes. Pull on evening clothes in 3 minutes more.

6.52. Fume because dinner is 2 minutes late.

6.54. One hour at dinner. Awful bore. Fidget all the time. Guests.

7.53. Smoke.

8.00. Theatre. Leave wife at second act to go to club.

9.40. Hearts at Club.

10.15. Hearts too slow. Change to Bridge.

12.00. Home and meet wife on stairs. Kiss her good night and jump into bed. Dead to the world.—N. Y. Life.

WIRE NAILS
TACKS
WIRE

Prompt Shipment

The ONTARIO TACK CO.
Limited
HAMILTON, ONT.

MARKING PACKAGES.

Instructions have been issued by the Canadian Freight Association as to the marking of all packages being shipped by rail or water. The rules were adopted for the benefit of steamship and railway agents, and are as follows:

Each package, bundle or piece of less than carload freight must be plainly marked with the information necessary to carry it to its destination and insure proper delivery even if separated from the waybill.

The marks on packages should be compared with the shipping order and bill of lading, and correction, if necessary, made by the shipper or his representative. Old marks must be removed or effaced.

Freight consigned to a place of which there are two or more of the same name must not be forwarded unless the name of the county or province be given.

When freight is consigned to a place not located on the line of a railway, the shipper must be requested to state the name of the railway station at which the consignee will accept delivery, or if destined to a place reached by a water line the name of the railway station at which delivery is to be made to such water line.

INQUIRIES ABOUT CANADIAN GOODS.

Inquiries received by the Canadian Section of the Imperial Institute :

1. A firm of fruit shippers require a large quantity of box shooks cut to dimensions, and wish to hear from Canadian manufacturers who can fill orders.

2. A Bristol house is prepared to contract for supplies of broom handles and invites correspondence from Canadian producers.

3. A firm of London brokers already engaged in the Canadian trade and able to furnish Canadian references, seeks additional agencies in evaporated apples, canned lobsters, fruit and vegetables.

4. A London manufacturers' agent asks to be placed in touch with Canadian manufacturers of basswood piano key boards.

5. A London house wishes to hear from Canadian shippers of hay and potatoes. First-class reference.

6. A gentleman representing an important house in London is desirous of securing the agency of Canadian manufacturers of builders' hardware, machinery and manufacturers of wood, in which he possesses a large connection.

Names of the firms making the above inquiries on application to the editor of HARDWARE AND METAL.

AIDS TO RETAILING.

Poor advertising !

What a load is too often thrown on his shoulders.

Let us study some of the aids that retail advertising should possess :

1. Window displays.
2. Interior displays.
3. Plenty of goods, with values exactly as advertised.
4. Plenty of price tickets which obviate unnecessary questioning.
5. A cheerful, well-lighted, and well-ventilated store.
6. Intelligent, business-like, and courteous employes.
7. Prompt deliveries.
8. Ample capital and the ability on the part of those who control it to use it rightly.

There you have the principal aids to advertising.

Let us consider these eight advertising assistants and how to employ them to the best advantage.—Profitable Advertising.

TRADING STAMPS IN ST. HENRI.

Montreal and Quebec are not the only cities which are taking advantage of the recent provincial law giving to municipalities the power to deal with the trading stamps system. The Council of St. Henri have introduced the by-law to interdict the use of the stamps, and referred the matter to a general committee. The law applies only in cases where the coupons, stamps, etc., are redeemed by a third party. A merchant may get out his own trading stamps, cash receipts, coupons, or whatever he wishes to call them, and redeem them himself if he desires.

TO BUILD AN ELEVATOR.

It is the intention of The Central Milling Co. to erect a large elevator in connection with their mill in Peterboro', Ont. Tenders for the building will be received by Mr. Blackwell up to May 30. The foundation of the mill will be of stone and cement and the superstructure of strips, that is, solid lumber laid face to face. The building will be iron-sheeted and will be five storeys high. The capacity of the elevator will be 40,000 bushels.

WORKING TOGETHER.

Next to the recognized high quality of ***Ohe Sherwin - Williams Paints and The Sherwin-Williams Varnishes,*** the principal reason why S.-W.P. agents are more successful than other paint dealers is the way we work with them.

To get a good agent is only half our aim, the other half is to help him build up his paint business. We work with all our agents from the very moment they place our goods on their shelves. We believe that it is an essential part of our duty to help keep our products moving off the agents' shelves. It is by practising that belief that we have been able to build up the largest paint and varnish business in the world.

Our booklet "B—13" describes fully the way we shall work with you if you will take the agency for our products. Write for copy to-day.

THE SHERWIN-WILLIAMS CO.
PAINT AND VARNISH MAKERS.

CLEVELAND, CHICAGO, NEW YORK, NEWARK, BOSTON, KANSAS CITY, SAN FRANCISCO, LOS ANGELES, MINNEAPOLIS, MONTREAL. TORONTO WINNIPEG.

CANADIAN DIVISION

HEADQUARTERS & PAINT FACTORY
21 St. Antoine Street, Montreal.
VARNISH FACTORY.
St. Patrick Street, Montreal.
TORONTO DEPOT
86 York Street.
WINNIPEG DEPOT.
147 Banatyne St., East.

ROD AND NAIL PRODUCTION.

THE American Iron and Steel Association has issued the following:

The production of iron and steel wire rods in the United States in 1902 amounted to 1,574,393 gross tons, as against 1,365,934 tons in 1901; 846,291 tons in 1900; 1,036,398 tons in 1899, and 1,071,683 tons in 1898, showing an increase of 208,459 tons, or over 15 per cent. in 1902 as compared with 1901. Of the total production in 1902, 1,574,187 tons were steel and 206 tons were iron rods. The following table gives the production by States in the last three years, in gross tons.

Production of Wire Rods.

States—Gross tons	1900	1901.	1902.
Massachusetts, Connecticut, Rhode Island, New York and New Jersey	134,502	176,101	201,653
Pennsylvania	240,533	386,037	509,802
West Virginia, Kentucky, Alabama and Ohio	244,731	422,679	440,558
Indiana and Illinois	226,525	381,117	422,380
Totals	846,291	1,365,934	1,574,393

Pennsylvania made the largest quantity of wire rods in 1902, with Illinois second, Ohio third, and Massachuestts fourth. Eight other States, Rhode Island, Connecticut, New York, New Jersey, West Virginia, Kentucky, Alabama and Indiana also rolled wire rods in 1902. With the exception of West Virginia, which first rolled rods in 1902, all the States named also produced rods in 1901.

The following table gives the production of wire nails in 1901 and 1902, in kegs of 100 lb.:

Production of Wire Nails.

States. Kegs of 100 lb.	1901.	1902.
New Hampshire, Massachusetts, Rhode Island and Connecticut	71,553	309,653
New York	136,118	132,854
Pennsylvania	3,118,508	4,219,604
Maryland, West Virginia, Kentucky, Alabama, and Ohio	3,633,894	3,251,918
Indiana and Illinois	2,716,748	3,902,006
Michigan, Wisconsin and California	127,001	166,213
Totals	9,803,822	10,982,236

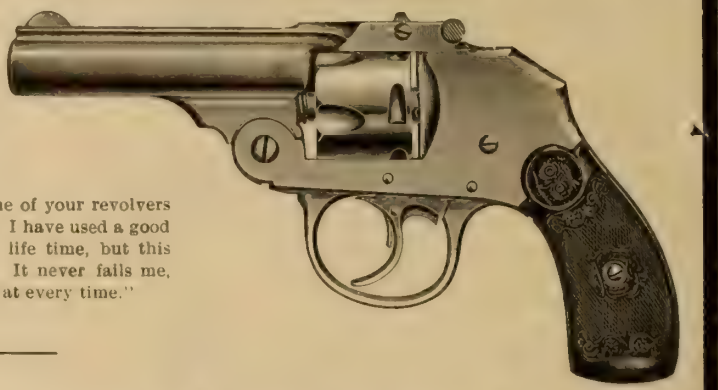
The production of wire nails in the United States in 1902 amounted to 10,982,246 kegs of 100 lb., as compared with 9,803,822 kegs in 1901, an increase of 1,178,424 kegs, or over 12 per cent. In 1900 the production amounted to 7,233,979 kegs; in 1899 to 7,618,130 kegs; in 1898 to 7,118,475 kegs; in 1897 to 8,997,245 kegs; in 1896 to 4,749,860 kegs, and in 1895 to 5,811,103 kegs. The wire nails produced in 1902 were made by 62 works, as compared with 61 in 1901. The production in 1902 was greatly in excess of that of any preceding year. Almost all the wire nails produced in 1902 were made of steel.

A "COMBINE" KITCHEN UTENSIL.

The J. M. Mast Mfg. Co., Lititz, Pa., are offering to the trade a combination cutter, so arranged as to be used either as a slaw cutter or a corn grater. In the manufacture of this useful kitchen utensil this company use seasoned hard wood, with fine tempered steel in the knives and graters, their warranty as well as their name being printed on them. The firm point out that all good cooks know the superiority of grated corn compared with corn cut from the cob, and after once using this grating attachment will understand how superior is this method of grating corn, whereby the inside of the kernel is extracted, leaving the hull attached to the cob.

Corn Grater. Slaw Cutter.

ACCURATE AND DEPENDABLE
Iver Johnson Revolvers



Alfred E. Baker, of Kansas City, Mo., says:

"I have owned one of your revolvers for nearly five years. I have used a good many makes in my life time, but this one beats them all. It never fails me, and I hit what I aim at every time."

Iver Johnson's Arms & Cycle Works,
New York Office: 99 Chambers St. FITCHBURG, MASS.

WINDOW GLASS.

Our Spring Importations are now arriving, and carrying a very heavy stock, we are in a position to fill all orders promptly.

THE ONLY HOUSE IN CANADA manufacturing and stocking EVERY KIND OF GLASS required for Building purposes.

HOBBS MANUFACTURING CO., LIMITED
LONDON, CANADA

A BIG BLAZE.

On Sunday morning, May 24, a fire broke out in the premises of The Montreal Brass Works and did damage to the extent of about $100,000, partly covered by insurance. The fire broke out in the brass-finishing shop and it and the machine shop were entirely destroyed. The foundry, however, was saved and will be in running order shortly. New premises will be sought for the machine shop and brass finishing shop.

Separated only by a narrow lane from the burning building was the establishment of The Thomas Davidson Manufacturing Co., and for a time it was expected that great damage would be done to it also, but by almost a miracle, for the brass works were four storeys high, only a slight amount of damage was done to The Thomas Davidson buildings. This included a few broken windows and a scorching of the walls. No damage, however, was done to the workrooms or machinery, and the work will not be interfered with in the least. Orders will be filled and shipments will be forwarded with the usual promptitude of this well-known firm.

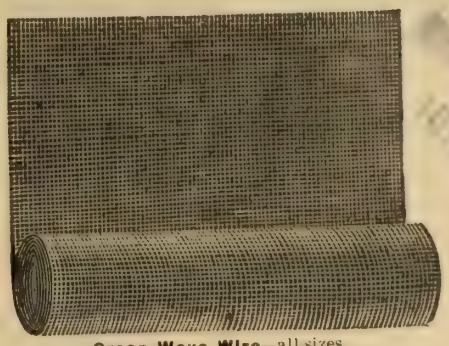
H. S. HOWLAND, SONS & CO., LIMITED

WHOLESALE ONLY

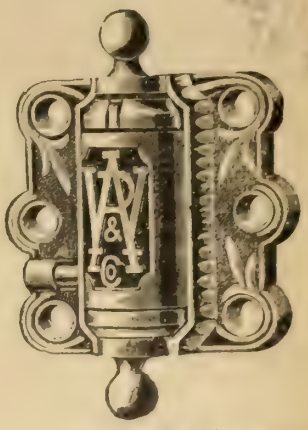
37-39 West Front Street, **Toronto.**

WHOLESALE ONLY

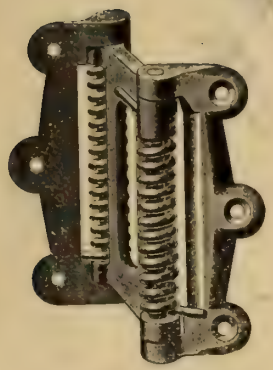
Single Acting Hinges.
2½ and 3 inch.



Green Wove Wire—all sizes.



Single Acting Hinges
3 inch, Japanned and Antique Copper.

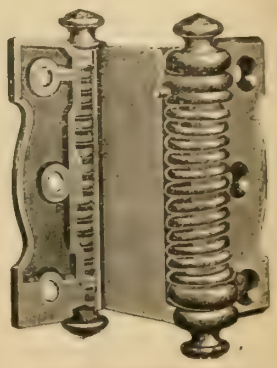


Double Acting Hinges.
3 x 1 and 3 x 1⅛ inches.

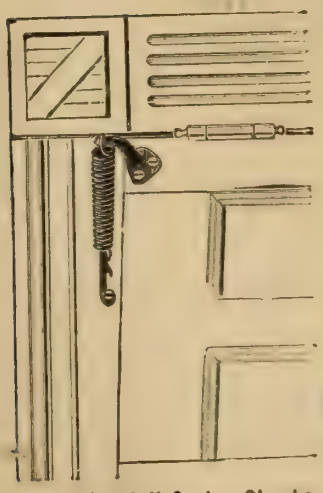
Standard Sizes Screen Doors.

Screen Windows,
to suit any size window.

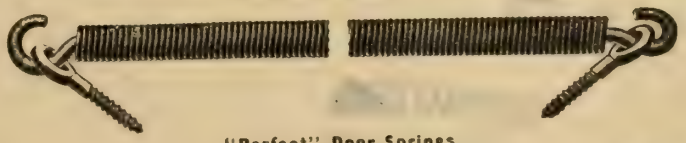
SCREEN DOORS.



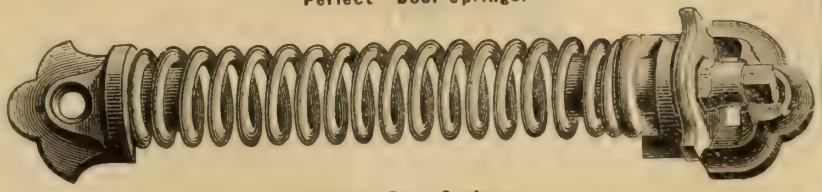
Double Acting Hinges.
3 inch, Japanned.



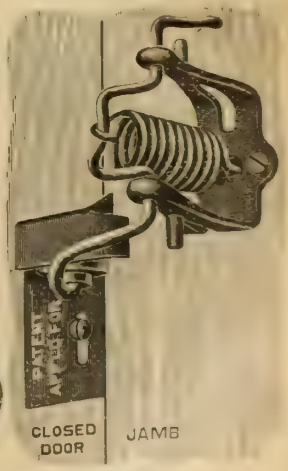
"Phœnix" Spring Checks.



"Perfect" Door Springs.



"Victor" Door Springs.



Automatic Door Clasps.

FOR FULLER PARTICULARS SEE OUR HARDWARE CATALOGUE.

H. S. HOWLAND, SONS & CO. LIMITED, Toronto.

WE SHIP PROMPTLY.

Graham Nails are the Best.

OUR PRICES ARE RIGHT.

Factory: Dufferin Street, Toronto

MACHINERY

EUROPEAN MACHINISTS IN CANADA.

THE point raised in a brief article in the last issue of "Hardware and Metal" is of peculiar significance to machinists, especially those who have come from Europe to take up their trade in Canada. It is but natural to infer, from even a casual observation of the labor situation, that Canada needs more machinists, as well as more machinery. Nothing is more natural than that some of the skilled artisans of the congested areas of Great Britain should make up their minds to "sail away," and embrace the opportunity that the expanding trade of the Dominion offers.

One correspondent has stated that if 1,000 skilled workers landed in Montreal at once, work could be found for them in 36 hours. Doubtless, this is all true, for if Canada needs men for the West, if Ontario farmers must perforce sit in impotent despair and watch their crops rot in the earth for want of the hired help that comes not, just as certainly is the machinery trade stagnating because skilled labor is so difficult to obtain.

Whether it be that the trades unions themselves are directly or indirectly responsible, or just how far individual prejudice is accountable, it is hard to say, but the fact remains that European machinists, coming to Canada, meet with a hostility at the hands of those whose better policy would be to hold out the hand of welcome, and a hostility, forsooth, that is almost worthy of an uglier name.

In one of the machine shops of Toronto recently, an English mechanic applied for work. He was quite prepared to take up duties that were usually performed by unskilled hands until he "got into the way of things." It did not take the foreman of the shop many days to discover that this man was a thoroughly experienced machinist, and as several machines were standing idle he was put to work on a drill. This was in the morning; at noon, the helpers among whom he had worked, objected to his advancement, and in face of the moulders' strike then obtaining, the foreman had no choice but to remove him. Fortunately, his experience was not confined to drills, and he was placed in a better position subsequently.

A Toronto machinist, toolmaker and electrician advertised for a skilled mechanic, but no Canadian machinist was wanting a situation. Believing he might secure the services of one of the men who, he was advised, were coming out from Europe, he endeavored to intercept them at the Union Depot, and finally managed to effect his purpose. Such pressure, however, was brought to bear on this innocent transgressor, who hailed from the Motherland, that he was hustled off to the States; the employer referred to is thoroughly convinced that the Canadian machinists are against importing skilled help, even though the demand remaining unsupplied is crippling the industries of the Dominion.

There is more in this question than a passing comment on the slender thread that binds employer and employe together, a thread so frail that either party can break it at will, though agreements for stated periods have been signed, sealed, and settled.

There are many things a Britisher has to learn when he comes to Canada; there are just a few things, too, of which the Canadian machinist is not too certain. But, whatever be the cause of this miserable policy, if, indeed, it may be dignified by so august a name, it is unworthy of the spirit of Canadian enterprise. We are not yet so strong in skilled workers of any craft in this country that we can expect to reap benefits from exclusion of those who, at least, know some things well, and this selfishness on the part of our artisans is but retarding the natural growth of our great country.

To get right down to the data of the proposition, whether we admit it or not, the dearth of skilled machinists is real; the inability of Canada to supply the want in anything like an adequate measure is still more real. Help is needed, and not all the unions, not all the "sweating" employers in the world, will prevent help coming from some source. Why, then, should not the shops of the Dominion take some of the surplus European skilled labor? Why should not the machinist of our country force himself to believe what is really the truth, that he does not know all that can be known, and that his skill is not the end-all and the be-all of the machinery trade, nor yet of commercial economics?

The bogey that has been set up for the worship of the artisan, of trade "protected" by limited output, should be once and for ever destroyed, for no policy could be more disastrous to our country at this period of its rapid development than that of exclusion of the skilled labor that is so much needed.

B.

ECONOMIC GAS POWER.

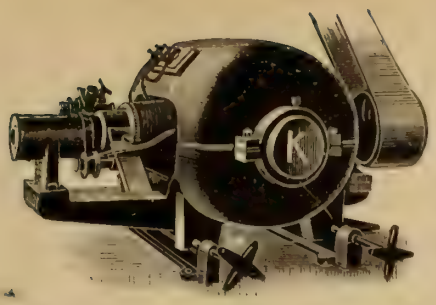
THE Loomis-Pettibone Gas Machinery Company have increased their capital to $2,000,000, in order to fully equip their new works at Elizabeth, N.J. Up to the present time the company have not turned out large gas engines of their own make, but have represented in North America the firm of Crossley Brothers, of Manchester, England, who have carried the construction of gas engines in large units to a higher point of efficiency than American firms. In a very short time, however, the Loomis-Pettibone Co. will put on the market an improved gas engine of their own design, possessing special features.

Gas engine plants are gaining favor in the States, and installations of from 700 to 1,000 h.-p. have recently been erected by the company for the Winchester Repeating Arms Co., New Haven, Conn.; Detroit Copper Mining Co., Morenci, Arizona; Minas Tecolotes Y Anexas, Chihuahua, Mexico, and the Montezuma Copper Co., Nacosari, Mexico.

A 2,000-h.-p. plant is in course of construction at the Velardena Mining Co.'s works, Durango, Mexico, consisting of an ore concentrating mill, pumps and hoists. The company's gas-producing process results in a consumption of 2½ lb. of wood, or 1 lb. of bituminous coal, per brake h.-p., and the economic production of power under all conditions with such installations is therefore apparent.

TO ERECT A FACTORY IN CANADA.

The Thresher Electrical Machinery Company, of Dayton, Ohio, are seeking a suitable site for a Canadian factory. Mr. A. A. Thresher, the president of the company, was in Brantford recently, and though he would not state definitely what his company would do, he was highly pleased with the town, and will return in a short time to look over the ground more carefully. Dr. S. Ritter Ickes has had much to do with inducing Mr. Thresher to consider the advantages offered by Brantford.



Kay Electric Dynamo and Motor Co., Limited

Manufacturers of Dynamos and Motors for all purposes, both direct and alternating currents. Special attention given to repairs.

Office and Works, 219-221 Queen St. East, Toronto.
'Phone Main 1251. Estimates cheerfully given.

PETRIE'S LIST OF MACHINERY.

(Corrected Weekly.)

WOOD WORKING TOOLS.

- 28-in. Pedestal Band Saws, Silver, New.
- 32-in. " " " "
- 36-in. " " " American, New.
- 40-in. " " Re-Saw.
- 36-in. Vertical "
- 36-in. Circular "
- 12-in. Doig Pony Planers, New.
- 24-in. Berlin Revolving Bed Planer, New.
- 24-in. Whitney Heavy Planer, New.
- 24-in. C. B. Rogers "
- 24-in. No. 1½ McGregor Gourlay Surfacer.
- 14-in. Matcher, Moulder and Beader.

FANS AND BLOWERS.

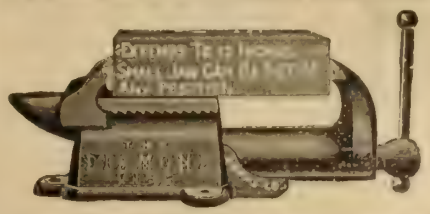
- No. 16 50-in. Double Steel Plate Exhausters.
- 24-in. Buffalo Disk Wheels.
- 30-in. " " "
- No. 00 Sturtevant Pressure Blowers, New.
- No. 0 " " " "
- No. 1 " " " "
- No. 2 " " " "

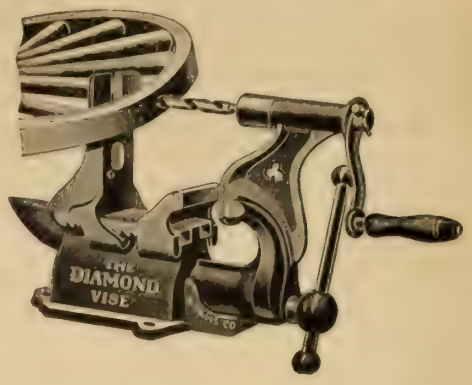
Descriptions of above, prices and catalogue of factory supplies sent on request.

H. W. PETRIE
131-145 Front St. West, 8-22 Station St., Toronto.

DIAMOND VISE AND DRILLING ATTACHMENT.

U. S. Patent Jan. 15, '95. Canadian Patent July 22, '95





JAWS are faced with steel ⅜ inch wide, 4 inches long, firmly fastened to jaw, checked and hardened. VISE weighs 38 pounds. DRILL weighs 13 pounds.

For Sale by Jobbers of Hardware.

Made by—
The Adams Company, Dubuque, Iowa, U.S.A.
Made by **Taylor-Forbes Co.**, Limited, Guelph, Ont.

"THE PEERLESS"

is the best Bolster Spring ever produced. A fine line for the hardware trade. **Write Us for Prices**

JAMES WARNOCK & CO., - GALT, ONT.

TRUCKS

All Styles and Sizes.

A COMPLETE STOCK. PROMPT SHIPMENTS.

The Fairbanks Company

MONTREAL WINNIPEG VANCOUVER

PNEUMATIC TOOLS.

PNEUMATIC tools are a desideratum in every modern machine shop, and in most up to date establishments the air compressor is considered a necessity. There is very little difference in price between the common or garden type of air compressor and the best, and the Christensen air compressors, a product of Milwaukee, sufficient to establish that city's fame among machinists had not a more liquid product already given it notoriety, are in the front rank of compression machines. The chief claims of the Christensen engines are automatic lubrication, dust proof bearings, interchangeable suction and discharge valves, and solid construction. These compressors are commonly used for blowing out dust from generators and motors, printing presses, carpets, etc., and in connection with air brakes for electric cars.

The "Kotten" pneumatic tools and appliances for carving, lettering, drilling and surfacing all kinds of stone are among the latest and most economical tools on the market, and are used all over the world. They are made by H. G. Kotten, No. 120 Liberty street, New York.

MACHINERY NOTES.

THE large C.P.R. warehouses of North Bay, Ont., are to be wired for light by The Chippawa Electric Co.

Raney & Wouters have been appointed agents in Moosoomin, Assa., for The Port Huron Engine and Threshing Co.

A water wheel is being installed by Mr. Burnett, contractor, for the Peterboro' lock, to drive the machinery used in the construction of the dam.

The Breithaupt Leather Co., of Listowel, Ont., have recently lost their engine, bank mill, a large portion of their machinery and a part of the premises in which these were contained by a disastrous fire.

The Colonial Portland Cement Co., of Wiarton, Ont., are making rapid progress with their works, and the town council are about to improve their water system and start a sewerage plant.

The Summerside, P.E.I., Electric Light Co. are enlarging their premises to make room for a new engine, equal in power to the two already in use.

It is expected that the new dam to be erected by The Montreal Light, Heat and Power Co., with all the turbines and machinery, will be completed within 16 months.

The Rainy River Navigation Company are to have another new palatial steamer for the Rat Portage and Fort Francis service. The new boat will be of modern type, and will be built by The Bertram Engine and Shipbuilding Co. of Toronto.

The Stevens Arms and Tool Co., Chicopee Falls, Mass., have issued an artistic brochure on the "Stevens-Duryea Gasoline Carriage." The cuts are excellent, and the booklet contains many valuable hints to those who ride the speedy chariot, particularly the Stevens-Duryea.

The Montreal District Council of the Brotherhood of Carpenters and Joiners have decided to establish a co-operative sash and door factory. Already $2,000 stock has been subscribed, four working carpenters in one shop subscribing $500, and a suitable location has been offered, with building and plant all ready to start business as soon as the co-operative institution is an established fact.

The building of The Northern Iron Works, Winnipeg, which was destroyed by fire recently, is being rebuilt, and will very shortly be completed.

Arrangements have been made by W. R. Ross, of The Goldie & McCulloch Co., Limited, Galt, Ont., with Alexander & Law Bros. Brandon, Man., for the installing of machinery, in order to double the capacity of that company's mill. The building, as it now stands, is large enough to accommodate the new machinery, but another electric motor will be put in.

The contract for the installation of The Nova Scotia Steel and Coal Co.'s water system has been awarded to McDonald & Sutherland.

The Canada Corundum Co., at Craigmont, Ont., proposes to increase the capacity of its plant from 20 tons per day to 200 tons.

It is reported that Coward & Son, of Fernie, B.C., will erect a fully-equipped planing and moulding plant of great capacity at Elkmouth in the near future.

B. F. Pearson, Halifax, N.S., on behalf of The Newfoundland Timber Estates Co., has purchased from Lewis Miller, Grieff, Scotland, 3,000 square miles of timber along the Reid Railway. The company intends to establish eight sawmills, and, in addition, to undertake the manufacture of pulp on a very large scale.

THE "SOO" WORKS PROGRESSING

The manufacture of steel rails at Sault Ste. Marie, Ont., will be started in July, the president, Cornelius Shields, of The Consolidated Lake Superior Co., expects. Already two blowing furnaces have been completed, and the machinery for the completion of the other two is on the ground. Mr. Shields states that the company have closed contracts this year to send nearly 500,000 tons of ore from the Helen mine into the States, supplying different companies as far south as Virginia. He says the ore, which is of a particular nature, mixes splendidly with other ores for the manufacture of the highest grade of steel rails. This year the company are unable to supply anything like the demand, but Mr. Shields thinks that by next year the company will be in a position to supply all demands.

NEW LIST ON HANDLES.

AT a recent meeting of the Canadian handle manufacturers a number of changes in the list prices were made. The new list is as follows :

3½ ft. strait 2nd-growth fork handles.	$2.40 extra, 3½ ft. $2.10
4 " " " "	2 40 " 4 ft. 2.10
4½ " " " "	2 80 " 4½ ft. 2.40
5 " " " "	3.15 " 5 ft. 2.70
5½ " " " "	3.50 " 5½ ft. 3.05
6 " " " "	3.85 " 6 ft. 3.35
3½ ft. bent 2nd-growth fork handles.	$2.80 extra, 3½ ft. 2.50
4 " " " "	2 80 " 4 ft. 2.50
4½ " " " "	3.15 " 4½ ft. 2.80
5 " " " "	3.50 " 5 ft. 3.10
5½ " " " "	3.85 " 5½ ft. 3.50
6 " " " "	4.25 " 6 ft. 3.85
5 ft. garden rake handles, extra	1.85
5½ " " "	2.10
6 " " "	2.30
4½ ft. hoe handles	1.55
4 ft. manure fork handles, extra	2.40
4 " " bent, extra	2.90
4 " " second growth	2.70
5 " " " bent	3.30
Short manure handles, second-growth	1.00
" " " " bent	1.85
Short shovel and spade handles, bent	2.20
4½ ft. " " "	2.80
4½ " " bent	4.05
5 ft Cornish shovel handle, bent	4.85
6 ft. post hole spoon handle	4.10
Select second growth hickory, 36 in.	5.00
Ext hickory, machine turned, Octagon	Cancelled.
Add second growth hickory, 32	4.00
" " " 30	3.50
Add No. 1 hickory, 34	3.00
Ext. 36, 38, 40 ..... Cancelled.	
No. 1 hickory, 36	3.00
dd maple axe handles, 34 and 36	1.80
" " " 32	1.60
A" " " 30	1.50

Revised classification second growth. All first-class timber admits of a little red timber.

Ext. H.S., boys, 28 in.	$2.25
No. 2, 32 in. boys' axe handles	1.60
Ext. H. S. cancelled.	
Ext. double bit handles changed to No. 1, 36 in.	2.50
" " " 1, 38 in.	2.75
" " " 1, 40 in	3.00
2nd gro. hick., large bench and hunters axe handles	1.50
" small " " "	1.30
No. 2 grade Hickory, 26 in. pick handles	1.50
" " 38 in. "	1.75
" " 40 in. "	2.00
Second growth ash lorrie neck yokes, 4 feet length	7.75
" " " ordinary length	6.50
Selected ash whiffletree, 3x36, round or oval	4.50
" " or oak whiffletree 2¼x36, round or oval	4.00
" " buggy " round, 1⅛ or 2x40 or 42	3 75
" hickory " " " "	4.00
Extra " " " " " "	4.00
Second growth hickory cant hook handles, cancelled.	
Firmer chisel handles applewood, and firmer socket chisel handles, applewood	Cancelled.

It will be noticed from the above that extra axe handles have been cut out of all classes except boys', and, in fact, out of the first grade of boys' axe handles, which is now known as "X" grade, and that is followed by Nos. 1, 2 and 3. In men's axe handles the first grade is now "Second Growth," and the second grade is "No. 1." The list price of No. 1 in the 34 and 36-inch has been advanced 40c. In second growth, 34-inch is 50c. higher, 36-inch remaining unchanged. In double bit axe handles the only change made is that "Extra" grade is now listed as "No. 1."

The list on second-growth and extra fork handles, straight or bent, has been advanced 30c. per dozen in 4, 4½ and 5-foot ; and in 5½ and 6-foot the advance is 35c. per dozen. Other changes are an advance of 20c. in 5-foot garden rakes, extra ; an advance of 15c. in 4½-foot hoe, extra ; 30c. in second-growth, 4-foot manure fork, extra ; 10c. in short manure handles ; 30c. in short shovel handles, bent ; 30c. in 4½-foot shovel or spade, and 35c. in 6-foot spoon.

Will Hold Up a Shelf!

That's what a shelf bracket is for.

For this purpose there can be NOTHING BETTER, NOTHING CHEAPER than the BRADLEY STEEL BRACKET. It is well Japanned, Strong and Light. The saving in freight is a good profit, aside from the lower price at which the goods are sold. Order direct or through your jobber.

ATLAS MFG. CO.,
New Haven, Conn., U.S.A.

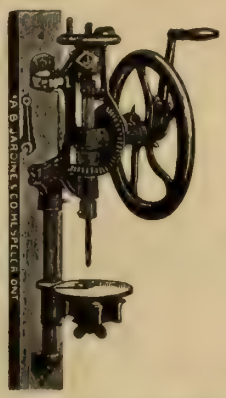
STANDARD TIN WORKS

MANUFACTURERS OF

TINWARE AND TIN CANS

Fruit Cans, Meat Cans,
Jacketed Oil Cans,
Baking Powder Cans,
Lard Pails, Etc.

JAS. A. McGOLPIN
156-162 Duke Street, TORONTO.



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Blacksmiths' Hand Drills.

The very best.

A. B. JARDINE & CO.
HESPELER, ONT.

THE MOST COMPLETE STOCK

Brass and Copper

In Sheets, Tubes, Wire and Rod.

Service Right,
Quality Right, Prices Right

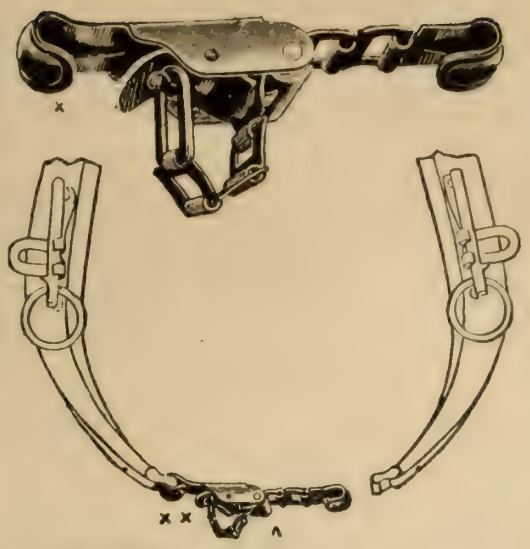
WATERBURY BRASS CO.

122 to 130 Centre St., - New York City.

Always have our classified Stock List before you.

YOURS FOR THE ASKING.

Persons addressing advertisers will kindly mention having seen their advertisement in Hardware and Metal.



ROY DODSON'S PATENT HAMECHAINS.

No matter where your lot is cast we can improve the lot.

Metal Stampings

are Stronger, Lighter, Cheaper than Castings.

We work **Sheet Steel, Brass, Aluminum and Copper to any shape.**

Send us your samples and number required, and we will quote prices on same

STAMPED IN RELIEF.

Empire Machine and Metal Stamping Co., Limited

1012 Yonge St. - TORONTO,

USE CANADIAN BABBIT

Imperial Metallic **Hercules Star**

The highest grade babbits made.

THE CANADA METAL CO., WILLIAM STREET, TORONTO.

COLD PRESSED NUTS

of all shapes and sizes, finished, semi-finished, case hardened, plated or polished.

Canada Foundry Company, Limited,

14-16 King Street East, - - TORONTO.

CELEBRATED HEINISCH SHEARS

Tailors' Shears,
Trimmers' Shears,
Tinners' Snips, etc.

ACKNOWLEDGED THE BEST.

R. HEINISCH'S SONS CO.

NEW YORK OFFICE, 155 Chambers St
NEWARK, N.J., U.S.A.

Window and Interior Displays

Timely Hints and Suggestions.

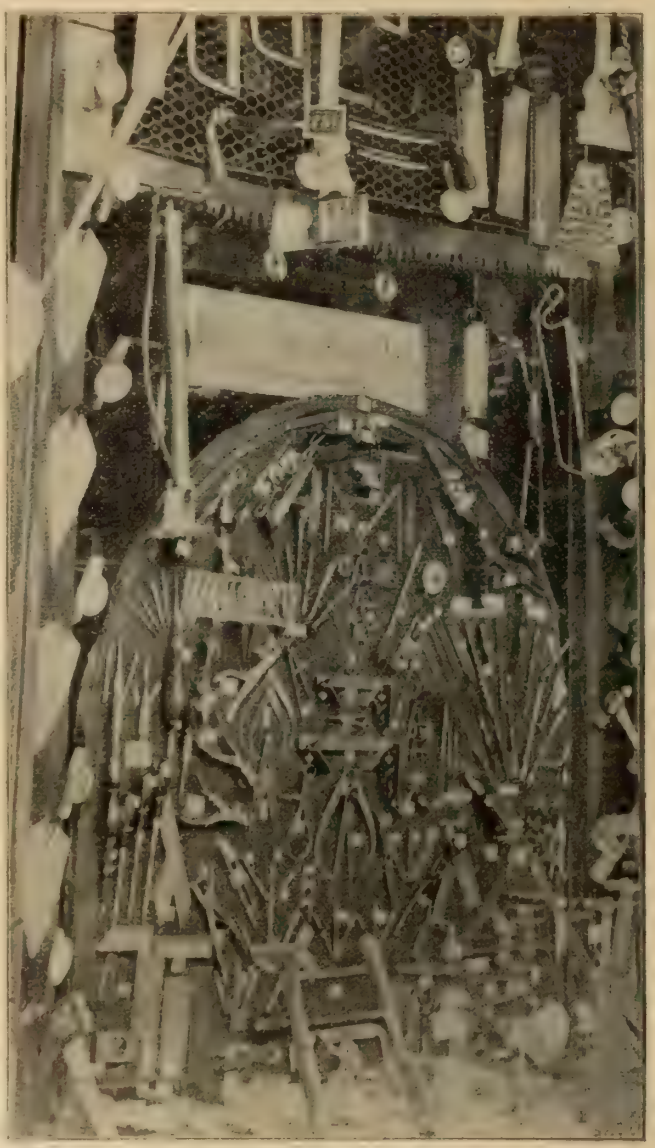
SINCE the increase in interest aroused in the window dressing of hardware stores of late the great fault in most efforts has, of course, become more prominent. It is surprising to find that the majority of merchants appear to consider the best window the one that contains a complete catalogue, as it were, of the contents of the store. In their zeal, they fear that what is not shown in the window will not be sold, and, consequently, every nook and corner is crowded with a complete hardware stock, from nails to lawn mowers.

The intentions are good, and the appreciation of the value of the window for selling goods is one great point in his favor and shows a step forward. But the idea that what he wishes to sell must be displayed each time is a mistake, and the results from such a window, be it ever so carefully arranged, will be only one degree more satisfactory than the poorly arranged window. Not only is the effect spoiled by such a motley aggregation, but the true purpose of a window display is not fulfilled. Specialties are the materials for window decoration and specialties it should always be. By this I do not mean necessarily a new line of goods or a bargain lot, although these occupy a prominent position in window subjects, but also seasonable lines, and particularly the confinement of the display to one line.

For instance, sporting goods and carpenters' tools scarcely go side by side, and yet such ill-timed arrangements are not unusual. The articles in a window should all be related to some extent, as far as is possible. One window may contain sporting goods, another carpenters' tools, another gardeners' needs, another barn and stable requisites, and so on, but these should always be separate and confined to their own windows.

BOARDS FOR SMALL TOOLS.

One of the methods employed for displaying small tools is the use of boards of different shapes covered with a colored material, such as green baize, and the tools fixed on this in different arrangements. Great variety is possible, and the accompanying cut of a window gives some idea of a completed board on which carpenters' tools have been arranged. Better designs than those shown on the board can be easily thought out. The only points to be remembered are the use of only one line of goods and the placing together of the same articles. Different geometrical designs can be formed by placing together in one place bits, in another compasses, in another chisels, in another rules, and so on through the list.



An Attractive Tool Window.

The boards can be made of any size and shape to suit the articles to be shown. The baize or other material employed is then covered tightly over it, and the articles are fixed on by the use of screw hooks in the required position. These boards can be used repeatedly, and are of great service in the store for showing to a customer the different qualities or kinds of a certain article.

SOME WINDOWS SEEN THIS WEEK.

In Tillsonburg the hardware merchants are fully alive to the importance of window dressing. One novel window recently appeared in the store of W. R. Hobbs. The floor of the window was sodded with nice, fresh grass, and in the centre was a sparkling miniature fountain throwing its spray around. Here and there on the grass, as though dropped by the gardener, were a lawn rake, watering cans, a garden hose, grass clippers, grass cutters, etc. The window looked so fresh and clean that one was compelled to stop and look at it, and the novelty of the design attracted many eyes that would have missed an ordinary display.

A Toronto window was also filled with the necessaries for a gardener, from hoes and spades to lawn mowers. Everything needful to a well-trimmed lawn had its place in the display.

DISHONEST CUSTOMERS.

A large department store in Chicago has placed a rather low estimate on the honesty of its customers.

In several departments all portable goods are fastened to the counters and are displayed at the end of a chain to prospective buyers. Some people might resent the distrust that this method implies, but the customers of the store in question seem to take it as a matter of course.

Write for "**Power Transmission Economics,**" our little monthly magazine of Power Transmission news. It's free for the asking.

Drop Us a Line To-day

if you are in the market for anything in shafting, hangers, bearings, pulleys, or power transmission equipment.

Write to us if there is any problem confronting you in the economical transmission of power.

We are engineers and experts in power transmission, and our experience and knowledge are at your service, either to design or build any special appliances your business may require. The Dodge Rope Drive, the Dodge Wood Split Pulleys and the Dodge Split Friction Clutches are a few of our specialties that are always in stock, knowledge of which will point the way to saving large amounts in your power transmission plant.

The Dodge Manufacturing Co., Limited
of Toronto, Ont.

The Grey and Bruce Portland Cement Company of Shallow Lake, Limited,

Manufacturers of

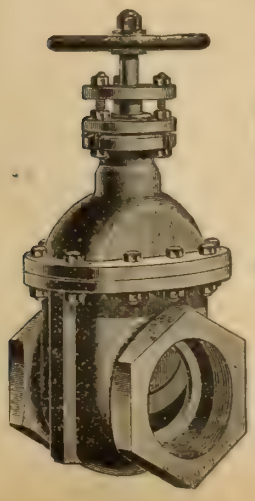
"Hercules" and "Lion" Brands

of

PORTLAND CEMENT

Unsurpassed for Sidewalks, Floors, and all work requiring the Highest Grade of Portland Cement.

HEAD OFFICE : OWEN SOUND.

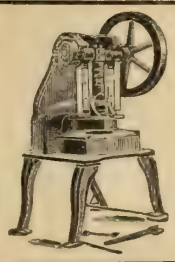


We Make Good

VALVES

Write for Catalogue
It tells all about them.

The Kerr Engine Co.
LIMITED
Walkerville, Ont.



G. A. Crosby & Co. of Ontario,
SARNIA, ONT. LIMITED

Manufacturers of

Patent Automatic Can Making Machinery, Presses, Dies and Special Machinery for Working Sheet Metal.

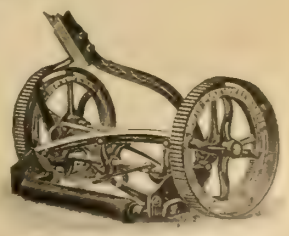
H. W Petrie, 141-145 Front Street West, TORONTO—Selling Agent.

Steel Frame Churn.

DAVID MAXWELL & SONS,
ST. MARYS, ONT., CANADA.

"Maxwell Favorite Churn"

Patented Features: Improved Steel Stand, Roller Bearings, and Foot and Hand Lever Drive, and Detachable Driving Link. Improved for season of 1903. Steel or Wood Frame as desired.



"THE MAXWELL" LawnMower.
High Wheel 10 Inches.

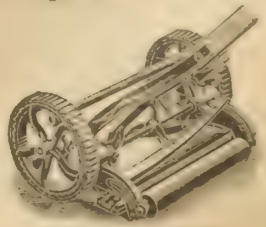
LAWN MOWERS

High and Low Wheels, from 12-in. to 20-in. widths. Cold Rolled Steel Shafting, Crucible Steel Knives and Cutting Plate.

If your Wholesale House does not offer you these articles

SEND DIRECT TO US.

Wheelbarrows. In four different sizes.



MAXWELL MOWER.
8-inch Low Wheel.

Quick-Selling Hot Weather Goods.

Water Cooler.

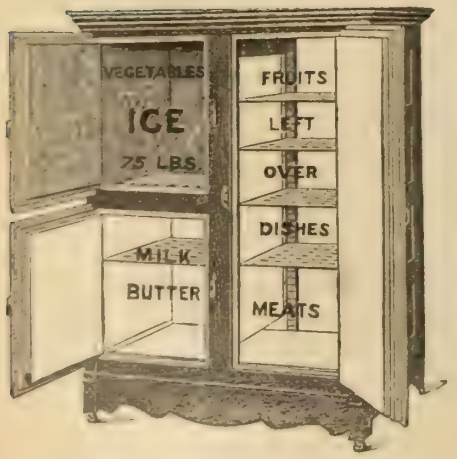
Heat always seems most oppressive during the first few days of summer, and people then look for something to relieve the discomforts of summer dog days—sales are always easiest to make when the need of the goods is greatest.

Then is the time to **"push"** and **sell** such goods as:

Sprinkler Cans, Water Coolers and Filters, Oil and Gas Stoves.

Sprinkler Cans.
Plain, Galvanized and Japanned

Leonard Cleanable Refrigerators



Style No. 4. Real Porcelain Lining. Solid Oak Case with Quarter-Sawed Panels. Highly Polished.

have every selling argument that a refrigerator can possess.

Extensively advertised. Made of best material. Well put together. Easily cleaned. Ice box scientifically proportioned to size of storage space. Elegantly finished.

No other refrigerator is quite so good or sells so readily.

We are sole agents for Canada.

The McClary Mfg. Co.,

London, Toronto, Montreal, Winnipeg, Vancouver, St. John, N.B.

"EVERYTHING FOR THE TINSHOP."

HARDWARE AND METAL

President:
JOHN BAYNE MacLEAN,
Montreal.

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Great Britain and elsewhere - - 12s

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SPECIALIZING AND DEPARTMENTALIZING.

THERE is always some objection on the part of the majority of retailers, hardware dealers among them, to branch out into other lines than they are carrying and which do not exactly come within the scope of their own trade. For instance, many a hardware merchant who supplies carpenters and other workmen with their tools could also do a business with them in overalls and other working clothes; but "that is entirely out of my line," he says, and he refuses to handle them.

This is not the way that the great city department stores were built up. The founders of these places sold whatever they could, and when they saw an opening to add a new line they stocked the goods and pushed them. Many of our best hardware stores are now being divided up into departments; that is, sporting goods are given a place to themselves, apart from the general hardware and in a conspicuous place in the store; kitchen requirements are allowed a section to themselves and are prominently displayed; plumbers' supplies, if they are carried, are made a special feature of—not given a dark corner in the store, a counter in the rear away out of sight of the customer, or a position so glaringly inferior to the other goods that the natural impression received is that but a very small and incomplete assortment is carried—but placed well to the front, as though the merchant was as much a dealer in plumbers' supplies, or kitchen requirements, or sporting goods, as he was in ordinary hardware.

The regular hardware articles, at any rate, will require much less store advertising than the special features. It is in this way that the most pushing hardware dealers are making progress side by side with the growth of other concerns, with the branching out of the department and mail order stores, with the business combines and all other features of the twentieth century which result in making it more and more difficult for the smaller merchant to do business.

"Kindred lines in the hardware trade," says one retailer, "are anything that can be added to an ordinary stock of hardware and nails, and can be sold at a profit, and will keep the expense of selling down." That any such lines are also the legitimate merchandise of the hardwaremen seems to be the idea of large retailers.

Cutlery is recognized now as part of every hardware stock, but there are stores doing a good business which carry little or nothing but cutlery. It is their specialty, and it pays. But cutlery can be made as important a specialty in a general hardware store as with these dealers. Sporting goods are not carried by all hardwaremen, but it is noticeable that they are making their way into a prominent position in many, both retail and wholesale, stocks. Guns and ammunition bring the hunters' trade. But the hunters also require clothing for the purpose (which is now supplied by some jobbers), tents, canoes, skiffs, fishing tackle and all sorts of camping outfits. Then, why not supply them?

Agricultural implements are, to a great extent, sold through agencies, but there are many articles, such as ploughs, wagons, hay forks, cultivators, seeders, etc., which can be profitably handled by hardwaremen doing a trade with farmers. Many hardware dealers also handle seeds, while others allow the druggist or the grocer to do this business.

The trade in kitchen supplies, stoves and enamelled ware opens the way to a host of household articles, in which the hardware merchant can do a profitable business. Why should not the householder be able also to purchase his crockery and glassware, lamps, gas fixtures, table silverware and even furniture from the hardware store? Lack of space and capital of course are the drawbacks; but it is not necessary to branch out in all these lines at once. Gradual additions can be made, and if they prove profitable—and they should if a careful selection is made—there will surely be no objection to acquiring more space and placing the business abreast of any other in the vicinity.

A HARDWARE PREMIER.

Premier Prior, of British Columbia, who, the other day, dismissed two of his Ministers because of alleged irregularities, is a wholesale hardwareman in Victoria.

While Minister of Inland Revenue in the Dominion Government he administered the affairs of his department in a business-like way, and it is evident that he is applying to his position as head of the Government of British Columbia the same principles which would guide him in the conduct of his own business.

He has set a good example, which it is to be hoped will be followed by the other premiers in the country, whether provincial or Dominion, when members of their Cabinets are found to be neglecting their duties or abusing the privileges of their office.

CORDAGE HIGHER.

The continued strength in the sisal market has so affected the price of manilla that quotations on pure manilla rope, lath yarn and shingle yarn have been advanced ½c. per lb. The prices now ruling are, however, ½c. lower than the quotations prevailing a year ago. It is expected that the present prices will hold good till about the end of June.

AN ATTACK ON PIG IRON BOUNTIES.

AN attack was made in the Ontario Legislature on Wednesday by Mr. Hoyle, the member for North Ontario, on the pig iron bounty. His object was to urge that the bounty should be applied to the development of the peat industry instead of being devoted to the aid of the iron industry. Mr. Hoyle is a representative of a constituency in which there is a peat industry, but not any iron mines or blast furnaces. Possibly this may have influenced him in the position he took.

Mr. Hoyle is a successful business man as well as one of the most intelligent and able members of the Ontario Legislature, but he has made a bad bungle indeed of his attack upon the iron industry. The system of bonusing the iron industry may be wrong. There are a good many people who believe it is. There is this to be said about it, however: that since the Dominion and Ontario Governments gave a bonus to stimulate the industry, it has shown marked development.

When the Ontario Legislature passed an Act in 1894 appropriating $125,000 for the purpose of developing the iron industry, there was not a blast furnace in that province; now there are three, and others are in course of erection. In all Canada, in 1894, only 62,522 tons of pig iron were produced, while last year nearly 330,000 tons were made, of which three furnaces in Ontario supplied 109,000 tons.

There are in the whole of Canada at present fourteen furnaces, of which Ontario has three in actual operation, with a fourth practically completed at Sault Ste. Marie and a fifth in course of construction at Collingwood. Mr. Hoyle, in his speech on Wednesday, said there were seven in Ontario.

Whether the bonus is a good thing or not for the country, the industry has developed in a rapid manner during the last five or six years. The Dominion Government, it should be said, has given a bounty on pig iron, varying in amount, since 1884.

Mr. Hoyle was in error when he said that the Dominion and the Province during 1890 and 1891 had paid out in bonuses $248,158.60. As a matter of fact the bonuses received by the furnaces in Ontario last year, reckoning both the sums given by the Dominion and the Ontario Governments, was $286,842. The amount received by all the furnaces in the Dominion from the Federal Government was $703,119. This does not take into account the amount paid out in bonuses on steel, which was nearly $90,000 more.

In his speech Mr. Hoyle said that the wages paid for labor at the Canadian furnaces amounted to $10,000 more than the bounties. We do not know how he arrived at his figures, but, taking the report of the Ontario Bureau of Mines for 1901, which is the latest year for which we have statistics in this particular, we find that there was $500,000 paid out in that province alone for wages in the iron industry.

As far as the peat industry is concerned it is yet only in an experimental stage, and surely Mr. Hoyle, as a business man, would not take from the iron industry, which is developing so nicely, the money now spent in aiding the latter, in an effort to boom that which, even if ultimately made a success, would never be an industry of any great magnitude and certainly not approaching that relating to iron. We feel sure that if he looks more carefully into the case he will acknowledge that he was in error.

If the pig iron bounty is not economically sound, let Mr. Hoyle attack it on that ground, and not make a proposition which is economically unsound beyond all question.

Personality is the corner stone of the successful commercial enterprise.

A QUESTION OF SALARIES.

CANADIANS have an idea that the United States is the place to go to get large salaries; that more money is paid for work there than for the same work in Canada. We are only now awakening to the fact that this is a mistaken idea.

There are many positions in the United States in which large salaries are given; but so are there in Canada. The United States, having such a larger population than Canada, has more such positions than are to be found in Canada; but the salaries paid by Canadian employers are every whit as good as are paid by the Americans, and in some cases better. Besides, other things have to be taken into consideration. The cost of living is, as a rule, considerably more than in Canada. Therefore labor of all kinds should be worth more there than in Canada. Of course, very many Canadians have bettered their condition by crossing the border, but the vice versa of that is also true.

On the other hand, there are Canadians who have gone to the United States, thinking to obtain a larger salary, and found that they could not do so well as they had been doing in their own country.

Just such a case was heard of recently. A certain man, clever in his particular vocation, threw up a high salaried position he held with a prominent Canadian firm, and went to New York where, through the influence of friends there, he was enabled to obtain a position of equal responsibility as his Canadian one. But the salary paid was less than half the one he had been receiving. Certainly this one case does not prove the proposition; but there are other cases which might easily be cited. For instance, while the man referred to was in New York he learned incidentally of 32 Canadian families who were returning, having found that they could not do so well as they could in their own country.

If 32 cases came under one person's observation in the short time that he was in New York, is there any reason for not supposing that there are many more such?

The erratic man may cause more sparks to fly, but it is the systematic man who does the most work.

TRANS-CONTINENTAL RAILWAY QUESTION AND OCEAN TERMINALS

THE question of terminals for the proposed additional trans-continental railway lines seems to be attracting almost as much attention at Ottawa as the railway question itself. There is quite a pronounced sentiment in favor of the contention that the granting of even a charter, much more a bonus or subsidy, shall be contingent upon the railway terminal being in Canadian territory. The most pronounced advocates of this are naturally the representatives from the Maritime Provinces, but they are by no means alone in this respect. In nearly every part of Canada there are some champions of this policy.

The terminal question is certainly an important one. In fact, it can scarcely be divorced from the trans-continental railway question ; but important as it is, we must not forget that it is not the most important. It may be and probably is the most important to the ports on the Atlantic seaboard, but it is not the most important to the people of Canada as a whole.

The question that transcends all others is the ways and means of providing adequate transportation facilities for the Great West. To-day these are totally inadequate and have been for the last couple of years. Unless something is done, and that speedily, to remedy the present state of affairs great inconvenience and loss must be entailed upon the agricultural interests of the Great West and the commercial interests of the country as a whole, while the settlements of the farm lands of Manitoba and the Northwest will be greatly retarded. Large sums of money were lost by the farmers of the Northwest during the last year or two on account of being unable to get their grain to the seaboard. Every effort must be made to avoid a continuance of this.

But at the same time we must not overlook the terminal question, even if it is of secondary importance, or forget that what directly benefits and develops this and that seaport indirectly benefits the whole country. The trans-continental railway question, therefore, should not be approached in any narrow and provincial spirit. We should approach it as Canadians.

The Grand Trunk Pacific seems at present the one of the three companies desirous of building the additional line across the continent to find most favor, but although in theory the Grand Trunk Railway Company and the Grand Trunk Pacific Company are two separate and distinct companies, in reality they are one, and will work hand in hand.

As everyone knows, the terminal of the Grand Trunk is Portland, and there is where the rub comes in. Grand Trunk Railway officials have stated they are prepared, if necessary, to build a line through Canadian territory, in order that connection may be made with St. John and Halifax, whereby during the winter the grain and other produce of the West might be shipped by these ports. Knowing, however, how railroads evade agreements, there is doubt in the minds of many as to whether legislative arrangements would sufficiently safeguard the interests of Canadian ports and prevent whatever subsidies might be granted to the Grand Trunk Pacific Company for the construction of the line across the continent, from indirectly aiding in the development of Portland, a foreign port, and one that has already gained much at the expense of Halifax and St. John.

Fortunately there are three companies who are aspiring to construct a line through the Great West to the Pacific seaboard. And all are extremely anxious; and, in fact, so much so that one is almost inclined to ask them what they will give us to allow them to build a road rather than to bonus them to do so. Possibly in the future Canada will be able to secure from railroad companies a percentage of their earnings as a price for franchise privileges, just as many of the municipalities now are in regard to local electric franchises. In the meantime, however, it seems a foregone conclusion that if we are to get an additional road to the Pacific we shall be compelled to aid it in some way. The Government has declared emphatically that no land grants shall be made. This is a position which the country as a whole will no doubt endorse, particularly in view of our experience with the Canadian Pacific.

Urgent cases demand urgent remedies. The necessity of increased railway facilities in the Great West is of this character ; but we must be careful, nevertheless, not to pay too high for our remedy. With both the terminal and transportation questions before us, national sentiment has to be taken into account, as well as the purely business phase of the transportation problem.

From a purely business standpoint one would say, make whatever bargain you can that will facilitate the exportation of our surplus farm produce, irrespective of any local interests. But it would be sordid under the circumstances to eliminate the national phase of the question. Consequently it must be insisted that any aid given to the Grand Trunk Pacific, or any other company, must be contingent upon the terminals being in Canada.

Possibly we may have to pay a little more in the shape of subsidies on this account, but that should not deter us.

SMITH & WESSON FACTORY CLOSED.

A report from Springfield, Mass., states that the factory of Smith & Wesson, revolver manufacturers, has been closed down for an indefinite period, due to trouble with the employes. The latter were bent on joining a union in opposition to the wishes of the firm, and the lockout was the result.

GAS RANGE SALES.

The Gurney Foundry Co., Ltd., Toronto, state that the present season has brought them the largest and most satisfactory gas stove business they have ever had. Orders from the cities have been considerably in excess of previous years, while a good trade has opened up with several towns in which gas plants have been lately installed. The company have some interesting literature re gas ranges ready for distribution. All dealers should get a supply.

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

Montreal, May 29, 1903.

HARDWARE.

THERE has been a good movement of business in general hardware, the bulk of it centreing in barbed and galvanized wire, cut and wire nails, and similar lines. Barbed wire has been offered somewhat lower f.o.b. Cleveland, but the spot price here has not been affected at all. Cut nails are offering also at somewhat lower figures here. There have been some changes in bolts and nuts, and cordage is not only higher all round in price but firm at the rise. An active movement is noted in building paper, and with the exception of a decline in dry fibre of 5c. prices are unchanged. Cement is steady and a leading feature in it is the placing of very heavy import orders for prompt shipment. Monarch horse nails have been reduced.

LAWN MOWERS.—There is a fair movement. We quote: 10-in. wheel x 12-in. cutter, $7.50; by 14-inch cutter, $8.00; by 16-inch do, $8.50; by 18-inch do, $9.00; by 20-inch do, $10.00. Star, 9-inch wheel by 12-inch cutter, $5.50; by 14-inch do, $5.75; by 16-inch do, $6. Daisy, 8-inch wheel by 12-inch cutter, $4.90; by 14-inch do, $5.10; by 16-inch do, $5.30. Philadelphia pattern, 7½-inch wheel by 10-inch cutter, $6; by 12-inch do, $6.50; by 14-inch do, $7; by 16-inch do, $7.50. Grass boxes are quoted as follows: 12-inch, $2.25; 14-inch, $2.25; 16-inch, $2.50; 18-inch, $2.50; 20-inch, $2.75. The discount on all the above is 50 per cent. off.

BARB WIRE.—There has been no change in the spot price, but the material is a good movement in this line. We quote: as follows: $2.80 per 100 lb. f.o.b. Montreal, and $2.55 f.o.b. Cleveland. Carlots of 15 tons are quoted f.o.b. Cleveland at $2.45.

GALVANIZED WIRE.—There has been a good movement in this line. We quote: No. 5, $3.70; No. 6, 7 and 8, $3.15; No. 9, $2.55; No. 10, $3.20; No. 11, $3.25; No. 12, $2.65; No. 13, $2.75; No. 14, $3.75. In carlots, f.o.b. Cleveland: No. 5, $2.20; Nos 6, 7, 8 and 9, $2.15; No. 10, $2.20; No. 11, $2.25; No. 12, $2.30; No. 13, $2.40; No. 14, $2.50. In less than carlots, 12½c. per 100 lb. extra is charged.

SMOOTH STEEL WIRE.—Continues steady with a fair demand. We quote: Bright and annealed, $2.50 per 100 lb. f.o.b. Montreal, Toronto, Halifax, London, Hamilton and St. John. Net extras per 100 lb. are now as follows: Coppered wire, 60c.; tinned wire, $2; oiling, 10c.; spring wire, $1.25; best steel wire, 75c.; bright soft drawn, 15c.; special hay-baling wire, 30c.

FINE STEEL WIRE.—In fair request at 25 per cent., with extras 1 and 2 lb. hanks, 25c. per 100 lb.; ½ lb. hank 37½c. and ¼ lb. hanks, 50c.

BRASS AND COPPER WIRE.—Discounts are unchanged at 60 per cent.

PRESSED SPIKES.—There is a fair inquiry. The discount remains 20 per cent. f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax.

FENCE STAPLES.—There is a quiet movement in these. We quote: $3 per 100 lb. keg for galvanized and $2.80 for bright, with 25c. extra for 25 and 50-lb. packages.

CUT NAILS.—There is a good demand for these, and jobbers are now accepting orders for them at $2.45 per keg.

WIRE NAILS.—The movement in these continues of good volume also. We quote carlots at $2.40 and small lots at $2.45 per keg f.o.b. Gananoque, Montreal, London, Hamilton, Toronto, Brantford, Windsor, Ont., and St. John.

HORSE NAILS.—There is only a very quiet trade in these. "Monarch" have been reduced. We quote: "M" brand, "Oval" and "New City" heads, 55 per cent.; "Countersunk" heads, prices quoted on application. "C" brand, 40, 10 and 7½ per cent. off; "Monarch," 65 and 10 per cent. and "Peerless," 50 per cent.

HORSESHOES.—Trade in these has continued fair at the rise. We quote as follows: Iron shoes, light and medium pattern, No. 2 and larger, $3.65; No. 1 and smaller, $3.90; snow pattern, No. 2 and larger, $3.90; No 1 and smaller, $4.15; X L steel shoes, new, light pattern, sizes 1 to 5, No. 2 and larger, $3.80; No. 1 and smaller, $4.05; featherweight, all sizes, 0 to 4, $5.35; toe weight, all sizes, 1 to 4, $6.60. Shoes, more than one size in a keg, 10c. per keg extra f.o.b. Montreal only.

RIVETS AND BURRS.—Inquiry for certain sizes is well maintained. We quote as follows: Best iron rivets, section carriage and wagon box, black rivets, tinned do., coopers' rivets and tinned swedes rivets, 60 and 10 per cent.; swedes iron burrs are quoted at 55 per cent. off; copper rivets, with the usual proportion of burrs, 45 per cent. off, and coppered iron rivets and burrs, in 5-lb. carton boxes are quoted at 60 and 10 per cent. off list.

BOLTS AND NUTS.—There have been some changes in these and trade is fair. We quote: Norway carriage bolts, 55 per cent.; common, 50 and 10 per cent.; full square carriage bolts, 55 per cent.; machine bolts, 50, and 5 and 10 per cent.; coach screws, 66 2-3 and 10 per cent.; sleighshoe bolts, 65 and 5 per cent.; blank bolts, 50 and 5 and 10 per cent.; bolt ends, 50 and 5 and 10 per cent.; plough bolts, 50 and 5 and 10 per cent.; tire bolts, 67½ per cent.; stove bolts, 67½ per cent. Nuts, square, 3¾c. per lb. off list; hexagon nuts, 4c. per lb. off list.

SCREWS.—In good request. We quote as follows: Round head bright, 82½ per cent.; flat head bright, 87½ per cent.; brass, round head, 75 per cent.; brass, flat head, 80 per cent.

CORDAGE.—There has been an advance all round in this line and the market is firm at the rise. We quote: Pure manila, 14½c.; British pure manila, 12c.; sisal, 11½c.; double lathyarn, 11½c.

BUILDING PAPER.—There is a good demand for building paper and prices are steady with the exception of dry fibre, which is rather lower. We quote as follows: Tarred felt, $1.75 per 100 lb.; 2-ply, ready-roofing, 90c. per roll; 3-ply, $1.15 per roll; carpet felt, $2.25 per 100 lb.; dry sheathing, 35c. per roll; tar sheathing, 45c. per roll; dry fibre, 50c. per roll; tarred fibre, 60c. per roll, O K and I X L, 65c. per roll; heavy straw and sheathing, $30 per ton; slaters' felt, 60c. per roll.

FIREBRICKS.—There is a good movement in these. We quote: $16 to $22 per 1,000, as to brand, for English, and $17 to $22 for Scotch.

CEMENT.—There has been a lot of this moved forward during the week, and heavy import orders are also being placed for prompt shipment. We quote as follows: Canadian cement, $1.90 to $2.25; German, $2.25 to $2.40; English, $2.15 to $2.25; Belgian, $1.70 to $1.95 per bbl. ex-store, and American, $2.20 to $2.40 ex-cars.

SHOT.—Still moving well. We quote as follows: Ordinary drop shot, A.A.A. to dust, $6.50 per 100 lb.; chilled, Nos. 1 to 10, $7.00 per 100 lb.; buck and seal, $7.50 per 100 lb.; ball, $8 per 100 lb. Trade discount, 15 per cent. f.o.b. Montreal, Toronto, Hamilton, London, St. John, N.B., and Halifax.

METALS

The heavy iron and metal market has presented a fair degree of activity during the week, and the easier feeling noted in several staple lines has not as yet interfered with the movement of business to any appreciable extent. In bar iron easiness is reported both in England and the States, but local prices have not been affected yet. Black sheets, however, have been shaded in price, and so has tinplate and terne plate, both of which are lower than they were. Canada plate is unchanged. In copper, offers for forward shipment have been made for less money. Ingot tin also shows an easy tendency, though not quotably changed, and the same can be said of zinc spelter.

BAR IRON.—While easiness is noted both in Great Britain and the States the fact has not affected prices here. Canadian mills still have large orders in hand. We quote: Merchants' bar, $2; horseshoe iron, $2.25, and forged iron, $2.30.

BLACK SHEETS.—Prices are lower on these and stocks are now well assorted. We quote: 28 gauge, $2.45; 26 gauge, $2.40; 22 to 24 gauge, $2.35; 18 to 20 gauge, $2.30 and 8 to 10 gauge, $2.40.

GALVANIZED IRON.—There has been an active movement in these and prices have been shaded 10c. this week. We quote: 28, Queen's Head, $4.40; Apollo, 10¾ oz., $4.30; Fleur-de-Lis, $4.15; Comet, $4; Bell brand, $4.05; in less than case lots, 25c. extra.

LEAD PIPE.—There has been a good inquiry and we quote: 8c. for composition waste and 7c. for ordinary, with 30 per cent. discount.

IRON PIPE.—There is a fair business in this line. We quote: Standard pipe per 100 ft., in lengths under 19 ft.: Black, ¼, $2.40; ⅜, $2.65; ½, $2.85, ¾, $3.65; 1-in.,

PORTLAND CEMENT

CANADIAN, ENGLISH,
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FIRE BRICKS, FIRE CLAY,
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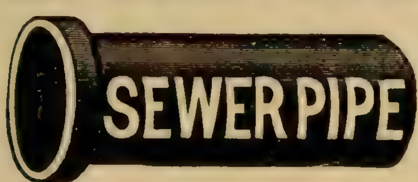

Double Strength Culvert Pipe a Specialty.

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DESERONTO, ONT.

Manufacturers of

CHARCOAL PIG IRON

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Especially adapted for Car Wheels, Malleable Castings, Boiler Tubes, Engine Cylinders, Hydraulic and other Machinery where great strength is required. Strong, High Silicon Iron, for Foundry Purposes.

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Foundry Pig Iron.

Made from carefully selected Lake Superior Ores, with Connellsville Coke as Fuel, "Midland" will rival in quality and grading the very best of the imported brands.

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Canada Iron Furnace Co.
MIDLAND, ONT. Limited

$5.20 ; 1¼, $7.35; 1½, $8.95; 2-in., $12.55. Galvanized, ¼, $3.20 ; ⅜, $3.45 ; ½, $3.85; ¾, $5 ; 1-in., $7.20 ; 1¼, $10.05 ; 1½, $12.20 ; 2-in., 416.85. **Extra heavy pipe, plain ends, are quoted per 100 ft. as follows : Black, ½, $4.20 ; ¾, $5.25 ; 1-in., $7.55 ; 1¼, 410.55 ; 1½, $12.75 ; 2-in., $17.60 Galvanized, ½, $5.20 ; ¾, $6.65 ; 1-in., $9.55 ; 1¼, $13.25 ; 1½, $16; 2-in., $21.90. For threads and couplings on extra heavy 5 per cent. net is added. Trade discount, 5 to 7½ per cent.**

TINPLATE.—There has been shading in prices of these also, while business has been quite active. We quote : Charcoal, $4.25 and cokes, $3.85 to $4, as to quantity.

SOIL PIPE.—Continues the same. The discounts are quoted as follows : Light soil pipe, 3 to 6 in., 50 per cent.; medium and extra heavy soil pipe, 2 to 6-inch, 60 per cent.; extra heavy soil pipe, 8-inch, 45 per cent.; light fittings, 2 to 6-inch, 50 and 10 per cent.; medium and extra heavy fittings, 2 to 6-inch, 60 per cent.: extra heavy fittings, 8-inch, 45 per cent.

PIG IRON.—The decline in the outside markets has not yet affected spot prices. We quote $21 to $21.75 for Summerlee and $19 for Middlesboro'.

INGOT COPPER.—Steady but quiet at $15.50 to $15.75 per 100 lb. Advices note easiness in London but firmness in New York, where there is a scarcity of stock for prompt delivery.

INGOT TIN.—Rules quiet but steady here at $33 to $33.25 per 100 lb. The tendency of the outside markets is towards easiness, as the action of the tin plate manufacturers in the States indicates, for they are so sure of the future that they have announced prices up to October 1.

PIG LEAD.—Continues unchanged at $3.50 to $3.75.

STEEL.—Business continues fair, the only change being a rise in square harrow. Prices are as follows : Mild, $2.05 ; sleighshoe, $2.10 to $2.20 ; tire, $2.15 to $2.25 ; spring, $2.85 to $3 ; reeled machinery, $2.75 to $3 ; toecalk, $2.60 to $2.75 ; machinery (iron finish), $2.10 ; mild steel, $2.05 ; square harrow, $2.50.

TOOL STEEL.—Unchanged as last quoted : Black Diamond, 8 to 9c.; Sanderson's, 8 to 9c., according to the grade ; Jessop's, 13c.; Leonard's, 7½c.; Jonas & Colver's, 10 to 20c.; "Air Hardening," 50 to 65c. per lb.

CANADA PLATE.—There has been a good movement in this line. We now quote : 52s, $2.60 to $2.70 ; 60s, $2.70 to $2.80 ; 75s, $2.80 to $2.85 ; full polished, $3.75 and galvanized, $4.25 to $4.35 ; galvanized, 60s, $4.45 to $4.55.

TERNE PLATE.—While inquiry is fair prices are lower, the base having been reduced to $7.25 this week.

COIL CHAIN. There has been a readjustment of prices on this line as follows : No. 6, 10c.; No. 5, 9c.; No. 4, 8½c.; No. 3, 7c.; ¼-in., 6½c.; 5-16 in., $4.90; ⅜-in., $4.20; 7-16-in., $4; ½ in., $3.90; 9-16 in., $3.75; ⅝-in., $3.60; ¾-in., $3.50; ⅞ in., $3.45, and 1-in., $3.40, with 10c. allowance on carlots.

SOLDER.—Quiet and steady at 20c. for bar and 19c. for wire.

ZINC SPELTER.—Unchanged at $6.25 to $6.50. In New York forward delivery offers are being made for 10 to 15c. less money than for prompt shipment.

SHEET ZINC.—There has been no change, the range being $6.75 to $7, as to gauge.

TINPLATES

"**DOMINION CROWN**"—Best Best Charcoal, tissued.
"**ALLAWAYS**"—Best Charcoal.
"**CANADA CROWN**"—Charcoal.
"**LYDBROOK**" } Best Coke.
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All standard brands. Accept no substitute.

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LAKE AND CASTING.

PIG LEAD

SPELTER

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PIG IRON

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NOVA SCOTIA STEEL & COAL CO., Limited

NEW GLASGOW, N.S.

Manufacturers of

Ferrona Pig Iron

And SIEMENS MARTIN

OPEN HEARTH STEEL

SCRAP METALS.

There has been no new feature to report in this material. Our quotations are as follows: Heavy copper and wire, 10c. per lb.; light copper, 9c.; heavy red brass, 10c.; heavy yellow, 8½c.; light brass, 5c.; lead, 2 to 2¼c.; zinc, 2½ to 2¾c.; iron, No. 1 wrought, $17 to $17.50; No. 2, $7.50 per ton; machinery scrap, $17.50 to $18; stove plate, $13; malleable and steel, $6; mixed country rags, 60 to 70c. per 100 lb.; old rubbers, 6¼ to 6¾c. per lb.

HIDES.

Unchanged as last quoted. No. 1 hides, 8c.; No. 2, 7c.; No. 3, 6c. Calfskins, 9 to 11c.; sheepskins, 75c.; lambskins, 15c.

ONTARIO MARKETS.

Toronto, May 29, 1903.

HARDWARE.

THE holiday, instead of causing a subsequent quietness, seems to have made the rest of the week all the busier for the jobbers, in fact, orders are larger than last week, and as there is a day less to get them out in, they seem more numerous. Screen doors are being delivered somewhat more freely. Cordage is ½c. higher. Otherwise conditions are practically unchanged. The lines which have been difficult to obtain are as scarce as ever and prices on these, as on practically all lines, continue firm.

BARB WIRE.—Business is lessening somewhat, orders now being for small lots. The base price is as follows: $2.55 from Cleveland and 10c. less in carlots. From stock, Toronto, $2.80.

GALVANIZED WIRE. A fair business is still doing. Our quotations are as follows: Nos. 6, 7 and 8, $3.15 to $3.35 per 100 lb.; No. 9, $2.50; No. 10, $3.20 to $3.40; No. 11, $3.25 to $3.45; No. 12, $2.65; No. 13, $2.75; No. 14, $3.75 to $3.95; No. 15, $4.30; No. 16, $4.55. Nos. 6 to 9 base from Cleveland are quoted at $2.27½ in less than carlots and at $2.15 in carlots.

SMOOTH STEEL WIRE.—The demand is reduced. The base price is $2.50 per 100 lb. Oiling 10c.; coppering 60c.; and tinning, $2 per 100 lb. extra. Shipping points, Toronto, Hamilton, London and Montreal, with freights equalized on those points.

COIL SPRING WIRE.—Trade is keeping up well. We quote: No. 9, $2.75; No. 11, $3.40; No. 12, $2.95. Freight up to 25c. per 100 lb. allowed on 500 lb. or over. Carlot of 15 tons, 5c. less, with freight up to 20c. allowed.

WIRE NAILS.—Stocks are light; the demand active. We quote as follows: Carlots, $2.40 and small lots, $2.45 per keg f.o.b. Gananoque, Montreal, London, Hamilton, Toronto, Brantford, Windsor, Ont., and St. John.

CUT NAILS.—An excellent demand keeps up at $2.50 per keg f.o.b. Toronto.

HORSE NAILS.—A fair trade is doing. Our quotations are: "C" brand, oval head, 40 and 10 and 7½ per cent.; on "Monarch," 60 and 10 per cent. and "Countersunk" head," 60 per cent.; on "Peerless," 45 and 7½ per cent.

HORSESHOES.—The advance is well maintained. A fair trade is doing. We quote, f.o.b. Toronto: Iron shoes, No. 2 and larger, $3.80; No. 1 and smaller, $4.05. Steel, new light shoes, No. 2 and larger, $3.95; No. 1 and smaller, $4.20. Snow shoes, No. 2 and larger, $4.05; No. 1 and lighter, $4.30. If shipped from factory, 15c. less.

SCREWS.—Business is active, with a scarcity of coach screws. Quotations are: Flat head bright, 87½ per cent. discount; round head bright, 82½ per cent.; flat head brass, 80 per cent.; round head brass, 75 per cent.; round head bronze, 70 per cent.; flat head bronze, 75 per cent.

RIVETS AND BURRS.—In fair demand. We quote: Iron rivets, 60 and 10 per cent. discount; iron burrs, 55 per cent.; copper rivets, with usual proportion of burrs, 45 per cent.

BOLTS AND NUTS.—Manufacturers' agents are having great difficulty in getting the goods to fill orders from large factories, foundries, etc. The jobbers, however, are able to fill from stock ordinary orders for usual sizes. We quote: Carriage bolts, common ($1 list), 50 and 10 per cent.; carriage bolts, full square ($2.40 list), 55 and 10 per cent.; carriage bolts, Norway iron, ($3 list), 55 and 10 per cent.; machine bolts, all sizes, 50, 5 and 10 per cent.; coach screws, cone points, 66 2-3 and 10 per cent.

BINDER TWINE.—The market continues strong, but a change is not looked for during the next few weeks. A good trade is doing. We quote: 650 ft., 13c.; 600 ft., 12c.; 550 ft., 11¼c.; 500 ft., 10½c.

CORDAGE.—An advance of ½c. is noted in pure manila, lathyarn and shingleyarn. We quote: Pure manila, 11½c.; British pure manila, 12c.; sisal, 11½c.; double lathyarn, 11½c.; single lathyarn, 11c.; double shingleyarn, 11½c.; single shingleyarn, 11c.

LAWN MOWERS.—There is still a shortage. The prices are steady. We quote: Woodyatt, 12-in., $7.50; 14-in., $8; 16-in., $8.50; 18-in., $9; 20-in., $10; Star, 12-in., $5.50; 14-in., $5.75; 16-in., $6; Daisy, 12-in., $4.90; 14-in., $5.10; 16-in., $5.30; Ontario, 12-in., $14.25; 14-in., $15.80; 16-in., $16.80; 18-in., $18.90; 20-in., $20.50; Philadelphia, 12-in., $6.50; 14-in., $7; 16-in., $7.50. Discount, 40 and 10 to 50 per cent.

SOIL PIPE AND FITTINGS.—An excellent trade is doing. Prices are steady, with the discounts quoted as follows: Light soil pipe, 45 and 5 per cent.; light soil pipe fittings, 50 and 5 per cent.; medium and extra heavy pipe and fittings, 55 and 5 per cent.; 7 and 8-in. pipe, 40 and 5 per cent.

BRASS GOODS.—The demand for both plumbing and steam specialties continues brisk. Discounts are unchanged.

BUILDING PAPER.—The market is decidedly firm, with a good trade doing. Quotations are: Tarred felt, $1.75 per 100 lb.; 2-ply ready roofing, 90c. per roll; 3-ply, $1.15 per roll; carpet felt, $2.25 per 100-lb.; dry sheathing, 35c. per roll; tar sheathing, 45c. per roll; dry fibre 50c. per roll; tarred fibre, 60c. per roll, O K and I X L, 65c. per roll; heavy straw and sheathing, $30 per ton; slaters' felt, 60c. per roll.

SCREEN DOORS.—Stocks are somewhat larger. The demand has been greater than anticipated. We quote: Screen doors, common, 2 or 3 panel, walnut stained, 4 in. style, $6.80; stained, yellow or green, $7; in natural colors, oil finish, $8.15; 3-inch style, 20c. per dozen less.

PLUMBING FIXTURES.—The demand keeps active, and earthenware stocks, particularly of closets, are comparatively light. Prices are steady.

FORK HANDLES.—The new discount of 50 per cent. has been put into effect. A good demand is noted at the new figure, though much of the business had been booked at the old.

CEMENT.—The market is firm. A big demand is noted. We quote in car lots, Toronto, as follows: Canadian Portland, $2.50; German, $2.40 to $2.50; English, $2.30 to $2.50; hydraulic, $1.50. Small quantities are 15 to 25c. higher.

METALS.

The holidays had a quieting influence, though business keeps satisfactory in volume. The only depressing feature of a remarkably active year is the unsettling effect of labor troubles. But for such difficulties it is abundantly clear that the present season would have been a record one. The feature of the situation as regards prices is the reduction in prices of pig iron in consequence of the lower prices in other markets. Pig tin has declined over £1 per ton in the week in England, but there is no change here. Copper has fluctuated during the week, a reduction of ¼ to ½c. being the result in the primary market. Other lines are steady.

PIG IRON.—Prices at Pittsburg have slowly settled, until the announcement was made this week that the U.S. Steel Corporation had placed large orders for Bessemer pig iron at $18.50 per ton, a reduction of over $1 from recent quotations. Other markets have declined in about the same proportion, but so far the reduction here is not more than 50c. We quote f.o.b. Toronto: Hamilton and Midland No. 1, $22.50; Sydney No. 1, $20.50; No. 1 Jarrow, $21.50; No. 2 Summerlee, $25.

BAR IRON.—There is still considerable English bar iron coming in, as stocks of Canadian are light. A big demand is reported. We quote: Base price is $2.05. For extras, cut to length while rolling: 2 ft. and over, 10c. per 100 lb.; 1 ft. and under 2 ft., 15c.; under 1 ft., 20c.; over 20 ft., by special agreement, according to length and size.

STEEL BOILER PLATES.—A steady trade is doing with the base price still $1.96 f.o.b. Toronto.

TOOL STEEL.—A big business is doing with prices firm: "B C" and "Black Diamond," 10 to 11c.; Jessop's, Morton's and Firth's, 14c.; Jonas & Colver's, 10 to 20c.; ditto, "Air Hardening," 70c. per lb.; Chas. Leonard's, 8 to 9c.; Park's "Silver," 12 to 14c.; Park's "Special," 15 to 20c.

MACHINERY STEEL.—The activity continues, with prices firm at $2 to $2.05 f.o.b. Toronto.

COKE.—There is a good business doing, but it is largely of a hand-to-mouth nature, as buyers here complain of difficulty in securing good qualities. Quotations range from $6.75 to $7.15 for 72-hr., and $5.50 for 48-hr. furnace coke, f.o.b. Toronto.

BLACK SHEETS.—There is a good demand. We quote: Common, $3.15 for 28 gauge and dead flat, $3.50 for 26 gauge.

CANADA PLATES.—Import orders, which should have come forward in April, are just coming in now, having been delayed in transit. Prices are steady. A good business is doing from stock. We quote: All dull, $2.90 to $3; half-polished, $2.85 to $3.10 and all-bright, $3.75 to $3.85.

GALVANIZED SHEETS.—A good trade is doing. Prices are unchanged.

throughout. We quote: Queen's Head, $4.50 for 28 gauge; American, $4.10 for 24 gauge; Bell brand, $4.30 for 28 gauge; Gordon Crown, $4.50 for 28 gauge.

TIN.—During the week prices fell £6 in the English market, but a recovery of £1 10s. took place on Wednesday. In New York the market is 1c. per lb. lower than last week. Local quotations are not influenced yet. We quote $33 to $33.25.

TINPLATES.—Prices are firm. A good demand is reported. We quote as follows: Charcoals, $4.75 to $5 and cokes, $4.25 to $4.50 per box.

COPPER.—The demand for both ingot and sheet continues good. Prices are unchanged locally, but somewhat lower in primary markets. We quote: Ingot copper, $15, and sheet copper, $21 to $22 per 100 lb.

BRASS.—Unchanged in price and in good demand. Discount, 10 per cent.

LEAD.—The market is firm with a good business doing. We quote: $3.50 per 100 lb. for pig lead and $3.75 for bar lead.

IRON PIPE.—An excellent business continues. We quote as follows: Per 100 ft.: Black pipe, ⅛-in., $3.25; ¼-in., $2.40; ⅜-in., $2.65; ½-in., $2.85; ¾-in., $3.65; 1-in., $5.25; 1¼-in., $7.35; 1½-in., $8.95; 2-in., $12.55; 2½-in., $21; 3 in., $25; 3½-in., $32; 4-in., $38.

ZINC SPELTER.—An active demand is reported with stocks still light. Prices are firm at 6¼ to 6½c. per lb.

ZINC SHEETS.—Considerable business is doing in small lots. We quote base price as follows: Cask lots, $6.75 to $7, and part casks, $7 to $7.25.

SOLDER.—In good demand. Prices are unchanged. Guaranteed half-and-half is quoted at 18 to 19c., and wiping 17 to 18c.

OLD MATERIAL.

The demand in this line is better than it was last week, but the prices remain firm. We quote: Heavy copper and wire, 11½c. per lb.; light copper, 10c. per lb., heavy red brass, 10½c. per lb.; heavy yellow brass, 8½c. per lb.; light brass, 6c.; lead, 2½c.; scrap zinc, 3¼c.; iron, No. 1 wrought, $14 per net ton; No. 2 wrought, $5; machinery cast scrap, $16; stove plate, $11; malleable and steel, $7; old rubbers, 6¼c. per lb. and country mixed rags, 50c. per 100 lb.

HIDES, SKINS AND WOOL.

There has been an advance of ½c. per lb. on all green hides, and ¼c. on cured. Fleece wool is still weakening, it being now quoted ½c. lower. The calfskin market remains firm. We quote:

HIDES.—No. 1 green, 8c.; No. 2 green, 7c. per lb.; No. 1 green, steers, 8½c.; No. 2 green, steers, 7½c. per lb.; cured, per lb., 8 to 8½c.

CALF SKINS.—Veal skins, No. 1, 6 to 14 lb. inclusive, 10c.; No. 2, 8c.; No. 1, 15 to 20 lb. inclusive, 9c.; No. 2, 7c. Deacons (dairies), each, 60 to 70c.; sheepskins, 40c. to $1.10.

WOOL.—Unwashed wool, per lb., 8 to 9c.; fleece wool, 14½ to 15½c.; pulled wools, super., per lb., 15c.; extra, 18c.

TALLOW.—We quote 5½ to 5¾c. per lb.

PETROLEUM.

The market is quiet. There is some cutting in Canadian grades but the best American oil is reported steady. We quote: Lily White, Canadian, 18c. in bbls.; Silver Light, American, 19½c. in bbls.; Crystal Spray, water white, American, 21c. in bbls.; Pennoline, best American imported, 22c. in bbls. In bulk, 2c. less.

SEEDS.

The seed season is over for all practical purposes, although there are a few small scattered orders still coming in. Prices remain firm at last week's quotations. We quote ex warehouse here: Red clover, per bushel, $6 to $7.80; alsike, per bushel, $4.80 to $8; timothy, per bushel, $2 to $2.75.

MANITOBA MARKETS.

WINNIPEG, May 26, 1903.

THE hardware trade is without news this week. No changes of price are recorded up to Saturday night. Business is good and steady. Supplies of building hardware are increasingly in demand, and in fact it would be hard to name any line in which a good business is not being done. A reduction of 25c. is noted in galvanized iron. Horsenails are 25c. higher. Manilla rope and lathyarn is 50c. higher. A new list on plain galvanized wire is issued, the seeming irregularity of prices being occasioned by the fact that sizes nine, twelve and thirteen are admitted duty free. We quote:

Barbed wire, 100 lb.		$3 25
Plain galvanized	6 to 8	3 25
"	9	2 90
"	10	3 50
"	12	3 10
"	13	3 20
"	14	3 90
"	15	4 45
"	16	4 60
Barbed wire, 100 lb.		$3 25
Plain twist		3 25
Staples		3 65
Oiled annealed wire	10	3 42
"	11	3 48
"	12	3 56
"	13	3 66
"	14	3 76
"	15	3 91

Annealed wires (unoiled) 10c. less.
Horsenails, 40 per cent. discount.

Horseshoes, iron, No. 0 to No 1	4 75
No. 2 and larger	4 45
Snow shoes, No. 0 to No. 1	4 60
No. 2 and larger	4 45
Steel, No. 0 to No. 1	4 45
No. 2 and larger	4 20

Cut Nails—		Wire Nails—	
2d 1 in.	$4 10	1 in.	$4 20
3d Fin. 1⅛ in.	4 10	1⅛ in.	4 20
3d 1¼ in	3 75	1¼ "	3 85
4d 1½ in	3 50	1½ "	3 60
5d 1¾ in	3 50	1¾ "	3 60
6d 2 in	3 40	2 "	3 50
8d 2½ in	3 25	2½ "	3 35
10d 3 in	3 20	3 "	3 30
20d 4 in	3 15	3½ "	3 25
30d 4½ in	3 10	4 "	3 20
40d 5 in	3 10	4½ "	3 20
50d 5½ in	3 10	5 "	3 20
60d 6 in	3 10	5½ "	3 20
		6 "	3 20

Bar iron, $2.70 basis.
Swedish iron, $4.75 basis

Sleigh shoe steel	2 85
Spring steel	3 25
Machinery steel	3 50
Tool steel, Black Diamond, 100 lb.	8 50
Jessop	13 00
Sheet iron, black, 10 to 16 gauge, 100 lb.	3 50
18 to 22 gauge	3 75
24 gauge	3 90
26 gauge	4 00
28 gauge	4 10

OAKEY'S The original and only Genuine preparation for Cleaning Cutlery. 6d. and 1s. Canisters.

'WELLINGTON'
KNIFE POLISH

JOHN OAKEY & SONS, LIMITED
MANUFACTURERS OF
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, England
Agent:
JOHN FORMAN, 644 Craig Street
MONTREAL

COVERT MFG. CO.
West Troy, N.Y
Auto Screw Jack
Harness Snaps Chain, Rope and Web Goods, etc.
FOR SALE BY JOBBERS AT MFRS. PRICE

PRIEST'S CLIPPERS

Largest Variety.
Toilet, Hand, Electric Power
ARE THE BEST.
Highest Quality Grooming and Sheep-Shearing Machines.
WE MAKE THEM.
SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N.H., USA

Oneida Community Goods
HALTERS, COW TIES, SNAPS, etc., etc.,
in all sizes and styles. May be had of all jobbers throughout Canada.
Factory—NIAGARA FALLS, ONT

NEWMAN'S PATENT
INVINCIBLE FLOOR SPRINGS
Combine all the qualities desirable in a Door Closer. They work silently and effectually, and never get out of order. In use in many of the public buildings throughout Great Britain and the Colonies
MADE SOLELY BY
W. NEWMAN & SONS, Birmingham.

..A..
STANDARD.
The cost of Axes per million feet of lumber taken out should be the best Standard. Under this Standard the CROWN JEWEL is the cheapest Axe in the market.

Dundas Axe Works, Dundas, Ont.
W. L. Haldimand Jr., Eastern Agent, Montreal.

We manufacture the following Standard brands of

FILES

"K & F" "Great Western" "Globe"
"American" "Arcade" "McClelland"

CAREFULLY TESTED. FULLY WARRANTED.

For sale by all prominent hardware merchants throughout the Dominion.

WALTER GROSE, Selling Agent, Montreal.

Nicholson File Co.,
DOMINION WORKS, PORT HOPE, CANADA

Galvanized Iron, Apollo, 16 gauge	4 00
18 and 20 gauge	4 00
22 and 24 gauge	4 25
26 gauge	4 25
28 gauge	4 50
30 gauge or 10¾ oz	4 75
Extra sheets, 36 in. wide an advance of 25 p.c. per 100 lb.	
Queen's Head, 24 gauge	4 25
26 gauge	4 50
28 "	4 75
Genuine Russian, per lb	11
Imitation " "	07
Tinned, 24 gauge, 100 lb	8 00
26 gauge	8 50
Tinplate, IC charcoal, 20 x 28, box	10 00
" IX "	12 00
" IXX "	14 00
Ingot tin	35
Canada plate, 18 x 21 and 18 x 24	3 25
Sheet zinc, cask lots, 100 lb	7 50
Broken lots	8 00
Pig lead, 100 lb	5 50
Black iron pipe, ⅛ inch	3 30
" ¼ "	3 30
" ⅜ "	3 40
" ½ "	3 75
Black iron pipe, ¼ inch	4 30
" 1 "	6 25
" 1¼ "	8 75
" 1½ "	10 50
" 2 "	14 50
Rope, sisal, 7-16 and larger, basis	$12 25
Manila, 7-16 and larger, basis	15 25
Lathyarn	11 75
Solder	20
Axes, chopping	$ 6 75 to 12 00
" double bitts	12 00 to 18 00
Bluestone	5 75
Screws, flat head, iron, bright	85 and 10 p c.
Round " "	80 p.c.
Flat " brass	75 and 10 p.c.
Round " "	70 and 10 p.m.
Coach	65 p.c.
Bolts, carriage	50 p.c.
Machine	50 and 5 p.c.
Tire	60 and 5 p.c.
Sleigh shoe	65 p.c.
Plough	50 p.c.
Flat head stove	60 and 5 p.c.
Round head	60 and 5 p.c.
Elevator	60 p.c.
Rivets, iron	50 and 10 p.c.
Copper, No. 8	32
" No. 12	36
Coil chain, 3-16 inch	10½
" ¼ inch	8¼
" 5-16 inch	5½
" ⅜ inch	5¼
" 7-16 inch	5
" ½ to ¾ inch	4¼
Spades and shovels	40 and 5 p.c.
Harvest tools	60 p.c.
Axe handles, turned, s. g. hickory, doz.	$2 50
No. 1	1 50
No. 2	1 25
Octagon extra	1 75
No. 1	1 25
Files common	70, and 10 p.c.
Diamond	60

THE JOHN MORROW MACHINE SCREW COMPANY, Limited

Manufacturers of

Set and Cap Screws, Special Milled Work, Engine Studs Etc. Cold Punched Nuts of every variety of finish.

INGERSOLL, ONT.

NEW LIGHT STEEL RAILS ALL WEIGHTS, ALL SECTIONS

We offer for immediate shipment from stock, all sections from 12 up to 56 pounds to the yard with fastenings. CORRESPONDENCE SOLICITED.

Sessenwein Bros., 103 Shannon St., Montreal.

WILL IT PAY?

Every business transaction is weighed by one standard.

Will it Pay?

If you handle *oil of any kind* and are considering the purchase of a

BOWSER
Self-Measuring
OIL TANK

Let us ask you a few questions:

Is it worth 10 cents a Day to handle your oil without waste?

Is it worth 10 cents a Day to sell your oil without loss of time and labor?

Is it worth 10 cents a Day to have no leaky, dirty measures and funnels to handle?

Is it worth 10 cents a Day to keep your oil room neat and clean?

We might propound a hundred questions equally as pertinent. If any one of these is worth 10 cents a day, is not the combination of the many worth more than the cost of a **Bowser Self-Measuring Oil Tank**, which will give you all these advantages?

Let us give you full particulars. Ask for Catalogue "A."

S. F. BOWSER & CO., Factory FORT WAYNE, IND

Ammunition, cartridges, Dominion R.F.	50 p.c.
Dominion, C.F., pistol	30 p.c.
" military	15 p.c.
American R.F.	30 p.c.
C.F. pistol	5 p.c.
C.F. military	10 p.c. advance.
Loaded shells:	
Eley's soft, 12 gauge black	16 50
chilled, 12 gauge	18 00
soft, 10 gauge	21 00
chilled, 10 gauge	23 00
Shot, Ordinary, per 100 lb	6 20
Chilled	6 60
Powder, F.F., keg	4 75
F.F.G.	5 00
Tinware, pressed, retinned	70 and 10 p.c.
" " plain	75 and 2½ p.c.
" pieced	
Japanned ware	37½ p.c.
Enamelled ware, white	45 p.c.
" Famous	50 anp 10 p.c.
" Imperial	50 end 10 d.c.
Green Wire Cloth	1 50.

PETROLEUM.

Water white American	26½c.
Prime white American	24½c.
Water white Canadian	24c.
Prime white Canadian	22½c.

SCRAP.

No. 1 cast iron	$16 per ton
No. 2 "	8 "
Wrought iron scrap	5 "
Copper (heavy)	7c. per lb.
Yellow brass (heavy)	7½c.
Light brass	5c. to 6c. "
Lead pipe, or tea lead	2c. to 2½c. "
Zinc scrap	1c. "

PAINTS, OILS AND GLASS.

Turpentine, pure, in barrels	$ 0 84
Less than barrel lots	0 86
Linseed oil, raw	66
Boiled	69
Lubricating oils, Eldorado castor	28½
Eldorado engine	27½
Atlantic red	33½
Renown engine	42
Black oil	19½ to 21½
Cylinder oil (according to grade)	55 to 74
Harness oil	56
Neatsfoot oil	1 00
Steam refined oil	85
Sperm oil	2 00
Pure castor oil, first pressure	10
Lubricating	10

BINDER TWINE.

Jute, per lb	$0 10¼
Sisal, per lb	0 11
Standard, per lb	0 11
Manila, per lb, 550 ft	0 12
Manila, per lb., 600 ft	0 12½
Manila (pure), per lb	0 13½

F.O.B. Chicago; discount ⅛c. on 5-ton lots and ¼c. on car lots.

BRITISH COLUMBIA MARKETS.

Vancouver, B.C., May 25, 1903.

HARDWAREMEN say they are at present most interested in the slowness of receipt of goods, which they blame partially on the manufacturers in delaying shipment and partially on the railways in not providing speedy transportation. Trade in nearly all hardware lines is good, especially so in the building hardware in Vancouver. The strike of carpenters in Victoria has had a tendency to make builders' hardware quiet in that city, and it is possible that building may be virtually stopped there this season. The carpenters of Victoria are out, demanding $3.50 and an eight hour day before they return to work. This season had promised to be one of the best in building in Victoria for some years, but it is not an absolute necessity to build, the supply of houses and business premises is sufficient and it is not at all unlikely that many plans will be called off rather than that the builders will give in to the demands of the men. In Vancouver, the recent carpenters' strike, which only lasted a few days, resulted in a decision by arbitration to pay the men 40c. per hour for an eight hour day.

* * *

It is rather early yet for northern trade to open up, though there are some good orders already in sight. Supplies for mining and mining machinery are the principal. Building hardware is fairly in demand in the north for the coming season, but not to the extent experienced in some past seasons. Hardware dealers in the north are reported to feel that they are not likely to have as good a trade in building hardware as in mining supplies. There have been some large shipments of heavy boilers, pumps, and other mining machinery already sent north, and some hydraulic machinery is also to be shipped ere long.

* * *

The greatest change in conditions here in the past year or so is in the amount of metal goods, especially bar iron and steel, rails, plate, etc., received direct from the manufacturers in the Old Country. There was a time, not so long ago, when the tinplate supplies for the canneries on the Fraser and up the coast were the largest hardware items received. Now there are many sailing vessels bringing in large cargoes of metals, and the China Mutual and Blue Funnel Lines of steamers are making the ports of Vancouver and Victoria regular calls monthly, and discharging large quantities of goods.

At one time sailing ships were glad to bring fire brick, fire clay, cement, salt, and similar supplies, almost on ballast cargo basis, to this port. Now, there are immense quantities of steel rails being brought, the cement which is brought from England is all required, and very big shipments of all metals and machinery are received. The fact that the British market is more favorable for buying in than the United States market for the past year or so, is, of course, responsible for a good deal of the difference.

NOVA SCOTIA MARKETS.

Halifax, May 26, 1903.

FOR the last two weeks there has not been the same amount of activity in the hardware trade as prevailed during the previous two months, but still there was enough doing to prevent the state of trade being called dull. The travellers on the road are finding it profitable to go over their territory, even though the orders obtained are not of heavy volume, and are of the sorting-up variety. Their reports from the various sections are encouraging, though there is still a feeling of uncertainty in monetary matters that inclines the trade to do a rather conservative business.

* * *

The retail trade is fairly active as this is the season for working off a lot of seasonable stuff for house repairing, house cleaning, gardening, and other lines. Many of the hardware advertisements are now pushing paris green, fertilizers, etc., as the season is on when these are in demand. Wire screen, for windows, doors, etc., and poultry net-

Hayes' Patent Steel Lathing

Has Points in its favor that you can't afford to overlook.

In the first place it requires less mortar, and can be more quickly applied than others—most valuable advantages that have been proved by conclusive tests.

Then the sheets are not weakened by stretching in manufacture—they clinch and hold the mortar firmly, making the most rigid lathing you can find.

This gives a fire, water and vermin proof protection, that is really more economical in cost than other styles.

For covering pipe chases, hot-air flues, etc., it is extensively used and proves invaluable.

Read it up in our catalogue and you'll fully understand its superiority.

The Metallic Roofing Co., Limited

TORONTO MONTREAL WINNIPEG

lines are also in good demand, although the weather has been such that windows and doors remain largely closed for comfort. Sporting goods have also been meeting with much demand both for the athlete and the sportsman, who just now goes a-fishing.

A very heavy business has been done this season in builders' materials of all kinds, and the wholesale houses are not averse to a slack spell just now, when lighter lines are handled. The orders for haying tools and farm implements have been heavy, and the time is now due for their shipment, which will keep the various dealers busy for the next week or two.

* * *

The markets show no indication of relaxing in the general firmness in all lines, some of which it is especially hard to engage for prompt delivery. The easier feeling in pig iron generally, which is now noted, both in England and in the United States, may soon place the manufacturers in a position to remedy this drawback to trade. The wholesalers here, as elsewhere, will welcome the return to normal conditions.

* * *

Paints and oils have been in heavy demand, notwithstanding the firmness of prices. Linseed oil is steady at prices formerly quoted—65c. for raw and 68c. for boiled. Turpentine is somewhat easier than a month ago, and is now quoted at 85c. in barrel lots. The price is still much higher than in former years, and this has also largely affected other articles in the manufacture of which turpentine is used.

* * *

There has been a good demand this season for wire fencing, and the quotation is $2.90 base, and 3½ to 4½c. for staples. Nails have also sold largely, the quotation being $2.45 base for both cut and wire. Lead, both sheet and pig, and all lead products, are firm, and there is an advancing tendency. Sheet lead is now quoted at $4.75 for 3 lb. or heavier, there having been a material advance during the last month. Pig lead is quoted at $4 to $4.25. There has also been an advance in zinc, which is now quoted at 6¾c.

* * *

Notwithstanding present firmness in prices, some lines of Canadian manufacture may still advance. This may be judged from the following: An Ontario manufacturing firm, writing to a wholesale house here, says that, "While, fortunately, there has been no open conflict between the firm and their workmen, they have been compelled twice to advance wages since many of their orders were booked. They did this to keep the workmen from going on strike, and he considered it severe on them to fill contracts now which were based on former wage scale. Future business, he said, would have to be done on a changed basis, and the difference in wages be considered in making contracts."

R.C.H.

CHAT

McCURDY BROS., Stratford, have purchased the hardware business of G. W. Karsteadt, Georgetown; and they will carry it on as a branch of their Stratford business.

A. P. Laurent intends to carry on a business as importer and dealer in constructing material in Quebec, under the name of The Portland Cement Co. of Canada, of which he is sole partner.

J. P. Newman's saw mill at Wiarton, Ont., has been completely destroyed by fire.

The mining town of Little Bay, Nfld., where a large copper mine was being worked, has been devastated by fire. The total loss is estimated at $50,000.

The Dominion Wire Company's factory at Lachine, Que., was slightly damaged by fire recently.

Prof. Miller, of the Bureau of Mines, who has been visiting the mining districts of Eastern Ontario, reports that the Belmont gold mine in Hastings, the largest mine in Ontario, proposes extensive increases to its capacity this summer.

E. Alexander, Campbellton, has sold his sawmill and timber limits to the William Richards Company for $115,000.

Geo. Murray, formerly of Seaforth, is about to engage in the manufacture of cement brick.

The sawmill at Brigden, Ont., has been completely destroyed by fire. The fire is supposed to have started from the furnace. The loss is estimated at $1,000, and there is no insurance.

On account of the by-law which has been passed by the Ottawa Council prohibiting the piling of lumber within the city limits, J. R. Booth fears that he will have to close down his mill, not having any place to put the lumber made.

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 2c. a word each insertion; cash in advance. Letters, figures, and abbreviations each count as one word in estimating cost.

SITUATIONS VACANT.

AT ONCE—General blacksmith. T. R. Weir, Milton West. f

A FIRST-CLASS TINSMITH—Must be good on furnace work. Apply to D. B. Graham, Pilot Mound, Manitoba. f

A GENERAL BLACKSMITH — At once—steady job; state wages. Apply D. McLarty, & Son, Box 401, St. Mary's, Ont. f

BLACKSMITH—One or two years' experience preferred; steady job for right man. J. Dignan & Son, Exeter. f

BLACKSMITH — For carriage and repairs; steady job. Address R. Dawson, Aylmer, Ont. f

BLACKSMITH—Good horseshoer and general blacksmith. Ernie Crummer, Adelaide. f

HARNESSMAKER—Good general hand. J. Stephenson, Drayton, Ont. f

HARNESSMAKER—Steady job. Apply Fred Siegner, Tavistock, Ont. f

HARNESSMAKER—At once—general hand; steady employment; good wages. W. Geo. Wingfield, Georgetown. f

HARNESSMAKER—Ten good fitters and finishers; also one Campbell machine operator; to go to Ottawa about June 5; steady work. Apply at once, at Smith Falls, Ont. to M. J. Wilson & Son. f

TWO TRAVELLERS WANTED—One city; one for Ontario; must be thoroughly familiar with the business. Give experience, references, and salary wanted. Box 27, HARDWARE AND METAL. (20-3)

FOR SALE.

BLACKSMITH SHOP—In good village doing good trade, no opposition; easy terms; good reasons for selling. R. Watt, Plevna, Ont. f

HARDWARE BUSINESS. (old established) in rapidly growing town of Collingwood, Ont., owner retiring. Apply to J. Henderson, Collingwood. (21-5)

Key Tags made of Brass, Aluminum, or hard Fibre Board Badges for Hotels, Fire Companies, Police, Railroads, etc., made in great variety, send to us for satisfactory goods. Get our Catalogue No. 6.

Hamilton Stamp & Stencil Works, Hamilton, Ont.

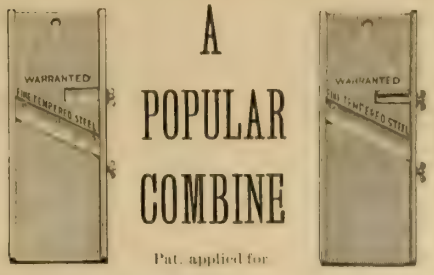
For Store Use

it is necessary to have good strong substantial wrapping paper. We keep this in mind in the manufacture of our brown and manilla and the result is that it is known far and wide as a very reliable paper.

Full Count. **Full Weight.**

CANADA PAPER CO., Limited
TORONTO and MONTREAL.

Slaw Cutter. Corn Grater.



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Pat. applied for

J. M. MAST MFG. CO., Lititz, Pa.

Edwin H. Grenfell & Co., London, Ont.,
CANADIAN AGENTS.

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Every Canadian who wishes to trade successfully with the Old Country should read

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(The address is 168 Fleet St., London, England.)

The cost is only 6c. per week. (Annual subscription, including postage, $1.80.)

Moreover, regular subscribers are allowed to advertise without charge in the paper. See the rules.

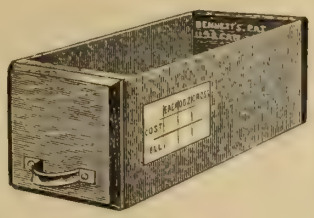
...THE...

Bennett Manufacturing Co.

(Successors to J. S. Bennett)

Bennett's Patent Shelf Box and Cabinets, for

Hardware,
Grocery,
Seed and
Drug Trades.



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SEND FOR PRICE LISTS.

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In this paper cost 2 cents per word each insertion, payable strictly cash with order. Many large business deals have been brought about through advertisements of 20 or 30 words. Clerks can be secured, articles sold and exchanged, at small expenditure. Don't forget to send stamps or postal order when sending in copy. When replies come in our care 5 cents additional must be included for forwarding same.

MacLEAN PUBLISHING CO., Limited
Montreal and Toronto

Buy the Best.

HERCULES

Sash Cord.

Star Brand Cotton Rope
Star Brand Cotton Clothes Lines
Star Brand Cotton Twine

For Sale by all Wholesale Dealer

The New Century Ball-Bearing Washing Machine.

Not the cheapest but decidedly the best Washing Machine made.

Five to seven minutes only required for a tubful.
The operator need not stand when using it, and there is practically no wear on garments.
Full information given on application.

THE DOWSWELL MANUFACTURING CO., Limited
Hamilton, Ont.

W. L. HALDIMAND & SON, Montreal, - Eastern Agents.

Australasian Hardware and Machinery.

The Organ of the Hardware, Machinery and Kindred trades of the Antipodes.

SUBSCRIPTION $1.25 PER ANNUM,

post free to any part of the world.

PUBLISHING OFFICES:
Melbourne - Fink's Buildings.
Sydney, - - - Post Office Chambers.

BRITISH OFFICES:
London, - - 42 Cannon St., E.C.

CANADIAN AND AMERICAN ENQUIRIES will receive prompt attention if addressed to the **LONDON OFFICE, 42 CANNON STREET, E.C.**

Specimen Copies Free on Application.

Lamps in the Hardware Store

IT is a generally-recognized axiom in business circles that the merchant who wins the largest measure of success, whose business continues to develop year after year, is the merchant who has paid much attention to the finer points of his business, who has not been content to sell what is easiest to sell, but has striven to win trade in the more difficult channels, by selling goods not offered by his rivals.

To the hardware merchant are offered many opportunities for expansion, for building up new trade. Take lamps as an instance. Hardwaremen, as a rule, handle lamps, but generally their stock consists of the ordinary cheap glass lamp in everyday use. Few make a thorough study of this line, but it seems that those who do so find it one of the most satisfactory lines in their store. One Ontario retailer has sold over $200 worth of lamps in a year, and as the ratio of profit is large he has added to his net income a good sum from this small line. Moreover, he has found lamps an exceedingly attractive line, either for window or interior display.

"There is no reason why hardwaremen in every town should fail to make a good profit on lamps," said John Kent, of Gowans, Kent & Co., to HARDWARE AND METAL the other day. "The trouble is, with those who do not get the desired results, that they do not carry a well-selected line. Too many confine themselves to the common glass lamps, together with a supply of chimneys, burners, wicks, etc., which goods are carried in every store and are sold at comparatively close prices."

"What would you consider a full assortment of table lamps for a hardware store?"

Vase Lamp.

"They might well be roughly divided into three classes; (a) glass lamps, in all their varied sizes and kinds, ranging from the cheap hand lamps, sold without burner or chimney, at 10c., to the more elaborate lines completed with shade and ring or fancy chimney, and retailed at $1 each; (b) decorated opal vase lamps, including all lines without removable oil pot, ranging in retail price from the lines without brass base at 75c., to handsome lamps completed with 10 in. globes at $3 each; (c) decorated opal reception lamps, with lift out or removable brass oil pots, retailing from $2 to $10 each and higher."

"What other kinds might be added?"

"Various styles of library, hall and store lamps, in hanging fixtures, all-metal banquet, reception and piano lamps, and sundry lines, such as night lamps. At first glance this may seem a heavy range for a hardware retailer, but experience has shown that where a good stock is carried the results have been eminently satisfactory. It is not necessary to stock every style of lamp at first, but care should be exercised to have a well-assorted, if not large, stock."

Decorated Opal Reception Lamp

"How should selections be made?"

"The glass lamp first referred to may be procured in dozens of different designs of crystal glass and in various different colors, including decorated styles. Most of the wholesale houses assort the different sizes of one design into a small package, and as the quantities are small this makes a splendid way of handling these lines for beginners."

"Then, how about opal decorated lamps?"

"The buyer should make sure that all such lamps should have 'fired decorations,' i.e., before any of the metal fixings are attached, the opal blank, as the plain milk white glass body is termed, is decorated with mineral colors and subjected to an intense heat, which fuses the outer surface of the glass and the painting thereon into one body, making it impossible to remove the decoration except by filing off or destroying the actual surface of the glass, a test to which, of course, no lamp is subjected in actual use. This, you can see, adds to the expense of the manufacture, and to meet the demand for the cheapest kind of a vase lamp various lines of cold decorated lamps have been placed on the market. In these the decoration is simply painted on the glass with ordinary oil colors; and while at first the tints and colors may be even brighter than some fired lines, it is only a matter of time before the whole decoration is washed or worn off, resulting in dissatisfaction to the customer. The buyer will not have difficulty in ensuring 'fired decorations' if he is careful regarding the matter."

"Do the better lines yield larger profits than the cheaper ones?"

"Certainly; on the better lines the margin of profit should run from 40 to 60 per cent., so, as the danger from breakage is to-day exceedingly small, there is every reason why the retailer who handles the cheaper lines should carry in stock the more attractive styles."

"Is there any reason why the trade should not handle the better qualities of lamps?"

Banquet Lamp.

"No valid reason. The line takes up considerable room, and in some seasons of the year the sale is not large. But against such objections may be put the fact that the line adds so much to the attractiveness of the store. It is true that the sale of lamps is greater from August till Christmas than in the early months of the year, yet the trade is always worth having, especially as the total volume in a year may be of such large proportions.

"THE EMLYN" SAW BENCH

Made in 6 sizes. Best value obtainable. Specially designed for export. With or without "Emlyn" Patent Guard. Sole maker—

CHARLES D. PHILLIPS,

Cables—"Machinery," Newport. Emlyn Engineering Works, NEWPORT, MON., ENGLAND.

ONTARIO SILVER CO.,

Limited,

NIAGARA FALLS, CANADA.

Manufacturers of **FLATWARE, CUTLERY and ELECTRO PLATE.** . . .

Ask for our Catalogue and Quotations.

Steward & Romaine Mfg. Co.

EXPANSION and TOGGLE BOLTS

For fastening all kinds of material to Brick, Stone or Cement,

124 North Sixth St., Philadelphia, Pa.

ONTARIO WIND ENGINE & PUMP CO., Limited.

GALVANIZING.

Park 822.

Atlantic Ave., Toronto

STOVE BRICK

Fire Clay and Asbestos, Furnace Cement.

All kinds of Fire Clay products made to order from patterns. Write for Price List.

JONES BROS., BRACONDALE, P.O., ONT. (NEAR TORONTO)

SOLARINE

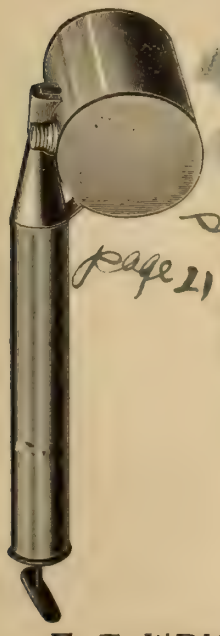
We don't keep it! WE SELL IT!

A wholesale house writes: "We find the sale of Solarine steadily increasing, and we do not hesitate to say that we find it gives better satisfaction than any other polish we handle."

FOR POSITIVE PROOF—SELL SOME—WATCH RESULTS

Ask your jobber for it.

"SOLARINE." - TORONTO.



WRIGHT'S New Sprayer

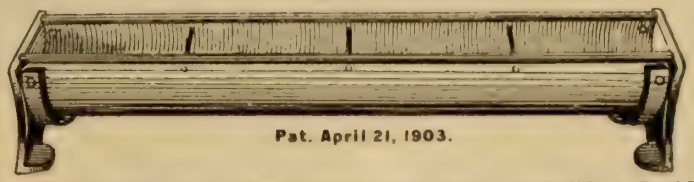
SEE page 21 before booking your order.

PRICES RIGHT. The best on the market. Book 9

E. T. WRIGHT & CO.,

Manufacturers, *HAMILTON, ONT.*

PATENT STEEL HOG TROUGHS



Pat. April 21, 1903.

Something new, something long wanted.

A fine line for Hardware trade.

Write for Prices and Agency.

I am placing on the market this Steel Hog Trough, made of No. 14 Steel Boiler Plate. A trough that it is impossible for the hogs to chew or destroy. Edges finished with ⅜ wrought iron pipe, slotted and driven on. Cross bars to prevent hogs from crowding or lying in trough.

Every hog raiser wants them and is going to have them when he finds out what they are. A great seller, as they are practically indestructible.

WILBER S. GORDON, - TWEED, ONT.

THE BELLEVILLE BUSINESS COLLEGE, LIMITED

BELLEVILLE, ONTARIO.

Send for handsome Catalogue describing fully all courses taught.

J. Frith Jeffers, M.A., Principal.

When ordering your stock of Whips, remember that

THE MORGAN WHIPS

Are the standard for

Quality, Workmanship, Durability,

LOOK FOR THE MORGAN LABELS.

Manufactured by **THE MORGAN COMPANY, Limited**

Ask your dealer for them. **TORONTO, ONT.**

CHAS. F. CLARK, President. **JARED CHITTENDEN, Treasurer.**

...ESTABLISHED 1849...

BRADSTREET'S

Capital and Surplus, $1,500,000. **Offices Throughout the Civilized World.**

Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information, no effort is spared, and no reasonable expense considered too great, that the results may justify its claim as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

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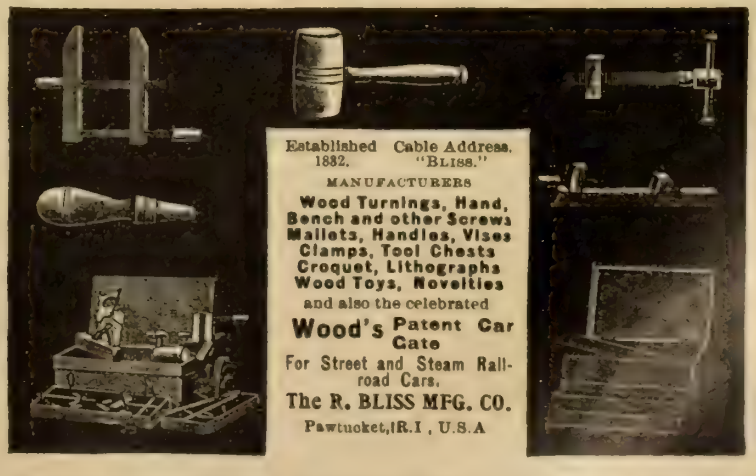


Established 1832. Cable Address, "BLISS."

MANUFACTURERS

Wood Turnings, Hand, Bench and other Screws Mallets, Handles, Vises Clamps, Tool Chests Croquet, Lithographs Wood Toys, Novelties

and also the celebrated

Wood's Patent Car Gate

For Street and Steam Railroad Cars.

The R. BLISS MFG. CO.

Pawtucket, R.I., U.S.A.

Canadian Representative: ALEXANDER GIBB, 13 St. John St., MONTREAL.

75 YEARS *ESTABLISHED 1825.* *75 YEARS*

PAINT, OIL AND BRUSH TRADES

ANOTHER ADVANCE FOR W. S. FALLIS.

W. S. FALLIS, formerly travelling representative for The Sherwin Williams Co. in the Maritime Provinces and in Newfoundland, has been appointed manager of the European department of the company, with headquarters in London, England.

Mr. Fallis is one of the many Canadians who is making headway in the world's commercial fields. He is a young man of more than ordinary ability who has pushed himself to the front through the force of hard, persistent work, and who through the marked ability he has displayed as a business getter for The Sherwin-Williams Co. advanced himself in little more than two years from the position of traveller to the managership of their most important foreign branch.

Before connecting himself with The Sherwin-Williams Co. Mr. Fallis travelled for probably the largest bicycle company in Canada in the days of the old high wheel: in fact, he is said to have been the pioneer bicycle salesman in Canada.

Mr. W. S. Fallis.

On November 1, 1900, he was engaged by The Sherwin Williams Co to represent them in Western Ontario, which territory he covered for one year. In 1901 he was assigned to the Maritime Provinces and Newfoundland. He was very successful in this field. Later he opened up the paint trade of the West Indies for his company. His selection of the important post to which he has been appointed is a tribute, not only to his sterling business qualities, but also to the Canadian spirit of perseverance and progressiveness.

The establishment of a European department by The Sherwin-Williams Co. marks another step in their plans for the greater extension of their business. Their trade in the foreign field, particularly in the British Isles and Continental Europe, has been growing in a most encouraging way, and in opening the London house they are simply keeping step with the wonderful organization they have perfected to make true the statement that "The Sherwin - Williams Paints Cover the Earth."

CAUSES OF DISSATISFACUION.

AN interesting series of articles has appeared from time to time in Good Paint, issued by John Lucas & Co., on cases of complaints which have been investigated. The May issue deals with a case in New Jersey of a house built of white pine clapboards, well seasoned, first painted 12 years ago, with three coats of good-quality pure linseed oil ready-mixed paint, properly thinned and applied by a capable painter. This paint wore exceedingly well. Six years ago the building was again painted, this time by an inexperienced day laborer.

The result was that the paint last applied in some places has shrunk into small balls or nodules, bone hard, wrinkled and quite rough. The top and bottom edges of the clapboard are worse than the centre; the house has the appearance of having been sanded.

Investigation made it clear that these results were due to the manner the second painter did his work. In the first place the paint had been applied too thick by a greenhorn laborer who did not know how to use paint. Then, he did not follow the directions requiring an extra amount of linseed oil for priming or first coat on all old as well as new work. The result of such negligence would be that the old and dry work would absorb a considerable percentage of the oil in the first coat, impairing the elasticity of the first coat and causing it to crack, etc. Another possible cause of such action would be due to the painter having used hydrocarbon or coal oil in thinning his paint. This would extend the linseed oil in the paint and naturally impair its elasticity, causing the cracking and crawling in the under coat as well as the finishing coat.

Good Paint points out that such troubles would be obviated by the employment of practical painters, or by careful attention to the rules of proper work, that for new work and for old work, for priming or first coat one or two pints of pure raw linseed oil should be added to every gallon of ready mixed paint. The paint should be laid on thick, but brushed out thin. It should, too, never be forgotten that three thin coats of paint are much better than two thick.

Hardware dealers will find it advisable to help users of paint to understand the proper methods of application, for this is almost as important as the use of a high quality of paint.

CULTIVATION OF THE CASTOR BEAN

A Hawaiian company has been planting the castor plant for a number of years, and great success has been met with. The plant does very well in that climate and develops in about seven months. The full crop is then on and an acre of land should bring in about a ton and a half a year. The prevailing price is $60 per ton and all that can be supplied will be used right in the territory. The Wahiawa colony people have seen that there is something in the raising of the castor bean and will put in about 100 acres at once. If the plants do well and the venture is a success the farmers will put in some 500 acres more. The company has its factory on the other side of the island, and will, in about three months' time, put on the market the first of the product of that place. One hundred gross of bottles have already been sent for, and The Honolulu Bulletin is authority for the statement that a sale of every bit of the Hawaiian article that can be produced is already arranged for.

PAINT AND OIL MARKETS.

MONTREAL.

WITH the exception of turpentine the market occupies precicely the same position as that reported a week ago. The line specified however has had a sharp recovery from the decline of the past fortnight, and this week single barrels are quoted at 78c., and larger lots, 77c. We quote:

GROUND WHITE LEAD.—Best brands, Government standard, $5 to $5.25; No. 1, $4.27½ to $4.87½; No. 2, $4.40 to $4.50; No. 3, $4.02½ to $4.12½; No. 4, $3.65 to $3.75, all f.o.b. Montreal. Terms, four months, or 3 per cent. off for cash in 30 days.

DRY WHITE LEAD.—$4.75 in casks and in kegs, $5.

"Ark Brand" Paints

ARE PERFECTLY MIXED AND CAN BE INSTANTLY USED BY ANYONE.

Dealers handling "Ark Brand" Paints will find that they meet the requirements of every class of trade, because it is a paint that is made of the finest materials, and is compounded ready for use, so that anyone may apply it and secure a rich, glossy, lasting finish.

Every can of "Ark Brand" Paint is guaranteed to give satisfaction, or we will refund the purchase price. "Ark Brand" Paints mean continually increasing trade. Here's proof:

"Sault Ste. Marie, May 9, 1903

"The Francis-Frost Co., Limited, Toronto, Ont.

"Gentlemen,—We have handled your 'Ark Brand' Ready Mixed Paints for several years, and, as you know, our sales have increased yearly.

"We find your paints very satisfactory, and can report also that they give uniform satisfaction among customers.

"Yours truly,

"MOORE & BROWN

The Francis-Frost Co., Limited

TORONTO, CANADA.

Canadian Distributing Agents for Grippin's Crack Filler, and "Muresco" Wall Finish.

Canada Linseed Oil Mills LIMITED

MONTREAL.

Manufacturers of

"GUARANTEED PURE"

Raw and Boiled

LINSEED OIL

N.B.—We are always in the market to buy good, sound, oak Linseed Oil, Turpentine, Varnish and Machine Oil Barrels.

WHAT'S NEW?

PHENOM

Varnish and Paint Remover.

And we believe Phenom is one of the best articles on the market for its purposes, too.

Why?

Because it will not injure hair or bristles of brushes; nor will it raise the grain of the wood.

Because it is harmless to hands, is not irritating to eyes and has no unpleasant odor.

Because it instantly removes old varnish, shellac, enamel and paint, leaving the surface ready for use.

Sold in convenient packages. Postal us for trial order. A chance to prove our claims is all we ask.

JOHN LUCAS & CO.

Paint, Varnish and Color Manufacturers.

NEW YORK PHILADELPHIA CHICAGO

GRAY WHITE ZINC.—Pure dry, in casks, [illegible] ton lots, 6½c.; No. 1, zinc, in casks, 5½c.; in 100-lb. kegs, 5½c.

WHITE ZINC (ground in oil).—Pure, 25 lb. tins, 8c.; No. 1, 7c.; No. 2, 6c.

PUTTY.—We quote: Bulk, in barrels, $1.60; bulk, in 100-lb. packages, $1.85; bladders, in barrels, $1.90.

ORANGE MINERAL.—Casks, 7c.; 100-lb. kegs, 7½c., smaller quantities, 8¼c.

RED LEAD.—Genuine red lead, in casks, $4.50; in 100-lb. kegs, $4.75; in less quantities, $5.75 per 100 lb. No. 1 red lead, casks, $4.25; kegs, $4.50 and smaller quantities, $5.50.

LITHARGE.—Ground casks, 5c.; in less quantities, 5½c.; flake litharge, casks, $5.25; smalls, $5.75 per 100 lb.

LINSEED OIL.—Raw, 1 to 4 bbls., 59c.; boiled, 62c.; raw, 5 to 9 bbls., 58c.; boiled, 61c. Terms, net cash in 30 days. Delivered in Ontario, between Montreal and Oshawa, at 2c. per gallon advance.

TURPENTINE.—Single bbls., 78c.; 2 to 4 bbls., 77c. Terms, net cash in 30 days.

BENZINE.—25 to 26c.

SHELLAC VARNISH.—Pure white, $2.20 to $2.35; orange, $2.10 to $2.25.

MIXED PAINTS.—$1.20 to $1.40 per gallon.

CASTOR OIL.—8¾ to 9¼c. in wholesale lots, and ½c. additional for small lots.

SEAL OIL.—48 to 50c.

COD OIL.—35 to 37½c.

PURE CANADIAN PARIS GREEN.—Petroleum barrels, 15¼c. per lb.; arsenic kegs, 15½c.; 50 and 100 lb. drums, 16c.; 25 lb. drums, 16½c.; 1-lb. packages, 17c.; ½ lb. packages, 19c.; 1-lb. tins, 18c.; ½-lb. tins, 20c.

PURE ENGLISH PARIS GREEN.—Petroleum barrels, 14½c.; arsenic kegs, 14½c.; 50 and 100 lb. drums, 15c.; 25-lb. drums, 15½c.; 1 lb. paper boxes, 16c.; 1 lb. tins, 17c.

TORONTO.

The feature of the market is the stiff advance in turpentine during the past week, both locally and at Savannah. The rise at Savannah amounts to about 7c. per imperial gallon, but as the local market did not follow the primary market quotations to their lowest level, the advance here is but 3c. The market is stiff at present figures, owing to a crop shortage and a strong demand. Other staples are steady, with a strong tone still prevailing as to linseed oil. The demand for staples is moderate, but there is a remarkably fine business doing in prepared paints, varnishes and sundries. We quote:

WHITE LEAD.—Ex-Toronto, pure white lead, $5.10 to $5.25. No. 1, $4.62½ to $4.87½; No. 2, $4.25 to $4.50; No. 3, $3.87½ to $4.12½; No. 4, $3.50 to $3.75 in packages of 25-lb. and upwards; ½c. per lb. extra will be charged for 12½-lb. packages; genuine dry white lead, in casks, $5.02½.

RED LEAD.—Genuine, in casks of 560 lb., $4.75 to $5; ditto, in kegs of 100 lb., $5.25 to $5.50; No. 1, in casks of 560 lb., $4 to $4.25; ditto, in kegs of 100 lb., $4.25 to $4.50.

LITHARGE.—Genuine, 6 to 6½c.

WHITE ZINC.—Genuine, French V.M., in casks, $6 to $6.25; Lehigh, in casks, $6 to $6.25.

SHINGLE STAIN.—In five-gallon lots, 60 to 85c. per gallon.

PARIS WHITE.—90c. to $1 per 100 lb.

WHITING.—65c. per 100 lb.; Gilders' whiting, 80c.

GUM SHELLAC.—In cases, 35 to 37c.; in less than cases, 40 to 42c per lb.

LIQUID SHELLAC.—Pure orange, in bbls., $2.30 to $2.40; white, $2.35 to $2.45 per gallon; in less quantities, 10c. extra.

GLUES.—Broken sheet, in 200-lb. bbls., 8 to 8½c. per lb.; cabinet glue, in bbls., 11½ to 12c.; emery glue, in bbls., 17c.; bookbinders', ground, 10½c.; finest American, white, 19c.; No. 1 American white, 15c. per lb.

PUTTY.—Bladders, in barrels, $2.10; bladders, in 100-lb. kegs, $2.25; bulk in barrels, $1.80; bulk, less than barrels, and up to 100 lb., $2.05; bladders, bulk or tins, less than 100 lb., $2.75.

PARIS GREEN.—Petroleum bbls., 13 to 15½c. per lb.; arsenic kegs, 13½ to 15½c.; 50 and 100-lb. drums, 14 to 16c.; 25-lb. drums, 14½ to 16½c.; 1-lb. packages 15½ to 17c.; ½-lb. packages, 17 to 18c.; 1-lb. tins, 16 to 18c.; ½-lb. tins, 17 to 19c.

PLASTER PARIS.—New Brunswick, $2 per barrel.

PUMICE STONE.—Powdered, $2.50 per cwt. in bbls. and 4 to 5c. per lb. in less quantity; lump, 10c. in small lots and 8c. in bbls.

LIQUID PAINTS.—Pure, $1.20 to $1.40 per gallon; No. 1, $1.10 per gallon.

BARN PAINTS.—65 to 70c. per gallon.

CASTOR OIL.—English, in cases, 8 to 9c. per lb.; and 9 to 10c. for single tins.

LINSEED OIL.—Raw, 1 to 2 bbls., 61c.; boiled, 64c.; 3 to 5 barrels, raw, 60c.; boiled, 63c.; 6 to 9 barrels, raw, 58c.; boiled, 61c. delivered. To Toronto, Hamilton and London, 2c. less. All quantities of 10 barrels and over of linseed oil sold only f.o.b., Toronto, Hamilton, London and Guelph.

TURPENTINE.—Single barrels, 75c.; 2 to 3 bbls., 74c. delivered. Toronto, Hamilton and London, 1c. less. For less quantities than barrels, 5c. per gallon extra will be added, and for 5-gallon packages, 50c. and 10-gallon packages, 80c. will be charged.

WINDOW GLASS.

MONTREAL.

There has been a quiet movement in this line at unchanged prices. We quote: First break, 50 ft., $2; second, $2.10 for 50 ft.; first break, 100 ft., $3.80; second break, $4; third break, $4.50; fourth break, $4.75.

TORONTO.

A good stock trade continues, while import orders are coming forward nicely. Prices are firm, with a good demand recorded. We now quote: Star, under 26 in., $3.80; 26 to 40 in., $4; 41 to 50 in., $4.50; 51 to 60 in., $4.75; 61 to 70 in., $5; 71 to 80 in., $5.50. Toronto, Hamilton and London. Terms, four months, or 3 per cent., 30 days.

"ANCHOR"

ANCHOR BRAND

H & P

REGISTERED

TRADE MARK

Liquid Paint

EXCELS ALL OTHERS.

The White Lead Used is

BRANDRAM BROS & CO

BRANDRAM'S B. B. WHITE LEAD

MANUFACTURERS LONDON ENGLAND

GENUINE.

YOUR LIQUID PAINT TRADE.

To have and hold a first-class Liquid Paint trade, the first step necessary is to secure the best paint.

The life of a liquid paint depends upon the white lead used

For years **Brandram's B. B. Genuine White Lead** has been acknowledged the best in the world.

It is the only white lead used in "Anchor" Liquid Paint.

Our Advertising is Up to Date.

Henderson & Potts,

ESTABLISHED 1874.

Halifax and Montreal.

Send us a post card and let us tell you all about it.

FOREST CITY GOSSIP.

Office of "Hardware and Metal."

London, Ont., May 27, 1903.

WHOLESALE hardware houses and all the manufacturers engaged in making goods handled by the hardware trade report active business. With the exception of the cigar workers out on strike, there are no idle workmen in London; indeed, some of the large factories could take on more skilled labor if it could be obtained. Fence wires are still in good demand; wire nails are also in request, and now binder twines and cordage are moving at a good pace. Paints, oils, varnishes and brushes are mentioned as being in good demand. Travellers who were at home on Monday are now all out this week again after business, but probably on account of the confusion caused by the holiday, orders are not very numerous; the same has been stated this week about orders by mail. The Waggoner Ladder Co. last week shipped some of their specialties on to Manson and Barr, hardware merchants, Palmerston North, New Zealand, via Vancouver.

* * *

The New Empire Foundry Co. are soon to be in a condition to intimate to the trade that they are ready for business, their new plant being nearly installed, throughout the buildings, for the manufacture of engine supplies, plumbing goods, etc. J. R. Minhinnick and Mr. Stevens, formerly of The Stevens Manufacturing Co., are among the directors of this concern.

* * *

The London Brass Works continue to ship goods and receive orders as fast as they can manufacture the goods wanted, and The London Machine Fence Co. are head and ears in bustle every day.

* * *

Wortman & Ward's workmen, in the foundry shop, attended in a body at the funeral of their fellow employe, Richard D. Madge, who had been in the service of the company for 20 years.

* * *

Harding & Leathorn, of this city, have been awarded the contract for the construction of the Strathroy waterworks, and will commence work in a few days. Between $30,000 and $40,000 will be expended on the work.

* * *

D. H. Howden & Co. say that business is very much better than they had expected it could be. Although every preparation for good business had been made, their brightest expectations had been much exceeded, and they say there are good prospects of a continuance of present conditions. Chas. H. White, of the London Rolling Mills, says they are very busy.

W. H. L.

BUSINESS CHANGES.

ONTARIO.

CHILDERHOUSE BROS. & CO., general merchants, Eganville, Ont., have dissolved partnership. The business is being continued by J. W. Childerhouse.

Thomas Connell, blacksmith, Alliston, is dead.

A. Beattie & Co., general merchants, of St. Mary's, were burned out; insured.

Stephen W. Rudd, tinsmith, Guelph, has assigned to Wm. A. McLean.

Edwin Appleton, blacksmith, Vienna, has sold his business to John Appleton.

The assets of the plumbing business of McWhinnie & Harvey, Ottawa, were sold on May 28.

R. E. Holmes, tinsmith and roofer, of Vankleek Hill, has assigned to A. G. T. Brew. A meeting of the creditors was held on May 16.

The Cereal Machinery and Production Co., Limited, Windsor, has obtained a charter.

QUEBEC.

L. Bedard, general merchant, St. Flavien, is dead.

Caron & Bergeron, general merchants, St. Alexis des Monts, have dissolved.

Achille Roy, general merchant, Fortierville, has assigned to V. E. Paradis.

C. A. Paquet & Co., Limited, machinery and hardware merchants, Quebec, are offering to compromise at 50c. on the dollar cash.

Bourgoin & Co., hardware merchants, of St. Hyacinthe, have been burned out.

Malo & Gaudette, carriage makers, of Beloel, have been registered.

A demand of assignment has been made on The Granby Enamelware Works, of Granby, Que.

The stock in the factory of The Thomas Davidson Manufacturing Co., Montreal, was slightly damaged by fire; insured.

The brass foundry of The Robert Mitchell Co., Limited, Montreal, was burned; insured.

A. Robitaille & Frere, carriage makers, Montreal, have dissolved.

The assets of The Sunlight Gas Co., of Montreal, are to be sold by tender.

BRITISH COLUMBIA.

The New Vancouver Coal Mining and Land Co., Limited, Nanaimo, are winding up their business. F. Tendron has been appointed liquidator.

The Inland Light and Power Co., Limited, Victoria, have been incorporated.

MANITOBA AND THE NORTHWEST TERRITORIES.

Herman & Adilman, general merchants, Starbrook, have dissolved partnership.

Clement & Cooper, agricultural implement merchants, have opened a branch at Alma.

The Cunningham Electric Co., Edmon-

THE
LEAD
THAT
LEADS
THEM
ALL!

RETURNED
JAN 27 1905
Cat. Book
Page 95
Rec

Note carefully:

The "Elephant" brand of **White Lead** has the largest sale of any **White Lead** in the Dominion of Canada. It is unequalled for Density, Brilliancy, Covering Properties and Durability.

The "Elephant" is unquestionably the Decorators' favorite and the Painters' choice all over the world!

THE CANADA PAINT COMPANY LTD

MONTREAL and TORONTO.

[illegible] sold out their business at [illegible].

[illegible] & Gray, hardware merchants, [illegible], have dissolved. A. Campbell is continuing the business.

Weans Bros., agricultural implement merchants, Lowe Farm, have dissolved.

TESTING THE "PROGRAM AD."

By J. Troy

THE head of an old-established business informed me a few days ago when discussing advertising methods with him that program advertising did not pay.

He states that several years ago he came to the conclusion that the whole matter of program advertising was an intolerable nuisance, and decided to put a stop to it then and there. Hardly a week passed but that some of his best customers would approach him for a card in a program of some church or charitable entertainment. He was anxious to procure as wide a popularity as possible and at first acceded to all demands. Soon he found that he was getting more than he cared for. He commenced receiving practical proof that his reputation as an indirect but liberal contributor to baby shows, ice cream and strawberry feasts, concerts, amateur theatricals, etc., was becoming widespread. Feminine representatives of affairs to be held in localities outside of the immediate neighborhood began to call on him. If he declined to give them his card and pay a good price for it, he was met with the statement that if he would aid the affair in question, they, the solicitors, would make their purchases from him in the future, and would be able to influence much trade in their vicinity. The retailer was human, and, for a while complied, but finding that the anticipated extension of trade did not occur, decided to test the whole matter and shape his policy in the future by the results.

For about a month at a time, when functions of the kind mentioned were the most frequent, he made it a point to announce in his program cards that every person who would clip the ad. out and bring it to the store would receive a certain stated discount on goods purchased and a neat souvenir to boot. He got so few responses that he decided to put a stop to the whole thing and direct the money to more profitable methods of advertising. The ads in the program were evidently not read.

His decision to stop the matter of program advertising was strengthened by making the same discount and souvenir offer in his local papers. The returns were at least 20 times larger in number than from the programs. After that, whenever he was asked for a program ad., he politely refused. Of course, some were offended and withdrew their patronage for a time, but that they appreciated the rationality of his position is shown by the fact that he did not lose a single customer permanently, while he has gained many new ones, attributable to the use of more legitimate methods of advertising, which he could not afford to indulge in formerly.

HARDWARE DEALERS

are not usually troubled with **BUGS,** but the **farmers** are, and they will want **Church's**

BUG FINISH

to effectually get rid of them. One dose kills the bugs, and fertilizes the potato crop as well.

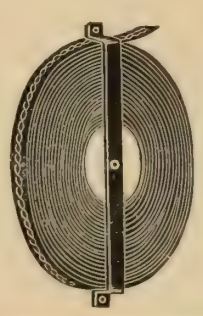
Bug Finish affords a good margin of profit to the dealer, and satisfies his customers. Write for prices, and order early.

THE ALABASTINE CO., LIMITED,
PARIS, ONT.

To hardware merchants who are not handling **Globe Paints** we have a special proposition to make this Spring. Write for particulars.

The Globe Paint Co.,
Limited
422-424 Adelaide St. W., Toronto.

BOX STRAPPING OF ALL KINDS



Steel and Wire Box Straps, Flat, Plain, Embossed, or Twisted, with or without nail holes, in all widths and gauges.

MANUFACTURED BY

STANDARD METAL STRAP CO.

336-342 East 38th St.,

Cable Address: "Metalstrap." NEW YORK, U.S.A.

The Tarbox Self-wringing Mop and Mop Cloth.

This is a Floor Mop, fitted with a wringing device whereby a specially knitted cloth is wrung dry without wetting the hands. This article has been on the market 14 years and enjoys a universal sale with increasing demand, because of its utility and the permanent standard of value.

The foreign demand is becoming large and we solicit new accounts where not established.

For prices, etc., address

TARBOX BROS., Manufacturers)
Toronto, = = Canada.

Tarbox Self-wringing Mop Co., 44 Bank St. Galashiels, Scotland (G.B.)

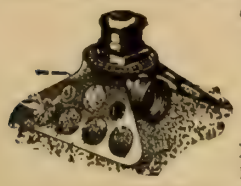
Not the "Tarbox

Their cost is so trifling

and their convenience so great that the wonder is that merchants do without **RUBBER STAMPS.**

Tell us what you would like and we'll tell you the cost.

C. G. Young Co., 1 Adelaide E., **Toronto**



"Pullman" Lawn Sprinkler

IS YOUR ORDER IN?

Send for Folder No.14.

PULLMAN MNFG. CO.

Rochester, N.Y., U.S.A.

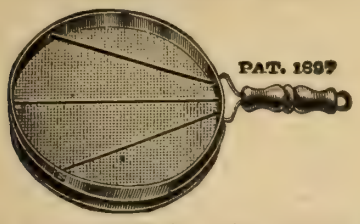
THE "SUN" BRAND PORTLAND CEMENT.

We make only one quality and that the best. Ask us for quotations.

The Sun Portland Cement Co., Limited

OWEN SOUND.

JAS. A. CLINE, Managing Director.



The FAIRGRIEVE GAS TOASTER

Retails at 25c. The only Toaster guaranteed to toast on gas, gasoline or blue flame oil stoves without taste or smell. Write for prices.

THE FAIRGRIEVE MAN'FG. CO.,

295 COLLEGE ST., TORONTO.

U. S. Branch: 289 Jefferson Ave., DETROIT.

BUILDERS' SUPPLIES

Fire Bricks, Fire Clay, etc.

ALEX. BREMNER, 50 Bleury Street, Montreal, Que.

STEVENS

SINGLE TRIGGER ACTION

SINGLE BARREL SHOTGUN IS THE LATEST AND BEST IN GUNS

ALL LEADING JOBBERS CARRY OUR LINE. | SEND FOR OUR LATEST CATALOGUES.

J. STEVENS ARMS & TOOL CO., Chicopee Falls, Mass., U.S.A.

H. & R. SINGLE GUN AUTOMATIC AND NON-EJECTING.

12, 16 and 20 Guage.
Steel and Twist Barrels

Superior in Design, Workmanship and Finish, and the most popular Gun on the Market.

Simplest "Take Down" Gun Made

HARRINGTON & RICHARDSON ARMS CO.

Also makers of H. & R. Revolvers.

Catalog on request. Worcester, Mass., U.S.A.

LUXFER PRISMS!

A NECESSITY

We supply

GOOD	Light		Bad Light
BRIGHT	Light		Dull Light
WHITE	Light	*instead of*	Black Light
CLEAR	Light		Shaded Light
DAY	Light		Artificial Light

The above are the actual conditions that exist when *our* goods are used.

The above are the actual conditions that exist in business premises with light coming through ordinary glass.

We can sell you cheaper glass. Experience proves the ***best*** the ***cheapest.***

See our Basement Lighting.

LUXFER PRISM CO., Limited, 100 King St. W., Toronto

MONTREAL AGENCY: F. T. BLENNERHASSETT, 783 CRAIG STREET.

STOVES AND TINWARE

THE METAL CEILING INDUSTRY.

THE tinsmith of the present day has a much wider, as well as a distinctly different, scope for his ingenuity than was true of the tinsmith of a generation ago. One development which has added much to the possibilities of his vocation has been the increased use of metal ceiling materials and kindred lines. This development has taken place largely within the last 15 years, but in that short time it has grown until to-day it includes practically every style of design from the commonplace to the most artistic, and is suitable for every sort of building, from a shed to a public building.

It covers the walls and ceilings of church and theatre, music hall and cafe, counting room, hotel lobby and store. They are toning it up to look for all the world like plastic decoration, in mezzo or low relief. In terra cotta hues it gives forth the rich effect of stamped leather, or in the heavy panelling for ceilings, with its deep cornices and fringes, it has a wonderfully solid and ornate effect. Of course, its use, in some cases, has been misinterpreted, and it has been misapplied and botched in many instances in a manner to destroy all its verisimilitude to what it is supposed to stand for. In this bungled form its wrinkles and bulges are much in evidence and it is a sad thing to look upon.

The history of the industry is interesting. The first effects were introduced from Germany, stamped in coppered zinc. They were reproduced in this country in zinc and, a few years later, in steel.

The metal ceiling is no longer a forced sale, it is recognized as a permanency in every city in the country. It gives employment to thousands in its transition from large metal sheets to its final resting place in the interior of buildings, where, in the finished state, it gives but little idea of the labor spent in its accomplishment. New designs in panels, cornices, cove and moulings follow close on each other, and the decorative treatment reflects the tone and coloring of the Renaissance and other periods in the art world. And it needs but little prophetic vision to foresee further advances toward perfection by the men interested in this industry of a decade. Whether it will supplant plaster is not a question. There is a need for the metal ceiling, and, to use a time-worn phrase, it fills a long felt want.

Securing the right results in stamping metal ceilings is not so easy as a great many people think. The dies must be accurate and have the proper amount of draw. The metal sheets must be of the right temper properly annealed tough, not brittle; added to which is required time, skill and patience on the part of the pressman to successfully do the work. Especially is this the case with deep, bold stampings, which must be brought out gradually, by successive operations and with greatest care. Failure to comply with these conditions means spoiled material, insufficient stamping and imperfect plates.

ST. JOHN TINSMITHS ORGANIZE.

The tinsmiths held a meeting last night for the purpose of completing organization. It was decided to send for a charter to the Amalgamated Metal Workers' International Association. The constitution was read and approved of. Their constitution among its many good by-laws provides for a board of arbitration to settle all differences that might arise between employer and employes. This rule no doubt will be considered a progressive one by the employers of labor, and it would be well if every organized body would provide such a by-law in its constitution.—St. John Sun, May 19.

"HURON CHIEF" RANGES.

The Western Foundry Co., Limited, Wingham, Ont., have issued a catalogue of their hotel ranges for use in hotels, restaurants, steamships, and railroads, as well as for private residences and public institutions. Full, illustrated descriptions of the many styles of ranges are shown. The introduction to this catalogue says: "The ranges illustrated on the following pages were originally designed and constructed by the members of the company, and since embarking into the manufacture of same on our own account we have made many improvements in them that now enables us to present them to our patrons in a higher state of efficiency and durability than ever before. We have in our company two members who are experts at designing, planning and laying out of kitchens, whose knowledge and experience is at the service of any one requiring same, and we shall be pleased to submit estimates, plans and specifications for the complete outfitting of kitchens, bakeries, etc., upon receipt of a request for same. We warrant and guarantee all our ranges to give satisfaction, and are willing to place them with any responsible party requiring one on 30 days' trial."

A copy of the catalogue will be sent to any reader of "Hardware and Metal" on application.

FLUE-DUST AND HOT-BLAST STOVES.

FROM some figures given by B. H. Thwaite in his paper on the effect of flue-dust upon the thermal efficiency of hot-blast stoves, it may be shown that each grain in weight of dust in a cubic yard of gas from a blast-furnace making 100 tons of pig-iron daily, represents nearly half cwt. of wasted ore, lime and coke. This half cwt. strictly complies with the definition of dirt as "matter in the wrong place" when it accumulates, as it does, in the hot-blast stoves. The fluxing action of the lime in the dust is pernicious to the chequer-work, but a still more serious disadvantage is due to the insulating or non-conducting properties of the dust, which materially reduces the absorption and evolution of heat in stoves, however often they may be cleaned. The loss of heat is equivalent to a consumption of over 1,000 tons of coke yearly on a 100-ton blast-furnace. To avoid this loss and other disadvantages, the author repeats his suggestion that stoves should be fired with producer-gas, and that all the blast-furnace gas should be used for the generation of power. It is held that the gas from blast-furnaces is the ideal fuel for gas-engines, and that the producer-gas could be used as a reserve for driving them if the furnaces failed. Instead of producer-gas, the waste gas from coke-ovens, after recovery of the by-product, might be used. Incidentally the author proposes a screen or curtain over the mouth of the down-comer when dust is charged directly into a blast-furnace. He is also rather keen on the treatment of dust in magnetic separators, so as to make it possible to concentrate the ferruginous constituents before briquetting. The separation of dust from gas by a modification of the old electrostatic method is a further proposal.

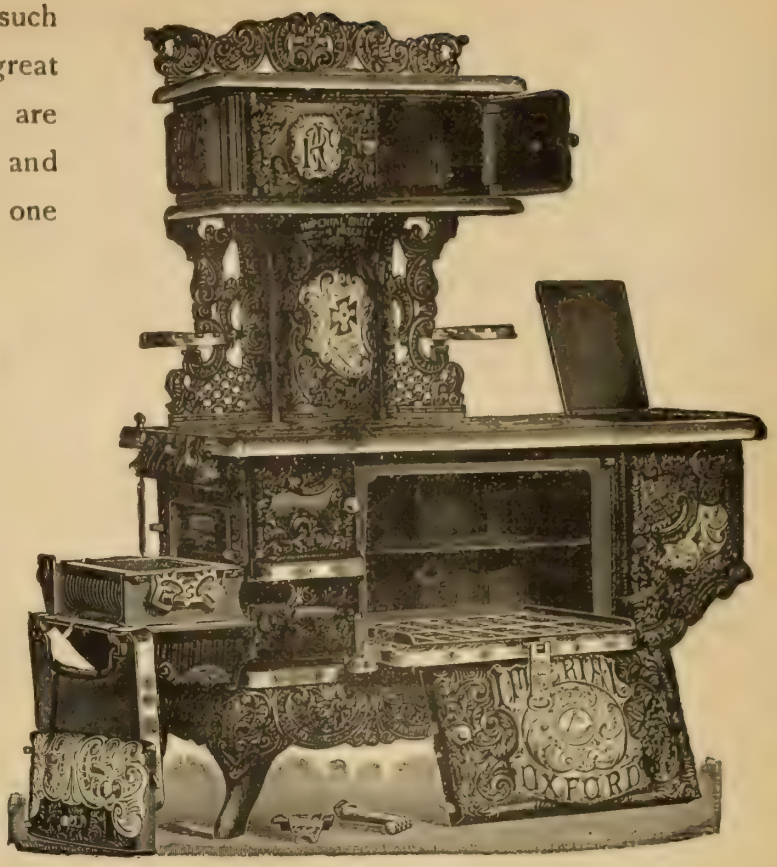
As in other things, it is but natural in such things as Ranges there are bound to be a great many kinds, and, for the same reason, there are bound to be some that are better than others, and among these better ones there will always be one best, and this one is not best by accident.

Imperial Oxford Ranges

are the result of over sixty years' experience in the production of cooking apparatus. It is without doubt the best range on the market. Easiest for you to sell—gives the best satisfaction when sold. **Write for particulars.**

The **Gurney Foundry Co.** Limited

TORONTO. WINNIPEG. VANCOUVER.



THE GURNEY-MASSEY CO., LIMITED, MONTREAL.

Wickless "Blue Flame" Oil Stoves.

A FEW REASONS WHY PREFERRED.

IT HAS NO WICK and is easily kept clean.

IT HAS NO JOINTS TO LEAK or packing nuts; no pressure of oil below the tank; it cannot leak.

IT DOES NOT GENERATE OR EVAPORATE, the oil simply drops into an open brass pipe through which it is conducted to an open burner ring where it burns, producing a powerful blue flame. Could anything be simpler?

IT HAS A REMOVABLE TANK which can be carried to an outer room for filling.

IT IS ABSOLUTELY SAFE.

IT LIGHTS QUICKLY, simply turn on the oil and apply the match.

IT COOKS INSTANTLY. There is no smoke—no delay. As soon as lighted a cooking vessel can be placed over the burner.

IT HAS NO STOPS or automatic regulators to govern the flow of oil. The flame is entirely under the control of the user.

IT MAKES NO DIFFERENCE what quality of oil is used, whether coal oil or gasoline, whether it is good or bad, heavy or light, thick or thin, hot or cold, the stove operates equally well, producing an intensely hot smokeless blue flame. Can as much be said TRUTHFULLY of any other stove?

IT HAS A GLASS SIGHT FEED which shows at a glance the flow of oil, and enables the user to regulate the valve quickly and accurately.

FOR ECONOMY OF FUEL as compared with the coal and wood stove it is beyond comparison. Will save what it cost in one season over coal or wood at the average price. It is a friend and helper to the thrifty housekeeper who tries to save what others waste.

ESPECIALLY is it a boon to the country home and suburban residence where fuel gas cannot be obtained.

LASTLY—It is safe, clean, quick, reliable and convenient, and no home can afford to forego the comfort that this wonderful stove brings.

The dealer who recognizes the merits of the "Standard" Wickless and places it on his sales floor will find it a ready and popular seller.

The THOS. DAVIDSON MFG. CO., Limited, MONTREAL, P. Q.

HEATING AND PLUMBING

HOT-WATER HEATING FROM A CENTRAL STATION.

IN these days when every foot of space in buildings is of value, and when that occupied by the heating apparatus and the fuel could be used to better advantage, it is of interest to know that a system of supplying heat to buildings from a central station has been tried and found to give good satisfaction. There should not only be a saving in room, but also in the cost of production. There would be less labor required to run the system for combined or district heating than there would be to operate the buildings separately.

It would appear from a paper read by C. W. Niles at a recent convention that the application of hot water in a return system of heating is receiving considerable attention and is the most preferable system, and is one in which economy of fuel and the wide distribution of heat at a minimum cost are worthy of attention. The system has been in practical operation in a great number of American cities.

"Two lines of pipe of equal size radiate from the central station through the streets and alleys; one for the outflow of hot water and the other for the return. These pipes are placed under ground in properly insulated boxes, branches of proper size being carried from each line for blocks or dwellings, which carry the water through the radiators. Pumps at the central station force the water through the outgoing lines of pipes through the radiators, and back to the station under a pressure of 20 to 30 lb.

"The loss of heat has been found by experience to be small. Water leaving the pumps at a temperature of 190 deg. will, after passing through the mains and radiators, be returned to the heater at an average of 165 deg."

Mr. Niles gives an instance where this system was used when the temperature dropped to 20 deg. below zero and entire satisfaction was given. There seems to be a possibility of giving a uniform temperature in offices and buildings of 72 to 75 deg. This result can be obtained by the complete control of regulating at the central station. There is a claim of superiority for this syetem over the steam for the reason that the water is returned to the heater with very little loss of heat, while the percentage of loss of heat by steam is much greater and is not so readily controlled, making it more difficult to give the same uniformity of temperature. A further claim for this system is that where the central station can be located adjacent to the waterworks pumping station or the electric light station, the waste steam from these plants can be utilized to still lessen the cost of production. Another feature is the possibility of furnishing not only heat, but hot water for the bath and domestic use during the winter and the pumping of ice water through the radiators during the hot season.

To arrive at an intelligent method of determining the radiation required for such a system E. F. Gwynn, consulting engineer of The Gwynn Central Station Heating Co., was recently asked to give his observations as to the requirements, and in reply submitted the following:

"The amount of radiation required for a building with our system is determined by different methods of calculation. The simplest method is to find the cubic contents and divide the amount by 35, which will give the amount of radiation required for the first floor rooms, and by 40 for rooms on the second floor. Of course, in this connection due allowance must be made for rooms that are more exposed than others and on the exposed side of the building, having a larger number of glass windows, and additional radiation must be added to the amount determined by the dividing factors named to make up for this increased exposure or cooling effect.

"It has been found that in our system smaller pipes can be used than with the ordinary gravity system. The largest pipe we use for houses containing 1,000 or 1,200 ft. of radiation is not necessarily over 1¼ in. in size, where, if the gravity system was used, the largest piping in the principal main would be 3½ or 4 in. in diameter. Hence it can be seen that with a central station system a considerable saving is made in the expense of equipment.

"I think that an ordinary gravity system will cost from 75 to 90c. per square foot of radiation when installed in a building. Our system can be installed at a cost of from 40 to 50c. per foot. This means complete installation, piping, valves, radiators, pipe coverings, bronzing and enamelling and everything that is required to complete the job.

"Our system of piping within the building we consider a great improvement in connection with the method of distributing water from a central heating plant. We run one main line, or a number of risers, just as may be desired, and as is done in a gravity system, reducing the openings at the radiator by means of a special valve, which admits just enough water to keep the radiators at a higher temperature. After the water passes through the radiator it goes to the return pipe and back to the central heating plant, and does not go through any other radiator or series of radiators, as is done in some systems. This has the advantage of keeping all the radiators up to the same temperature, and more heat is thrown off per square foot of radiation than when the water circulates through a series of radiators. Our system also provides a by-pass which allows any radiators to be shut off without interfering with the circulation of another.

"In our system it is not necessary, owing to the use of by-passes to circulate the water at the 50 or 60-lb. pressure that has been found essential to successful operation in the series of radiators system, and in supplying water to a building it is governed by the diameter of the pipes, which varies from ¾ to 1¼ in. for a residence. This, with the valve regulation at the radiator, we have found to answer every purpose and to be satisfactory to our customers. We have been careful to insulate our pipe lines, and then to protect the insulation by laying them in tiling that is thoroughly drained."

MUNICIPAL OWNERSHIP.

IN these days of agitation for public ownership there seems to be no limit to the distance the reformers (?) would go. Like in all reforms there is in this a possibility of going to an extreme. Even in conservative England the municipal-ownership movement has reached a remarkable stage. In an address before the Ironmongers' Federated Association, in convention at Sheffield, President Edwin Verity said: "In reference to municipal trading, the time has come when the brake must be applied, or the movement will get beyond control. You will all have noticed that Parliament has again appointed a parliamentary committee to go into this matter, and it behooves, not only our federation and association, but all trade organizations, to

VARNISH REMOVER
PAINT REMOVER

Are you never asked for it? Here it is! Cuts through varnish in a minute. Paint takes a little longer, but it does it just the same. Saves time, saves the wood, saves temper, injures nothing, contains no acid, does not stain or burn the fingers, and there's money in it. Every painter, every varnisher wants it—must have it. You can sell it for $3.00 and make a good profit. Want to see a sample? We'll mail you one. Commence on

VARN-OFF.

A. RAMSAY & SON **EST'D** **THE PAINT**
MONTREAL **1842** **MAKERS**

SAVAGE RIFLES

Are you familiar with the increased line of

Savage Repeating Rifles?

These are manufactured from a 22-calibre to the heavy big game sizes and stand for all that is best in modern fire-arms

Our new Catalogue (No. 16) describes the complete line. Mailed on request.

SAVAGE ARMS CO., Utica, N.Y., U.S.A.

BAKER & HAMILTON, San Francisco and Sacramento, Cal.
Pacific Coast Agents.

Salt Glazed Vitrified

and Fittings.

Fire Brick and Ground Fire Clay, Flue Linings, Portland Cement.

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THE AUER GAS LAMP

"Turns night-time into day-time"

NEW MODELS. LOWER PRICES.

We offer you the best made lamp on the market, built scientifically.

We offer you a lamp that will light your store for half the cost of kerosene.

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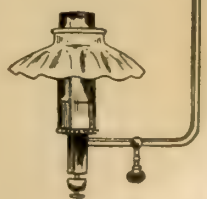
We offer you a lamp which you can sell at a good profit.



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100 Candle Power.

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EVERY LAMP GUARANTEED.

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as gas or the sale of coke. I am unable, personally, but I think corporations are the proper parties to own and control such undertakings as the water supply, gas works, tramways, electric lighting, with the control of the streets in the way of taking them up and relaying at convenient times should be in their hands. But, after transferring these commodities from the central power to the purchaser's premises, their work should stop.

"When they become traders, as we know they have done, by supplying gas stoves, gas fittings and electric fittings, they are entering into competition with the ratepayers—the very power which helps to keep them in existence. And this I hold to be opposed to true economic law. You will have noticed that they have already been gradually creeping on, and if they continue, we shall have corporation ironmongers, drapers, grocers, and even corporation co-operative societies.

"I have seen published statistics of some corporations which have shown considerable loss in this class of trading. Surely it will be to their advantage to leave this part of the business to be done by those who pay the rates and are fully qualified to do the work."

Mr. Verity fully explains the evils of that branch of the subject and it requires no further comment. It just goes to show how far corporations can be carried away. What might be a public benefit is made an evil.

U. S. NATIONAL CONVENTION.

THE 21st Annual Convention of the National Association of Master Plumbers, held in San Francisco, May 19, 20 and 21, was a great success in every particular. Most of the States had their representatives at the convention. The president's report showed a very successful year's work and the association to be in a flourishing condition.

Not only was the business of the convention carried out to a successful issue, but the entertainment of the delegates by the local association was of a very enjoyable and entertaining nature. J. E. Brett, on behalf of the San Francisco local association, introduced the Mayor, who welcomed the delegates to the Metropolis of the "Golden State," so called, not because you could pick up golden nuggets in the streets, but of her golden fruit, her golden climate and her golden hospitality for the stranger from every part of the country.

The greetings sent by the Ontario Master Plumbers' Association through their president were received with applause.

In the opinion of the Committee on Resolutions, local troubles should be settled by local associations, and they gave their disapproval of adopting general rules for regulating trade matters. President Hornbrook's administration of affairs and the work of the Executive Committee, also the Cleveland Resolutions, were endorsed.

The general report was that the Cleveland resolutions were very popular with the craft. The new officers elected for the ensuing year were:

President, E. D. Hornbrook, Kansas City, Mo.; vice-president, David Craig, Boston, Mass.; secretary, J. H. Richardson, Kansas City, Mo.; treasurer, W. E. Goodman, Milwaukee, Wis.

St. Louis was selected as the place for next year's convention. The usual vote of thanks brought to a close what was one of the most successful conventions of the association.

ALAS THE POOR PLUMBER.

There seems to be no place upon the face of the globe where a plumber can carry on his business without having rash statements made about him. He must be patient. According to an English exchange, The Hardwareman, the Ironmongers' Federated Association, in convention recently in Sheffield, got quite warm over the Plumbers' Registration Bill, which had been introduced into Parliament by the Worshipful Company of Plumbers. The president made an exhaustive reference to it in his annual report and called upon J. N. Greenall to speak to the subject. Mr. Greenall replied, and in his remarks is reported as saying that the plumbers were the most aggressive people he ever had to deal with. A motion in condemnation of the bill was passed. Canadian plumbers are generally looked upon as philanthropists(?).

PLUMBING AND HEATING NOTES.

TORONTO.

At the last meeting of the Master Plumbers' Association S. Ryding, R. Patterson and W. Lowndes, of Toronto Junction, were admitted to membership, as was also J. J. Linton, Queen street east. Several committees were appointed to carry out some suggested reforms. Good interest is being maintained, notwithstanding the extreme heat. There was a very large attendance.

E. Maxwell spent the holiday fishing. Unlike most fishers he admits he never got a bite. Frank is more successful when he tenders on plumbing and lands quite a few contracts. He reports business in good condition.

Anyone who wants to hear a proper fish story ought to drop in on W. Mansell, of Purdy Mansell & Co. He is just as practical a fisher as he is a plumber—a little more enthusiastic, and there is a certain amount of elasticity about the size of the fish caught.

President Robert Ross spent the holidays rusticating on a farm near Port Credit. According to his critical eye the crops are all right.

Lucknow, Ont., is considering the advisability of municipal ownership of the electric light plant and may take it over and run it in connection with the water works.

W. S. Jackson, 71 York street, now has his showroom in good shape. He reports a good demand for all lines, with a ready sale of his "Granite" laundry trays.

F. N. Cullen, manufacturers' agent, 79 King street east, who has been hampered by his showroom not being completed, has now everything in excellent shape. He is showing some fine goods.

The brass manufacturing works of the Robert Mitchell Company at Ste. Cunegonde, a suburb of Montreal, were completely destroyed by fire. The loss is estimated at about $150,000; insurance, $100,000.

The continuance of the strike is causing uneasiness among the trade. Last year was much upset by the action of the journeymen plumbers, and now the striking of other trades is materially affecting building operations, reducing business all round.

QUEBEC.

The large warehouse on St. Paul street to be occupied by the Mechanics' Supply Co., is now being rapidly built, and the contractors, Sharpe & Lamonde, intend losing no time to have the building ready for the fall. This building will be a great improvement to this locality and will be one of the most handsome warehouses in the city.

MONTREAL.

J. W. Hughes, one of the most popular members of the craft here, has taken his son, W. J. R. Hughes, into partnership. The firm style is now J. W. Hughes & Son. Mr. Hughes, jr., is a practical man, and has been a valuable member of his father's staff for some time.

WINNIPEG.

The plans for Benetto's $60,000 business block on Portage avenue, prepared by Architect Frank E. Evans, call for fire proof premises, the structural work to be of iron and steel, the lighting by gas and electric light, heating by hot water, and the plumbing of the most modern style.

The Bole Drug Company's building, to be built after plans prepared by Architect Russell, is to cost $15,000, and will be of solid brick. The Vulcan Iron Works have the contract for the iron work, but the contracts for the plumbing, heating and light systems have not yet been let.

"SHIELD BRAND" SHEATHING.

TARRED or DRY.

For Lining—Houses, Barns and Stables. Extra strong, full weight, best quality. When ordering from your dealer, DEMAND the "Shield Brand." It's a quick seller.

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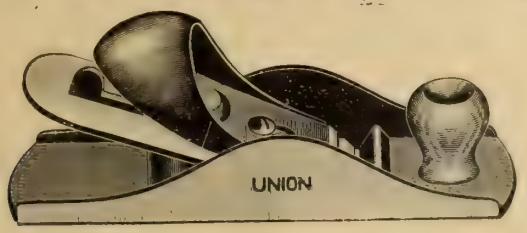
UNION IRON and WOOD PLANES.



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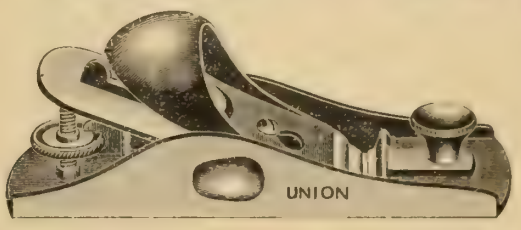

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UNEQUALLED IN QUALITY AND FINISH.

Union Mfg. Co., - - New Britain, Conn.

FOR SALE BY ALL PRINCIPAL HARDWARE DEALERS.

The

Canada Screw Company

HAMILTON. TORONTO.

MONTREAL.

Ask for our

Wood Screws, Wire, Wire Nails,
Machine Screws, Screw Eyes,
Tire Bolts, Screw Hooks,
Stove Bolts, Gate Hooks and
Rivets, Eyes.

We make Endless Specials.
Submit Samples for Prices.

Wise Buyers

Want...

Best Values.

Be Wise and Buy

PERFECTION WIRE CHAINS

"Every Link Guaranteed"

—MADE IN—
COW TIES,
HALTER CHAINS,
DOG CHAINS,
TRACE CHAINS,
HOBBLE CHAINS

Smoothest Strongest
BEST MADE

SPREADER CHAINS and for STALL FIXTURES.

WE STAND BEHIND OUR GUARANTEE

McKINNON DASH & METAL WORKS CO.,

ST. CATHARINES, ONT. Limited

FOR SALE BY LEADING JOBBERS.

BUILDING NOTES.

About $20,000 will be spent on an addition to St. Anne's Academy, Vancouver. W. Blackmore & Son are the architects.

Bolton, Ont., Methodists purpose improving their church to the extent of $2,500.

The Sisters of Mercy, Ottawa, will build a large convent on Cambridge street, to cost $35,000.

The contract for the building of a new foot iron bridge at Petrolia, at a cost of nearly $6,000, has been awarded to Geary & Lewis, London, Ont.

The Alwington Spring Hotel Co. have been incorporated at Kingston and propose erecting a 100-room sanitarium on the old Morton distillery property.

Wiarton, Ont., citizens will be asked to pass upon two by-laws, one to vote $25,000 to the Beet Sugar Co. and the other to vote $10,000 for civic improvements.

Elkhorn, Man., is showing signs of a boom in building. A new station and round-house will soon be under construction; a large store is now being built, and three fine cottages are under way.

Orangeville, Ont., property owners will vote on a by-law to give $2,000 for a free site and exemption for ten years to the Superior Portland Co., who are to erect and run a $100,000 building and plant.

Representatives of The Imperial Elevator Co. were in Cartwright last week measuring out a site for another elevator, which is to be built here as soon as the material arrives.

The C.P.R. are spending $100,000 on permanent improvements to their plant at Moose Jaw, N.W.T., this year.

BUILDING PERMITS ISSUED.

TORONTO.

St. Paul's Church, alterations and additions to church, 87 to 115 Bloor street east, to cost $25,000; E. J. Lennox, architect.

David Elliott, additions to paper box factory, 76 Nelson street, to cost $1,500.

E. B. Allan, three-storey brick factory, north side of Pearl street, to cost $8,000; Gregg & Gregg, architects.

Dancy Bros. & Co., pair of semi-detached dwellings, 170-172 Spadina road, to cost $7,000; Langley & Langley, architects.

J. D. McMurrich, dwelling, east side of Huron street, near Dupont, to cost $3,000; Chadwick & Beckett, architects.

Mary W. Wilson, pair of solid brick dwellings, east side of St. Clarens ave., to cost $4,600.

OTTAWA.

Sisters of Mercy, stone convent on Cambridge street, to cost $35,000.

Geo. Matthews Co., Limited, alterations to shop front on Bank street, to cost $1,200.

W. D. Morris, ironclad coal sheds on Mosgrove street and Mill lane, to cost $1,000.

Daniel and Christinia McCuaig, brick veneered dwelling on Rochester street, to cost $1,000.

Robert J. Brown, brick-veneered dwelling on Fourth avenue, to cost $1,100.

P. J. Bois, tenement row of frame dwellings on Preston street, to cost $1,200.

VALUABLE CONTRACTS.

William Smith, the well-known plumber of London, Ont., has secured a number of valuable contracts in and near the principal avenues. Since moving to his present place of business he says a visible improvement is noticeable.

PROVINCIAL REPORTS SENT OUT.

In accordance with instructions from the Ontario Provincial Executive, Secretary LeGrow has mailed to all master plumbers in Ontario a printed copy of the report of the proceedings of the recent convention held in London. It is replete with all the work done by the delegates and should be of very great interest to all master plumbers throughout the province. While there was a very large increase in membership during the year there are still quite a few without the pale of membership. It is desired to so interest these master plumbers that they would at once identify themselves with the Provincial Association or, where practicable, to organize a local association and become affiliated with the Provincial. Enclosed in each report is an application form with a request that it be filled in and mailed to the corresponding secretary, who will be glad to give any further reasons why it would be to the advantage of all to be united with the craftsmen.

U. S. STEAMFITTERS' CONVENTION

The 15th annual convention of the National Association of Steam and Hot-water Fitters was held in the city of Washington last week. A very large delegation was present. The president, in his report, stated that the association was on the best of terms with the manufacturers and that they had cause to be grateful for the result of the year's work. One of the important subjects before the delegates was the endeavor to discount the custom of the jobbers selling direct to the consumer, which was claimed to be an injustice to the trade.

The election of officers resulted as follows:

President—Henry L. Hall, New York.

Vice-President—P. Gormly, Philadelphia.

Treasurer—Albert N. Chambers, New York.

Board of Directors—A. E. Kenrick, Brookline, Mass.; E. D. Smith, New York; John T. Sadler, Elmira, N.Y.; John D. Hibbard, Chicago; Harvey Middleton, Baltimore.

Sergeant-at-Arms — Geo. A. Sellers, Washington.

Secretary Henry B. Gombers was re-elected to that office for the seventh term by the Board of Directors.

NEW LIST ON "MONARCH" NAILS

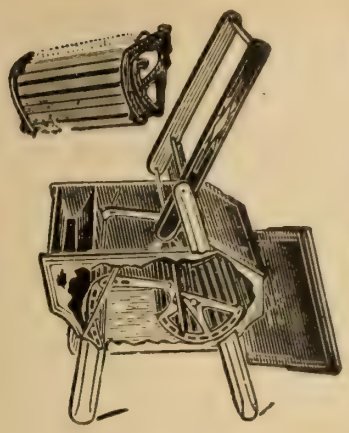
A new list has been issued on "Monarch" horse nails. It reads as follows: No. 1, $2.50; No. 2, $1.50; No. 3, 75c.; No. 4, 48c.; No. 5, 32c.; No. 6, 28c.; No. 7, 24c.; No. 8, 22c.; Nos. 9, 10, 11 and 12, 20c. per pound. The discount has also been changed from 60 per cent. to 65 and 10 per cent.

Mantels, Grates, Tiles, Etc.

Sell MANTELS as well as Hardware—it will pay you.

The Batty Stove & Hardware Co.

76 YORK ST., TORONTO.



Vollmar Improved Perfect Washer

It has a most enviable record. A perfection of its kind—will wash more clothes in less time, do it better and easier, with less wear and tear, than any other machine. Prices on application.

COLBORNE Sept. 10th, 1902.

Messrs. WORTMAN & WARD MFG. CO., LONDON,

DEAR SIRS, We have used the washer again and find that further use increased its value to us. The girls are simply delighted with it, as they can do the washing and be presentable for callers if need be.

MRS. R. WEEKS.

The above is a sample of the many kind words said about the Vollmar (Use the street No. when addressing us.)

The Wortman & Ward Mfg. Co., Limited

No. 1500 William Street, London, Ont.

STEEL RAILS

We offer ***60 pound*** A.S.C.E. Standard section steel rails and angles, the product of

The Algoma Steel Company, Limited

for ***prompt shipment*** from Sault Ste. Marie, Ont.

Offices:
Canada Life Building, Montreal.
93 York Street, Toronto.

Drummond, McCall & Co.,

GENERAL SALES AGENTS.

The Algoma Steel Company, Limited.

PORTLAND CEMENTS

BEST

GERMAN, BELGIAN, AND ENGLISH BRANDS.

Fire Bricks,
Fire Clay,
Flue Linings,
Drain Pipes,
Hard Wall Plaster.

W. McNALLY & CO.

40 to 52 McGill Street,
Corner Wellington St.,
MONTREAL.

Write for our quotations.

Calcined Plaster,
Wheelbarrows,
Mortar Stains.

A FULL STOCK OF
BUILDERS' and
CONTRACTORS' SUPPLIES.

INDUSTRIAL GOSSIP

CLARK BROS. & CO., LIMITED, of Preston, Ont., incorporated under Dominion charter, have received an Ontario charter, empowering them to manufacture heating and cooking apparatus, castings of all kinds, household and agricultural implements, tools, machinery and hardware and to deal in all kinds of metals, merchandise and tools required by stove, tinware or hardware dealers.

* * *

The Office Specialty Manufacturing Co., Limited, Toronto, have been incorporated to manufacture furniture, plated-ware, metal work and articles made of wood, metal or paper, also, castings, dyes, fittings, furnishings, etc., for office vaults, schools, churches, halls, theatres, public or private buildings, and to carry on any trade relating to the manufacture of the above goods. The share capital of the company is $250,000.

* * *

The National Wool Mills, Limited, of Streetsville, Ont., have been incorporated to acquire the property and business formerly owned by The Streetsville Woollen Manufacturing Co., Limited. The directors of the new company are: Peter Ryan, J. S. Heath, John I. Davidson, Alex. Nelson, R. A. Wilson, Toronto; J. M. Stabler and Samuel Merner, Berlin; M. H. Aikens, Burnhamthorpe, and John McMurchy, Huttonville, Ont.; the capital, $150,000.

* * *

A Rossland, B.C., despatch says that great activity is being shown in mining operations there. New headworks, compressor and framing shop will be put up on the White Bear mine to enable that mine to handle 100 tons per day; Le Roi No. 2 mill is to be started in a few weeks; a $25,000 tramway will be erected; plans for a compressor plant and headworks for the Spitzee are being prepared; the Centre Star will build a new concentrator; the Green Mountain is installing new boilers and winding plant.

NOTES.

H. P. Lawson has decided to build a new saw mill at Georgetown, Ont., and has started work on it.

The Canada Corundum Co., Toronto, have been authorized to increase their capital from $1,467,150 to $1,767,150.

Sydney, N.S., has decided to spend $120,000 in local improvements, including an extension of the waterworks system.

The Frogley Co., Limited, Toronto, have been incorporated with $40,000 capital to take over the business of C. J. Frogley.

Hamilton has voted in favor of spending $100,000 in local improvements, including a new bridge and waterworks extensions.

The Petrie-Taylor Manufacturing Co., Limited, have been authotized to change their style to The Petrie Manufacturing Co., Limited.

The Canada Metal Milling Co., Limited, Toronto, have been empowered to change their style to The Canada Brass Rolling Mills, Limited.

Contractor Joseph McVey has secured contracts for the construction of cement culverts for the C.P.R. about St. John, N.B., to cost about $30,000.

Robertson Bros., Limited, Toronto, have been incorporated as confectionery and chocolate manufacturers. The capital is $40,000; the directors: Thomas and William Robertson and J. B. Cameron.

The McRobie Fire Extinguisher Co., Winnipeg, have decided to open a branch at 121 Hastings street, Vancouver, where they will manufacture chemical engines.

About $6,000 is to be spent on a new station and bridge over the Severn at Bennett's, near Orillia, Ont. The Ontario Government is to defray part of the cost.

The F. J. Castle Co., Limited, Ottawa, have been incorporated to carry on a wholesale grocery and provision business previously owned by F. J. Castle, of Ottawa.

Woods, Limited, Ottawa, have been incorporated to acquire the business of J. W. Woods, as manufacturers and dealers in lumbermen's supplies, tents, flags, tarpaulins, smallwares, etc.

The Independent Coal Co., Limited, of Ottawa, Ont., have been incorporated as coal and wood dealers. The directors are: Robert Hasty, Alex. Spittal, R. V. Sinclair and J. A. Ellis; the capital, $40,000.

The Laurentide Mica Co., Limited, of Ottawa, incorporated under Dominion charter, have been empowered by an Ontario charter to acquire and develop mining properties, manufacture mica and sell the products thereof.

The Canada Foundry Co., Toronto Junction, have started the construction of their new locomotive works. The building is to be 300 x 175 ft. The structural steel works are to be 330 x 110 ft., and will be entirely of steel.

The Ayton Cordage Co., Limited, of Ayton, Ont., have been incorporated with $70,000 capital to manufacture and deal in binder twine and rope. The directors are: G. T. Calder, Andrew Schenk, Aaron Wenger, M. B. Flynn and James Allan.

The International Carbon Co., Limited, Toronto, have been incorporated to manufacture and sell carbon papers, stencil paper, inks and other office supplies. The capital is $15,000; the directors: George J. Castle, S. W. McKeown and J. J. Seit.

The Simcoe Mitt, Glove and Robe Co., Limited, Simcoe, Ont., have been incorporated to manufacture and sell mitts, gloves, gauntlets, hats, robes, etc. The directors of the company are: R. A. Spears, John Jago and John Chandler; capital, $40,000.

The Peerless Suspender Co., Limited, of Point Edward, Ont., have been incorporated to manufacture suspenders, braces, belts, brass novelties, etc. The capital of the company will be $40,000; the directors: Maurice Krakow, C. R. Morrison and Nannon Krakow.

The Dominion Sewer Pipe Co., Limited, Swansea, Ont., have been incorporated. The directors are: H. G. Charlesworth, James Linton and A. M. Denovan; the capital, $200,000, and the purpose of the company to manufacture and sell sewer pipes, bricks, terra-cotta, etc.

The large furnace in the malleable iron works, Smith's Falls, Ont., burst a few days ago, causing considerable damage and much danger of the destruction of the works by fire. The employes were startled at first by the explosion but soon recovered and put out the fire.

The Camp Bay Mining Co., Limited, of Niagara Falls, Ont., have been incorporated as a mining, milling, reduction and development company, with a share capital of $90,000, and the following directors: Geo. Tait, C. E. Goodwin, E. W. Smith, M. P. Hatch and Robert Moderwell.

The timber, mineral and salmon industries of British Columbia are to be exploited at the Louisiana Purchase Exposition at St. Louis next year. Wm. Hutchinson and W. H. Hay, who had charge of Canada's exhibit at the Japanese exhibition, are making arrangements for the display.

The Stark Electrical System, Limited, Toronto, have been incorporated to generate and supply electricity for various purposes and to manufacture and sell electrical appliances, devices and supplies. Their capital stock is $100,000; the directors: A. M. Stark, H. Waddington, Henry Blachford, J. C. Gardner and W. N. Dollar.

The Cereal Machinery and Production Co., Limited, Windsor, Ont., has been

Hardware! Hardware!

To Lumbermen, Contractors, and Merchants **Of the Ottawa Valley**—Has it ever occurred to you that you could **Save a Profit** and get exactly what the **Trade Requires** by purchasing your supplies from

THOS. BIRKETT & SON CO., Limited, Wholesale Hardware Merchants, **Ottawa, Ont.**

EVERYTHING IN HARDWARE. P. S.—SEND FOR PRICES.

ATKINS

HIGH-GRADE, SILVER STEEL SAWS

Are the FINEST that Money, Experience and Skill can Produce.

No dealer's Stock is complete without them. They are easy to sell. Every saw warranted.

Write for Catalogue and Prices.

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E. C. ATKINS & CO.
Incorporated.
Factories and Home Office: INDIANAPOLIS, IND.

WHITE MOUNTAIN

Ice Cream Freezers.

Sizes range from children's one-pint toy freezer to 40-quart "Samson" power freezer.

Can be fitted with crank, fly wheel, combination gear frame, platform, power or clamp or holder.

Every part that comes in contact with cream is heavily plated with solid block tin—precludes any possibility of poisoning.

Extensively advertised—are quick and easy sellers.

Write for advertising matter.

The McClary Mfg. Co.

LONDON, TORONTO, MONTREAL, WINNIPEG, VANCOUVER, ST. JOHN, N.B.

HIGH GRADE RUBBER GOODS
DURHAM
BOWMANVILLE ONTARIO CAN.

Order *"Durham"* Brands

HOSE BELTING PACKING

Our "DURHAM" Brands are a guarantee of good quality, and the large and increasing demand proves that their merits are recognized.

GET SAMPLES AND PRICES.

The Durham Rubber Co. Limited

Bowmanville, Ontario.

[illegible] to manufacture and deal in [illegible] and other apparatus for the [illegible] of food products, and to manufacture, buy or sell food products. The directors of the company are F. A. Wa[illegible] D Bourdeau and M. E. Em[illegible] the capital, $500,000.

R. M. Ballantyne, Montreal, has purchased a site in Stratford, Ont., on which it is reported he will erect a three-storey, 70 x 10 ft. factory building for the accommodation of the Cardigan Overshoe Company and the Ballantyne Dairy Supply Company. The new building will have all modern improvements, and work will be commenced as soon as possible.

SUBSTITUTES FOR COPPER.

THE question of substitution of other metals for copper is one that comes up periodically. Aluminum is often mentioned as the metal that is to displace copper almost entirely. There is little likelihood of such a consummation, unless aluminum can be made at a fraction of its present cost. Aluminum is the most common of all metals, being the base of every clay, but it is reduced with great difficulty, and at heavy cost, by electrolysis, but it is a useful metal, with a distinct sphere of its own. Several of its alloys are of much utility, and the pure metal, owing to its lightness, is available in many places where steel and copper are less desirable. Aluminum has fair electrical conductivity, but is not apt to replace copper to any great extent for electrical uses, unless aluminum goes down and copper goes up in cost.

In lines other than electrical, copper has many substitutes. These come into use when the metal is high, and go out when the cost of copper falls. Like all other commodities, copper finds its level. High prices encourage substitutions and decrease consumption in other ways, while low prices encourage the substitution of copper for other materials in many places. The true value of copper, is, like the true value of all other commodities, the price at which enough metal can be produced, at a fair profit, to supply the world's legitimate requirements at a reasonable price. An era of high prices stimulates production and restricts consumption, with an eventual collapse of prices and trouble to producers. An era of low prices restricts production, stimulates demand and plainly foreshadows future grief for the consumers.—From The Copper Hand-Book.

THE STRATHY WIRE FENCE CO.

R. L. F. Strathy, Owen Sound, Ont., has filed a petition at Osgoode Hall, Toronto, to have The Strathy Wire Fence Co. wound up and its affairs investigated. Mr. Strathy is a creditor for $166, an endorser on the company's notes for $6,700, a shareholder for $5,000 and was secretary-treasurer of the company.

In his petition the applicant states that the company was incorporated in February, 1901, with a capital of $200,000 in $50 shares, of which 100 shares were subscribed and $19,000 paid up. The company assigned on March 16 last to G. S. Kilbourn, the assets being then valued at $31,000 and the liabilities at $21,000.

It is alleged that on April 11 the plant and assets were sold to J. E. Keenan, a director of the company, for $16,000, without any public sale being advertised, Keenan purchasing on behalf of himself and R. P. Butchard, the president of the company, and A. J. Creighton, a director. These three gentlemen have been carrying on the business since April 13, and the petition states that they offered to resell to the petitioner for $30,000. The petitioner asks that the affairs of the company be investigated; that the sale be declared invalid and set aside, and that the court wind up the company.

LARGE OUTPUT OF COKE.

MORE coke is being made in the Connellsville regions than the furnaces are consuming. For the first time in many months the output exceeds consumption. At the present rate both shipments and production in a short time will beat all previous records. Conditions are equally as favorable in both the Connellsville region proper and the Lower district. The operators had less to complain of from the railroads last week than at any time since last summer. The big companies reported a full run and there were very few of them that had to close their plants down for lack of cars. This improved condition on the railroads and the consequent prompt delivery of shipments will soon have its effect on the price of coke. It is several months since coke was quoted in the open market at the listed prices. Spot delivery prices were the only ones that ruled, because the consumers who had contracts placed were unable to get their coke out of the region with any degree of certainty, which resulted in their having to go out into the open market and buy wherever they could and at the prices named by the operators. The quoted price of furnace coke at present is $3.25 per ton, and it will not be long until it can be bought at the ovens for this figure. Operators who contracted for the summer output at that figure are considered well off according to the present outlook. However, prices are yet some above this figure, and while there will be a settling down to normal conditions if the railroads are able to move production out of the region and furnish empty cars each day, still prices will remain at profitable figures.—Connellsville Courier.

CANADIAN COMPUTING SCALES.

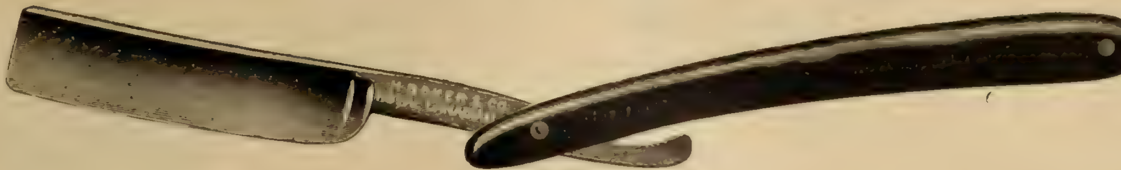
The Wilson scales have been before the world for over 50 years and have agencies all over the country for their improved scales. The bearings are the patent combined agate and ball-bearing that have lasting qualities. Their simplicity is so complete that all the weighing is done without the aid of springs and they count the money at the same time as the goods are weighed. These scales were awarded the gold medal at the World's Fair, Chicago, and special medals and prizes at Paris, France, and Glasgow, Scotland. A large catalogue will be mailed free by writing C. Wilson & Son, Limited, Toronto, Canada.

Apollo galvanized iron commands more money and shorter credit—at wholesale —than any other—but saves the worker money.

American Sheet Steel Company, New York

Representatives for Canada
B. & S. H. Thompson & Company
53 St. Sulpice Street
Montreal

If you want to sell a FIRST-CLASS RAZOR, concaved by the best grinders in the world,



H. Boker & Co.'s "ROYAL CANADIAN"

is the thing. No line will give you better satisfaction.

CURRENT MARKET QUOTATIONS.

May 29, 1903.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors n this list, as the desire is to make it perfectly accurate.

METALS.

TIN.

Lanfb and Flag and Straits - 56 and 28-lb. ingots, 100 lb.	$33 00	$34 00

TINPLATES.

Charcoal Plates – Bright.

M.L.S., equal to Bradley—		Per box.
I C, usual sizes	....	$6 75
I X "	....	8 25
I X X "	....	9 75
Famous, equal to Bradley—		
I C	....	6 75
I X	....	8 25
I X X	....	9 75
Raven and Vulture Grades—		
I C, usual sizes	....	5 00
I X "	....	6 00
I X X "	....	7 00
I X X X "	....	8 00
D C, 12½x17	....	4 50
D X	....	5 25
D X X	....	6 00

Coke Plates—Bright.

Bessemer Steel—		
I.C., usual size, 14x20	....	4 00
I.C., special sizes, base	....	4 50
20x28	....	9 00

Charcoal Plates Terne.

Dean or J. G. Grade—		
I.C., 20x28, 112 sheets	....	8 50
IX., Terne Tin	....	10 50

Charcoal Tin Boiler Plates.

Cookley Grade—		
X X, 14x56, 50 sheet bxs. / " 14x60, " / " 14x65, "	....	7 00

Tinned Sheets.

72x30 up to 24 gauge	....	8
" " 26 "	....	8 50

IRON AND STEEL.

Common bar, per 100 lb	....	2 05
Refined " "	....	2 45
Horseshoe Iron "	....	2 40
Hoop steel, 1½ to 3-in. base	....	2 90
Sleigh shoe steel, "	....	2 10
Tire steel	2 30	2 50
Reeled machinery	....	3 00
Toe calk steel	2 85	3 00
T. Firth&Co.'s tool steel, per lb	0 12½	0 13
Jessop's tool steel	....	0 14
Morton's tool steel	0 12½	0 13
Black Diamond and "B.C." tool steel	0 10	0 11
Chas. Leonard's tool steel	0 08	0 09
Park's "Silver" tool steel	0 12	0 14
" "Special"	0 15	0 20
Jonas & Colver's tool steel	0 10	0 20
" "Air Hardening"	....	0 70
Drill steel, per lb	0 08	0 10

BOILER TUBES.

		Per foot.
1½, 1¾ and 4 inch	....	....
2½ in	....	....
3 in	....	....
3½ in	....	....
4 in	....	....

STEEL BOILER PLATE.

¼ in	2 50	2 60
3-16 in	2 60	2 70
⅜ in. and thicker	2 50	2 60

BLACK SHEETS.

	Com.	D.Fl.
10 and 12 gauge	2 55	2 75
18 gauge	2 85	3 00
20 "	2 85	3 00
22 to 24 gauge	2 95	3 25
26 "	3 05	3 50
28	3 15	....

COPPER WIRE.

Discount, 50 per cent.

CANADA PLATES.

All dull, 52 sheets	2 90	3 00
Half-polished	3 00	3 10
All bright	3 75	3 85

IRON PIPE.

Black pipe—	Per 100 feet.	
⅛ inch	3 00	3 25
¼ "	2 30	2 40
⅜ "	....	2 65
½ "	....	2 85
¾ "	....	3 65
1 "	....	5 20
1¼ "	....	7 35
1½ "	....	8 95
2 "	....	12 55
2½ "	....	21 00
3 "	....	25 00
3½ "	....	32 00
4 "	....	38 50
4½ "	....	45 00
5 "	....	48 00
6 "	....	63 00
Galvanized pipe—		
¼ inch	....	3 20
⅜ "	....	3 45
½ "	....	3 85
¾ "	....	5 00
1 "	....	7 20
1¼ "	....	10 05
1½ "	....	12 20
2 "	....	16 85

Malleable Fittings—Discount 15 p.c.
Cast Iron Fittings—

On unions, 55 per cent. ; on nipples, 60 per cent.; on all others, 50 per cent.

GALVANIZED SHEETS.

	G.C.	Comet	Bell.	Queen's Head
16 gauge	....	....	....	....
18 to 24 gauge	4 05	3 75	3 75	4 05
26 "	4 25	4 00	3 90	4 25
28 "	4 50	4 25	4 05	4 50

American brands, $4.40 for 28 gauge.
Less than case lots 10 to 15c. extra.

CHAIN.

oof coil, 3-16 in., per 100 lb.	....	....
" ¼ "	7 85	8 10
" 5-16 "	5 25	5 50
" ⅜ "	4 50	4 75
" 7-16 "	4 25	4 50
" ½ "	4 20	4 50
" 9-16 "	4 05	4 50
" ⅝ "	4 00	4 50
" ¾ "	4 00	4 50

Halter, kennel and post chains, 40 to 40 and 5 per cent.

Cow ties	40 p.c.
Tie out chains	65 p.c.
Stall fixtures	35 p.c.
Trace chain	45 p.c.

Jack chain, iron, single and double, discount 35 p.c.
Jack chain, brass, single and double, discount 40 p.c.

COPPER.

Ingot. Per 100 lb.

Casting	....	15 50
Lake Superior	....	....

Bars.

Cut lengths, round, ½ to ⅞ in.	23 00	25 00
" round and square, 1 to 2 inches	23 00	25 00

Sheet.

Plain, 14 oz., and light, 16 oz., 14x48 and 14x60	22 00	22 50
Plain, 14 oz., and light, 16 oz., irregular sizes	22 50	23 00
Tinned copper sheet	....	24 00
Planished	....	32 00

Braziers' (in sheets).

4x6 ft., 25 to 30 lb. each, per lb.	....	0 23
" 35 to 45 " "	....	0 22
" 50-lb. and above "	....	0 21

BOILER AND T.K. PITTS.

Plain tinned, per lb	....	0 28
Spun, per lb	....	0 32

BRASS.

Rod and Sheet, 14 to 30 gauge, 15 per cent

Sheets, hard-rolled, 2x4	0 23
Tubing, base, per lb	0 23½

ZINC SPELTER.

Foreign, per 100 lb	6 25	6 50
Domestic " "	....	....

ZINC SHEET.

5-cwt. casks	6 25	6 50
Part casks	6 75	7 00

LEAD.

Imported Pig, per 100 lb	....	3 50
Bar, per lb	....	0 05
Sheets, 2½ lb. sq. ft., by roll	....	0 06¼
Sheets, 3 to 6 lb. "	....	0 06

NOTE.—Cut sheets ½c. per lb., extra. Pipe, by the roll, usual weights per yard, lists at 7c. per lb. and 30 p.c. dis. f.o.b. Toronto.

NOTE.—Cut lengths, net price, waste pipe 8-ft. lengths, lists at 8c.

SHOT.

Common, $6.50 per 100 lb.; chilled, $7.00 per 100 lb.; buck, seal and ball, $7.50. Discount, 15 p.c. Prices are f.o.b. Toronto, Hamilton, Montreal, St. John and Halifax. Terms, 3 p.c. cash, freights equalized.

SOIL PIPE AND FITTINGS.

Light soil pipe, discount, 45 and 5 per cent.
" " fittings, discount 50 and 5 p.c.
Med. and Extra heavy pipe and fittings, dis. 55 and 5 per cent.
7 and 8-in. pipe, discount 40 and 5 per cent.

SOLDER.

		Per lb.
Bar, half-and-half, guaranteed	....	0 20
Bar, half-and-half, commercial	0 19	0 19½
Refined	....	0 19
Wiping	0 17	0 18½

ANTIMONY.

Cookson's per lb.	9 00

WHITE LEAD.

		Per 100 lb.
Pure	5 00	5 25
No. 1	4 62½	4 87½
No. 2	4 25	4 50
No. 3	3 87½	4 12½
No. 4	3 50	3 75
Munro's Select Flake White	....	5 75
Elephant and Decorators' Pure	....	5 25
Brandram's Genuine	....	6 50
" Decorative	....	6 00
" " No. 1	....	5 50
"Monarch" brand	....	6 12½
Decorator's Pure	....	5 25
Essex Genuine	....	5 50

RED LEAD.

Genuine, 560 lb. casks, per cwt	$4 75	$5 00
Genuine, 100 lb. kegs, "	5 25	5 50
No. 1, 560 lb. casks, per cwt	4 00	4 25
No. 1, 100 lb. kegs, per cwt	4 25	4 50

WHITE ZINC.

Extra Red Seal	0 06	0 08
No. 1	0 05½	0 07
No. 2	0 05	0 06

DRY WHITE LEAD.

Pure, casks	5 25
Pure, kegs	5 75
No. 1, casks	5 00
No. 1, kegs	5 25

PREPARED PAINTS.

In ¼, ½ and 1-gallon tins.

Pure, per gallon	....	1 20
Second qualities, per gallon	....	1 00
Barn (in bbls.)	0 60	0 90
The Sherwin-Williams paints	....	1 40
Canada Paint Co.'s pure	....	1 25
Toronto Lead & Color Co's pure	....	1 25
Sanderson Pearcy's pure	....	1 20
Standard Paint Co.'s "New Era."	....	1 30
"Globe"	....	1 30
" barn	60	70
The Francis-Frost Co.'s "Ark" Brand	....	1 25
The Francis-Frost Co.'s British Navy deck	....	1 50
Hollywood paste paint	....	1 40
" liquid paint	....	1 25
" floor paint	....	1 25
Henderson & Potts's "Anchor" Brand	....	1 35
Globe Paint Co.'s mixed	....	1 30
Globe Paint Co.'s barn and bridge	....	0 75

COLORS IN OIL.

25-lb. tins, Standard Quality.

Venetian red, per lb.	0 03½	0 05
Chrome yellow	0 12	0 14
Golden ochre	0 07	0 10
French "	....	0 06
Marine black	....	0 04
Chrome green	....	0 10
French Imperial green	....	0 14
Signwriters' black	....	0 16
Umber	0 04	0 06
Sienna	0 04	0 07

COLORS, DRY.

Common ochre, bbls	1 15	1 30
Yellow ochre (J.F.L.S.), bbls.	....	[illegible]
Brussels ochre	....	[illegible]
Venetian red, bbl	1 50	[illegible]
English oxides, per cwt	3 00	[illegible]
American oxides, bbls.	1 25	[illegible]
Canadian oxides, bbls.	[illegible]	[illegible]
Super magnetic oxides, 93 p.c.	2 00	[illegible]
Burnt sienna, pure, per lb		0 10
" umber, " "	[illegible]	0 10
Raw umber	[illegible]	0 10
Drop black, pure		0 10
Chrome yellow, pure		0 18
Chrome greens, [illegible]	[illegible]	0 10
Golden ochre	[illegible]	0 04
Ultramarine [illegible] boxes, per lb	[illegible]	0 12
Fire proof mineral, [illegible] 100 lb		1 00
Genuine [illegible] per lb		0 07
Mortar color, [illegible]	1 25	1 50
Pure Indian red, No. 45, lb.	0 08	0 10
Whiting [illegible]	0 55	0 60
English [illegible] 50 lb bgs		0 85

BLUESTONE

Casks, for spraying	5 50
100 lb. lots do per lb	0 08

JOSEPH RODGERS & SONS

Limited

SHEFFIELD, ENGLAND.

Each blade of our Goods bears the exact mark here represented.

REGISTERED TRADE MARK. GRANTED 1682

JAMES HUTTON & CO., MONTREAL SOLE AGENTS IN CANADA.

PUTTY

Bulk in bbls	1 70
Bulk in less quantity	1 95
Bladders in bbls	2 00
Bladders in kegs, boxes or loose	2 25
25-lb. tins	2 25
12½-lb. tins	2 50
Bladders in bulk or tins less than 100 lb.	2 50

VARNISHES.

In 5-gal lots	Per gal	Net
Carriage, No 1	1 50	1 60
Pale durable body	4 10	4 25
" rubbing	2 85	3 20
Gold size, japan	1 50	1 60
No. 1 brown japan	0 85	0 90
Elastic oak	...	1 50
Furniture, extra	1 10	1 25
" No. 1	0 90	1 00
Hard oil finish	1 35	1 50
Light oil finish	1 60	1 70
Damar	1 75	2 00
Shellac, white	2 40	2 50
" orange	2 30	2 40
Turpentine, brown japan	1 10	1 20
" black japan	1 10	1 20
" " No. 1	0 85	0 90
Elastilite varnish, 1 gal can, each		2 00
Granitine floor finish, per gal		2 75

Maple Leaf coach enamels; size 1, $1 20; size 2, 70c; size 3, 40c each

Sherwin Williams kopal varnish, assorted case, from ½ pts. to 1 gal., $2.50.

CASTOR OIL.

British, 1st qual, in cases, per lb	0 08½	0 09½
" " small lots	0 10	0 10½

COD OIL, ETC.

Cod oil, per gal	0 50	0 55
Pure olive		1 40
" neatsfoot		0 90

GLUE

Common	0 08	0 09
French medal	0 10	0 14
White, extra	0 18	0 22
Gelatine		
Strip	0 18	0 20
Coopers	0 19	0 20
Huttner		
Ground	0 12	0 16
Cologne, genuine		

HARDWARE.

AMMUNITION

Cartridges

B. B. Caps Dominion [illegible] per cent

Rim Fire [illegible] American

Rim Fire Cartridges [illegible] and 5 per

Central Fire Pistol and Rifle [illegible] per cent Amer

Central Fire Cartridges [illegible] Dominion, 30 per cent

Central Fire Cartridges Sporting and Military, Dominion [illegible] cent

Central Fire [illegible] American, add 5 per cent [illegible] B. B. Caps, discount 40 per cent American

Loaded and empty shells [illegible] and "Dominion" grades, 25 per cent [illegible] and Nitro 10 per cent advance [illegible]

Brass Shot shells, 55 per cent

Primers, Dom., 30 per cent American [illegible]

Wads — per lb.

Best thick white felt wadding, in ½-lb. bags	$1 00
Best thick brown or grey felt wads, in ½-lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 99
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 each, 8 gauge	0 55
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10 gauge	0 25
Thin card wads, in boxes of 1,000 each, 8 gauge	....

Chemically prepared black edge grey cloth wads, in boxes of 250 each	Per M.
11 and smaller gauge	0 60
9 and 10 gauges	0 70
7 and 8 "	0 90
5 and 6 "	1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 "	1 65
5 and 6 "	1 90

ADZES.

Discount 20 per cent.

ANVILS.

Wright's, 80-lb. and over	0 10¾
Hay Budden, 80-lb. and over	0 09¼
Brook's, 80-lb. and over	0 11¼

AUGERS.

Gilmour's, discount 65 and 5 per cent. off list.

AXES.

Chopping Axes		
Single bit, per doz.	7 00	10 00
Double bit, "	10 00	18 00
Bench Axes, 40 per cent.		
Broad Axes, 25 per cent.		
Hunters' Axes	5 50	6 00
Boys' Axes	6 25	7 00
Splitting Axes	7 00	12 00
Handled Axes	7 50	10 00

AXLE GREASE.

Ordinary, per gross	5 75	6 00
Best quality	13 00	15 00

BATH TUBS.

Zinc 6 00

Copper, discount 15 per cent. off revised list.

BATHS.

Standard Enameled.

5½-inch rolled rim, 1st quality	24 00
5½ " " " 2nd "	20 00

BABBIT METAL.

"Tandem," A ....per lb.	0 27
" B .... "	0 21
" C .... "	0 11½
Frictionless Metal .... "	0 23

Syracuse Smelting Works:

Aluminum, genuine	0 45
Government, "	0 44
Tough, "	0 40
Hard, "	0 40
Dynamo	0 30
Special	0 25
Harmony	0 22
Car Box	0 20
Extra	0 15

The Canada Metal Co.:

Imperial, genuine,	0 40
Metallic	0 30
Hercules	0 20
Star	0 15
No. 1	0 12
No. 2	0 10
No. 3	0 06
No. 4	0 05

BELLS

Hand

Brass, 60 per cent

Nickel, 55 per cent

Cow

American make, discount 63⅓ per cent

Canadian, discount 45 and 50 per cent

Door.

Gongs, Sargent's	5 50	8 00

Peterboro', discount 46 per cent

Farm

American, each	1 25	3 00

House

American, per lb	0 35	0 40

BELLOWS

Hand, per doz	3 35	4 75
Moulders, per doz	7 50	10 00

Blacksmiths', discount 40 per cent.

BELTING.

Extra, 60 per cent.

Standard, 60 and 10 per cent.

No. 1, not wider than 6 in., 60, 10 and 10 per cent.

Agricultural, not wider than 4 in., 75 per cent.

BITS.

Auger.

Gilmour's, discount 60 and 5 per cent.

Rockford, discount 50 and 10 per cent.

Jennings' Gen., net list.

Car.

Gilmour's, 47½ to 50 per cent.

Expansive.

Clark's, 40 per cent.

Gimlet.

Clark's, per doz	0 65	0 90
Diamond, Shell, per doz.	1 00	1 50
Nail and Spike, per gross	2 25	5 20

BLIND AND BED STAPLES.

All sizes, per lb.	0 07¾	0 12

BOLTS AND NUTS.	Per cent.
Carriage Bolts, common ($1 list)	50 and 10
" " full sq ($2.40 list)	55 and 10
" " Norway Iron ($3 list)	55 and 10
Machine Bolts, all sizes	50, 5 and 10
Plough Bolts	50, 5 and 10
Blank Bolts	50, 5 and 10
Bolt Ends	50, 5 and 10
Sleigh Shoe Bolts	65, 5 and 10
Coach Screws, cone point	66⅔ and 10

Nuts, square, all sizes, 3¾c. per lb. off.

Nuts, hexagon, all sizes, 4c. per lb. off.

Stove Rods, per lb., 5½ to 6c.

BOOT CALKS

Small and medium, ball ....per M.	4 25
Small heel .... "	4 50

BRIGHT WIRE GOODS

Discount 62½ per cent.

BROILERS

Light, discount 65 to 67½ per cent.

Reversible, discount 65 to 67½ per cent.

Vegetable, per doz., discount 37½ per cent.

Henis, No. 8. ....per doz.	6 00
Henis, No. 9 .... "	7 00
Queen City .... "	7 50

BUTCHERS CLEAVERS.

German ....per doz.	6 00	11 00
American .... "	12 00	20 00

BUTCHER KNIVES.

Bailey's ....per doz	0 60	6 30

BUILDING PAPER, ETC.

Tarred Felt, per 100 lb	1 75
Ready roofing, 2-ply, not under 45 lb., per roll	0 90
Ready roofing, 3-ply, not under 65 lb., per roll	1 15
Carpet Felt ....per ton	45 00
Dry Sheathing ....per roll, 400 sq. ft	0 35
Tar " " 400 "	0 45
Dry Fibre " 400 "	0 50
Tarred Fibre " 400 "	0 60
O. K. & I. X. L. " 400 "	0 65
Resin-sized " 400 "	0 4
Oiled Sheathing " 600 "	1 00
Oiled " " 400 "	0 70
Roof Coating, in barrels ....per gal.	0 17
Roof " small packages "	0 25
Refined Tar ....per barrel	4 50
Coal Tar .... "	4 00
Coal Tar, less than barrels....per gal.	0 15
Roofing Pitch ....per 100 lb.	1 00

BULL RINGS.

Copper, $2.00 for 2½-inch, and $1.90 for 2-inch.

BUTTS.

Wrought Brass, net revised list

Cast Iron.

Loose Pin, discount 60 per cent

Wrought Steel.

Fast Joint, discount 65, 10 and 2½ per cent.

Loose Pin, discount 65, 10 and 2½ per cent.

Berlin Bronzed, discount 70, 70 and 5 per cent

Gen. Bronzed ....per pair	0 40	0 65

CARPET STRETCHERS.

American ....per doz.	1 00	1 50
Bullard's .... "	....	6 50

CASTORS.

Bed, new list, discount 55 to 57½ per cent.

Plate, discount 52½ to 57½ per cent.

CATTLE LEADERS.

Nos. 31 and 32 ....per gross	8 50	9 50

CHALK.

Carpenters' Colored, per gross	0 45	0 75
White lump ....per cwt.	0 60	0 65
Red	0 05	0 06
Crayon ....per gross	0 14	0 18

CHISELS.

Socket, Framing and Firmer.

Broad's, discount 60 and 10 per cent.

Warnock's, discount 50 and 10 per cent.

P. S. & W. Extra, discount 60 and 10 per cent

CHURNS.

Revolving Churns, metal frames No. 0, $8; No. 1, $8.50; No. 2, $9.00; No. 3, $10.00 No. 4, $12.00; No. 5, $16.00 each. Ditto wood frames, 20c. each less than the above. Discounts: Factories, 53 per cent.; delivered from stock in Montreal, 51 per cent. Terms 4 months or 3 per cent. cash in 30 days.

Churn frames, including bearings, levers, etc. Nos. 0, 1, 2 and 3, wood, $2.40; and 4 and 5, $2.65. Metal frames, 25c. extra. Discount 15 per cent., net 30 days.

CLIPS.

Axle, discount 65 per cent

CLOSETS.	Net.
Plain York or Ontario Syphon Jet	$9 60
Emb. " " "	10 20
Fittings	1 00
Plain Elgin or Teu. Syphon Washout	6 00
Emb. " " "	6 60
Fittings	1 25
Low Down Elgin or Teutonic, plain	6 00
Low " " " emb.	6 50
Plain Richelieu	4 25
Emb. "	4 50
Connections	1 25
Low Down Ontario Syphon Jet, plain	11 70
Low " " " emb'd	12 30
Closet connection	1 25
Basins, P. O., 14-in.	0 70
Basins, oval, 17 x 14-in.	1 50
Basins, " 19 x 15-in.	2 25

COMPASSES, DIVIDERS, ETC.

American, discount 62½ to 65 per cent

CONDUCTOR PIPE

Plain or Corrugated.

2-inch ....per 100 feet	3 00
3 " .... " "	4 00
4 " .... " "	5 25
5 " .... " "	6 75
6 " .... " "	9 00

CRADLES, GRAIN

Canadian, discount 20 to 25 per cent

CROSSCUT SAW HANDLES

S. & D., No. 3 ....per pair	0 17½
S. & D., " 5 .... "	0 22½
S. & D., " 6 .... "	0 15
Boynton pattern .... "	0 20

DOOR SPRINGS.

Torrey's Rod (15 p.c.), per doz.	....	2 00
Coil .... "	0 88	1 60
English .... "	2 00	4 00

DRAW KNIVES.

Coach and Wagon, discount 50 and 10 per cent.

Carpenters', discount 60 and 10 per cent.

Experiments are Expensive

but you don't have to experiment with our Patent Wire Edged Ready Roofing. For over ten years we carefully tested the Durability of our Ready Roofing and when we found it was a thoroughly reliable material we advised our customers to use it.

The Paterson Mfg. Co., Limited

Toronto and Montreal.

DRILLS.

Hand and Breast.

Millar's Falls, per doz., net list.

DRILL BITS.

Morse, discount 37½ to 40 per cent.
Standard, discount 50 and 5 to 55 per cent.

FAUCETS.

Common, cork-lined, discount 35 per cent.

EAVETROUGHS.

10-inch ....per 100 ft. 3 10

ELBOWS (stovepipe.)

and 6-inch, common....... per doz. 1 20
7-inch........................ " 1 35
Polished, 15c. per dozen extra.

ESCUTCHEONS.

Discount 40 per cent.

ESCUTCHEON PINS.

Iron, discount 40 per cent.

FACTORY MILK CANS.

Discount off revised list, 40 per cent.

FILES AND RASPS.

Great Western............70 and 10 per cent.
Arcade....................70 " 10 "
Kearney & Foot ....70 " 10 "
Disston's..................70 " 10 "
American..................70 " 10 "
J. Barton Smith ....70 " 10 "
McClellan ....70 " 10 "
Eagle ....70 " 10 "
Nicholson, 60 and 10 to 60, 10 and 5 "
Royal ....80 "
Globe ....70 to 75 "
Black Diamond, 60 and 10 to 60, 10 and 5 per cent.
Jowitt's, English list, 25 to 27½ per cent.
Nicholson File Co.'s "Simplicity" file handle, per gross 85c. to $1.50.

GLASS.

Window. Box Price.

Size United Inches.	Star Per 50 ft.	Star Per 100 ft.	D. Diamond Per 50 ft.	D. Diamond Per 100 ft.
Under 26......	2 0	3 80	....	6 75
26 to 40......	2 10	4 00	....	7 25
41 to 50......	....	4 50	....	8 75
51 to 60......	....	4 75	....	10 00
61 to 70......	....	5 00	....	11 51
71 to 80......	....	5 50	....	12 50
81 to 85......	....	....	....	14 00
86 to 90......	....	....	....	16 50
91 to 95......	....	....	....	18 00
96 to 100......	....	....	...	20 00

A dis ount of 25 per cent. is offered on "Double Diamond."

GAUGES.

Marking, Mortise, Etc.

Stanley's, discount 50 to 55 per cent.

Wire Gauges.

Winn's, Nos. 26 to 33 ....each 1 65 2 40

HALTERS.

Rope, ⅜-inch ....per gross ....
Rope, ½ " .... " 9 00
Rope, ⅝ to ¾-inch .... " 14 00
Leather, 1-inch..... per doz. 3 87½ 4 00
Leather, 1¼ " ...... " 5 15 5 20
Web .... " 1 87 2 45

HAMMERS.

Nail.

Maydole's, discount 5 to 10 per cent. Canadian discount 25 to 27½ per cent

Tack.

Magnetic ....per doz. 1 10 1 20

Sl ge.

Canadian..............per lb. 0 07½ 0 08½

Ball Pean.

English and Canadian, per lb. 0 22 0 25

HANDLES.

Axe, 2nd growth, per doz. net 3 00 4 00
tore door........ ...per doz. 1 00 1 50

Fork.

C. & B., discount 40 per cent., revised list.

Hoe.

C. & B., discount 40 per cent., revised list.

Saw.

American........ ...per doz 1 00 1 25

Plane

American .... per gross 3 15 3 75

Hammer and Hatchet.

Canadian, discount 40 per cent.

Cross-Cut Saws.

Canadian........ ...per pair 0 13¾

HANGERS. doz. pairs.

Steel barn door.............. 5 85 6 00
Stearns, 4-inch 5 00
" 5-inch 6 50
Lane's covered
No. 11, 5-foot run 8 40
No. 11½, 10-foot run 10 80
No. 12, 10-foot run.......... .... 12 60
No. 14, 15-foot run.......... .... 21 00
Lane's O.N.T. track, per foot 0 04½

HARVEST TOOLS.

Discount 60 per cent.

HATCHETS.

Canadian, discount 40 to 42½ per cent.

HAT ENAMEL.

Hen derson & Potts' "Anchor Brand"

HINGES.

Blind, Parker's, discount 16⅔ per cent.
Heavy T and strap, 4-in., per lb....... 0 06½
" " 5-in., " 0 06¼
" " 6-in., " 0 06
" " 8-in., " 0 05¾
" " 10-in., " 0 05½
Light T and strap, discount 65 and 5 per cent.
Screw hook and hinge
6 to 10 in......... per 100 lb. 4 50
12 in. up.......... " 3 25
Spring.......... per gro. pairs 10 50

HOES.

Garden, Mortar, etc., discount 60 per cent.
Planter.......... ... per doz. 4 00 4 50

HOLLOW WARE.

Discount 45 and 5 per cent.

HOOKS.

Cast Iron.

Bird cage........... per doz. 0 50 1 10
Clothes line.......... " 0 27 0 63
Harness........ ..... " 0 72 0 88
Hat and coat .. .... per gro. 1 00 3 00
Chandelier ....per doz. 0 50 1 00

Wrought Iron.

Wrought hooks and staples, Canadian discount 47½ per cent.

Wire.

Hat and coat, discount 45 per cent.
Belt ....per 1,000 .... 0 60
Screw, bright, discount 55 per cent.

HORSE NAILS.

"C" brand, 40, 10 and 7½ per cent. off list } Oval
"M" brand, 50, 10 and 5 per cent. } head
Countersunk, 65 per cent
"Monarch," 65 per cent.
"Peerless" 50 and 7½ per cent dis.

HORSESHOES.

Iron Shoes.	F.O.B. Montreal No 2 and larger	No. 1 and smaller.
Light, medium and heavy....	3 35	3 60
Snow shoes	3 60	3 85

Steel Shoes.

Light	3 45	3 70
Featherweight (all sizes)......	4 85	4 85

F.O.B. Toronto, Hamilton, London and Guelph, 10c. per keg additional.
Toe weight steel shoes..... .. .... 6 70

JAPANNED WARE.

Discount 45 and 5 per cent. off list, June 1899

ICE PICKS.

Star... ....per doz. 00 3 25

KETTLES.

Brass spun, 7½ per cent discount off new list
Copper .... per lb. 0 30 0 50
American, 60 and 10 to 65 and 5 per cent.

KEYS.

Lock, Canadian dis 40 to 40 and 10 per cent
Cabinet, trunk and padlock,
American . .... per gross . 0 60

KNOBS.

Door, japanned and N.P., per doz...................... 1 50 2 50
Bronze, Berlin....... per doz. 2 75 3 25
Bronze, Genuine .... " 6 00 9 00
Shutter, porcelain, F. & L. screw .... per gross 1 30 4 00
White door knobs....per doz. 1 00

HAY KNIVES.

Net prices.

LAMP WICKS.

Discount, 60 per cent.

LANTERNS.

Cold Blast...................per doz. 7 00
No. 3, "Wright's"............ " 8 50
Ordinary, with O burner. ... " 4 00
Dashboard, cold blast.. ..... " 9 00
No. 0 .... " 5 75
Japanning, 50c. per doz. extra.

LEMON SQUEEZERS.

Porcelain lined...... per doz. 2 20 5 60
Galvanized.......... " 1 87 3 85
King, wood...... ... " 2 75 2 90
King, glass.......... " 4 00 4 50
All glass .... " 0 50 0 90

LINES.

Fish .... per gross 1 05 2 50
Chalk .... " 1 90 7 40

LAWN MOWERS.

Woodyatt, 12-in. wheel 7 50
Star " 5 50
Daisy " 4 90
Philadelphia, 12-in. wheel........... 6 50
Ontario, " 14 25
Discount, 50 per cent.

Maxwell & Sons:

10½-in. high wheel............ 7 50 10 00
9-in......................... 5 50 6 25
8-in......................... 49 0 5 50
Discount 50 per cent.

LOCKS.

Canadian, 40 to 40 and 10 per cent.
Russell & Erwin......per doz. 3 00 3 25

Cabinet.

Eagle, discount 30 per cent.

Padlocks.

English and Am. ... per doz. 0 50 6 0
Eagle, discount 20 to 25 per cent.

MACHINE SCREWS.

Iron and Brass.

Flat head, discount 25 per cent.
Round head, discount 20 per cent

MALLETS.

Tinsmiths'...........per doz. 1 25 1 50
Carpenters', hickory, " 1 25 3 75
Lignum Vitae.... .. " 3 85 5 00
Caulking, each 0 60 2 00

MATTOCKS.

Canadian......... .. per doz. 5 50 6 50

MEAT CUTTERS.

American, discount 33⅓ per cent
German, 15 per cent.
Gem ... . each ... 1 15

MILK CAN TRIMMINGS.

Discount 25 per cent

NAILS.	Cut.	Wire.
2d and 3d	3 45	3 45
3d	3 10	3 12
4 and 5d....	2 85	2 95
6 and 7d	2 75	2 80
8 and 9d	2 60	2 60
10 and 12d	2 55	2 55
16 and 20d..	2 50	2 50
30, 40, 50 and 60d (base)	2 45	2 45

Cut nails in carlots 5c. less.
Wire nails in carlots are $2.40.
Steel cut nails 10c. extra.
Miscellaneous wire nails, discount 75 per cent.
Coopers' nails, discount 30 per

NAIL PULLERS.

German and American 1 75 3 50

NAIL SETS.

Square, round and octagon, per gross.. .... 3 38 4 00
Diamond 1 00 2 00

POULTRY NETTING.

2-in. Mesh, 19 w.g. dis. 60 per cent.
2-in. Mesh, 16 w.g. and heavier, 50 p.c.

OAKUM.

U. S. Navy . ..... per 100 lb 6 75
Plumbers ... . " 3 00

OILERS.

McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 00
Zinc and tin, discount 50, 50 and 10 per cent
Copper .... per doz. 1 25 3 50
Brass...... .... " 1 50 3 50
Malleable, discount 25 per cent

GALVANIZED PAILS.

Dufferin pattern pails, discount 45 per cent
Flaring pattern, discount 45 per cent.
Galvanized washtubs, discount 45 per cent.

PIECED WARE.

Discount 40 per cent off list, June, 1899.
10-qt flaring sap buckets, discount 40 per cent
6, 10 and 14-qt flaring pails, dis. 40 per cent.
Creamer cans, discount 40 per cent.

PICKS.

Per dozen 6 00 9 00

PICTURE NAILS.

Porcelain head ......per gross 1 35 1 50
Brass head.......... " 0 40, 1 00

PICTURE WIRE.

Tin and gilt, discount 75 per cent

PINE TAR.

½ pint in tins ....per gross ... 7 80
1 " " .... " 9 60

PLANES.

Wood bench, Canadian discount 40 per cent., American discount 50 per cent.
Wood, fancy Canadian or American, 37½ to 40 per cent.

PLANE IRONS.

English ....per doz. 2 00 5 00

PLIERS AND NIPPERS.

Button's genuine, per doz. pairs, discount 37½ to 40 per cent.
Button's imitation....per doz. 5 00 9 00
German .... " 0 60 2 60

PLUMBERS' BRASS GOODS.

Standard Compression work, dis. 60 per cent
"J.M.T." Cushion work, discount 50 per cent.
Fuller work, discount 65 per cent.
6 dozen lots and over of the above, extra discount 10 per cent.
Lever handle Stops and Waste, discount 60 per cent. With, in lots of 2 dozen and over, an extra discount of 10 per cent.
"J.M.T." Globe, Angle and Check Valves, discount 55 per cent.
Standard Globe, Angle and Check Valves, discount 65 per cent.
"J.M.T." Radiator Valves, discount [illegible] per cent.
Standard Radiator Valves, discount [illegible] per cent.
Patent Quick-Opening Valves, discount 70 per cent.
No. 1 compression bath [illegible] 2 00
No. 4 " " 2 00
No. 7 Fuller's .. 2 20
No. 4½, " 2 35
Patent Compression Cushion, basin cock, hot and cold per doz 15 06
Patent Compression Cushion bath cock, No. 2[illegible] .. 2 25
Square head [illegible] cocks, discount 60 per cent
" " [illegible] " 60 "
Competition Globe Angle and Check Valve discount 70 per cent.
Thompson Smoke-test Machine $25.00

Our New

GLASS CATALOGUE

The most complete work ever issued.

Containing much useful and important information and instruction on all kinds of glass—which you ought to know—as well as a numerous variety of designs and illustrations of glass now used in modern buildings.

EVERY KIND OF PLATE AND WINDOW GLASS IN STOCK.

TORONTO PLATE GLASS IMPORTING CO.,

Hill & Rutherford

Warerooms and Offices—135 to 143 Victoria St.
Bending Works—209 to 213 Victoria St.

TORONTO

PRESSED SPIKES

Discount 20 per cent

PULLEYS

Hothouse	per doz.	0 55	1 00
Axle	"	0 22	0 33
Screw	"	0 27	1 00
Awning	"	0 35	2 50

PUMPS.

Canadian cistern	1 80	3 60
Canadian patcher spout	1 40	2 10

PUNCHES

Saddler's	per doz	1 00	1 85
Conductor's	"	9 00	15 00
Tinners, solid	per set	....	0 72
" hollow	per inch	....	1 00

RANGE BOILERS.

Dominion, 30 gallon	net		6 00
" 35 "	"		7 00
" 40 "	"		8 00
Ronald's Galvanized, 30 gallon,	"		7 40
" 35 "	"		8 40
" " 40 "	"		9 60
Copper, 30 gallon	"		22 00
" 35 "	"		24 00
" 40 "	"		28 00

Discount off copper boilers 15 per cent.

RAKES.

Wood ..... per doz. net 1 20 up.

RAZORS. per doz.

Elliot's	4 00	18 00
Geo. Butler's & Co.'s	4 00	18 00
Boker's	7 50	11 00
" King Cutter	12 50	15 00
Wade & Butcher's	3 60	10 00
Thistle & Quack's	7 00	12 00
Bailey's	6 00	12 00
Bailey's Brantford	10 00	11 00
Carbo Magnetic	....	15 00
Griffon Barber's Favorite	....	10 75
Griffon No. 65	....	13 00
Griffon Safety Razors	....	13 50
Griffon Stropping Machines	....	13 50
Lewis Bros. " Klean Kutter	8 50	10 50

REGISTERS.

Discount 40 per cent

RIVETS AND BURRS

Iron Rivets, black and tinned, discount 60 and 10 per cent.
Iron Burrs, discount 55 per cent.
Extras on Iron Rivets in 1 lb. cartons, ½c. per lb.
Extras on Iron Rivets in ½ lb cartons, 1c per lb.
Copper Rivets, with usual proportion burrs, 45 per cent. discount. Cartons, 1c per lb extra net.
Copper Boilermiy, discount 50 and 10 per cent.
Extras on Tinned or Coppered Rivets, ½ lb cartons, 1c per lb.

LEVEL SETS

Canadian, discount 35 and 5 per cent.

ROPE, ETC.

Sisal	0 10½
Pure Manilla	0 14
"British Manilla	0 11½
Cotton, 3-16 inch and larger	0 16
" 5-32 inch	0 21
" ¼ inch	0 22
Russia Deep Sea	0 15
Jute	0 08
Lath Yarn, single	0 09
" double	0 11
Sisal bed cord, 48 feet per doz	0
" " 60 feet	0 8
" " 72 feet	0 95

RULES

Boxwood, discount 55 per cent
Ivory, discount 37½ to 40 per cent

SAD IRONS

Mrs. Potts, No. 55, polished per set	0 70	
" No. 50, nickle-plated, "	0 80	

SAND AND EMERY PAPER

B & A sand, discount, 40 and 5 per cent
Emery, discount 40 per cent
Garnet (Burton's) 5 to 10 per cent. advance on list

SAP SPOUTS.

Bronzed iron with hooks ..per 1,000 9 50

SAWS.

Hand, Disston's, discount 12½ per cent.
S & D, discount 40 per cent.
Crosscut, Disston's..per foot 0 35 0 55
S. & D, discount 35 per cent. on Nos. 2 and 3.
Hack, complete.....each 0 75 2 75
" frame only 0 75

SASH WEIGHTS.

Sectional	per 100 lb.	2 50	2 75
Solid	"	1 75	2 00

SASH CORD.

Per lb..... 0 24 0 30

SAW SETS. per doz.

Lincoln and Whiting	4 75
Hand Sets, No. 1 Woodyatt (Morrill)	4 25
X-Cut Sets, No. 3 Woodyatt (Morrill)	9 50

SCALES.

Gurney Standard, 40 per cent.
Gurney Champion, 50 per cent.
Burrow, Stewart & Milne—
Imperial Standard, discount 40 per cent.
Weigh Beams, discount 35 per cent.
Champion Scales, discount 50 per cent.
Fairbanks standard, discount 35 per cent.
" Dominion, discount 55 per cent.
" Richelieu, discount 55 per cent.
Warren's new Standard, discount 40 per cent.
" " Champion, discount 50 per cent.
" Weighbeams, discount 35 per cent.

SCREW DRIVERS.

Sargent's .....per doz. 0 65 1 00

SCREEN DOORS.

Common doors, 2 or 3 panel, walnut stained, 4-in. style.....per doz. 6 80
Common doors, 2 or 3 panel, yellow and green stained, 4-in. style....per doz. 7 00
Common doors, 2 or 3 panel, in natural colors, oil finish .....per doz. 8 15
3-in. style 20c. per dozen less.

SCREWS.

Wood, F. H., bright and steel, discount 87½ per cent.
Wood, R. H., bright, dis. 82½ per cent.
" F. H., brass, dis. 80 per cent.
" R. H., " dis. 75 per cent.
" F. H., bronze, dis. 75 per cent.
" R. H., " dis. 70 per cent.
Drive Screws, dis. 87½ per cent.

Bench, wood	per doz.	3 25	4 00
" iron	"	4 25	5 00

Set, case hardened, dis. 60 per cent.
Square Cap, dis. 50 and 5 per cent.
Hexagon Cap, dis. 45 per cent.

SCYTHES.

Per doz. net..... 6 00 9 00

SCYTHE SNATHS.

Canadian, discount 40 per cent.

SHEARS.

Bailey Cutlery Co., full nickeled, discou and 2½ per cent
Bailey Cutlery, Japan Handles, discount 67½ per cent
Seymour's, discount 50 and 10 per cent.

SHOVELS AND SPADES.

Canadian, discount 45 per cent.

SINKS.

Cast iron, 16 x 24	....	....	0 85
" 18 x 30	....	....	1 00
" 18 x 36	....	....	1 40

SNAPS.

Harness, German, discount 25 per cent
Load Andrews 4 50 11 50

SOLDERING IRONS

1 lb. per lb	....	37
2 lb. or over "	....	0 34

SQUARES

Iron, No. 493	per doz	2 40	2 55
" No. 494	"	3 25	3 40

Steel, discount 60 to 60 and 5 per cent.
Try and Bevel, discount 50 to 52½ per cent.

STAMPED WARE

Plain, discount 75 and 12½ per cent off revised list.
Retinned, discount 75 per cent off revised list.

STAPLES.

Galvanized		3 25	3 50
Plain		2 90	3 15

Coopers', discount 45 per cent.
Poultry netting staples, discount 40 per cent.

STOCKS AND DIES.

American discount 25 per cent.

STONE.

Washita	per lb.	0 28	0 60
Hindostan	"	0 06	0 07
" slip	"	0 09	0 09
Labrador	"	....	0 13
" Axe	"	....	0 15
Turkey	"	....	0 50
Arkansas	"	....	1 50
Water-of-Ayr	"	....	0 10
Scythe	per gross	3 50	5 00
Grind, 2-in., 40 to 200 lb., per ton		....	25 00
" " under 40 lb., "		....	28 00
" under 2 in. thick, "		....	29 00

STOVEPIPES.

5 and 6 inch, per 100 lengths	....	7 00
7 inch	....	7 50

ENAMELINE STOVE POLISH.

No. 4, 3 doz. in case..net cash	....	4 80
No. 6, 3 doz. in ase.. "	...	8 40

TACKS, BRADS, ETC.

Carpet tacks, blued ..... 80 and 15
" " tinned..... 80 and 20
" " (in kegs)..... 40
Cut tacks, blued, in dozens only 80
" ½ weights 60
Swedes cut tacks, blued and tinned—
In bulk..... 80 and 10
In dozens 75
Swedes, upholsterers', bulk....85, 12½ and 12½
" brush, blued and tinned bulk 70
Swedes, gimp, blued, tinned and japanned..... 75 and 12½
Zinc tacks 35
Leather carpet tacks..... 55
Copper tacks..... 50
Copper nails 52½
Trunk nails, black ..... 65 and 5
Trunk nails, tinned..... 65 and 10
Clout nails, blued ..... 65 and 5
Chair nails..... 35
Patent brads..... 40
Fine finishing..... 40
Lining tacks, in papers..... 10
" " in bulk..... 15
" " solid heads, in bulk 75
Saddle nails, in papers..... 10
" " in bulk..... 15
Tufting buttons, 22 line, in dozens only 60
Zinc glaziers' points 5
Double pointed tacks, papers.. 90 and 10
" " " bulk.... 40
Clinch and duck rivets..... 45

TAPE LINES.

English, ass skin	per doz.	2 75	5 00
English, Patent Leather		5 50	9 75
Chesterman's	each	0 90	2 85
" steel	each	0 80	8 00

TINNERS' SNIPS.

Bailey's, discount 25 per cent.

THERMOMETERS.

Tin case and dairy, discount 75 to 75 and 10 per cent.

TRAPS (steel.)

Game, Newhouse, discount 25 per cent.
Game, H. & N., P. S. & W., 65 per cent.
Game, steel, 72½, 75 per cent.

TROWELS.

Disston's, discount 10 per cent.			
German	per doz.	4 75	6 00
S. & D., discount 35 per cent.			

TWINES.

Bag, Russian	per lb.	....	0 27
Wrapping, cotton, 3-ply		....	0 19
" 4-ply		....	0 23
Mattress	per lb.	0 33	0 45
Staging	"	0 27	0 35

VISES.

Wright's	....	0 13½
Brook's	....	0 12½
Pipe Vise, Hinge, No. 1	....	3 50
" " " No. 2	....	5 50
Saw Vise	4 50	9 00

ENAMELLED WARE.

White, Princess, Turquoise, Blue and White discount 50 per cent.
Diamond, Famous, Premier, discount 50 and 10 per cent.
Granite or Pearl, Imperial, Crescent, discount 50, 10 and 10 per cent.

WIRE.

Smooth Steel Wire.

No. 0-9 gauge		$2 50
10 "	6c.	extra.
11 "	12c.	"
12 "	20c.	"
13 "	30c.	"
14 "	40c.	"
15 "	55c.	"
16 "	70c.	"

Add 60c. for coppering and $2 for tinning.
Extra net per 100 lb. Oiled wire 10c., spring wire $1.25, special hay baling wire 30c., best steel wire 75c., bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb. hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.
Fine Steel Wire, discount 25 per cent. List of extras: In 100-lb. lots: No. 17, $5 No. 18, $5.50 No. 19, $6—No. 20, $6.65—No. 21, $7—No. 22, $7.30—No. 23, $7,65—No. 24, $8—No. 25, $9—No. 26, $9.50—No. 27, $10 No. 28, $11—No. 29, $12—No. 30, $13—No. 31, $14—No. 32, $15—No. 33, $16—No. 34, $17. Extras net—tinned wire, Nos. 17-25, $2—Nos. 26-31, $4—Nos. 32-34, $6. Coppered, 5c. oiling, 10c. in 25-lb. bundles, 15c.—in 5 and 10-lb. bundles, 25c.—in 1-lb. hanks, 25c. in ½-lb. hanks, 38c. in ¼-lb. hanks, 50c.—packed in casks or cases, 15c.—bagging or papering, 10c.
Brass wire, discount 62½ per cent. off the list.
Copper wire, discount 62½ per cent. net cash; 30 days, f.o.b factory.
Galvanized wire, per 100 lb.—Nos. 4 and 5, $3.70 to $3.90 Nos. 6, 7, 8, $3.15 to $3.35 No. 9, $2.50 No. 10, $3.20 to $3.40 No. 11, $3.25 to $3.45 No. 12, $2.6[illegible] No 13, $2.75 No. 14, $3.75 to $3.95 No 15, $4.30 No. 16, $4.30. Base sizes, Nos. 6 to 9, $2.27½ f.o.b. Cleveland. In carlots 12½c. less.
Clothes Line Wire, regular 7 strand, No. 17, $4.65; No. 18, $2.90; No. 19, $2.60. Hollow 6 strand, No. 17, $4.30; No. 18, $2.70; No. 19, $2.35; No. 20, $2.30, f.o.b. Hamilton, Toronto, Montreal.

WIRE FENCING.

Galvanized barb	....	2 80
Galvanized, plain twist	....	2 90

Galvanized barb, f.o.b. Cleveland, $2 55½ in less than carlots, and $2 45 in carlots.

COILED SPRING WIRE.

High Carbon, No. 9	$2 75
" No. 11	3 40
" No. 12	2 95

WIRE CLOTH.

Painted Screen, per 100 sq. ft., net.. 1 50
Terms, 3 per cent. off 30 days.

WASTE COTTON.

Colored	per lb.	0
White	"	0 08

WRENCHES.

Acme, discount 35 to 37½ per cent.
Agricultural, discount 60 per cent.
Coe's Genuine, discount 20 to 25 per cent.

Towers' Engineer	each	2 00	7 00
" S	per doz.	5 80	6 00
G. & K.'s Pipe	"	....	3 40
Burrell's Pipe	each	....	3 00
Pocket	per doz.	0 25	2 90

WRINGERS.

Leader	per doz.	30 00	33 00
Royal Canadian	"	....	24 00
Royal American	"	....	24 00
Sampson	"	....	24 00
Lightning	"	....	27 00

Terms, 4 months, or 3 per cent. 30 days

WROUGHT IRON WASHERS.

Canadian make, discount 40 per cent.

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Manufacturers' Agent and Metal Broker,
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Representing British and American Manufacturers. Correspondence invited from firms wishing to be represented in Canada.

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Limited
Makers of High Grade
Varnishes, Japans,
Paints, Colors & Enamels.
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"Bailey Brand" Cutlery is best in quality.
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"Bailey Brand" Cutlery is "Made in Canada."
"Bailey Brand" Cutlery is most profitable to Merchant.
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"Bailey Brand" Cutlery is all fully warranted.

Razors, Shears, Scissors, Tinners' Snips, Butcher Knives and Razors.

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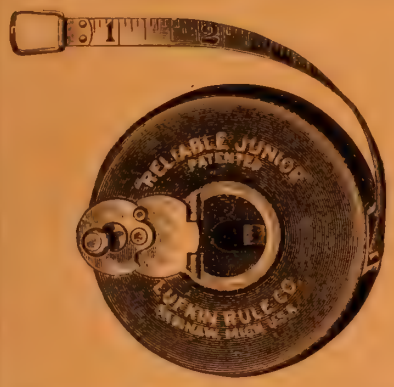
BRANTFORD, ONT. Limited



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Steel, Metallic, Linen, Pocket, Ass Skin,
Pat. Leather, Bend Leather, Etc.

ARE THE BEST AND MOST POPULAR TAPES IN THE WORLD.
YOUR STOCK IS NOT COMPLETE WITHOUT THEM.

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New York City Branch—280 Broadway.

For sale by ALL PROMINENT CANADIAN HARDWARE JOBBERS.

"QUALITY FIRST AND ALWAYS."

FAR-SEEING PEOPLE

are the most successful. Their perception of opportunities where others see nothing, is the secret of success. Shrewd dealers find a splendid opportunity in "HURON" Stoves and Ranges for improving their profits. Those who have handled them ought to know. That they are still handling them proves that they do know.

If you should try them you will know too.

It is a profitable agency to have.

THE WESTERN FOUNDRY CO., Wingham, Ont.
LIMITED.

Est. 1868. Inc. 1895.

Black Diamond File Works

G. & H. Barnett Company

PHILADELPHIA

Twelve Medals

Awarded
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Special Prize
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FOR

Water	Air	Suction
Steam	Acids	Fire Protection
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SUPERIOR IN QUALITY.
SATISFACTORY IN SERVICE.

"Redstone" Sheet Packing

for High Pressures.

Does not Burn out or Blow out and requires no following up.

THE GUTTA PERCHA AND RUBBER MFG. CO.

OF TORONTO, LIMITED.

Head Office and Warerooms—
45-47-49 West Front St.

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Factories - 115-165 West Lodge Ave.
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CANADA.

We are prepared to quote lowest prices for the following:

- Black and Galvanized Sheets
- Black Canada Plates
- Galvanized Canada Plates
- Polished Canada Plates
- Tin Plates
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- Black Plates
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- Copper Sheets
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B. & S. H. THOMPSON & CO. LIMITED

53 St. Sulpice Street, MONTREAL.

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McCASKILL, DOUGALL & CO.

Manufacturers MONTREAL

Standard Railway and Carriage Varnishes
Standard Boat and Spar Varnishes
—Won't turn white from the effects of water and sun
Standard Piano, Furniture and Decorative Varnishes
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Unsurpassed for Value and Service.
Use LANGWELL'S BABBIT, - MONTREAL.

CANADIAN
HARDWARE
AND METAL MERCHANT

The Weekly Organ of the Hardware, Metal, Heating, Plumbing and Contracting Trades in Canada.

VOL. XV. MONTREAL AND TORONTO, JUNE 6, 1903. NO 23.

ANVILS BITS
HENRY BOKER
MANUFACTURER OF
ARROW BRAND
REGISTERED TRADE MARK
HARDWARE
SPECIALITIES OF ALL DESCRIPTIONS
PLYERS VICES
For Sale by Leading Wholesale Hardware Houses.

"QUEEN'S HEAD"
GALVANIZED IRON.
Looks best,
Is the best.

JOHN LYSAGHT, Limited, Makers, BRISTOL, ENG.
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"Safford" Radiators

Manufactured for Heating all classes of Buildings by Hot Water or Steam. Made in different heights, beautiful designs. Plain or Ornamental.

THE DOMINION RADIATOR CO., Limited
Head Office and Works: DUFFERIN ST. TORONTO, CAN.

GARDEN HOSE
—AND—
LAWN SPRINKLERS

Our stock of lawn goods is most complete, including Nozzles, Benches, Rollers, Vases, Hose Pliers, Couplings, Grass Rakes, Mowers, etc.

Write for Prices.

RICE LEWIS & SON
LIMITED
TORONTO.

SAMUEL, SONS & BENJAMIN, - - London and Liverpool, England.

M. & L. SAMUEL, BENJAMIN & CO.

General Importers and Exporters and Metal Merchants

27 Wellington St. West, TORONTO, ONT.

We carry in stock a full line of the following goods:

Antimony.

Brass—Sheets, Soft and Hard.
Rods and Tubes.

Canada Plates.

Copper—Bar and Ingot.
Pitts.
Rods and Tubes.
Sheathing, Roofing and Brazier's.

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Cotton Waste.

Crucibles.

Eave Trough—Also Spikes and Cond. Hooks.

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Black and Tinned Sheet.
Galvanized, "Gordon Crown."
Russia, Genuine and Imitation.

Iron Pipe—Black and Galvanized.

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Tin—Bar. Ingot, "L & F" and Straits.

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FOR IMPORT—Pig Iron, Structural Iron and Steel, Angles, Beams, Channels, etc.

INQUIRIES SOLICITED. PLEASE WRITE FOR QUOTATIONS.

ALWAYS READY FOR USE

NO HONING
NO GRINDING

The CARBO MAGNETIC Razor.

No Hard Blades
No Soft Blades
No Temper Streaks
No Returned Blades to the dealer—Will Shave for Years Without Requiring Honing

Retail Price $2.00

BOOKLET COMING—
if you'll ask for a copy with trade discount.

Firm of **A. L. SILBERSTEIN**

Mfrs. of "Griffon" Cutlery

453-461 Broadway, New York City.

"C.R.Co." Star

RED RUBBER PACKING

FOR HIGH-GRADE WORK

Good Packing **Good Price**
Good Profits **Good Advertising Matter**

Send for samples, prices and advertising matter.

The Canadian Rubber Co.

MONTREAL TORONTO WINNIPEG

Other Tools are very good Tools, but

"YANKEE TOOLS"

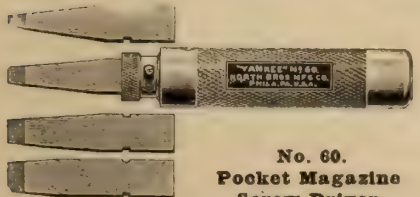
ARE BETTER

No. 15. "Yankee" Ratchet Screw Driver, with Finger Turn on Blade.

No. 30. "Yankee" Spiral-Ratchet Screw Driver, Right and Left Hand.

No. 41. "Yankee" Automatic Drill, Eight Drill Points in Handle.

No. 50. "Yankee" Reciprocating Drill for Iron, Steel, Brass, Wood, etc.



No. 60. Pocket Magazine Screw Driver.

Our "YANKEE" Tool Book tells all about them. Mailed free on application. . . . . .

Manufacturers also of

LIGHTNING, GEM and BLIZZARD Ice Cream Freezers.

Toy Freezers, Ice Shaves and Ice Chippers.

Fluting Machines, Hand Fluters.

Sold by Leading Jobbers in Canada.

NORTH BROS. MFG. CO.,

Philadelphia, Pa., U.S.A.

CORDAGE

ALL KINDS AND FOR ALL PURPOSES.

Manila Rope	Lathyarn
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"RED THREAD" Transmission Rope from the finest quality Manila hemp obtainable, laid in tallow.

CONSUMERS CORDAGE COMPANY,

Limited

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The celebrated **NATIONAL CUTLERY CO'S** Snips, forged from one solid piece of steel, and a shear steel plate of special Wardlow quality, welded on the entire cutting edge and face. The **NATIONAL CUTLERY CO'S** Snips have no soft spots, no feather edges, and are fully warranted.

Made in all sizes and styles, curved or straight, with large bevelled bows, assuring perfect comfort for heavy work. Write for catalogue and electros.

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SOLE CANADIAN AGENTS,

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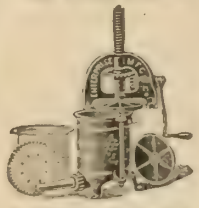
Sausage Stuffer, Lard *and* Fruit Press



8 Sizes *and* Styles

Rapid Grinding *and* Pulverizing Mills

10 Sizes and Styles for Hand and Power

No. 3, $5.50.

Bone, Shell and Corn Mill

No. 750. $7.50

TRADE **"ENTERPRISE"** MARK

Meat *and* Food Choppers

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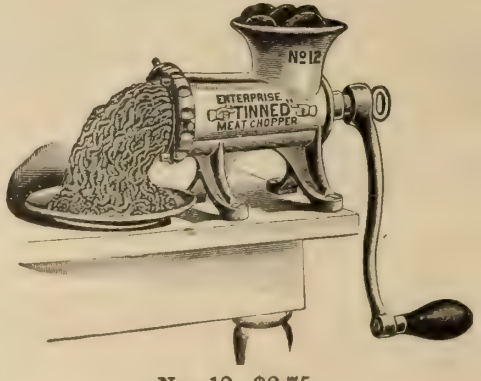
40 Sizes *and* Styles for Hand *and* Power
from $1.00 to $300.00



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Sold by all *the* leading Jobbers *of the* Dominion
ILLUSTRATED CATALOGUE MAILED FREE

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Meat Juice Extractor

No. 21, $2.50

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No. 82, $7.50 per doz.

ASK FOR THE OPINION OF ANY MECHANIC WHO IS

"UP" ON FILES

HE WILL UNHESITATINGLY RENDER JUDGMENT IN FAVOR OF

DISSTON'S.

If he is biased in his opinion, it's because he has never used any other but Disston's files; he's simply confident that he has the best.

You hear a great deal of Disston's files; other files occasionally.

DISSTON'S FILES.

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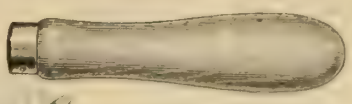

THE BEST FOR THE MECHANIC

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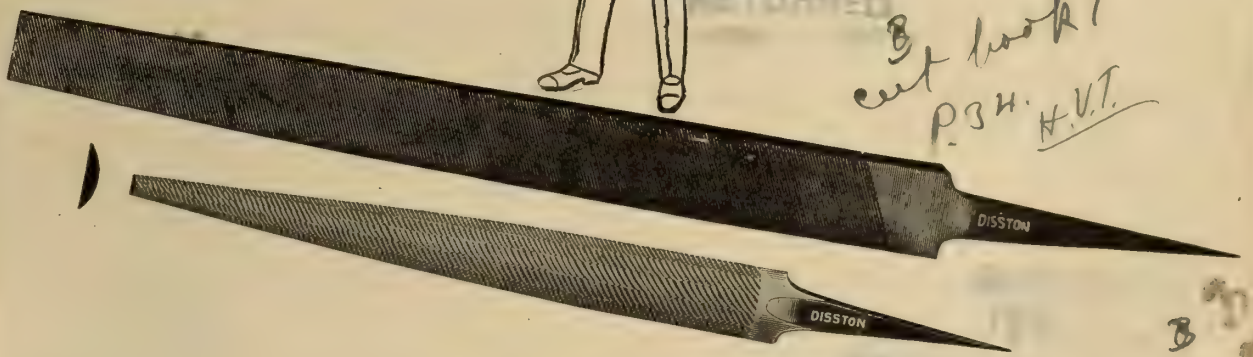

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SHIP QUICK

The New Century Ball-Bearing Washing Machine.

Not the cheapest but decidedly the best Washing Machine made.

Five to seven minutes only required for a tubful.
The operator need not stand when using it, and there is practically no wear on garments.
Full information given on application.

THE DOWSWELL MANUFACTURING CO.,
Hamilton, Ont. Limited.
W. L. HALDIMAND & SON, Montreal, - Eastern Agents.

Hammocks

A post card will bring you our prices on Croquet Sets, Hammocks, Baseball, Tennis Goods, Toy Garden Tools, Paper Lanterns, Flags, etc.

Nerlich & Co.

146-148 FRONT ST. WEST, (Opposite Union Station) **Toronto.**

The "XXth Century" Freezer

is what no XXth century hardware merchant can afford to be without. People have quickly discovered that the saving in ice and salt alone effected by this splendid device warrant their discarding any other freezer they may have been using. It is

The Lowest-Priced Ice Cream Freezer on the Market.

Lowest in first cost without considering its saving features. No labor of crank turning—no muss. Ice Cream can be made without labor—things ready to serve from half an hour to an hour.

WRITE US FOR PRICE-LIST AND PARTICULARS.

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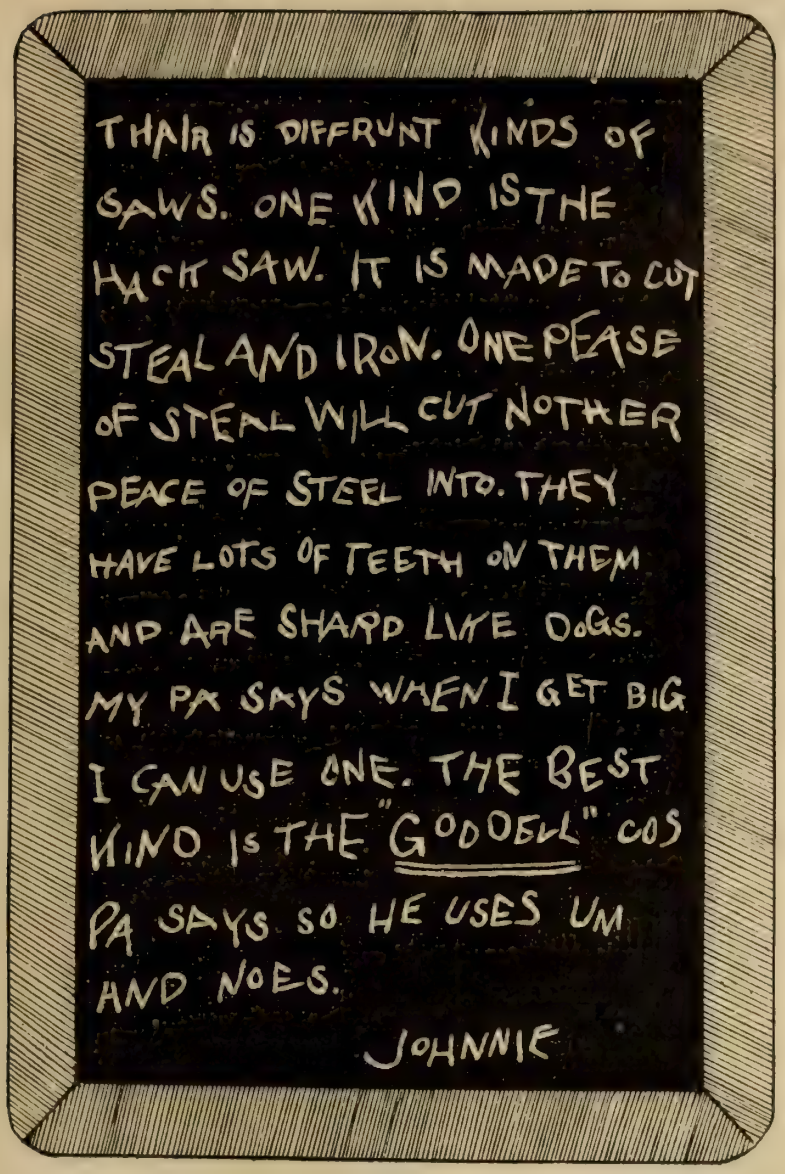
MONTREAL BRANCH: 1 and 3 DeBresoles St. LONDON BRANCH: 71 Dundas St.



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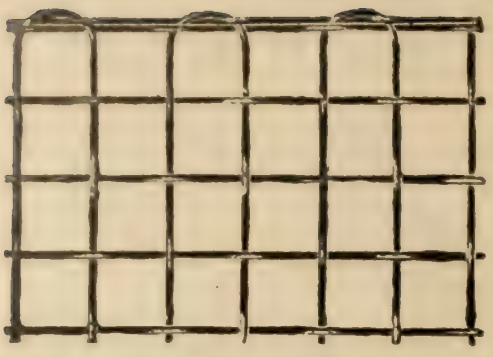
DECATUR, BULL & CO., Resident Agents, MONTREAL.



Special Regalvanized Cloth, for Appl and Fruit Drying.

Stock widths, 24, 30 and 36-in.

Other widths and meshes made to order.

Also ½-in. Galvanized Netting.

Stock widths, 24, 30 and 36-in.

Stock lengths, 25 and 50 yds.

Also Wire Cloth and Netting for all purposes.

The B. Greening Wire Co., LIMITED

Hamilton, Ont. - **Montreal, Que.**

Wire

COPPER WIRE
For Telegraph, Telephone, Trolley and Transmission Lines.

BRASS WIRE
Of all kinds and for all purposes.

PLAIN WIRE
Annealed, Annealed and Oiled, Tinned, Coppered, Bright and Coppered Spring Wire.

GALVANIZED WIRE
For Telegraph and Telephone—Barb Wire, Plain Twist Galvanized Coiled Spring Fencing; Galvanized Wire, straightened and cut any length for fence purposes.

BALING WIRE
For Lathes, Shingles, Pulp, Hay, Rags, etc. (Straightened, cut any length.

WIRE NAILS
of all kinds and for all purposes

WOOD SCREWS
Flat Head, Round Head, Bright and Brass.

BRIGHT STEEL WIRE GOODS
Gate Hooks and Eyes—Screw Hooks, Screw Eyes.
Jack Chain Single Steel and Brass.
Jack Chain—Double Steel and Brass.
"Crescent" Hat and Coat Hooks.
Wire Door Pulls, Cotter Pins.

STAPLES
Poultry Netting, Barrel, Blind, Bed and Fence. Special Staples made to order.

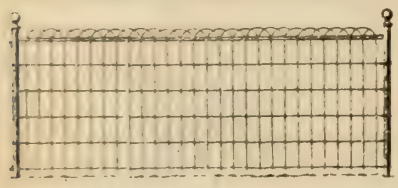
Manufactured by

Dominion Wire Manufacturing Co. LIMITED

MONTREAL AND TORONTO.

HEAD OFFICE Coristine Building, St. Nicholas St., **MONTREAL**

Long Distance 'Phone to all Departments.



CYCLONE LAWN AND CEMETERY FENCE.

We build it from 24 inch to 42 inch high, from **14c.** to **19c.** per running foot. The best and strongest in the market. We build farm fences and gates of all sizes.

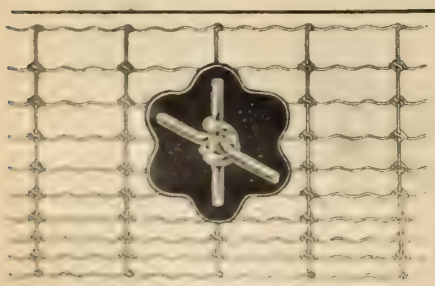
Cyclone Woven Wire Fence Co., Limited

Write for price. **TORONTO**

A few good live hardware merchants to act as agents for the sale of Wire Window Guards, Wire Cloth, Moulders' Riddles, Children's Cots, Bank and Office Railings, Ornamental Iron Fencing, Window Fixtures, Wire Work, Architectural Wrought Iron Work, etc.

The Geo. B. Meadows Toronto Wire, Iron and Brass Works Co., Limited. Established 1854.

117 King Street West, Toronto



WOVEN WIRE FENCING

Made from No. 9 hard steel wire throughout.

Made to sell, to last, and to give satisfaction.

That is why the IDEAL is

THE BEST SELLER.

If not represented there, write for catalogue and prices.

Coiled Spring Wire.

Unexcelled in quality. Prompt shipment.

THE

McGregor-Banwell Fence Co., Limited

WINDSOR, ONT.

Selkirk Fence Machine and Supplies.

High-Grade Coiled and Plain Wires.

Patent Steel Gates.

Sold exclusively through the trade.

Send for catalogue and "Our Mode of Doing Business."

Selkirk Fence Co., Welland, Ont.

Figure it Out

and see if it wouldn't pay you to have your Printing and Advertising done by a Specialist in an up-to-date city office. Style and finish, that's it.

Special 1,000 Bond Statements, $2.00; Extra quality Billheads, 1,000, $1.50; Envelopes, 1,000, $1.00 up.

WEESE & CO., 54 Yonge Street, - Toronto.

So much wrapping paper is wasted because it tears easily. Our brown and manilla papers are

Strong and Durable.

They can always be depended upon.

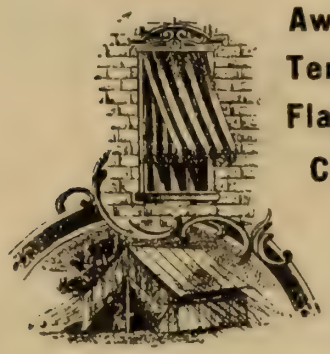
Full Count. **Full Weight.**

— MADE IN CANADA —

CANADA PAPER CO., Limited

TORONTO and MONTREAL.

BUY OF THE MANUFACTURERS . . .



Awnings
Tents
Flags and
Covers

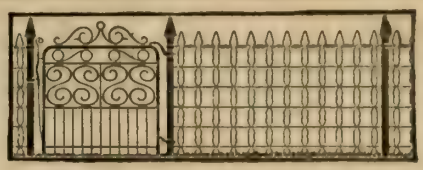
WRITE FOR QUOTATIONS.

RAYMOND BROS., Windsor, Ont.

"Build to-day then, strong and sure. With a firm and ample base."
—Longfellow.

DO YOU?

WISH THUS TO BUILD an advertisement in the CONTRACT-RECORD, TORONTO will bring you tenders from the best contractors



A FENCE
to Protect and Adorn.

Made of steel rods in different sizes and heights to adapt it to the various requirements, the

Hartman Steel Picket Fence

is the most popular on the market. Adapted alike to Lawns and Private Property, Parks, Cemeteries, Schools, Church Lots, etc. It preserves its alignment, is handsome in appearance and permanently serviceable. Catalog free on application. Write for it.

CUYAHOGA WIRE & FENCE COMPANY., Dept W, CUYAHOGA FALLS, OHIO.

WIRES! WIRES! WIRES!

THERE ARE MANY GRADES in the market.

OUR COILED SPRING and OUR PLAIN WIRES ARE PRONOUNCED BY COMPETENT JUDGES TO BE THE VERY BEST PROCURABLE

See that our tin tags, which are guarantee of best quality, are on each bundle.

Address:
THE LONDON FENCE MACHINE Co., Limited
Head Office and Works:
LONDON, ONT.

American Office and Works
Cleveland, Ohio.
Wortman & Ward Manufacturing Co., Montreal, Que.,
General Agents for Quebec
A. P. Macdonald, Winnipeg,
Gen. Agt. for Man. and N.W.T.
J. W. Boulter, Summerside,
General Agent for P.E.I.
Agency: The London Fence Machine Co., Limited, at Kentville, for Nova Scotia

American Steel & Wire Co.

New York
Empire Building

Montreal
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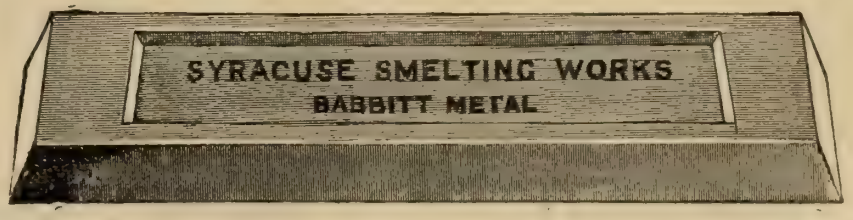
Chicago
The Rookery

BARBED WIRE GALVANIZED PLAIN WIRE
PLAIN TWIST CABLE FENCING

Telegraph and Telephone Wire; Mattress, Broom, Weaving Wires of every description; Rail Bonds, Bale Ties, Special Wires for all purposes, Springs, Horse Shoes, Wire Rope, Cold-drawn Steel Shafting.

Use Syracuse Babbitt Metal

IT IS THE BEST MADE.



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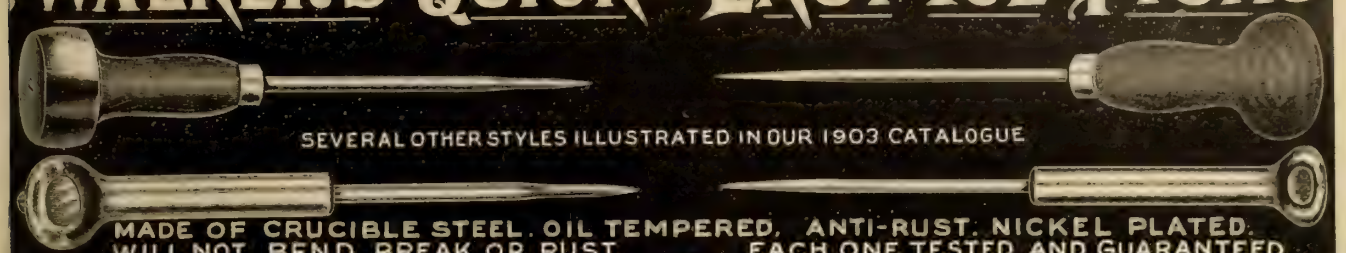

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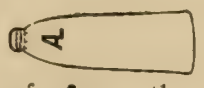

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Lowest prices on Mantles, Shades, Chimneys, Globes and Sundries.

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Satisfied Customers.

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appears will give the kind of satisfaction that lasts. More people, every day, are learning this. Why shouldn't you be ready to give them the satisfaction they are looking for ? Keep stocked with Dunlop Bicycle Tires, Dunlop Lawn Hose, Dunlop Horseshoe Pads, etc.

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The patterns and all rights to manufacture this Washer having been recently acquired by us, and being fully convinced that it is the most satisfactory in the market to-day, we are desirous to appoint an agent in each town throughout Canada, being well aware that a large demand exists for a Washer made from the very best of material by skilled workmen, and constructed upon the principles of "The Stephenson."

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NICKEL-PLATED FAUCETS.

HANDY, ORNAMENTAL and USEFUL

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Supplied with Nickel-Plated Faucets.

Five Sizes.

Just the thing for hot weather.

WE WILL BE PLEASED TO QUOTE PRICES.

Kemp Manufacturing Co., TORONTO, CANADA.

HARDWARE AND METAL

VOL. XV. MONTREAL AND TORONTO, JUNE 6, 1903. NO. 23

Subjects Being Discussed at Ottawa.

Written for Hardware and Metal by a Member of Parliament.

House of Commons,
Ottawa, June 1, 1903.

SINCE our letter of a week ago nothing very new has come to the fore in Parliament, in committee, or in the corridors. The work drags rather slowly along, and the best informed now assert that August will still find the House in session. The same two dominant questions still hold the boards, one Imperial, in connection with Mr. Chamberlain's recent utterances anent closer trade relations with the colonies, the other domestic, re a trans-continental line. With regard to the former, the feeling of gladness at the prospect of something more substantial than a mere sentimental connection with the Motherland seems to be on the increase. The Imperialists, if we may use the term, elated over the brighter prospects which such a change of fiscal policy opens up for the Empire as a whole; the anti-Imperialists, satisfied that such new conditions would develop Canada, without in any way adding to her burdens or lessening her rights of self government.

* * *

It is undoubtedly a far call, however, from the announcement of a vague principle to the formulation of a definite policy, and while all great policies must undoubtedly have their inception in the announcement of a principle, wide divergencies are sure to occur between those who agree with that principle, but who have very different ideas as to its enforcement. For instance, we can imagine the Englishman saying: "Yes, we live this idea, we endorse it, but we must not be heavy financial losers by the change, since charity begins at home. At present but a small fraction of our trade is with our colonies, and discrimination in their favor is almost certain to lead to loss of commerce with outside nations. You must then give us such privileges in your markets as will increase our trade with you to the extent to which we lose it with others. You must lower your tariff, so that we may ship more goods to you."

To this the colonial will almost certainly reply: "True, charity does begin at home, but our home is here, in Canada, or Australia, as the case may be. And, while we will gladly take more of your goods and less of similar goods from foreigners, we are not willing to take more of your wares at the expense of our manufacturers of similar lines of goods. We are willing, then," we fancy we hear the colonial say, "to leave our tariff as it is against you at present, but to raise it still higher against similar lines of goods from foreign countries. This should mean that our buying of competing goods from them should entirely cease, and that our trade with you would increase just to that extent."

And then will come the question on the part of the Englishman: "Will this transference of trade from foreign nations to us compensate us for the loss of a portion of our foreign trade?" If he feels that it will, a bargain can with ease be made, but if he thinks not, he will still insist on a lowering of duty on such goods as are made in the colonies themselves, that he may add to his increased volume of trade, wrested from foreigners, enough more taken from the colonial manufacturers to make up for the sum total of his loss of foreign trade entailed by his colonial preference. For the advantages which a preference on raw and food materials in the English markets would undoubtedly give the colonies, they, in turn would, no doubt, be willing to some extent to lower their tariff against English goods, but to a very moderate extent, indeed, and not to the extent of crippling one single legitimate industry which had grown up on the home soil.

* * *

Looking carefully at the matter in this way, any one must see the immense difficulties which will confront those who try to adjust matters in conformity with the suggestions of Mr. Chamberlain. But difficulties as great, perhaps greater, have before now been overcome, and while some may even have to suffer in the readjustment, we must remember that without pain the world cannot be in travail to the birth of an Empire.

* * *

We said at the beginning of this article that the building of another trans-continental railway was the matter of chief domestic import before the Parliamentarians this week. A somewhat lengthy and spirited debate on the Intercolonial Railway, it is true, was the main object of interest in the House itself, but this was largely influenced by the question of further railway building in Canada on a large scale.

There be some, not many, but still influential, who advocate the building of the new road, and its operation thereafter by the Government, and as these are always met by the request to study the history of the Intercolonial -the People's Road—it was but natural that the speakers should devote a considerable part of their time to the attack and defence of the I.C.R.

* * *

Mr. Blair opened the ball, as a preface to going into supply for his department, and quite naturally made the best case he could to show that the Intercolonial if not exactly a thing of beauty and a joy for ever, was, nevertheless, far from being the bug-bear it is so often painted.

...ent he argued elaborately to show that ... system was operated as efficiently ... inexpensively as the C.P.R. or the G.T.R. He pointed out that the road, built as a part of the bargain by which the Maritime Provinces came into Confederation, was handicapped at the outset by the circuitous route thus forced upon it, a route traversing long distances of barren fruitless country, which was not, and never could be revenue-producing for the road.

* * *

Mr. Blair has openly advocated the extension of the I.C.R. as far as Georgian Bay, and it was quite to be supposed that he would justify his wish in this manner. To say the truth, he made a very stout argument, and though he probably failed to convert very many to the scheme of further Government ownership, he at least did much to account for the failure of the I.C.R. to be self-supporting on grounds other than those of extravagance and political evil influence.

To get net results for the treasury it is a truism to say that we must have a surplus of receipts over expenditures. In criticising the speech of the Minister of Railways, we would say that he succeeded fairly well in showing that on the expenditure side his road bore a not unfavorable comparison with the other great trunk lines, the C.P.R. and the G.T.R. From the sworn returns made each year by the railways, in accordance with the law in that behalf, Mr. Blair compiled the following table as to the proportion of earnings to each $100 of operating expenses :

G.T.R.	C.P.R.	I.C.R.
$154	$161.	$172

from which it will be seen that in the matter of operating expenses in proportion to earnings, the I.C.R. takes a better position than does either of her great rivals, and in the operating expenses on the basis per train mile, she still holds first place, the C.P.R. standing at $1.11 ; the G.T.R. at $0.93, and the I.C.R. at $0.91.

The Minister pointed out that out of nearly $6,000,000 which it took to operate the road last year, the two main items were wages and coal. The former alone absorbed $2,500,000, and the Minister made the statement, unchallenged subsequently by those who attacked his administration, that the wages paid were not excessive, not in excess of the wages paid on other roads for similar services. He followed out other smaller items of expenditure, which it would take too long to trace within the limits of this article, and certainly left the impression that on those lines of expenditure with which he dealt, a Government railway was administered with fair economy. Where lies contention that Government railways in Canada might be extended without a loss to the people seems to fall to the ground is in the items charged to capital account, and not mentioned in those charges with which he had been dealing.

* * *

The two main classes of this expenditure with which his critics, the Hon. John Haggart and Mr. Barker, found most fault, and one would think with most reason, were cars and rails. It seems that large numbers of new cars have been purchased and the total cost charged, not against the running expenses of the road, but to capital account, just as would be done in the extension of a business. Now, Mr. Barker contends that the total number of serviceable cars in use, when the Minister took possession, should be kept up out of revenue, and only additional numbers charged to capital. The same sound argument applies to rails. The Minister has replaced thousands of tons of old 65-lb. rails with new 80-lb. rails, charging the whole cost of the latter to capital, where he was only entitled to charge to capital the difference in value between the 65-lb. rails, at the time he took them over, and the new 80-lb. rails.

* * *

These would seem to be fair criticisms, and if the books of the I.C.R. were kept in this manner it would appear that the road is run at a very large annual loss to Canada, in spite of economies and efficient management in detail as shown above. How is this so ? one would naturally ask. You say the road is well managed, and yet is costing the people large annual sums. The answer is simple, and lies in the receipt side of the account. The Minister frankly avers that the rates charged on the Intercolonial are from 50 to 100 per cent. less than on the other lines, and says : " The business may increase, the cost of material may be enhanced, wages may rise, but the tariff for the carriage of traffic on the Intercolonial remains stationary, and we must figure it on that basis. We cannot raise it because our expenses are higher. Hon. gentlemen opposite and their supporters and their press would be the first to raise an outcry against us did we add anything to the tariff of the Intercolonial, and the political consequences, the disadvantages to us and the advantages to them would be so important that no Government would think of undertaking it."

In that paragraph lies the secret of the impracticability of Government ownership of railways in Canada. Mr. Blair told the simple truth. Political exigency is too strong for either party to operate so great an undertaking in the interest of the public and in that interest alone.

The pressure is overwhelming. A train service between two small unimportant points bi daily is found to be making a loss, and the management reduces the service to a daily one. At once comes a big petition from each of the towns effected, and reading between the lines the member to whom they are sent sees his political death-warrant, if the old plan of operation is not restored. He goes to his Minister, a Minister who ceases to be one the minute he loses a majority of these same imploring, beseeching members, and has a plain talk. The bi-daily service is restored. We may have stated the case too harshly, but not very much so, we feel sure, and the fault is not confined to one party, for in politics as in life, " sell-preservation is the first law of nature." And a very potent law it is.

* * *

The further argument with which Mr. Blair bolstered his assertion that rates on the I.C.R. could not be increased, was that from almost all points this road, following as it does the coast line for so many miles of its course, was subject to keen water competition, and that a raising of tolls would surely be followed by a loss of business, which would make the latter state of affairs even worse than the present. With this, of course, in the general discussion of further extension of Government ownership, we have nothing to do, but we state it in justice to the Minister to acquit himself somewhat of the charge that he is governed entirely by the political exigencies of the case. If the Government undertook to own and operate a new line, a proper selection of the route would perhaps free it from many of the disadvantages under which the I.C.R. labors. It would not need to be so circuitous. It would not come in competition with water carriage to the same extent, while, at the same time it would, as in the case of the I.C.R., have long fruitless tracks through which to pass before the older provinces were finally connected with the prairies of the West.

The " political-exigency " argument still remains, and, unfortunately, it alone is strong enough, in face of Intercolonial experience, to make the average man shudder at the idea of the extension of

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Prompt Shipment

The ONTARIO TACK CO.
Limited
HAMILTON, ONT.

a system which has thus far cost this country so dear.

* * *

A larger party of members on both sides of the House are advocating the construction of the new road as far as Winnipeg by the Government, and the leasing of wheelage rights over it to any road requiring the same. The argument is used that this would give a control of freight rates, just as the Erie Canal, while not in itself a paying investment, has paid the Americans for its construction in the way in which it has kept down the tolls of the railroads. Many opposed to this scheme fear the opening of the door to corrupt bargains, which the expenditure of such a large sum of public money would more or less mean, and these point out that terms could be made in any contract entered into with a state-aided road by which other lines would have running rights over it, and the Government would retain the right of controlling the rates, or at least of fixing a maximum tariff from time to time. The expectation is pretty general that what will happen is the granting of aid of some kind to some road upon conditions.

* * *

Against the assistance taking the form in whole or in part of a land grant, there seems to be so strong a feeling that that is practically out of the question. Why this is so among eastern men it is hard to say, unless they have allowed themselves to be stampeded by the arguments of certain excitable journals, and of the men from the West. Older Canada bought the West and paid for it. It is the West that will most largely benefit by the building of the road, though we admit a measure of mutual advantage, and to give some land now perfectly valueless to make the balance valuable would seem good reason and good business. A certain time might be limited within which the road would be obliged to dispose of those lands ; a certain maximum price per acre might be fixed ; regulations as to taxation for school and other purposes could be framed. In a word, profiting by our experiences of land grants in the past we might so make our new conditions as to reap the advantages without entailing the old evils. A large part of any new line built to the West must of necessity pass through Ontario. Would any one be found to say that that Province, should it be forced to supplement Dominion aid, would not be better advised in giving, say, 4,000 acres per mile in the wild and unexplored part of New Ontario, than in handing over a cash subsidy of even $2,000 per mile ? Yes, there will be found many to say so, but their arguments are surely ill-founded.

* * *

It is quite amusing to hear certain members say, I would give them this, that, or the other thing, and not another farthing. Does it occur to these honorable gentlemen that there are always two sides to a bargain, and that what we might be only too glad to give the other parties might refuse with scorn? We want this new road, we want it badly, and we want it now. We want it not for commercial interests only, but for political objects of the highest import, none less than to bind the East to the West past the possibility of a severance.

* * *

Consider the large and rapid influx of Americans in the new land, and ask yourself if this is any time to trifle, to allow trade to find channels south from that land of promise, instead of east, to perpetuate the American feeling with which our friends naturally come to us, and which it is the part of statesmanship to convert into strong Canadianism. Let us in all conscience make the best bargain we can, but for heaven's sake let us make our bargain, and make it now. Better far even to sacrifice a few millions to get this great enterprise under way, than to delay it in a carping spirit at the cost of the establishment of American trade channels from our West while we are sitting timidly counting the cost, channels once established hard to destroy, and let us have a care less the converse of the proposition that " Trade follows the flag " come upon us, and we find too late that the flag has followed trade to its effacement.

* * *

I have said let us make the best bargain we can. There is no reason why a good one should not be struck. We have the Mackenzie & Mann system as a bidder, a system now an established fact, and a credit to the enterprise of those clever Canadian gentlemen who have made it what it is. We have the Grand Trunk ready and anxious to undertake the work, and we have the Trans-Canada, which, if

WORKING TOGETHER.

Next to the recognized high quality of ***The Sherwin - Williams Paints and The Sherwin-Williams Varnishes,*** the principal reason why S.-W.P. agents are more successful than other paint dealers is the way we work with them.

To get a good agent is only half our aim, the other half is to help him build up his paint business. We work with all our agents from the very moment they place our goods on their shelves. We believe that it is an essential part of our duty to help keep our products moving off the agents' shelves. It is by practising that belief that we have been able to build up the largest paint and varnish business in the world.

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86 York Street.
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147 Banatyne St., East.

At present not as financially strong as the other two, could yet very well undertake the task and find the capital if the necessary Government assistance were forthcoming.

* * *

The path of the Government in this matter is by no means an easy one, and the people of the country, irrespective of parties, should strengthen its hands by the suppression of sectionalism and the upbuilding of a broad Canadian sentiment which will uphold whatever can be pointed as in the interests of this land as a whole, independent of its particular effect upon any locality.

FOREST CITY GOSSIP.

Office of HARDWARE AND METAL,
London, Ont. June 2, 1903.

ANOTHER good week's business has been done by the hardware houses, both wholesale and retail. The sorting-up season is, and has been, very good. Money appears plentiful; dealers are paying their bills satisfactorily, and few failures are taking place. That such a condition of trade might always continue is a thing to be earnestly and devoutly wished for. The prospects for good fall business never were better in Western Ontario. The goods reported by wholesalemen as in greatest demand are oils, paints, cordage. Lawn mowers cannot be procured in sufficient quantity to fill orders. In explanation of this latter circumstance John Bowman, of The Bowman Hardware Co., says the Canadian makers of mowers on whom the trade has depended for supplies, have been exporting too largely, and are now unable to cope with this season's heavy demands for domestic needs.

* * *

Alvin Johnston, in the employ of D. H. Howden & Co., wholesale hardware merchants, was married in Woodstock last Monday. May his shadow never grow less.

* * *

William Goodall, a member of the office staff of the Bain Waggon Co., of Woodstock, Ont., has come to reside in London, and is filling a position in the G T.R. freight office.

* * *

The Colonial Oil Company, of this city, has been granted a charter. The company has a capital of $100,000. The provisional directors are J. H. Stewart, R. J. Copeland, D. S. Robb, W. E. Raney, G. A. McGillivray.

* * *

The new foundry of the McClary Company is to be opened on Saturday, June 6, with considerable eclat. A strong committee of the employes have arranged games and amusements galore for the afternoon on Chelsea Green, opposite the new foundry, while a picnic is going on. Invitation cards have been also issued to the sumptuous entertainment in the new mounting shop, to begin at 7.30. The friendly relations existing between this firm and their employes is noteworthy, and could well be emulated by every manufacturing concern.

* * *

During the weeks between seeding and haying the majority of farmers find work to do renewing and repairing their fences. This being a particularly favorable year for such work, advantage has very generally been taken of the opportunity, and fence wire has been, and still continues to be, in heavy demand. Much coiled spring wire is used in this vicinity, and the London fence machine for erecting fences with this wire is very popular and gives solid satisfaction to the thrifty farmer.

* * *

The commercial travellers of London are meeting with much encouragement in their arrangements for their big annual picnic to Port Stanley on August 1. Ten thousand celluloid badges have been issued, one side of these having the date of the picnic; the other side that of the Old Boys' reunion. As a result of wide advertising the picnic is being talked about by drummers all over the country and places across the line. Travellers will attend in numbers from Toronto, Cleveland, Detroit, Buffalo and elsewhere. Among those who attended the meeting to arrange preliminaries on Saturday night last were H. E. Buttrey, presinent: James Mattinson, John Bowman, Frank Lawson, W. E. A. Best, E. W. McGuire, E. A. Crosier, J. J. Harkness, Thomas Nopper, J. J. Dyer, J. W. Couse, Wm. Watson, A. H. Moran, George Detlor, Fred Brenton, H. W. Lind, E. R. C. Struthers, Fred Kerrigan, L. H. Scandrett, Wm. Smith, James A. Smith, Geo. Munro, J. M. Ferguson, S. M. Sereaton, Alf. Gunther, S. F. Glass, F. A. McCormick, J. A. Connor, J. S. Townsend, J. A. Tune, C. E. Perry, B. S. Sainsbury, E. L. Sifton, J. L. Whitehead and James Herrick.

* * *

Chas. R. Wills, a commercial traveller residing on Queen's avenue, this city, was on the train at the accident at Komoka this week. He was thrown over a seat, having his forehead cut, and left leg and hip sorely bruised.

* * *

The failure of the big banking firm in Toronto will not seriously affect any resident of London, Ont. A number of Forest City people were holders of stocks with Ames & Co. until a week or ten days ago, but had disposed of their holdings just prior to the big drop in quotations. W.H.L

A NEW MATCH STRIKER.

The "Double S" Manufacturing Co., 40 Scott street, Toronto, are placing on the market a new idea in match safes, the "Patent Lightning Striker." They have applied for patents in every European country, and are already protected in Canada and the United States. It is certainly a neat little contrivance of pretty design and would be an ornament to any room in the house.

HOG TROUGHS IN DEMAND.

W. Gordon, Tweed, Ont., is meeting with great success with his steel hog troughs. Last week he sold an agent in a small village of 900 inhabitants 1,000 ft. of trough. This agent started to sell in small quantities, and found them such good sellers he placed an order for this quantity to control the territory. Write for an agency.

ACCURATE AND DEPENDABLE
Iver Johnson Revolvers

Alfred E. Baker, of Kansas City, Mo., says:

"I have owned one of your revolvers for nearly five years. I have used a good many makes in my life time, but this one beats them all. It never fails me, and I hit what I aim at every time."

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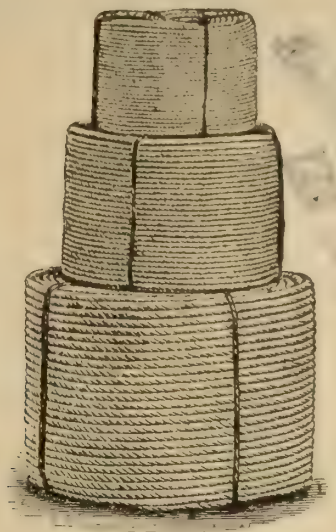
37-39 West Front Street, **Toronto.**

WHOLESALE ONLY

Hartz Steel Hay Fork Pulley



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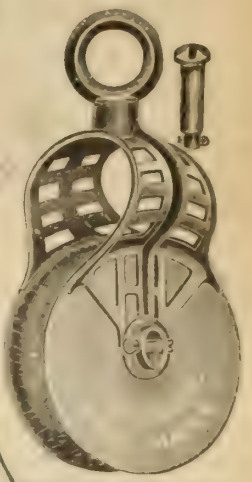
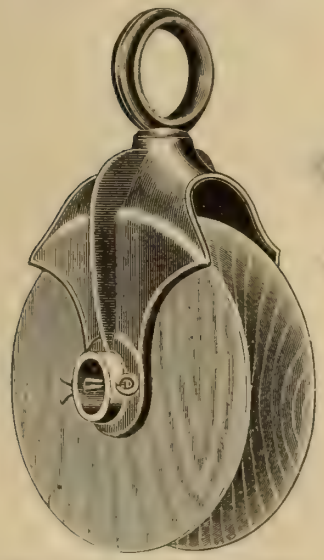
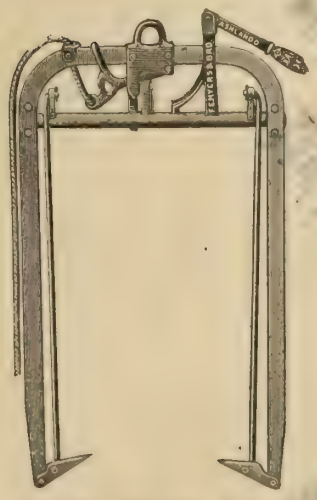
All sizes.



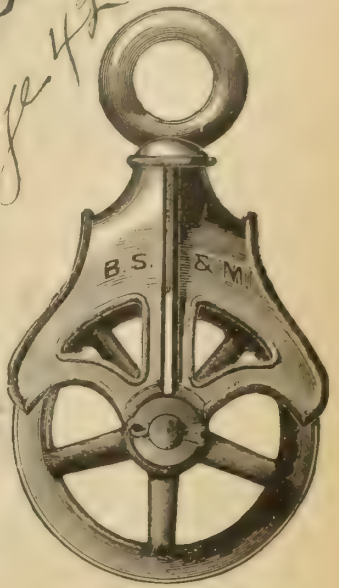
Wood Wheel, Hay Fork Pulley; Knot Passing



Wood Wheel, Hay Fork Pulley Loose Pin

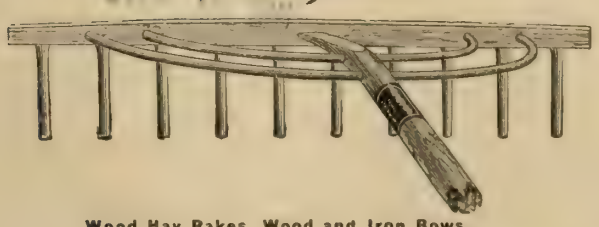


Harpoon Hay Fork, Double, and Lock Lever

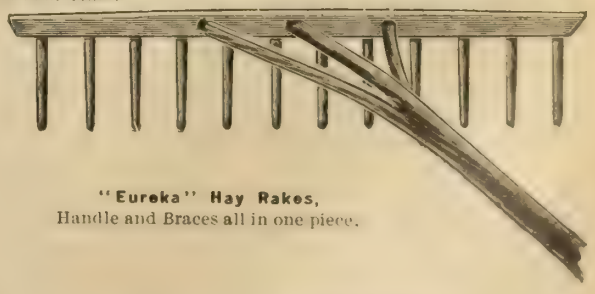


All Iron, Hay Fork Pulley Chilled Bearings

Hay Forks—Two, Three and Four Tines.



Wood Hay Rakes, Wood and Iron Bows



"Eureka" Hay Rakes,
Handle and Braces all in one piece.

H. S. HOWLAND, SONS & CO. LIMITED, Toronto.

OUR PRICES ARE RIGHT.

Graham Nails are the Best.

WE SHIP PROMPTLY.

Factory: Dufferin Street, Toronto

MACHINERY

THE BATTLE OF THE FORCES.

THE rapid development of modern machinery, and particularly the important part played by the element of speed, is causing machinists to be reminded of the existence of natural laws and forces whose intangibility is in no way commensurate with their irresistible operation.

The force that impelled the stone which laid low the scriptural Goliath, the invisible power that keeps the rider in position when he "loops the loop," and the power that prevents the earth from falling into the sun, are one and the same. Centrifugal force—the tendency of a body moving in a circular orbit to fly off at a tangent—would be responsible for many strange happenings were it not for the counterbalancing power known as centripetal force, which binds the circumference of a revolving body to its centre.

In a body at rest these forces are non-existent, but when a solid mass is revolving at a high rate of speed, the battle of the forces commences in real earnest.

Instance a recent accident at Port Hope, where fragments of a grindstone that revolved with unbecoming speed, separated from the parent body and, following a tangential path indicated at the moment of severance by this centrifugal force, made their undignified exits through the shingle roof and the windows of The Nicholson File Works. Reuben Rouse, the workman in charge, commenced his speedy retreat by way of a window, and was materially assisted at the proper moment by the impact of a small fragment, which, striking him on the hip, hurled him into the yard with some despatch. Fortunately, no one was injured, but this is not an isolated example, for bursting flywheels and grindstones are now reckoned among the accidents that render a machinist's insurance policy a high risk.

B.

THE NEW HIGH-SPEED STEEL.

Oberlin Smith, in The Engineering Magazine, devotes some attention to the new high-speed steel, now being produced in both America and England. "Not only," he writes, "will these new tools cut two-fold or three-fold faster than the best tool steel of the recent past, but their durability is in some cases amazing, as when a lathe tool will run several hours in cutting forged steel with no sharpening except perhaps a slight filing off. In some cases the chips will be heated to a dull red with the tool nearly as hot. When working efficiently it is never expected that the chips will come off as bright metal, the heat naturally discoloring them to a deep blue, or beyond the blue stage to a greyish black. Water upon the tool is of some advantage, but, fortunately, the new steel does excellent work when perfectly dry, thus avoiding the inconvenience of wet cutting. Furthermore, some of this steel seems to delight in being abused, maltreated, and persecuted to the utmost degree. One kind recently tested apparently suffered not at all by having its cutting edge burnt to the melting point.

LARGE STEAM ENGINES.

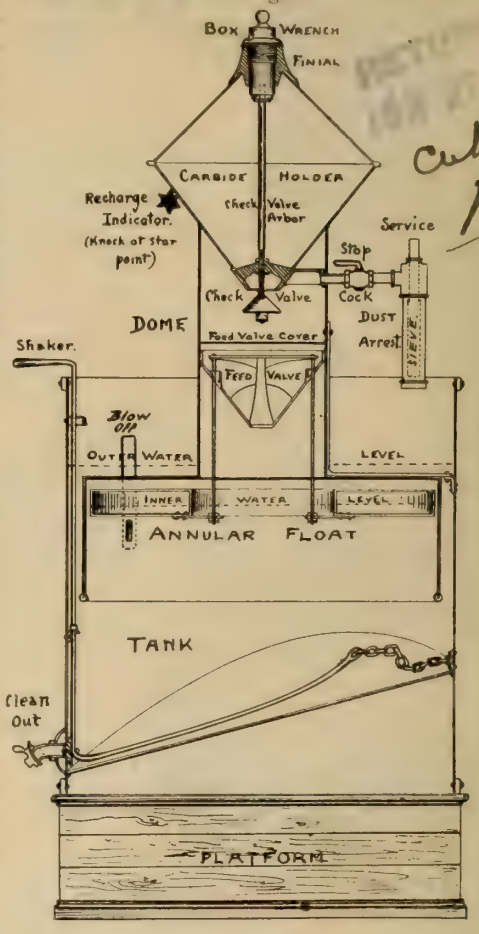
The Vancouver Engince ing Works have turned out for the British Columbia Mills, Timber & Trading Company the largest engine ever manufactured in British Columbia. The engine was built on the plans of the large engines used in the states of Washington, Oregon and California. It has cylinders 10 in. in diameter by 15-in. stroke, and the bedplate is made of 15-in. steel I beams. The main drum will hold 1½ mile of ⅞ in. cable. The boiler is 60 in. in diameter by 131 in high, and will carry a working pressure of 150 lb. of steam.

These large engines are necessitated by the fact of the timber having been cut off the waterfront and having to go further back to reach the available timber.

THE SICHE GAS MACHINE.

The private gas plant is rapidly gaining in popular favor, and, as every normal man believes himself possessed of a grievance against the gas company, the future of the gas machine industry should be assured.

We subjoin a cut of the interior construction of the Siche gas machine. Over two years ago The Siche Company started business at 83 York street, Toronto, and have had a most successful career. Last month they opened offices at 141 Bleury street, Montreal, where G. H. Maurer handles Quebec and the Maritime Provinces as sales manager. This month the head offices are being moved into the premises lately occupied by The Jenckes Machine Co., 81 York street, Toronto, where full apparatus is being installed to show the remarkable brilliance of the new gas.



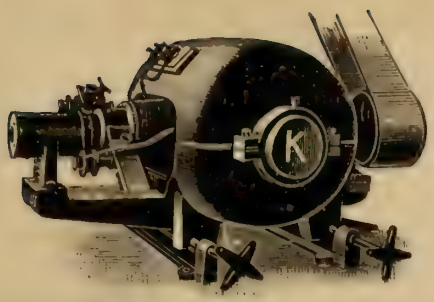
Sectional view of Siche Gas Machine.

A number of the leading Ontario summer hotels and clubs are using this gas, the latest to instal a plant being the Toronto Golf Association, East Toronto.

Chemically Siche gas is known as bicarburet of hydrogen, and is said to be absolutely pure and harmless.

AGRICULTURAL IMPLEMENTS FOR INDIA.

According to a New York exchange the Indian Government is placing orders with American firms for agricultural implements for use on the experimental farms at Magpur. Here is an opportunity for Canadian enterprise. Although still in a comparatively primitive state,



Kay Electric Dynamo and Motor Co., Limited

Manufacturers of Dynamos and Motors for all purposes, both direct and alternating currents. Special attention given to repairs.

Office and Works, 219-221 Queen St. East, Toronto.
'Phone Main 1251. Estimates cheerfully given.

PETRIE'S LIST OF MACHINERY.

(Corrected every issue.)

SCREW CUTTING ENGINE LATHES.

9-in. x 40-in. Sebastian Power or Foot Power, New.
11 ft. x 5 ft. Barnes " " "
15-in. x 8 in. Crosly, New.
25-in. x 12-in. " "
25-in. x 14-in. " "
24-in. x 16-in. London, New.
32-in. x 12-in. " "
32-in. x 18-in. " "
36-in. x 60-in. x 16 ft. London Gap Lathe.
72-in. Face Lathe, London, New.

IRON PLANERS & SHAPERS.

16-in. McGregor Gourlay Shaper.
24-in. London Triple Geared Shaper, New.
9 x 6 x 24 Iron Planer with Hand Lever, New.
24 x 24 x 6½ Iron Planer, London, New.
30 x 30 x 8 ft. " " " "
36 x 41½ x 10 ft. Iron Planer, London, New.

DRILLS.

20-in. Barnes, Round Base, New.
20-in. " Square Base, New.
20-in. " Back Geared, New.

Prices, descriptions and catalogue of factory supplies sent on request.

H. W. PETRIE
131-145 Front St. West, 8-22 Station St., Toronto.

DIAMOND EXTENSION STOVE BACK

They are easily adjusted and fitted to a stove by any one.

Please your customers by supplying them immediately with what they want.

Patented, July 11th, 1893. Canadian Patent, June 14th, 1894.

EXTENDED.

Sold by Jobbers of . . .

Hardware Tinware and Stoves.

Manufactured by THE ADAMS COMPANY, Dubuque, Iowa, U.S.A.
" " TAYLOR-FORBES CO., Limited, Guelph, Ontario.

"THE PEERLESS"

is the best Bolster Spring ever produced. A fine line for the hardware trade. **Write Us for Prices**

JAMES WARNOCK & CO., - GALT, ONT.

TRUCKS

All Styles and Sizes.

93
See Cat book 2-9 Page 65

A COMPLETE STOCK. PROMPT SHIPMENTS.

The Fairbanks Company

MONTREAL WINNIPEG VANCOUVER

India is one of the great corn producing countries of the world. The Government is beginning to use modern agricultural machinery on the experimental farms. The "Yes" stimulated by example will not be long in following. Much depends upon being first in the field. The Hindoo is notoriously conservative, and having once adopted a particular make of implement will not lightly be induced to use any other. Our manufacturers of agricultural machinery have been very successful in capturing the Australian trade. Let them not fail to secure their share in the market of India's teeming millions, now awakening from the lethargy of ages.

MACHINERY NOTES.

THE Canadian American Mining Co. are about to erect a sawmill on Gribbel Island, 400 miles up the coast from Vancouver. The primary purpose of the mill is to cut mining timbers and other materials for the company's operations there. W. Cox, of Fairhaven, Wash., president of the company, was in Vancouver, B.C., last week, arranging to buy machinery and other mechanical equipment.

The work of placing the machinery in the new works of The Manitoba Iron Works, Winnipeg, has been commenced.

The Kay Dynamo and Motor Co., Queen street, Toronto, are installing an arc and incandescent lighting plant at Creemore, Ont.

A 30 h.-p. slide valve engine has been purchased from H. W. Petrie, Toronto, for The Strathroy Canning Co, of Strathroy, Ont.

Active development will commence at the Gold Eagle, Eagle Lake, as soon as the machinery, which is expected shortly, is installed.

An 8 h.-p. gasoline engine, to furnish power for an areastra, was shipped to A. T. Lynch, of Rat Portage, Ont., by H. W. Petrie, Toronto.

The Victoria Lumber Co. have recently put in four new boilers at their mills, Chemainus, B.C. The boilers were built by The Victoria Machinery Depot.

The Northern Iron Works, of Winnipeg, which recently suffered from a disastrous fire, have risen phoenix-like from the ashes, and are filling orders placed before the fire.

Bradley, Levey & Weston, of Toronto, shipped a carload of machinery on Wednesday to Greer & Ford, of Bracebridge, Ont.; also a punch to The Waterloo Manufacturing Co.

A flouring mill is being erected in Medicine Hat, N.W.T., by The Medicine Hat Milling Co. The machinery has arrived and the company is looking forward to coal and Crow's Nest Pass trade.

The Gutta Percha and Rubber Co., of Parkdale, have installed in their plant an 11 in. x 5 ft. Barnes lathe, a Buffalo geared portable forge, and machine-shop accessories. This machine was furnished by H. W. Petrie, Toronto.

Some up-to-date tools in the shape of a 24x24x6½ ft. iron planer and a 26-in. pedestal band saw were installed in the plant of The Toronto Laundry Machine Co., 1100 Queen street west, by W. H. Petrie, Toronto.

The Wrought Iron Wheel Works, Orillia, Ont., will be manufacturing in their new building in a few days. T. H. Knox, the secretary-treasurer of the company, expects to have between 40 and 50 hands at work in the near future.

The Canadian General Electric Co., of Toronto, have issued a handsome bulletin describing the Stanley Wattmeter. A feature of the instrument is an ingenious method of supporting the moving parts whereby it is claimed that friction is almost entirely eliminated.

The employes of The Waterous Engine Works Co., Brantford, Ont., will run their annual excursion on June 13. The vote of the factory on Saturday was almost unanimous for the favorite points, Buffalo and Niagara Falls. The proceeds will be turned over to the employes' sick benefit fund.

The Canada Foundry Co., Limited, of Toronto, are sending out a card to the trade announcing that they will continue the manufacture of pumping machinery at the works of The Northey Co., Limited, lately acquired by them. J. P. Northey will continue as manager of this department.

W. T. Waring, Government Inspector of Marine Machinery and Boilers for the Maritime Provinces, died on Monday, June 1, at St. John, N.B. He was known intimately to the shipping fraternity of Canada and the United States. Deceased was prominent in the Independent Order of Good Templars as a national officer.

E. R. Simpson, M.E., who has been engineer for The Chapman Double Ball Bearing Co., Boston, for some time, has accepted the position of mechanical superintendent of The Chapman Double Ball Bearing Co., of Canada, Limited, Toronto. Mr. Simpson has been so successful in his work in connection with the Boston concern and it is now in such a strong working condition that the Canadian Co. are congratulating themselves on securing his services.

James and W. Bruce Large, of Camilla, Ont., are the patentees of a very simple contrivance in the way of a tongue carrier to be used with heavy farm machinery, particularly the self-binder. Its object is to lighten somewhat the burden of the tongue on the horses' necks and thereby save the horses in the heat and rush of the harvest. It is a casting fastened to the lower part of the tongue and attached by a supporting spring to a wide wheel which runs on the ground. Wilson & Son, founders, Dundalk, Ont., have a contract to make castings for 100 sets of this useful article.

CHAT

Chas. Julien's foundry at Pont Rouge, Que., was destroyed by fire last week.

L. Cohen & Co. have opened a bicycle shop at Caledonia Ridge, N.B.

H. W. Turner has opened a new general store, one of the best in the place, at O'Leary, P.E.I.

Black Bros., Halifax, N.S., have the contract for supplying the hardware to Halifax city for the following year.

Work has commenced on the foundation of the new block for The Brandon Hardware Company, on the corner of Seventh street and Rosser, Brandon, Man.

It is rumored that the Government may appoint an inspector of binder twine, and that Joseph Haycock, ex Patron leader in the Ontario Legislature, may get the position.

Winnipeg tinsmiths have formed a union with the following officers: President—James Robb; vice-president—Jas. Skelly; recording-secretary—D. R. McRae; financial secretary—H. W. Marshall; treasurer—Joe Robbins; conductor—J. A. Glasgow; warden—W. Wells; delegates to Trades' Council—H. W. Marshall, C. Wright and J. Glasgow.

E. M. Trowern, secretary of the Retail Merchants' Association of Canada, was in Ottawa recently. He expects to be back soon for the purpose of holding a meeting to arrange the formation of branches of the association among the different business sections in the city. The grocers' association of this city are assisting him in the work.

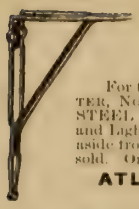
KNEW A FEW THINGS.

"What's the news?" asked "Hardware and Metal" of a Toronto traveller this week.

"Haven't you heard of the drop in cutlery?"

"No."

"Well, it has been reported from Orillia, Ont., that a big smash occurred there. It is said, too, though, that business is brisk in Western Ontario and that a traveller doing that territory has done so well that he is now able to build a home for himself on Albany avenue, Toronto. I suppose you know, too, that a hardware dealer on Queen street west has had such a busy season selling "Peninsula" ranges, that he can afford to spend a good deal of his summer near Mimico. They tell me that the 'bears' control the stock market just now, but I met a 'bull' to-day who has the 'keys' to the hardware situation at Weston. I know a good deal more than this, but I don't want to tell you all at once. Good day."

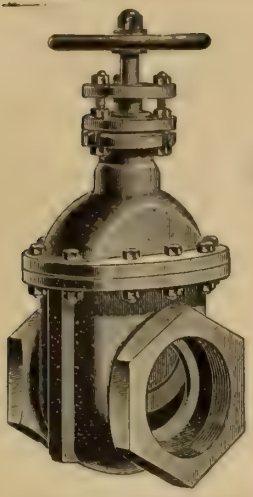


Will Hold Up a Shelf!

That's what a shelf bracket is for

For this purpose there can be NOTHING BETTER, NOTHING CHEAPER than the BRADLEY STEEL BRACKET It is well Japanned, Strong and Light The saving in freight is a good profit, aside from the lower price at which the goods are sold. Order direct or through your jobber.

ATLAS MFG. CO.,
New Haven, Conn., U.S.A.

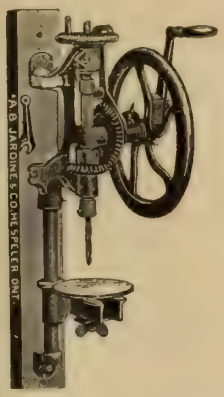


BUY KERR VALVES.

They give satisfaction every time,

Catalogue on application.

The Kerr Engine Co.
LIMITED
Walkerville, Ont.



Blacksmiths' Hand Drills.

The very best.

A. B. JARDINE & CO.
HESPELER, ONT.

THE MOST COMPLETE STOCK

Brass and Copper

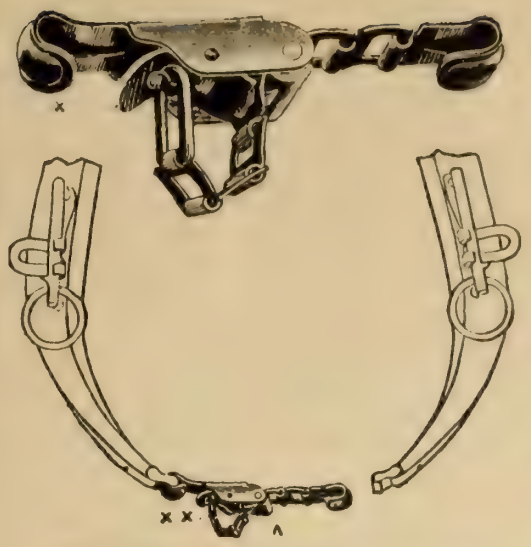
in Sheets, Tubes, Wire and Rod.

Service Right, Quality Right, Prices Right

WATERBURY BRASS CO.

122 to 130 Centre St., - New York City.

Always have our classified Stock List before you.
YOURS FOR THE ASKING.



ROY DODSON'S PATENT HAMECHAINS.

No matter where your lot is cast we can improve the lot.

Metal Stampings

are Stronger, Lighter, Cheaper than Castings.

We work **Sheet Steel, Brass, Aluminum and Copper to any shape.**

Send us your samples and number required, and we will quote prices on same

STAMPED IN RELIEF.

Empire Machine and Metal Stamping Co., Limited

1012 Yonge St. - TORONTO,

USE CANADIAN BABBIT

Imperial Metallic **Hercules Star**

The highest grade babbits made.

THE CANADA METAL CO., WILLIAM STREET, TORONTO.

COLD PRESSED NUTS

of all shapes and sizes, finished, semi-finished, case hardened, plated or polished.

Canada Foundry Company, Limited,

14-16 King Street East, - - TORONTO.

CELEBRATED **HEINISCH** SHEARS

Tailors' Shears,
Trimmers' Shears,
Tinners' Snips, etc.

ACKNOWLEDGED THE BEST.

R. HEINISCH'S SONS CO.

NEW YORK OFFICE, 155 Chambers St
NEWARK, N.J., U.S.A.

INDUSTRIAL GOSSIP

MINING developments in British Columbia are extremely satisfactory. In the Kootenay the shipments of ore are now running about 8,000 tons per week, and it is believed they will reach 10,000 tons per week in a short time. In the Boundary district six furnaces are in blast at the three smelters and are handling about 12,000 tons per week, though the coke supply is far from satisfactory.

* * *

The Blind River Transportation Co., Limited, Blind River, Ont., have been incorporated with $60,000 capital to build wharves, decks, warehouses, etc., and to operate boats, tugs, scows, etc., for transportation purposes in New Ontario. The company's directors are Geo W. Cook, Morrisburg, Ont., J. R. Stover, Blind River, and Peter Wallace, Midland, Ont.

* * *

The iron, tin and steel trades of the United States are, in view of the present uncertain condition of the labor market, to be congratulated on the happy result of the conference between representatives of the Manufacturers' Association and the workers' union, whereby a satisfactory wage scale is fixed for the coming year, small concessions being made by the employers.

* * *

The International Coal and Coke Co. have been incorporated in Washington State, U.S, with $3,000,000 capital to acquire coal properties in Alberta, N.W.T., in order to insure a good coal and coke supply for The Granby Consolidated Mining, Smelting and Power Co. in the Boundary district. Coal lands have already been secured and will be developed. One hundred coke ovens will be installed as soon as possible.

* * *

J. M. Hastings and M. W. Tenfelt, representing a Pittsburg, Pa., syndicate, have acquired E D. Davison & Sons' timber areas in Nova Scotia. The property comprises 300,000 acres, well wooded with pine and spruce, with five saw mills. The property has been under option for several months. The price is $1,250,000. The output will be largely increased, and pulp and paper mills will be established on Port Medway and La Have Rivers, which empty into tide water.

* * *

The National Casket Co., Limited, Toronto, have been incorporated to take over the Eckardt Casket Co., Limited, with the power to manufacture and deal in caskets, hearses, carriages, furniture, undertakers' supplies, and to carry on a lumber business, including the generation of heat and power, and dispose of any excess of their requirements. The directors are A. J. H. Eckardt, Rose A. M. Eckardt, W. B. Short, Frank Booth and W. R. P. Parker, Toronto; the capital, $1,000,000.

* * *

The Municipal and General Securities Co., Limited, Toronto, have been incorporated with a share capital of $500,000. The provisional directors are W. R. Johnston, G. T. Clarkson, Herbert Langlois, R. R. Bongard and R. H. Parmenter, Toronto. Permission has been given to the company to deal in Canadian debentures or other securities and to conduct a general brokerage business, but it shall not enjoy the powers of a loan corporation.

NOTES.

Orangeville has voted a free site for The Superior Portland Cement Co.

It is believed that the output of gold from the Yukon will this year be less than $3,000,000.

The C.P.R. has received the first of its order for 52 engines from Neilson, Reed & Co., Glasgow.

The Green Mountain mine, Rossland, B.C., has started installing new boilers and winding plant.

Geo. Murray, Seaforth, Ont., has established a plant at Brandon, Man., for making brick of cement and sand.

Engineer Rust, Toronto, has suggested that a gasoline launch be secured for life-saving purposes on Toronto Bay.

The Shoal Lake, Man., Star states that a flour mill will, in all probability, be erected at Shoal Lake this summer.

The Brantford, Ont., Cordage Co., Limited, have been empowered to increase their capital from $100,000 to $250,000.

The Eclipse Furniture Co. of Ottawa, Limited, have been authorized to change their style to The Eclipse Mfg. Co., Limited.

The Merchants Dyeing and Finishing Co. of Toronto, Limited, have been authorized to increase their capital from $180,000 to $280,000.

Owain Martin, superintendent of Nordheimer's piano factories, Toronto, has resigned to start manufacturing on his own account.

H. A. Lozier, the sewing machine and bicycle manufacturer, died in New York last week. He was reputed to be worth over $10,000,000.

D. G. Forbes, general manager of the Silver Cup and Nettie L. mines, near Ferguson, B.C., has announced that a concentrator will be erected and a tram line will be extended three miles to the mill buildings.

B. W. Folger, Kingston, Ont., has let a contract for a 20-mile extension of the Bay of Quinte railway from Tweed, Ont., in the direction of North Bay.

The Elmira Furniture Co., Elmira, Ont., have been incorporated with $40,000 capital. The provisional directors are Thomas Dillon, Emil Quirmback and Joseph Walser.

The Sultana Gold Mine Co., Rat Portage, Ont., have been incorporated; capital, $1,000,000; provisional directors, J. F. Caldwell, D. C. Cameron, W. H. Wallbridge.

Hon. E. J. Davis, Toronto, has converted his tannery business into a joint stock company under the style of A. Davis & Son, Limited, King, Ont., with a capital of $250,000.

The Toronto Laundry Machine Co., Toronto, have been organized as a limited liability company under Ontario charter, the style now being The Toronto Laundry Machine Co., Limited.

The directors of the Toronto Street Railway Co., Limited, have decided to add from 6,000 to 10,000 horse-power to their plant. Plans for the extension have been submitted by New York experts.

The last day for the receipt of tenders by the Dominion Government for a fast Atlantic steamship service was Monday. It is understood that the only companies tendering were the C.P.R. and the Allan Line.

Wm. Blakemore, M.E., representing the British Columbia Coal Co., Limited, Grand Forks, B.C., is superintending the construction of a pack train to the company's mines and the installation of a drilling plant.

John F. Stairs, of the Nova Scotia Steel and Coal Co., New Glasgow, N.S., has announced that while that company will establish blast furnaces and steel works at North Sydney, N.S., they will continue their present works at New Glasgow.

The Gull River Lumber Co., Limited, Coboconk, Ont., have been incorporated with $40,000 capital to carry on a lumber business. The directors are Edward Noice, G. W. Stevens, R. J. McLaughlin and James A. Peel, Lindsay, Ont.

A Boston despatch says that The Pope Manufacturing Co., who have succeeded The American Bicycle Co., are turning out 300,000 bicycles a year and have advanced prices 20 per cent., the retail price of wheels selling last year for $40 now being $50.

The Colonial Oil Company, London, Ont., have been incorporated to prospect for oil and gas, to acquire and develope properties; capital $100,000; provisional directors, J. H. Stewart, R. J. Copeland, D. S Robb, G. A. McGillivray, W. E. Raney.

The St. Catharines Gas Co., Limited, have been incorporated to acquire the St. Catharines and Welland Canal Gas Light Co., and to operate the same; capital, $100,000; provisional directors, T. R. Merritt, E. Goodman, C. T. Benson, J. H. Ingersoll, W. H. Merritt, H. J. Taylor, St. Catharines.

METAL SHINGLE & SIDING CO LIMITED
PRESTON, ONT.

SHEET METAL BUILDING MATERIALS.

WE have enlarged our buildings and doubled our capacity with new machinery and are in good shape to serve you promptly. Although we have only been in business a few years we now have the largest business of its kind in Canada, due to

Fair Dealings and Superior Goods.

We plan for profits for the dealer as well as for ourselves and have in contemplation many new features of interest to the trade.

Write us for prices on any of the following lines:

Metal Roofing

Including Patent "Safe Lock" Shingles, Ornamental Shingles and Tiles, Slanting Seam Roofing, etc.

Metal Siding

Including Brick and Stone Patterns in small and large sheets.

Metal Building Fronts

Including Cornices, Window and Door Trimmings, etc.

Metal Ceilings

Including our new Louis XIV Classification.

Corrugated Sheets. **Eavetrough and Pipe.**

Skylights. **Ventilators.** **Finials.**

Cresting. **Thimbles.** **Pimps, Etc., Etc.**

We make a specialty of Metal Work to Architects' Drawings.

If you want to identify yourself with a line of goods which you can sell with profit and satisfaction write us.

THE METAL SHINGLE & SIDING CO., LIMITED,

PRESTON, ONT.

Quick-Selling Hot Weather Goods.

Water Cooler.

Heat always seems most oppressive during the first few days of summer, and people then look for something to relieve the discomforts of summer dog days—sales are always easiest to make when the need of the goods is greatest.

Then is the time to **"push"** and **sell** such goods as :

Sprinkler Cans, Water Coolers and Filters, Oil and Gas Stoves.

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THE BRITISH TARIFF QUESTION AND CANADA.

IT is evident that the speech of the Right Hon. Joseph Chamberlain, in the British House of Commons last week, in reply to a question put to the Government in regard to his now famous Birmingham address, that the question of customs tariffs in relation to trade and commerce is again to be fought out in Great Britain in the not distant future. Mr. Chamberlain's address in the House made more emphatic that which he said at Birmingham. He made it clear that he was in favor of foods being taxed ; that a fiscal arrangement should be made whereby Irish industries and agriculture would be revived ; that home industries should be protected against the highly protected industries and also the trusts of the United States ; and that the part of Canada should be taken in her tariff quarrel with Germany.

Not since Gladstone's famous Home Rule Bill have political conditions in Great Britain been so disturbed or so much interest taken in the trade question.

As to the relative merits of free trade and protection the average Britishier is still a devoted believer in the former, but he has evidently awakened to the fact that in commerce as well as physical welfare it is not wise to be inactive while the enemy is aggressive. When the conditions are normal free trade is an ideal policy, just as peace is an ideal condition. Mr. Chamberlain emphatically declared that he is a free trader, but he was just as emphatical in his declaration that free trade had ceased to be common sense when every foreign nation had raised its tariff to keep out British products.

The leaders of the battle for free trade that was fought and won 60 years ago were business men. And history now promises to repeat itself in the battle for fair tariff, which now seems inevitable. The voice of the theorist will be raised in protest against any departure from the "let alone" policy which now prevails. But the voice of the business man is becoming more and more potent against the continuance of the present policy which allows foreign competitors to meet him on an equal footing at home, while in the market he is met by hostile tariffs, in some instances practically prohibitive in their character. Among the younger generation of business men in Great Britain this spirit of dissatisfaction is particularly marked. We gather this from not only the columns of many British newspapers, but from opinions Canadians have formed during recent visits to Great Britain, and from what Englishmen who from time to time are visiting Canada on business have said.

Great Britain has no doubt greatly increased her commercial prestige during the last fifty years. And to change her fiscal policy is a matter of very great moment, and, consequently, demanding careful consideration. But tariffs and truth are not synonymous terms. The one is changeable, the other is not, and, like a garment, must be conformable to the prevailing conditions.

The turn affairs are taking in Great Britain is of the utmost importance to Canada ; and to no part of the British Empire are they more so. We firmly believe that our political future in relation to the British Empire depends to no small extent upon our commercial relationship with the Mother Country. And nowhere, possibly outside Great Britain itself, will the trend of affairs there in regard to fiscal trade matters be more closely watched than in this country.

SCHWAB'S GIFT TO HOMESTEAD.

THE dedication of the free industrial school at Homestead, Pa., marks an epoch in the iron industry of the United States. The donor of the school, Charles M. Schwab, had to win his knowledge without institutional aids, but his keen mind taught him that if labor was to be respected and uplifted to its proper place in the life of the industrial centres he was interested in, provision must be made to enable the youth of the cities to acquire a proper, thorough training in industrial pursuits.

Millionaires have found many outlets for their accumulations of wealth, but it is seldom that money is put to better purpose than has been done in this instance, whereby all Homestead children who desire to, may, while completing their high school course, learn a useful trade, and will be prepared to follow up their learning in the most practical manner by a further study of chemistry, electricity, mechanics or engineering.

In the Homestead school are blacksmith, machine and carpenter shops ; chemical and electrical laboratories ; lecture rooms for teaching drawing, wood carving and modelling. Girls are taught such useful pursuits as plain baking and fancy cooking, sewing, drawing, etc.

It has been stated that Mr. Schwab intends to follow up this practical evidence of his philanthropic and democratic spirit by providing a similar institution for McKeesport, Pa., but he has announced that this step will not be taken in the immediate future.

THE AMES FAILURE AND TRADE SITUATION.

WHEN the failure of Ames & Co., the Toronto stock brokers, and private bankers, was announced fear was felt by some as to the possible effect it might have upon the trade and commerce of the country.

The basis of all business is confidence. If this be skaken, business must suffer, but it cannot be too strongly emphasized that the failure of Ames & Co. is not due to any depression in the ordinary trade and commerce of the country, or, for that matter, of the continent. It is simply due to the collapse of inflated values on the stock market in the United States and Canada.

While the speculative fever was at its height the price of stocks was forced away beyond their intrinsic value. When this point was reached and money became tighter and banks more cautious in advancing loans on stocks, the inevitable reaction took place. During the last two or three months this reaction has developed into a stampede.

It was this that carried down the firm of Ames & Co. Their liabilities were over $10,000,000 the end of May. When they suspended payment on June 2nd it was $7,500,000. These liabilities were caused by the shrinkage in the value of securities owned by the firm itself and losses arising out of the fact that many clients were unable to protect their stock.

Since the firm's statement has been published the situation is much clearer from a commercial as well as from a stock market standpoint. No more forced sales of securities held by the firm are likely to take place; in fact, there appears to be a general understanding among the creditors of the firm that there shall not be. As a result, there is a general feeling that the worst has happened. The condition of the stock market by the steadier tone it has assumed during the last few days, and the slight recovery in values that has taken place, is an encouraging evidence of this.

If in the stock market there is now no cause for alarm surely there cannot be in the general trade situation. The prospects for the agricultural interests of the Dominion were never better than they are to-day. The recent beneficent rains seem to have put the assurance of good grain crops in Ontario and the Great West beyond all question. Our manufacturing industries are as actively engaged as ever and the demand for labor as well as for merchandise exceeds the supply. The traffic on the railways is still congested on account of the excessive quantity of merchandise which they are called upon to carry. The statistics relating to the business of the banks is another most assuring feature of the healthy condition of the trade and commerce of the country.

There are some who see in the decline in pig iron the return of dull times. Periods of commercial dulness we shall certainly see again. They come just as regular as good times. But even forgetting for the moment the many assuring features which now characterize the commercial situation, it must be remembered that the price of pig iron, like public securities, has been relatively too high when measured by the appreciation which has taken place in the value of the more finished products. In other words, the value of the raw material and the finished product has become out of proportion, and in spite of the decline it is still out of proportion.

What is a greater matter for concern just now than anything else in the commercial world is the labor strikes. They are certainly to be deplored, for the buying capacity in several large trade centres both in Canada and the United States must have been greatly curtailed of late on account of the open warfare between employers and employes.

The fact that Ames & Co. possessed a high reputation for integrity may have had something to do with the prevention of a panic on the stock market; but it is significant, nevertheless, that in spite of the failure, with its heavy liabilities, the Canadian stock market should have been stronger since the firm suspended payment than it was before. This should be reassuring to business men as well as to operators on the stock exchanges.

HOLD-UPS OF BUSINESS MEN.

MANY of the evils which exist in trade to-day could be removed by business men of their own volition. One of these is in regard to what are practically "hold-ups" of both wholesale and retail firms by promoters of advertising fakes and other species of schemes for squeezing money from merchants.

No business man, whether retail or wholesale, should allow himself to be used by such schemes, for it only redounds to his own injury.

The retailer knows when he is approached for money in support of such schemes by his own customers that it is merely a scheme whereby funds may be extorted from him. In fact, nearly every retailer has been at times threatened that if he did not comply with the request of those promoters that they would have to turn their regular trade over to someone else.

Country merchants should not allow themselves to be used for exacting contributions, whether direct or in the shape of advertisements or funds, from wholesale firms.

The principle is bad and is scarcely less immoral than the method employed by the old time highwayman.

All it requires to withstand these hold-ups is courage, and if this is practised for a short time by both wholesalers and retailers, promoters of various descriptions of hold-ups will learn that their source of supply is cut off, and they will discontinue their methods and the evil will be reduced to a minimum.

TO ONTARIO SUBSCRIBERS.

HARDWARE AND METAL would consider it a favor if subscribers on the principal railway lines as far east as Montreal and as far west as Windsor who do not receive their paper on Saturday morning would at once notify us, stating the time of its receipt at their post office.

Some complaints have been received in regard to this matter in the past, and, as care is taken to have the paper delivered to the post office in good time for Saturday morning delivery throughout Ontario, we would like to hear of all cases of delay, that the matter may be attended to and a satisfactory delivery ensured.

ENCOURAGING POOR BUILDINGS.

MUCH interest in Montreal's building assessment system is being aroused by the announced intention of Henry Morgan & Co., owners of one of the handsomest business blocks in that city, to tear down their building and erect on its foundations a plain, red brick structure, which would perhaps be an eyesore to the city's fashionable retail street, but would save the firm some $4,000 annually in taxes. If this is done, what is probably the handsomest store in Canada will be destroyed.

For a long time there has been a standing dispute between Morgan & Co. and the municipal authorities of Montreal about their assessment taxes, and the firm have pretty clearly demonstrated that the city's assessment system is most unjust, encouraging the erection of plain, cheap structures, and levying an exorbitant rate of taxation on any building with pretentions to costly material and architectural beauty. The firm's position is well set forth by Mr. James Morgan, who believes in an arbitrary value being placed on land, of $1 or $2 per foot on the outskirts and $20 or so per foot in the business centre, the buildings then to be assessed according to their cubic area. He thinks the maximum assessment on buildings should be 25c. per cubic foot, and the minimum 5c. Buildings should be valued in proportion to the value of the land.

At present Morgan & Co. pay the same rate of taxation on that portion of their building which extends back Aylmer street, away from the front street, as they do on that fronting on St. Catherine street, although the value of the land on St. Catherine street is many times the value of the other. Thus their assessment is enormous. Across Aylmer street, on St. Catherine street, is an unpretentious building, erected on just as valuable land as that on which the Morgan store stands, but the rate is very much lower.

It is such treatment as this of those who are enterprising enough to put up buildings that would beautify and enhance the value of their locality, that deters many in Montreal from attempting anything in the way of architectural improvement.

As regards the proposed new building, it will cover more land than the present structure. On the three sides of the building facing streets there is some 6,000 feet of space not used by them, but being used as part of the public walk, and as they pay taxes on this land the same as though the building covered it, they intend to extend the new structure so as to enclose this. Only the stone pillars of the old building will remain, and the new exterior will be hung on these. Supported by steel bridge work, the shell will be hung on the cantilever principle, the weight being borne from above. As the outside will be chiefly glass, with a thin veneer of brick, the weight will not be great.

Taxation is a problem which appears to be still far from a satisfactory solution.

REASONS FOR DELAY.

THE congestion of freight consequent upon the recent strike of the longshoremen and teamsters in Montreal is to some extent still prevalent, though it is now being rapidly overcome. Customers were naturally impatient for a time for delivery of goods, and though many letters of explanation were sent out by the wholesale houses to the trade, there was some dissatisfaction, due to misunderstanding.

A phase of the situation that is generally overlooked is that while the railway and transportation companies were so packed with goods the jobbers had to cart their own wares from the docks or stations, with the result that for some time certain goods were buried in their storerooms under great piles of boxes and bales.

It was impossible to get at these goods until those above them had been removed, and as orders for all the goods were waiting to be filled, the most expeditious method was to ship the goods nearest to hand. Thus the goods last put in the sheds and storerooms were the first to be delivered, though orders for them may not have been received until some time after the other goods. In this way there were some long delays, and added to this that there was necessarily a good deal of reshipping, it is small wonder that the patience of the buyers gave out at times. However, things are rapidly adjusting themselves, and shipping operations will soon resume their normal condition.

A PECULIAR PROCEEDING.

A FOREIGN hardware manufacturing concern has just lost one of the best selling agents it could possibly have in this country through too much anxiety to sell goods and too little regard for its appointed representative. The latter is now the representative of several English, American and foreign manufacturers who stand well to the front in their several lines of business; he is one of the best-known manufacturers' agents in Canada, and has worked up a good business for the firms he represents.

Until the other day he was doing business as the sole Canadian agent for the hardware manufacturing firm referred to above. That firm's representative in the New England States was a pushing man who thought he could cultivate the Canadian ground. As he explained to his firm, "he would wake us up a bit" and make things easier for their Canadian representative. The firm acquiesced, and the pushing man came up. The firm, however, made the serious mistake of telling their Canadian agent nothing about it, leaving that for the pushing man to do. The latter, however, did nothing of the kind; there is even evidence that he disclaimed all knowledge of any other representative in this country, and though it does not appear that he secured a great deal of business, yet he certainly did succeed in making things embarrassing for the Canadian agent. This gentleman sent his resignation to the firm couched in language that President Roosevelt would likely term very "strenuous," and the reply he received was to the effect that it fully expected its New England agent to work together with him, to aid him, in act, in extending its business in Canada.

The firm is now open for another "sole" Canadian agent, and if it gets one it is likely that it will treat him with more consideration than the one it has just lost.

It is as much to the advantage of the agent as to the firm he represents that business in his territory should progress as satisfactorily as possible, and instead of allowing another agent, and that one a total stranger in the country, to invade his ground or interfere in any way, whether for good or evil, with his work, it should be taken for granted that he is doing the best for his principals that it is possible to do. If they have reason to believe that he is not doing this, it is an easy matter to withdraw the agency from him and place it in more capable hands.

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

Montreal, June 5, 1903.

HARDWARE.

THERE is a good trade moving in general hardware, and makers having now caught up with their orders there are fewer complaints from jobbers and dealers about delayed deliveries. Prices, as a rule, show no radical change, the only important development in this connection being an advance in the price of building paper of 5 to 10c. Lawn mowers are moving out well and there is a good business doing in barbed and galvanized wire. Cut and wire nails are also in good request and values are without change. Horsenails are quiet as last noted, and the same can be said of horseshoes, rivets, bolts, etc. Cordage, since the late advance, has been well inquired for.

LAWN MOWERS.—In fair request and steady. We quote: 10 in. wheel x 12 in cutter., $7.50; by 14 in. cutter, $8.00; by 16 in. ditto, $8.50; by 18-in. ditto, $9.00; by 20-in. ditto, $10.00. Star, 9 inch wheel by 12 inch cutter, $5.50; by 14-inch do, $5.75; by 16-inch do, $6. Daisy, 8-inch wheel by 12-inch cutter, $4.90; by 14-inch do, $5.10; by 16-inch do, $5.30. Philadelphia pattern, 7½-inch wheel by 10-inch cutter, $6; by 12-inch do, $6.50; by 14-inch do, $7; by 16-inch do, $7.50. Grass boxes are quoted as follows: 12 inch, $2.25; 14-inch, $2.25; 16-inch, $2.50; 18-inch, $2.50; 20-inch, $2.75. The discount on all the above is 50 per cent. off.

BARB WIRE.—There is a good business doing. We quote: $2.80 per 100 lb. f.o.b. Montreal, and $2.55 f.o.b. Cleveland. Carlots of 15 tons are quoted f.o.b. Cleveland at $2.45.

GALVANIZED WIRE.—Business continues satisfactory. We quote as follows: No. 5, $3.70; No. 6, 7 and 8, $3.15; No. 9, $2.55; No. 10, $3.20; No. 11, $3.25; No. 12, $2.65; No. 13, $2.75; No. 14, $3.75. In carlots, f.o.b. Cleveland: No. 5, $2.20; Nos 6, 7, 8 and 9, $2.15; No. 10, $2.20; No. 11, $2.25; No. 12, $2.30; No. 13, $2.40; No. 14, $2.50. In less than carlots, 12½c. per 100 lb. extra is charged.

SMOOTH STEEL WIRE.—There is a fair trade doing. We quote as follows: Bright and annealed, $2.50 per 100 lb. f.o.b. Montreal, Toronto, Halifax, London, Hamilton and St. John. Net extras per 100 lb. are now as follows: Coppered wire, 60c.; tinned wire, $2; oiling, 10c.; spring wire, $1.25; best steel wire, 75c.; bright soft drawn, 15c.; special hay-baling wire, 30c.

FINE STEEL WIRE.—The basis continues the same at 25 per cent. with extras: 1 and 2 lb. banks, 25c. per 100 lb.; ½ lb. banks, 37½c. and ¼ lb. banks, 50c.

BRASS AND COPPER WIRE.—Without new feature, discounts being 60 per cent.

PRESSED SPIKES.—Business is maintained. The discount remains at 20 per cent. f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax.

FENCE STAPLES.—Quiet but steady. Our quotations are as follows: $3.00 per 100 lb. keg for galvanized and $2.80 for bright, with 25c. extra for 25 and 50 lb. packages.

CUT NAILS.—There is a good business in these, and the base price remains as last quoted at $2.45.

WIRE NAILS.—A good jobbing inquiry is experienced. We quote carlots at $2.40 and small lots at $2.45 per keg f.o.b. Gananoque, Montreal, London, Hamilton, Toronto, Brantford, Windsor, Ont., and St. John.

HORSE NAILS.—Quiet and unchanged as last noted. We quote: "M" brand, "Oval" and "New City" heads, 55 per cent.; "Countersunk" heads, prices quoted on application. "C" brand, 40, 10 and 7½ per cent. off; "Monarch," 65 and 10 per cent. and "Peerless," 50 per cent.

HORSESHOES.—There has been a fair volume of business in these. We quote as follows: Iron shoes, light and medium pattern, No. 2 and larger, $3.65; No. 1 and smaller, $3.90; snow pattern, No. 2 and larger, $3.90; No. 1 and smaller, $4.15; X L steel shoes, new, light pattern, sizes 1 to 5, No. 2 and larger, $3.80; No. 1 and smaller, $4.05; featherweight, all sizes, 0 to 4, $5.35; toe weight, all sizes, 1 to 4, $6.60. Shoes, more than one size in a keg, 10c. per keg extra f.o.b. Montreal only.

RIVETS AND BURRS.—Quiet with only a small sorting demand. Quotations are as follows: Best iron rivets, section carriage and wagon box, black rivets, tinned do., coopers' rivets and tinned swedes rivets, 60 and 10 per cent.; swedes iron burrs are quoted at 55 per cent. off; copper rivets, with the usual proportion of burrs, 45 per cent. off, and coppered iron rivets and burrs, in 5-lb. carton boxes are quoted at 60 and 10 per cent. off list.

BOLTS AND NUTS.—Trade fair with no change to mention. Our quotations are as follows: Norway carriage bolts, 55 per cent.; common, 50 and 10 per cent.; full square carriage bolts, 55 per cent.; machine bolts, 50, and 5 and 10 per cent.; coach screws, 66 2-3 and 10 per cent.; sleighshoe bolts, 65 and 5 per cent.; blank bolts, 50 and 5 and 10 per cent.; bolt ends, 50 and 5 and 10 per cent.; plough bolts, 50 and 5 and 10 per cent.; tire bolts, 67½ per cent.; stove bolts, 67½ per cent. Nuts, square, 3¾c. per lb. off list; hexagon nuts, 4c. per lb. off list.

SCREWS.—Meet a fair inquiry. We quote as follows: Round head bright, 82½ per cent.; flat head bright, 87½ per cent.; brass, round head, 75 per cent.; brass, flat head, 80 per cent.

CORDAGE.—Business at the advance has been of considerable volume. We now quote: Pure manila, 14c.; British pure manila, 12c.; sisal, 11½c.; double lath yarn, 11½c.

BUILDING PAPER.—Prices are firmer all round, having advanced 5 to 10c. on different sorts, while business is active. We quote: Tarred felt, $1.85 per 100 lb.; 2-ply ready roofing, 95c. per roll; 3-ply, $1.20 per roll; carpet felt, $2.50 per 100 lb.; dry sheathing, 40c. per roll; tar sheathing, 50c. per roll; dry fibre, 55c. per roll; tarred fibre, 65c. per roll; O K and I X L, 70c. per roll; heavy straw and sheathing, $35 per ton; slaters' felt, 65c. per roll.

FIREBRICKS.—Steady as last quoted: $16 to $22 per 1,000 for English and $17 to $22 for Scotch, as to brand.

CEMENT.—An active movement is in progress and prices are firmly held, as follows: Canadian cement, $1.90 to $2.25; German, $2.25 to $2.40; English, $2.15 to $2.25; Belgian, $1.70 to $1.95 per bbl. ex-store, and American, $2.20 to $2.40 ex-cars.

SHOT.—A fair trade is noted. Prices are as follows: Ordinary drop shot, A.A.A. to dust, $6.50 per 100 lb.; chilled, Nos. 1 to 10, $7.00 per 100 lb.; buck and seal, $7.50 per 100 lb.; ball, $8 per 100 lb. Trade discount, 15 per cent. f.o.b. Montreal, Toronto, Hamilton, London, St. John, N.B., and Halifax.

METALS

The feeling this week has been rather steadier in tone, but importers and importers' agents are surprised that the firmer tendency which they expected in England, has not yet developed, for primary advices, as a rule, show no change. Across the line the feeling is somewhat firmer and manufacturers there advise customers that business is better with them than it was during the early portion of May, while all kinds of finished material reflect a steady tone.

BAR IRON.—There has been no change in prices and a fair business has been transacted. We quote: Merchants' bar, $2; horseshoe iron, $2.25 and forged iron, $2.30.

BLACK SHEETS.—There is a fair business moving at previous prices. Prices are now: 28 gauge, $2.45; 26 gauge, $2.40; 22 to 24 gauge, $2.35; 18 to 20 gauge, $2.30 and 8 to 10 gauge, $2.40.

GALVANIZED IRON.—In fair request, with prices unchanged as last quoted: 28, Queen's Head, $4.40; Apollo, 10¾-oz., $4.30; Fleur-de-Lis, $4.15; Comet, $4; Bell brand, $4.05. In less than case lots, 25c. extra.

LEAD PIPE.—Business is fairly active, with prices steady. We quote 8c. for composition waste and 7c. for ordinary, with 30 per cent. discount.

IRON PIPE.—Steady, as quoted last week. Prices follow: Standard pipe, per 100 ft., in lengths under 19 ft.: Black, ¼, $2.40; ⅜, $2.65; ½, $2.85, ¾, $3.65; 1-in., $5.20; 1¼, $7.35; 1½, $8.95; 2-in., $12.55. Galvanized, ½, $3.20; ⅜, $3.15; ½, $3.85; ¾, $5; 1-in., $7.20; 1¼, $10.05; 1½, $12.20; 2-in., 416.85. Extra heavy pipe, plain ends, are quoted per 100 ft. as follows: Black, ½, $4.20; ¾, $5.25; 1-in., $7.55; 1¼, 410.55; 1½, $12.75; 2-in., $17.60. Galvanized, ½, $5.20; ¾, $6.65; 1-in., $9.55; 1¼, $13.25; 1½, $16; 2-in., $21.90. For threads and couplings on extra heavy

PORTLAND CEMENT

CANADIAN, ENGLISH, GERMAN and BELGIAN.

FIRE BRICKS, FIRE CLAY, ENAMELLED BRICKS, all colors. BUILDING BRICKS.

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DESERONTO, ONT.

Manufacturers of

CHARCOAL PIG IRON

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Especially adapted for Car Wheels, Malleable Castings, Boiler Tubes, Engine Cylinders, Hydraulic and other Machinery where great strength is required: Strong, High Silicon Iron, for Foundry Purposes.

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Made from carefully selected Lake Superior Ores, with Connellsville Coke as Fuel, "Midland" will rival in quality and grading the very best of the imported brands.

Write for Price to Sales Agents

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5 per cent. net is added. Trade discount, 5 to 7½ per cent.

TINPLATE.--Business has been good at prices last quoted, as follows: Charcoal, $1.25 and cokes, $3.55 to $4, as to quantity.

SOIL PIPE.—Without change this week. Quotations are as follows: Light soil pipe, 3 to 6 in., 50 per cent.; medium and extra heavy soil pipe, 2 to 6-inch, 60 per cent.; extra heavy soil pipe, 8-inch, 45 per cent.; light fittings, 2 to 6-inch, 50 and 10 per cent.; medium and extra heavy fittings, 2 to 6-inch, 60 per cent.; extra heavy fittings, 8-inch, 45 per cent.

PIG IRON.—There is not much activity in this line. We quote: Parron, No. 1, $21; do, No. 3, $19.75; Middlesboro', $17.75; Ayersome, No. 1, $19.75; do, No. 3, $19.50.

INGOT COPPER.—Continues steady at $15.50 to $15.75 per 100 lb. Outside markets have been somewhat easier, but the fact has not affected values here.

INGOT TIN.—There has been no change in tin, which remains at $33 to $33.25 per 100 lb. Primary reports continue easy in tone, however, both as regards prompt and forward shipments.

PIG LEAD.—Remains as last noted at $3.50 to $3.75.

STEEL.—Fairly active.— We quote: Mild, $2.05; sleighshoe, $2.10 to $2.20; tire, $2.15 to $2.25; spring, $2.85 to $3; reeled machinery, $2.75 to $3; toecalk, $2.60 to $2.75; machinery (iron finish), $2.10; mild steel, $2.05; square harrow, $2.50.

TOOL STEEL.—Without change. We quote: Black Diamond, 8 to 9c.; Sanderson's, 8 to 9c., according to the grade; Jessop's, 13c.; Leonard's, 7½c.; Jonas & Colver's, 10 to 20c.; "Air Hardening," 50 to 65c. per lb.

CANADA PLATE.—These are going forward well. Our quotations are as follows: 52s, $2.60 to 92.70; 60s, $2.70 to $2.80; 75s, $2.80 to $2.85; full polished, $3.75 and galvanized, $4.25 to $4.35; galvanized, 60s, $4.45 to $4.55.

TERNE PLATE.—Unchanged as last reported at $7.25, with only a moderate demand.

COIL CHAIN.—Remains quiet, as follows: No. 6, 10c.; No. 5, 9c.; No. 4, 8½c.; No. 3, 7c.; ¼-in., 6½c.; 5-16-in., $4.90; ⅜-in., $4.20; 7-16-in., $4; ½-in., $3.90; 9-16-in., $3.75; ⅝-in., $3.60; ¾-in., $3.50; ⅞-in., $3.45, and 1-in., $3.40, with 10c. allowance on carlots.

SOLDER.—As last quoted at 20c. for bar and 19c. for wire.

ZINC SPELTER.—Remains steady at $6.25 to $6.50. Outside advices have been rather firmer.

SHEET ZINC. Without change at $6.75 to $7, as to gauge.

SCRAP METALS.

Dull and unchanged. Our quotations are as follows: Heavy copper and wire, 10c. per lb.; light copper, 9c.; heavy red brass, 10c.; heavy yellow, 8½c.; light brass, 5c.; lead, 2 to 2¼c.; zinc, 2½ to 2¾c.; iron, No. 1 wrought, $17 to $17.50; No. 2, $7.50 per ton; machinery scrap, $17.50 to $18; stove plate, $13; malleable and steel, $6; mixed country rags, 60 to 70c. per 100 lb.; old rubbers, 6¼ to 6¾c. per lb.

HIDES.

Dull, but steady. We quote: No. 1 hides, 8c.; No. 2, 7c.; No. 3, 6c. Calfskins, 9 to 11c.; sheepskins, 75c.; lambskins, 15c.

TINPLATES

"DOMINION CROWN"—Best Best Charcoal, tissued.
"ALLAWAYS"—Best Charcoal.
"CANADA CROWN"—Charcoal.
"LYDBROOK" } Best Coke.
"TRYM"

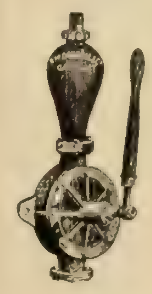
All standard brands. Accept no substitute.

A. C. LESLIE & CO.

509-512 Merchants Bank Building,

MONTREAL.

THE BEST PUMP.



When a man comes to you, and asks for the best pump made, you can honestly recommend the

McDOUGALL PUMP

to him because —

It is fully guaranteed.
It is strong.
It stands the test of time.
It is neat, and well-made.

Send for our catalogue. It tells all about our Pumps, and why you should sell them.

The R. McDOUGALL CO., Limited

GALT, ONT.

Pig Tin

BOUSTEAD & CO.'S PENANG.

INGOT COPPER

LAKE AND CASTING.

PIG LEAD
SPELTER
ANTIMONY
PIG IRON

ADAM HOPE & CO.

Hamilton, Ont.

NOVA SCOTIA STEEL & COAL CO., Limited

NEW GLASGOW, N.S.

Manufacturers of

Ferrona Pig Iron

And SIEMENS MARTIN

OPEN HEARTH STEEL.

ONTARIO MARKETS.

Toronto, June 5, 1903.

HARDWARE.

THERE is still a good movement, for repeat orders are generous and while spring orders are well filled, numerous. The scarcity noted in some lines is still as pronounced as ever, screws, nuts and bolts being even harder to get. Building paper is 5c., and tarred felt, 10c. higher, owing to an advance of 50c. per bbl. in refined tar. Large sizes of iron pipe have been reduced $1 to $2 in price. Lawn standard hose has advanced about 25 per cent., the quotation now being 5½c. per ft. for ½-in., and 6½c for ¾ in. An advance in rope and sash cord is predicted by some houses. In other lines there is no change, a firm feeling being manifest.

BARB WIRE.—Business is about over. The base price is as follows: $2.55 from Cleveland and 10c. less in carlots. From stock, Toronto, $2.80.

GALVANIZED WIRE.—A fair business is still doing. Our quotations are as follows: Nos. 6, 7 and 8, $3.15 to $3.35 per 100 lb.; No. 9, $2.50; No. 10, $3.20 to $3.40; No. 11, $3.25 to $3.45; No. 12, $2.65; No. 13, $2.75; No. 14, $3.75 to $3.95; No. 15, $4.30; No. 16, $4.55. Nos. 6 to 9 base from Cleveland are quoted at $2.27½ in less than carlots and at $2.15 in carlots.

SMOOTH STEEL WIRE.—The demand is reduced. The base price is $2.50 per 100 lb. Oiling 10c.; coppering 60c.; and tinning, $2 per 100 lb. extra. Shipping points, Toronto, Hamilton, London and Montreal, with freights equalized on those points.

COIL SPRING WIRE.—Demand is now light. We quote: No. 9, $2.75; No. 11, $3.40; No. 12, $2.95. Freight up to 25c. per 100 lb. allowed on 500 lb. or over. Carlots of 15 tons, 5c. less, with freight up to 20c. allowed.

WIRE NAILS.—There is still a shortage; prices are decidedly firm. We quote: Carlots, $2.40 and small lots, $2.45 per keg f.o.b. Gananoque, Montreal, London, Hamilton, Toronto, Brantford, Windsor, Ont., and St. John.

CUT NAILS.—An excellent demand keeps up at $2.50 per keg f.o.b. Toronto.

HORSE NAILS.—Demand seems somewhat larger. The discount on "Monarch" has been reduced 10 per cent. Our quotations are: "C" brand, oval head, 40 and 10 and 7½ per cent.; on "Monarch," 60 per cent., and "Countersunk head," 60 per cent.; on "Peerless," 45 and 7½ per cent.

HORSESHOES.—A good business is doing at the higher figures now quoted. We quote, f.o.b. Toronto: Iron shoes, No. 2 and larger, $3.80; No. 1 and smaller $4.05. Steel, new light shoes, No. 2 and larger, $3.95; No. 1 and smaller, $4.20. Snow shoes, No. 2 and larger, $4.05, No. 1 and lighter, $4.30. If shipped from factory, 15c. less.

SCREWS.—There is a good general demand, with a scarcity in some sizes, notably 1¼ x 10 in. We quote as follows: Flat head bright, 87½ per cent. discount; round head bright, 82½ per cent.; flat head brass, 80 per cent.; round head brass, 75 per cent.; round head bronze, 70 per cent.; flat head bronze, 75 per cent.

RIVETS AND BURRS.—In fair demand. We quote: Iron rivets, 60 and 10 per cent. discount; iron burrs, 55 per cent.; copper rivets, with usual proportion of burrs, 45 per cent.

BOLTS AND NUTS.—The scarcity is general, jobbers' stocks as well as manufacturers' being quite small. We now quote: Carriage bolts, common ($1 list), 50 and 10 per cent.; carriage bolts, full square ($2.40 list), 55 and 10 per cent.; carriage bolts, Norway iron, ($3 list), 55 and 10 per cent.; machine bolts, all sizes, 50, 5 and 10 per cent.; coach screws, cone points, 66 2-3 and 10 per cent.

BINDER TWINE.—A good business continues. Prices are steady. We quote: 650 ft., 13c.; 600 ft., 12c.; 550 ft., 11¼c.; 500 ft., 10½c.

CORDAGE.—Last week's advance is maintained, and a further rise is looked for by some. We quote as follows: Pure manila, 14½c.; British pure manila, 12c.; sisal, 11½c.; double lathyarn, 11½c.; single lathyarn, 11c.; double shingleyarn, 11½c.; single shingleyarn, 11c.

LAWN MOWERS.—The scarcity is as manifest as ever. Prices are steady. We quote: Woodyatt, 12-in., $7.50; 14-in., $8; 16-in., $8.50; 18-in., $9; 20-in., $10; Star, 12-in., $5.50; 14-in., $5.75; 16-in., $6; Daisy, 12-in., $4.90; 14-in., $5.10; 16-in., $5.30; Ontario, 12-in., $14.25; 14-in., $15.80; 16-in., $16.80; 18-in., $18.90; 20-in., $20.50; Philadelphia, 12-in., $6.50; 14-in., $7; 16-in., $7.50. Discount, 40 and 10 to 50 per cent.

SOIL PIPE AND FITTINGS.—A good demand continues. Prices are steady, with the discounts quoted as follows: Light soil pipe, 45 and 5 per cent.; light soil pipe fittings, 50 and 5 per cent.; medium and extra heavy pipe and fittings, 55 and 5 per cent.; 7 and 8-in pipe, 40 and 5 per cent.

BRASS GOODS.—The demand for both plumbing and steam specialties continues brisk. Discounts are unchanged.

BUILDING PAPER.—As anticipated, in this paper there has been an advance of 10c. in tarred felt, and 5c. in building paper, which is caused by exceptional demand and advance in refined tar. Quotations are: Tarred felt, $1.75 per 100 lb.; 2-ply ready roofing, 90c. per roll; 3-ply, $1.15 per roll; carpet felt, $2.25 per 100-lb.; dry sheathing, 35c. per roll; tar sheathing, 45c. per roll; dry fibre 50c. per roll; tarred fibre, 60c. per roll, O K and I X L, 65c. per roll; heavy straw and sheathing, $30 per ton; slaters' felt, 60c. per roll.

SCREEN DOORS.—Stocks are light; demand good. We quote as follows: Screen doors, common, 2 or 3 panel, walnut stained, 4-in. style, $6.80; stained, yellow or green, $7; in natural colors, oil finish, $8.15; 3-inch style, 20c. per dozen less.

PLUMBING FIXTURES.—The demand keeps active, and earthenware stocks, particularly of closets, are comparatively light. Prices are steady.

RUBBER HOSE.—An advance of 20 to 25 per cent. is noted. Lawn standard is now quoted at 5½c. per ft. for ½-in. and 6½c. per ft. for ¾-in.

FORK HANDLES.—There is a good business at the new discount, 50 per cent.

CEMENT.—The market is firm. A big demand is noted. We quote in car lots, Toronto, as follows: Canadian Portland, $2.50; German, $2.40 to $2.50; English, $2.30 to $2.50; hydraulic, $1.50. Small quantities are 15 to 25c higher.

METALS.

The metal market continues to exhibit weakness, both locally and in the larger centres. Pig iron is unsettled in the United States, a decline of $1.50 having been made by the Southern Pig Iron Association, which is believed will result in a decline of $1 in Northern iron. The price of English iron has also dropped materially. The reduction in the local market still maintains here, but no further declines are noted. Tin and copper continue easy in both London and New York, the fluctuations of the week showing a net reduction in both metals. Bar iron has been weakening during the past few days and prices have been shaded, in some cases as much as 5c. Large sizes of iron pipe are $1 to $2 per 100 ft. lower.

PIG IRON.—As noted above, prices in the United States and Great Britain are lower. Here, last week's prices prevail, but buyers are, as a rule, holding off for further concessions. We quote as follows f.o.b. Toronto: Hamilton and Midland No. 1, $22.50; Sydney No. 1, $20.50; No. 1 Jarrow, $21.50; No. 2 Summerlee, $25.

BAR IRON.—There is an excellent demand, but buyers are looking for concessions, and prices have been shaded, some sales being made at $2. We quote as follows: Base price is $2.05. For extras, cut to length while rolling: 2 ft. and over, 10c. per 100 lb.; 1 ft. and under 2 ft., 15c.; under 1 ft., 20c.; over 20 ft., by special agreement, according to length and size.

STEEL BOILER PLATES.—A steady trade is doing with the base price still $1.96 f.o.b. Toronto.

TOOL STEEL.—A big business is doing with prices firm: "B C" and "Black Diamond," 10 to 11c.; Jessop's, Morton's and Firth's, 14c.; Jonas & Colver's, 10 to 20c.; ditto, "Air Hardening," 70c. per lb.; Chas. Leonard's, 8 to 9c.; Park's "Silver," 12 to 14c.; Park's "Special," 15 to 20c.

MACHINERY STEEL.—The activity continues, with prices firm at $2 to $2.05 f.o.b. Toronto.

COKE.—The demand is excellent, but buyers are not inclined to make long contracts for coke similar to the bulk of what has been offered. Quotations range from $6.75 to $7.15 for 72-hr., and $5.50 for 48-hr. furnace coke, f.o.b. Toronto.

BLACK SHEETS.—There is a good demand. We quote: Common, $3.15 for 28 gauge and dead flat, $3.50 for 26 gauge.

CANADA PLATES.—There is a good movement from stock. Import orders are coming forward freely. Prices are steady. We quote: All dull, $2.90 to $3; half polished, $2.85 to $3.10 and all-bright, $3.75 to $3.85.

GALVANIZED SHEETS.—An active demand is reported. Prices are unchanged throughout. We quote: Queen's Head, $4.50 for 28 gauge; American, $4.40 for 24 gauge; Bell brand, $4.30 for 28 gauge; Gordon Crown, $4.50 for 28 gauge.

TIN.—Prices continue to fluctuate, the tendency still being downward. We quote $33 to $33.25.

TINPLATES.—Prices are firm. A good demand is reported. We quote as follows: Charcoals, $4.75 to $5 and cokes, $4.25 to $4.50 per box.

COPPER.—The demand for both ingot and sheet continues good. Prices are un-

changed locally, but somewhat lower in primary markets. We quote: Ingot copper, $15, and sheet copper, $21 to $22 per 100 lb.

BRASS.—Unchanged in price and in good demand. Discount, 10 per cent.

LEAD.—The market is firm with a good business doing. We quote: $3.50 per 100 lb. for pig lead and $3.75 for bar lead.

IRON PIPE.—A decline of $1 to $2 is noted in large sizes. We quote: Per 100 ft.: Black pipe, ⅛ in., $2.25; ¼-in., $2.40; ⅜-in., $2.65; ½-in., $2.85; ¾-in., $3.65; 1-in., $5.25; 1¼ in., $7.35; 1½-in., $8.95; 2-in., $12.55; 2½-in., $20; 3 in., $23; 3½-in., $30; 4-in., $36.

ZINC SPELTER.—A fair amount of business is being done. Outside markets are weaker. Prices are firm at 6¼ to 6½c. per lb.

ZINC SHEETS.—We quote base price as follows: Cask lots, $6.75 to $7, and part casks, $7 to $7.25.

SOLDER.—In good demand. Prices are unchanged. Guaranteed half-and-half is quoted at 18 to 19c., and wiping 17 to 18c.

OLD MATERIAL.

There is no chaage in this market since last week. Demand is fairly good. We quote as follows: heavy copper and wire. 11½c. per lb.; light copper, 10c. per lb., heavy red brass, 10½c. per lb.; heavy yellow brass, 8½c. per lb.; light brass, 6c.; lead, 2½c.; scrap zinc, 3¼c.; iron, No. 1 wrought, $14 per net ton; No. 2 wrought, $5; machinery cast scrap, $16; stove plate, $11; malleable and steel, $7; old rubbers, 6¼c. per lb. and country mixed rags, 50c. per 100 lb.

HIDES, SKINS AND WOOL.

The price of No. 2 green hides has dropped ½c. per lb., but cured hides are somewhat firmer. Fleece wool has fallen ½c. per lb. as was expected. The calfskin market remains firm. We quote:

HIDES.—No. 1, green, 8c.; No. 2 green, 7c. per lb.; No. 1 green, steers, 8½c.; No. 2 green, steers, 7½c. per lb.; cured, per lb., 8 to 8½c.

CALF SKINS.—Veal skins, No. 1, 6 to 14 lb. inclusive, 10c.; No. 2, 8c.; No. 1, 15 to 20 lb. inclusive, 9c.; No. 2, 7c. Deacons (dairies), each, 60 to 70c.; sheepskins, 40c. to $1.10.

WOOL.—Unwashed wool, per lb., 8 to 9c.; fleece wool, 14½ to 15½c.; pulled wools, super., per lb., 15c.; extra, 18c.

TALLOW.—We quote 5½ to 5¾c. per lb.

PETROLEUM.

The market still remains quiet. There is some cutting in Canadian grades, but best American oil is reported steady. We quote: Lily White, Canadian, 18c. in bbls.; Silver Light, American, 19½c. in bbls.; Crystal Spray, water white, American, 21c. in bbls.; Pennoline, best American imported, 22c. in bbls. In bulk, 2c. less.

SEEDS.

The seed market is over. Prices closed firm at last week's quotations.

MARKET NOTES.

Common square ash sifters are offering for fall delivery at about $18 per gross, an advance over last year.

Guns and ammunition are selling well for fall delivery.

Large sizes of iron pipe are $1 to $2 lower.

Building paper is 5c. and tarred felt 10c. higher.

MANITOBA MARKETS.

WINNIPEG, June 1, 1903.

TRADE continues brisk and steady, and there have been no changes made in the price lists for the week, but next week there will be a change in the price of axe handles, and possibly some other lines.

In binder twine the prices quoted are the same as last week, but this is merely nominal, as reports from the south show that manufacturers are practically out of the market for the time being.

The fact that crops are good all over the continent is a strong bull factor.

Prices for the week are as follows:

Barbed wire, 100 lb.	$3 25
Plain galvanized ... 6 to 8	3 25
" ... 9	2 90
" ... 10	3 50
" ... 12	3 10
" ... 13	3 20
" ... 14	3 90
" ... 15	4 45
" ... 16	4 60
Barbed wire, 100 lb.	$3 25
Plain twist	3 25
Staples	3 65
Oiled annealed wire ... 10	3 42
" ... 11	3 48
" ... 12	3 56
" ... 13	3 66
" ... 14	3 76
" ... 15	3 91
Annealed wires (unoiled) 10c. less.	
Horsenails, 40 per cent. discount.	
Horseshoes, iron, No. 0 to No 1	4 75
No. 2 and larger	4 45
Snow shoes, No. 0 to No. 1	4 60
No. 2 and larger	4 45
Steel, No. 0 to No. 1	4 45
No. 2 and larger	4 20

Cut Nails—		Wire Nails—	
2d 1 in.	$4 10	1 in.	$4 20
3d Fin. 1⅛ in.	4 10	1⅛ in.	4 20
3d 1¼ in	3 75	1¼ "	3 85
4d 1½ in	3 50	1½ "	3 60
5d 1¾ in	3 50	1¾ "	3 60
6d 2 in.	3 40	2 "	3 50
8d 2½ in	3 25	2½ "	3 35
10d 3 in.	3 20	3 "	3 30
20d 4 in.	3 15	3½ "	3 25
30d 4½ in.	3 10	4 "	3 20
40d 5 in.	3 10	4½ "	3 20
50d 5½ in.	3 10	5 "	3 20
60d 6 in.	3 10	5½ "	3 20
		6 "	3 20

Bar iron, $2.70 basis.	
Swedish iron, $4.75 basis	
Sleigh shoe steel	2 85
Spring steel	3 25
Machinery steel	3 50
Tool steel, Black Diamond, 100 lb.	8 50
Jessop	13 00
Sheet iron, black, 10 to 16 gauge, 100 lb.	3 50
18 to 22 gauge	3 75
24 gauge	3 90
26 gauge	4 00
28 gauge	4 10
Galvanized Iron, Apollo, 16 gauge	4 00
18 and 20 gauge	4 00
22 and 24 gauge	4 25
26 gauge	4 25
28 gauge	4 50
30 gauge or 10¾ oz	4 75
Extra sheets, 36 in. wide an advance of 25 p.c. per 100 lb.	
Queen's Head, 24 gauge	4 25
26 gauge	4 50
28 "	4 75
Genuine Russian, per lb.	11
Imitation " "	07
Tinned, 24 gauge, 100 lb.	8 00
26 gauge	8 50
Tinplate, IC charcoal, 20 x 28, box	10 00
" IX "	12 00
" IXX "	14 00
Ingot tin	35

OAKEY'S The original and only Genuine preparation for Cleaning Cutlery. 6d. and 1s. Canisters.

'WELLINGTON'
KNIFE POLISH

JOHN OAKEY & SONS, LIMITED
MANUFACTURERS OF
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, England
Agent:
JOHN FORMAN, 644 Craig Street
MONTREAL

COVERT MFG. CO.
West Troy, N.Y.
Auto Screw Jack
Harness Snaps Chain, Rope and Web Goods, etc.
FOR SALE BY JOBBERS AT MFRS. PRICE

PRIEST'S CLIPPERS

Largest Variety.
Toilet, Hand, Electric Power
ARE THE BEST.
Highest Quality Grooming and Sheep-Shearing Machines.
WE MAKE THEM.

SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N.H., U.S.A.

Oneida Community Goods
HALTERS, COW TIES, SNAPS, etc., etc.,
in all sizes and styles. May be had of all jobbers throughout Canada.
Factory—NIAGARA FALLS, ONT

The Best Door Closer is . . .
NEWMAN'S INVINCIBLE FLOOR SPRING
Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring, and has twice the wear. In use throughout Great Britain and the Colonies. Gives perfect satisfaction. Made only by
W. NEWMAN & SONS,
Hospital St., - - BIRMINGHAM

..A..
STANDARD.
The cost of Axes per million feet of lumber taken out should be the best Standard. Under this Standard the CROWN JEWEL is the cheapest Axe in the market.

Dundas Axe Works, Dundas, Ont.
W. L. Haldimand, Jr., Eastern Agent, Montreal.

We manufacture the following Standard brands of

FILES

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"K & F" "Great Western" "Globe"
"American" "Arcade" "McClelland"

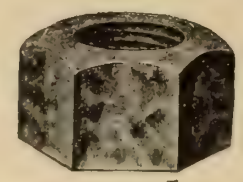
CAREFULLY TESTED. FULLY WARRANTED.

For sale by all prominent hardware merchants throughout the Dominion.

WALTER GROSE, Selling Agent, Montreal.

Nicholson File Co.,
DOMINION WORKS, PORT HOPE, CANADA.

Canada plate, 18 x 21 and 18 x 24	3 25
Sheet zinc, cask lots, 100 lb	7 50
Broken lots	8 00
Pig lead, 100 lb	5 50
Black iron pipe, ⅛ inch	3 30
" ¼ "	3 30
" ⅜ "	3 40
" ½ "	3 75
Black iron pipe, ¾ inch	4 30
" 1 "	6 25
" 1¼ "	8 75
" 1½ "	10 50
" 2 "	14 50
Rope, sisal, 7-16 and larger, basis	$12 25
Manila, 7-16 and larger, basis	15 25
Lathyarn	11 75
Solder	20
Axes, chopping	$ 6 75 to 12 00
" double bitts	12 00 to 18 00
Bluestone	5 75
Screws, flat head, iron, bright	85 and 10 p.c.
Round " "	80 p.c.
Flat " brass	75 and 10 p.c.
Round " "	70 and 10 p.m.
Coach	65 p.c.
Bolts, carriage	50 p.c.
Machine	50 and 5 p.c.
Tire	60 and 5 p.c.
Sleigh shoe	65 p.c.
Plough	50 p.c.
Flat head stove	60 and 5 p.c.
Round head	60 and 5 p.c.
Elevator	60 p.c.
Rivets, iron	50 and 10 p.c.
Copper, No. 8	32
" No. 12	36
Coil chain, 3-16 inch	10½
" ¼ inch	8¼
" 5-16 inch	5⅜
" ⅜ inch	5¼
" 7-16 inch	5
" ½ to ¾ inch	4¾
Spades and shovels	40 and 5 p.c.
Harvest tools	60 p.c.
Axe handles, turned, s. g. hickory, doz.	$2 50
No. 1	1 50
No. 2	1 25
Octagon extra	1 75
No. 1	1 25
Files common	70, and 10 p.c.
Diamond	60
Ammunition, cartridges, Dominion R.F.	50 p.c.
Dominion, C.F., pistol	30 p.c.
" military	15 p.c.
American R.F.	30 p.c.
C.F. pistol	5 p.c.
C.F. military	10 p.c. advance.
Loaded shells:	
Eley's soft, 12 gauge black	16 50
chilled, 12 gauge	18 00
soft, 10 gauge	21 00
chilled, 10 gauge	23 00
Shot, Ordinary, per 100 lb	6 20
Chilled	6 60
Powder, F.F., keg	4 75
F.F.G.	5 00
Tinware, pressed, retinned.	70 and 10 p.c.
" " plain	75 and 2½ p.c.
" pieced	
Japanned ware	37½ p.c.
Enamelled ware, white	45 p.c
" Famous	50 anp 10 p.c.
" Imperial	50 end 10 d.c.
Green Wire Cloth	1 50.



THE JOHN MORROW MACHINE SCREW COMPANY, Limited

Manufacturers of

Set and Cap Screws, Special Milled Work, Engine Studs Etc. Cold Punched Nuts of every variety of finish.

INGERSOLL, ONT.

NEW LIGHT STEEL RAILS ALL WEIGHTS, ALL SECTIONS

We offer for immediate shipment from stock, all sections from 12 up to 56 pounds to the yard with fastenings. CORRESPONDENCE SOLICITED.

Sessenwein Bros., 103 Shannon St., **Montreal.**

No Oil-Soaked Floor

Don't the floor of your oil-room make you "sick" when you see it? Did you ever figure out the profit you lost through this wasted oil?

Don't you know that the

BOWSER SELF-MEASURING

Oil Outfit

will save this oil, will keep your floors neat and clean and pay for itself during the first year? It will. We guarantee it.

Write for information.

Ask for Catalogue "A."

S. F. BOWSER & CO.

FT. WAYNE, IND.

Pump on Floor
Tank in Cellar

PETROLEUM.

Water white American	26½c.
Prime white American	24½c.
Water white Canadian	24c.
Prime white Canadian	22½c.

SCRAP.

No. 1 cast iron	$16 per ton
No. 2 "	8 "
Wrought iron scrap	5 "
Copper (heavy)	7c. per lb.
Yellow brass (heavy)	7½c "
Light brass	5c. to 6c. "
Lead pipe, or tea lead	2c. to 2½c. "
Zinc scrap	1c. "

PAINTS, OILS AND GLASS.

Turpentine, pure, in barrels	$ 0 84
Less than barrel lots	0 86
Linseed oil, raw	66
Boiled	69
Lubricating oils, Eldorado castor	28½
Eldorado engine	27½
Atlantic red	33½
Renown engine	42
Black oil	19½ to 21¼
Cylinder oil (according to grade)	55 to 74
Harness oil	56
Neatsfoot oil	1 00
Steam refined oil	85
Sperm oil	2 00
Pure castor oil, first pressure	10
Lubricating	10

BINDER TWINE.

Jute, per lb	$0 10¼
Sisal, per lb	0 11
Standard, per lb	0 11
Manila, per lb, 550 ft	0 12
Manila, per lb., 600 ft	0 12½
Manila (pure), per lb	0 13½

F.O.B. Chicago; discount ⅛c. on 5-ton lots and ¼c. on car lots.

NOTES.

R. C. Steele, president of The Steele, Briggs Co., Toronto, has spent the past week in the city, and is delighted with the progress of Winnipeg since he was here in 1887—the year of the bumper crop. Mr. Steele first visited the West in 1876, and in those days formed a great opinion of the possibilities of the West. Mr. Steele was the purchaser of the first wheat exported from Manitoba. Mr. Steele went West Saturday as far as Brandon, to see the experimental farm. The main object of his visit here is to talk over plans of further development of their business here in the West.

BRITISH COLUMBIA MARKETS

Vancouver, B.C., May 28, 1903.

THE Vancouver Board of Trade held a special meeting this week to discuss a proposed amendment to the Bills of Sale Act, a measure for the amendment of which is at present before the Provincial Legislature. The particular objection the merchants have to the Act in its present form is that there have been numerous instances of unrecorded bills of sale or chattel mortgages on the stocks of retail merchants, which have been suddenly recorded, at a time when the parties giving them were apparently in solvent condition. The law as at present permits of a bill of sale standing for 21 days unrecorded, in which case it is allowed to be perfect security as against any other creditors. By the simple method of renewing it every three weeks a merchant may protect a preferred creditor for an indefinite period. But the creditor is free at any time, when he may think fit, to swoop down and register the instrument, thereby shutting out every other wholesaler who may have been supplying goods on the supposition that the man was solvent and that no preference existed.

In point of fact this sort of thing has been going on for years, and several times in the past five or six years, some fine morning the trade has wakened to the knowledge that one of their number was in possession of the stock of a delinquent debtor, and the others were shut out by the unrecorded bill of sale. Of course, the wholesalers had the remedy in their own hands all the time, for it is manifestly impossible for a retail dealer to give preference to one of his creditors to the exclusion of the rest, unless the one is willing to be a party to the transaction. It must be presumed that the man who gets the bill of sale has asked for it. Where the shoe pinches is that no one knows when some new bill will turn up. It has had a very serious effect on credit, and the present move is the direct outcome of the meeting of creditors of a retail merchant who had protected one or two of his wholesale creditors at the expense of the rest. The Board of Trade passed a resolution recommending to the Legislature the following amendment to the Act:

1. To reduce the time of registration of a bill of sale to three days in cases where the goods in the bill of sale are within the corporate limits of a city or town in which is situate an office of the county court wherein such a bill of sale may be registered and in other cases within the period of 15 days afte making thereof.

The Beauty of Building

WITH OUR CELEBRATED

Sheet Metal Building Materials

First and foremost, there's the sterling reliability of the goods—you're absolutely sure of qualities being exactly as represented. Our prestige in that respect has been fairly earned, and it counts for a great deal that your customers never find ground for complaint in the goods we deliver to you.

In addition, there's the ease of handling—the studied, artistic effects—the fire and lightning proof qualities—and the many other details that have made sheet metal the popular building material for all progressive people.

SHINGLES, CEILINGS, SIDINGS, CORNICES and every other Building Requisite in the very Highest Grade. You'll do better business by handling our goods.

Send for our catalogues and read them up.

Metallic Roofing Co., Limited

TORONTO MONTREAL WINNIPEG

To realize the magnitude of the dealings in metals and machinery with the northern district of Canada, particularly Atlin and the Yukon, it is only necessary to look over the manifests of the steamers which take on cargo at this port for the north. Every boat takes quantities of mining machinery and other hardware used in mining, and sometimes the shipments are very large. One line, in which there has been a great deal of development, is that of boilers and engines for thawing plants for Klondike claims. A steamer recently loaded three cars of these boilers, some of them being very big affairs, namely, of 300 or 400 horse-power. The ss. Amur, sailing yesterday, took some enormous castings, parts of a big hydraulic plant, for a Bucyrus dredge to be erected and operated on a creek in the Atlin district. To supply water for these numerous placer claims in the north, there have been miles and miles of hydraulic steel-riveted pipe shipped in, as well as other materials for the installation of such machinery as is used in operating the claims.

* * *

The very favorable reports from Dawson as to the progress of the spring clean-up will have a tendency to renew activity in the operations in that district. In two days, May 27 and 28, so the telegraphic advices from the northern capital state, the banks took in $1,250,000 worth of dust and nuggets. Of this amount between $800,000 and $900,000 worth was purchased, the rest being on deposit. The work has just well begun and the prospects are that the output this spring from the work of the past winter, will realize at least $2,000,000 more than last spring. It is also to be remembered that the summer diggings are now fully as important as the winter work. At one time, the first two or three seasons, every miner thought there was no other way to get the gravel out but to drift and thaw in the winter, and accumulate a dump to be washed in the spring. Now the summer workings are as numerous as the winter claims.

A very gratifying increase in the area of new ground of paying quality is being reported. Duncan's Creek, once thought to be poor ground, is turning out with rather prospecting to be rich ground, and there is a rush on to that quarter. A new town, called Mayo, is being established on the creek, and men and mining supplies are being rushed down from Dawson to the new camp.

* * *

The hardware houses in the northern trade, especially those in business in Dawson, will welcome the improved conditions. There have been heavy stocks of hardware, especially mining tools, steel, etc., carried in the north, and despite the great consumption of such supplies, there has not been as good business on account of this over-stocking, as might have been supposed. Now, the hardwaremen are looking to good times.

* * *

The hardware merchants of Vancouver are not now doing quite as much in the way of supplying logging camps and lumber and shingle mills as they have been doing up to date. The Lumber and Shingle Manufacturers' Association, at a meeting held recently, decided to curtail the output of the shingle mills by shutting down all-night shifts and reducing the amount of shingles cut in the day shift. This decision is the outcome of sluggish eastern market conditions, partially brought on by over-production. There are many shingle mills in the province erected within the past two years, and three or four in course of erection, or just completed. The United States shingle mills of the State of Washington have been competing in eastern markets, until the supply is so great, that the trade is not absorbing it readily. The effect this action will have on the hardware merchants and machine shops is easily seen. There have been at least 15 new logging camps of large dimensions put up on the Coast during the past six months, besides many small outfits getting out shingle bolts. The coasting steamers have been taking up large numbers of donkey engines to these big camps, and the merchants have had a good trade supplying tools, saws, axes, etc. When it is considered that from 20 to 30 men are employed in all the camps, and some of them have more, the supply trade can be guessed. The activity in bringing to market large quantities of logs has made a demand for tug boats. Even in boom chains there has been a scarcity.

* * *

It will be well to bear in mind that the lumber mills, other than shingle mills, are still working full time day and night, the demand for lumber in the Northwest having kept up steadily. The foreign trade from the port is also growing, though the Hastings mill is the only one loading ships at the present time. But there are always three or more at the docks.

NOVA SCOTIA MARKETS.

HALIFAX, June 1, 1903.

THE hardware business, which had kept up to a very high average since the first of the year, quieted down somewhat two or three weeks ago after the outfitting of the fishing fleet—but last week it again showed considerable more briskness and this week has opened well. This activity, however, may be only temporary as a large volume of business is not usually expected at this season of the year.

* * *

There has been a good business done this year in haying and farming tools, and the former are now being shipped to customers. This is the usual business for the first week in June. Builders' materials are still in good demand, but this trade threatened last week to be interfered with as far as the city is concerned, as a strike of the carpenters was set down for yesterday. The master builders, however, offered to leave the matter to arbitration, and the union accepted Saturday night and went to work Monday morning as usual. A contemplated strike of the carpenters at the Sydneys may yet affect the trade materially, as these growing towns have given a large volume of business to the hardware trade during the last few years.

* * *

The retail trade is now brisk in the lines usual to spring repairing and cleaning-up. Wire netting for screen doors and windows is having a good sale, and there has lately been an advance in green wire cloth, which is now quoted at $1.60 per hundred sq. ft. Paints, oils, putty, glass, in small quantities, are also in demand, as well as brushes, kalsomine, enameline and other such preparations for the house-cleaning season.

* * *

There is not much change generally in prices, nearly every line remaining firm. Zinc, however, in which there was a sharp advance some weeks ago, shows an easier feeling and is now quoted at 6½c. by the cask. Manila cordage has advanced a quarter cent, due to the strong demand for binder twine in the west, and is quoted at 14½c. Sisal remains at 11½c. The trade in cordage is not heavy at present. Turpentine is steady at 85c, in barrels, and 95c. in smaller quantities. Linseed oil remains unchanged. Other oils are firm.

* * *

Stairs, Son & Morrow are going extensively into the handling of machinery, especially in the mining line. A. M. Bell & Co. will have their commodious new premises rushed forward as rapidly as possible, and it will be ready to occupy early in the autumn. A. B. Arthur & Co. report good sales of bicycles and outfittings for the same. Cragg Bros. & Co. report business good in the line of sporting goods and in their special line, cutlery. This year they imported a number of canoes, very many of which are used here. They retail as high as $42.

R. C. H.

TRADING STAMPS IN QUEBEC.

IN accordance with the Quebec Legislature's Trading Stamp Law, which gives the municipalities in the province power to prohibit the use of the stamps, the city of Quebec passed a by-law toward that end, which was to have its second reading on Friday, May 29. The day previous to that date, however, J. E. Wilder, of H. A. Wilder & Co., furniture dealers, Montreal, and proprietors of "The Traders' Advertising Co.," a concern that gives cash coupons and which does business in Montreal, Quebec and Valleyfield, moved for a writ of injunction to prohibit the second reading and to have it declared illegal and beyond the jurisdiction of the City Council of Quebec. The court granted the petition and a writ was issued returnable on June 6.

The fight has commenced, as per the advertised intentions of one trading stamp company, and the result will be awaited with interest by business men.

A DISTINGUISHED VISITOR.

H. C. Slingsby, of London, England, the inventor of the celebrated sliding wheel trucks, is on a visit to Canada inspecting the Canadian works. While in the United States he organized a large factory in New York for manufacturing his several devices. The development of these trucks has been phenomenal. At the present time there are our factories, 25 branches and over 2,300 agents.

WITH THE KENNEDY HARDWARE COMPANY.

Geo. Smith, who has for several years represented Rice Lewis & Son, Limited, Toronto, and who is known to the trade throughout Ontario, has accepted the position of buyer with The Kennedy Hardware Co., with charge of the firm's warehouse, 49 Colborne street, Toronto. Mr. Smith is now engaged at his new duties.

A JUDGMENT RE SAFES.

An interesting judgment was given last week by Justice Street regarding the liability of a safe maker. The action was brought by a private banker carrying on business at Niagara on the Lake against a firm of safe makers carrying on business at Toronto to recover damages for breach of warranty, and misrepre enta tions upon the sale of a fire and burglar-proof vault door. Held, that the war ranties given by defendants were broken, but a loss of the money contained in the vault was not a natural consequence of the defects in the vault door. The plaintiff is entitled to recover as damages the price which he paid to defendants for the door. Judgment for plaintiff for $250 and costs of the action.

A MAN WITH "GLAD MONEY."

NOW behold, there was a man named Ammi Innitt, and he had much glad money. Yea, his wealth was so great that he was called a plutocrat.

And there was another man, and his name was Ura Nother, and he was of the tribe of Wantit.

And Ura Nother went up and down the land, making moan for that some men had shekels and some had none, charging them that were his hearers a goodly price for moaning.

Now, this man that was called Ura Nother was grievously set against the man that was named Ammi Innitt.

In the dreams that came to him by night he would see Ammi Innitt eating money like unto them that devour health food.

Whereat he would leap from his bed and howl with a loud voice and prophesy destruction upon the land and all the inhabitants thereof unless Ammi Innitt were given a theoretical poke in the ribs.

Yea, and in the daytime he would leap from before the swift chariot of Ammi Innitt, the which was called an auto by them that knew;

And with each leap he would roar sorely and say that Ammi Innitt was a crusher of humanity and an enemy to mankind.

However, it was not the fault of Ammi Innitt that his father had led the lambs to the slaughter and had sold them the water that was in stocks and the wind that was in bonds, and had thus garnered unto himself the shekels that he had been unable to check through when he journeyed to that land whereof the insurance agents do always talk.

Yet, as the days passed the rage of Ura Nother increased and waxed exceeding hot against Ammi Innitt.

And there came a day when Ura Nother was walking up and down through the city and he passed by a field wherein he saw a man delving. And the man was Ammi Innitt.

And Ura Nother leaned up against the fence that was about the field and breathed hard, saying:

"Hast thou then gone to work, O, foe to the people?"

"Of a truth," responded Ammi Innitt, "thou seest."

"Surely I see, and my heart leapeth with gladness. How long hast thou worked?"

"More than ever thou didst," answered Ammi Innitt, lifting his plug hat and wiping the sweat from his brow, "for I have coaxed callouses upon my hands these 20 days."

"It is well! It is well!" cried Ura Nother. "Now, may I die content, for I have seen the rich brought down and the proud made to labor. Dost thou get much wage?"

"Not any," said Ammi Innitt.

"It is better! It is better!" cried Ura Nother, with a great laugh.

Then, he continued speaking, saying:

"Now thou seest how it is with the downtrodden and the poor, for thou must hump thyself even as them."

"Not so," Ammi Innitt made answer, "for I am but splurging thus that I may lose some 50 lb. overweight, as my doctor has ordered."

Then did Ura Nother straighten himself and howl all the more, calling Ammi Innitt a scoundrel and a wretch that was taking the bread from the mouth of the hungry and the garments from the back of the naked.

Whereupon Ammi Innitt offered unto Ura Nother that he come into the field and labor also, for he saw that he needed to lose flesh, having grown fat from idleness and wheezy from much talking.

But Ura Nother went on his way in anger, and he reviled Ammi Innitt more for working than he had for not working.

This teacheth us that if we are not going to be satisfied with what our neighbors do not do, we shall be even more dissatisfied with what they do.

Is it not so?

Thou mayest bet it is, with an exceeding great isness.—W. D. Nesbit in Chicago Tribune.

EDISON AFTER ONTARIO NICKEL.

The announcement has been made by Frank Denton, Toronto, representing Thomas Edison, the United States inventor and manufacturer, that the latter, who some time ago acquired considerable nickel land north of Sudbury, has decided to build a smelter near Sudbury, when his mineral possessions warrant it, and he will refine the metal there as far as practical, probably to 80 per cent. of the metal contents.

CANADIAN ELECTRICIANS TO CONVENE.

The thirteenth annual convention of the Canadian Electrical Association is to be held at the King Edward Hotel, Toronto, on June 10, 11 and 12. The secretary, C. H. Mortimer, says that provision has been made for a profitable and enjoyable meeting and the programme which he has sent out certainly supports his statement. Among the subjects to be brought before the convention are: "Long Distance Transmission," by Paul Lincoln, Pittsburg; "Individual Electric Drive and its Relation to the New Shop Methods," by R. T. Lozier, Cincinnati: "Some Points Relating to Submarine Power Cables," by G. H. U. Holman, Quebec; "Single Phase Attornation Motors as a Means of Increasing Station Earnings," by W. A. Layman, St. Louis; "Transformers for High Voltage Transmission Lines," by J. W. Farley.

On Thursday night the association dinner will be held at the King Edward. The president of the association is B. F. Reesor, Lindsay, and the secretary is C. H. Mortimer, Toronto.

NEW SMELTING FURNACES.

Owing to the large orders that they have been receiving for babbitt metal, solder, "Columbia" phosphor tin, etc., the Syracuse Smelting Works, Montreal, have been obliged to add more furnaces and to work day and night.

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion; cash in advance. Letters, figures, and abbreviations each count as one word in estimating cost.

SITUATIONS VACANT.

BLACKSMITH—One or two years' experience preferred; steady job for right man. J. Dignan & Son, Exeter. f

BOILERMAKERS—One first-class boilermaker and one flanger, steady job to good men. Robert Bell Engine & Thresher Co., Seaforth, Ont. f

GENERAL blacksmith — At once — Steady job for good man. M. L. Farrell, Glencoe, Ont. f

HARDWARE clerk, junior, state experience, age and salary expected at once. Macnab Bros., Orillia. f

SAWMILL engineer — At once — Apply, stating wages expected, to the Sheppard Lumber Co., Limited, Brute Lake Station. f

STEAMFITTER—To instal gasoline engines in launches, Canada Launch Works, foot of Carlaw Ave. f

FOR SALE.

BLACKSMITH shop for sale or rent—with tools; on easy terms; a good stand and a good shop. Apply to Mrs. John Lonsdale, Lloydtown. f

HARDWARE BUSINESS. (old established) in rapidly growing town of Collingwood, Ont., owner retiirng. Apply to J. Henderson, Collingwood. (21-5)

ARTICLES WANTED.

WANTED — For cash—One good second-hand sawmill engine, 75 h. p.; also gang edger. Address John P. Newman, Wiarton, Ont. f

WANTED—A saddle tank locomotive; about 25 tons weight, must be in good condition; give full specifications and price. The Lakefield Portland Cement Co., Lakefield, Ont. f

Our New Booklet

"WHAT DO YOU WANT"

Just Out.

This Booklet contains selected lists of newspapers covering

Canada as a Whole.
Canada by Provinces.
Canada in Sections.
Agricultural Canada.

giving cost of "want ads." in each list. If you are an advertiser write for it.

The Desbarats Advertising Agency
INCORPORATED
MONTREAL.

Advertising campaigns planned and carried out.

PAINT, OIL AND BRUSH TRADES

SHERWIN-WILLIAMS' NEW WORKS AT MONTREAL.

THE Sherwin-Williams Co., the large paint and varnish makers, have let a contract to Peter Lyall & Sons, for the erection of new factory buildings on their property at Centre, Atwater and St. Patrick streets. Excavations were commenced on May 23.

The buildings comprise a four-storey office and warehouse, with a frontage of 289 ft. on Center street and a depth of 50 ft.; a paint factory, immediately in the rear of the office and warehouse building, four storeys high, 220 ft. long and 50 ft. deep, and a modern power house, 103 ft. long and 72 ft. deep. The buildings are made as nearly fireproof as possible by the erection of fire walls and the enclosing of the stair cases in brick walls. The floors are of mill construction. The grouping is such as to admit plenty of light and air. The buildings were designed entirely by the architect of the company's own staff.

The main entrance to the new plant, which will be through the office and warehouse building, and is intended for the use of both factory and office employes, will be of cut stone in the Doric style of architecture. In the gable of the pediment the trade mark of the company will be hewn out of the stone. The vestibule will have marble wainscoting, marble steps and tile floors.

The warehouse capacity of the plant will be more than double that of the old one.

The factory building will be equipped throughout with the most modern and approved machinery. The company has its own machinery shops and designs and builds its own mixers, mills, etc. The machinery will be electrically driven, each department having its own motor. Throughout the entire plant labor-saving devices, such as hydraulic lifts, etc., will be installed. A tin can factory will be a feature of the new facilities. The company has been making its own tin cans in the States for years, and in establishing a tin can factory in Canada it is following a well-defined policy of manufacturing, as far as it can, everything that enters into paint making.

The power house will be a model of economy in operation. It is to be equipped with two Corliss engines, one of about 130 horse-power, the other, about 200 horse-power. These will drive two Westinghouse alternating generators, one of 75 kilowats, the other, of 120 kilowats, furnishing electrical power for the entire plant. The Sherwin-Williams Co. have a reputation for up-to-date power equipment.

The buildings are so arranged as to facilitate the handling of goods in the speediest and least laborious way. The company has its own sidings, the Grand Trunk Railway running switches into the grounds, one for bringing in raw materials, another for handling the finished products, and a third for supplying coal to the power house.

A very interesting feature of the new factory will be the industrial betterment work of the company. A lunch-room, with a well-appointed kitchen annexed, a club room, shower baths, and rest rooms for the women will be installed, and practically the same privileges that are enjoyed in the large Cleveland plant of the company will be inaugurated.

The general manager of the company, Walter H. Cottingham, a man of Canadian birth, and the general superintendent, J. C. Beardslee, spent some time in Montreal recently in closing and approving the contracts for the new plant.

TURPENTINE FOR SOAP MAKING.

A turpentine soap has been invented by Belle L. Johnson, of Cincinnati, O., who gives the following particulars to an exchange:

"The object of my invention is to provide a soap which will not only have exceptional cleansing qualities, but will make fast instead of dissipating the colors in colored washable fabrics; and my invention consists in the soap and the method of making the same hereafter described and claimed. My improved soap is composed of coagulated turpentine and pure white soap, consisting preferably of 25 to 35 parts of oil or spirits of turpentine and 65 to 75 parts of pure white soap, sufficient water being used to reduce the soap to a semi-fluid state. The coagulated turpentine is prepared by heating turpentine until incipient boiling sets in, then adding finely divided white soap, until when tested by cooling a gum-like transparent mass is produced. This will require approximately one part of soap to fifteen parts of turpentine. The white soap is prepared by stirring together finely-divided white soap and boiling water, preferably in the proportion of four parts of soap to one of water. This should produce a semi-fluid sticky mass. The ingredients thus prepared are then mixed, stirred thoroughly, and poured in to moulds."

PAINT AND OIL MARKETS.

TORONTO.

THERE is still a big movement in sundries, but the demand for white lead, linseed oil and turpentine is light. There is a shortage of turpentine stocks on the local market, and prices are steady for that reason, but it is expected that when the supply is larger, prices will be lowered, owing to lower prices at Savannah and stiff competition here. Linseed oil keeps firm and may advance before the end of the week. Other goods are steady. We quote:

WHITE LEAD.—Ex-Toronto, pure white lead, $5.10 to $5.25. No. 1, $4.62½ to $4.87½; No. 2, $4.25 to $4.50; No. 3, $3.87½ to $4.12½; No. 4, $3.50 to $3.75 in packages of 25-lb. and upwards; ½c. per lb. extra will be charged for 12½-lb. packages; genuine dry white lead, in casks, $5.02½.

RED LEAD.—Genuine, in casks of 560 lb., $4.75 to $5; ditto, in kegs of 100 lb., $5.25 to $5.50; No. 1, in casks of 560 lb., $4 to $4.25; ditto, in kegs of 100 lb., $4.25 to $4.50.

LITHARGE.—Genuine, 6 to 6½c.

WHITE ZINC.—Genuine, French V.M., in casks, $6 to $6.25; Lehigh, in casks, $6 to $6.25.

SHINGLE STAIN.—In five-gallon lots, 60 to 85c. per gallon.

PARIS WHITE.—90c. to $1 per 100 lb.

WHITING.—65c. per 100 lb; Gilders' whiting, 80c.

GUM SHELLAC.—In cases, 35 to 37c.; in less than cases, 40 to 42c per lb.

LIQUID SHELLAC.—Pure orange, in bbls., $2.30 to $2.40; white, $2.35 to $2.45 per gallon; in less quantities, 10c. extra.

GLUES.—Broken sheet, in 200-lb. bbls., 8 to 8½c. per lb.; cabinet glue, in bbls., 11½ to 12c.; emery glue, in bbls., 17c.; bookbinders', ground, 10½c.; finest American, white, 19c.; No. 1 American white, 15c. per lb.

LUXFER PRISMS!

A NECESSITY

We supply

GOOD	Light		Bad Light
BRIGHT	Light		Dull Light
WHITE	Light	*instead of*	Black Light
CLEAR	Light		Shaded Light
DAY	Light		Artificial Light

The above are the actual conditions that exist when *our* goods are used.

The above are the actual conditions that exist in business premises with light coming through ordinary glass.

We can sell you cheaper glass. Experience proves the ***best*** the ***cheapest.***

See our Basement Lighting.

LUXFER PRISM CO., Limited, 100 King St. W., Toronto

MONTREAL AGENCY: F. T. BLENNERHASSETT, 783 CRAIG STREET.

Canada Linseed Oil Mills LIMITED

MONTREAL.

Manufacturers of

"GUARANTEED PURE"

Raw and Boiled

LINSEED OIL

N.B.—We are always in the market to buy good, sound, oak Linseed Oil, Turpentine, Varnish and Machine Oil Barrels.

McArthur, Corneille & Co.

MONTREAL

Glue and Gelatine

An extensive assortment, to suit all requirements.
WILL BE PLEASED TO SUBMIT SAMPLES AND PRICES.

MANUFACTURERS AND IMPORTERS OF . . .

White Lead, Oils and Colors, Prepared Paints, Window Glass, Varnishes, Etc.

SELLING AGENTS IN CANADA

For the GENUINE
Imperial French Green
of JOHN LUCAS & CO., PHILADELPHIA.

And CELEBRATED
English Varnishes
of CHAS. TURNER & SON, LONDON.

PUTTY.—Bladders, in barrels, $2.10; bladders, in 100-lb. kegs, $2.25; bulk in barrels, $1.80; bulk, less than barrels, and up to 100 lb., $2.05; bladders, bulk or tins, less than 100 lb., $2.75.

PARIS GREEN.—Petroleum bbls., 13 to 15½c per lb.; arsenic kegs, 13½ to 15½c.; 50 and 100-lb. drums, 14 to 16c.; 25 lb. drums, 14½ to 16½c.; 1 lb packages 15½ to 17c.; ½ lb. packages, 17 to 18c.; 1-lb tins, 16 to 18c.; ½ lb. tins, 17 to 19c.

PLASTER PARIS.—New Brunswick, $2 per barrel.

PUMICE STONE.—Powdered, $2.50 per cwt. in bbls. and 4 to 5c. per lb. in less quantity; lump, 10c. in small lots and 8c in bbls.

LIQUID PAINTS.—Pure, $1.20 to $1.40 per gallon; No. 1, $1.10 per gallon.

BARN PAINTS.—65 to 70c. per gallon.

CASTOR OIL.—English, in cases, 8 to 9c. per lb.; and 9 to 10c. for single tins.

LINSEED OIL.—Raw, 1 to 2 bbls., 61c.; boiled, 64c.; 3 to 5 barrels, raw, 60c.; boiled, 63c.; 6 to 9 barrels, raw, 58c.; boiled, 61c. delivered. To Toronto, Hamilton and London, 2c. less. All quantities of 10 barrels and over of linseed oil sold only f.o.b., Toronto, Hamilton, London and Guelph.

TURPENTINE.—Single barrels, 75c.; 2 to 3 bbls., 74c. delivered. Toronto, Hamilton and London, 1c. less. For less quantities than barrels, 5c. per gallon extra will be added, and for 5-gallon packages, 50c. and 10 gallon packages, 80c. will be charged.

MONTREAL.

This branch of trade is quite active at the moment, and customers who are complaining that they do not get their orders filled as rapidly as they would like, should bear in mind that makers and jobbers generally have had very serious obstacles to overcome this season, owing to the labor troubles here. In the first place, the dock strike upset matters badly as it tied up and blocked a lot of material that was badly needed. Then the general feeling of unrest among the working classes has up to very recently made it very difficult for makers to keep a full staff of employes at work. This, of course, has put them back with their orders. Of late, however, since the street railway strikers were defeated, the work people have been showing a less independent spirit in this connection, and work is progressing more favorably. The only unsettled spot in the market as regards values is turpentine, which has declined again this week 3c. We quote:

GROUND WHITE LEAD.—Best brands, Government standard, $5 to $5.25; No. 1, $4.27½ to $4.57½; No. 2, $4.40 to $4.50; No. 3, $4.02½ to $4.12½; No. 4, $3.65 to $3.75, all f.o.b. Montreal. Terms, four months, or 3 per cent. off for cash in 30 days.

DRY WHITE LEAD.—$4.75 in casks and in kegs, $5.

DRY WHITE ZINC.—Pure dry, in casks, 6¼c.; in 100-lb. kegs, 6¾c.; No. 1, zinc, in casks, 5¼c.; in 100 lb. kegs, 5¾c.

WHITE ZINC (ground in oil).—Pure, 25-lb. irons, 8c.; No. 1, 7c.; No. 2, 6c.

PUTTY.—We quote: Bulk, in barrels, $1.60; bulk, in 100-lb. packages, $1.85; bladders, in barrels, $1.90.

ORANGE MINERAL.—Casks, 7c.; 100-lb. kegs, 7¼c.; smaller quantities, 8¼c.

RED LEAD.—Genuine red lead, in casks, $4.50; in 100 lb. kegs, $4.75; in less quantities, $5.75 per 100 lb. No. 1 red lead, casks, $4.25; kegs, $4.50 and smaller quantities, $5.50.

LITHARGE.—Ground casks, 5c.; in less quantities, 5½c.; flake litharge, casks, $5.25; smalls, $5.75 per 100 lb.

LINSEED OIL.—Raw, 1 to 4 bbls., 59c.; boiled, 62c.; raw, 5 to 9 bbls., 58c.; boiled, 61c. Terms, net cash in 30 days. Delivered in Ontario, between Montreal and Oshawa, at 2c. per gallon advance.

TURPENTINE.—Single bbls., 75c.; 2 to 4 bbls., 73c. Terms, net cash in 30 days.

BENZINE.—25 to 26c.

SHELLAC VARNISH.—Pure white, $2.20 to $2.35; orange, $2.10 to $2.25.

MIXED PAINTS.—$1.20 to $1.40 per gallon.

CASTOR OIL.—8¾ to 9¼c. in wholesale lots, and ½c. additional for small lots.

SEAL OIL.—48 to 50c.

COD OIL.—35 to 37½c.

PURE CANADIAN PARIS GREEN.—Petroleum barrels, 15¼c. per lb.; arsenic kegs, 15½c.; 50 and 100 lb. drums, 16c.; 25-lb. drums, 16½c.; 1-lb. packages, 17c.; ½-lb. packages, 19c.; 1 lb. tins, 18c.; ½-lb. tins, 20c.

PURE ENGLISH PARIS GREEN.—Petroleum barrels, 14½c.; arsenic kegs, 14½c.; 50 and 100-lb. drums, 15c.; 25-lb. drums, 15½c.; 1-lb. paper boxes, 16c.; 1-lb. tins, 17c.

WINDOW GLASS.

TORONTO.

There is a fair movement from stock. Import orders are coming ahead nicely but are not likely to be all in before the end of the month. Prices are steady. We quote as follows: Star, under 26 in., $3.80; 26 to 40 in., $4; 41 to 50 in., $4.50; 51 to 60 in., $4.75; 61 to 70 in., $5; 71 to 80 in., $5.50. Toronto, Hamilton and London. Terms, four months, or 3 per cent., 30 days.

MONTREAL.

Business has been fairly active and prices are steady. We quote as follows: First break, 50 ft., $2; second, $2.10 for 50 ft.; first break, 100 ft., $3.80; second break, $4; third break, $4.50; fourth break, $4.75.

ICE CREAM WITHOUT LABOR

The "XXth Century" freezer is a new and improved device put on the market by United Factories, Limited, Toronto, for bringing about the most satisfactory results in making ice cream without the customary laborious agitating process and at the same time will save many times its value in ice and salt. It cannot get out of order and is always ready for use. It has proved its claim as being an invention of great merit, and is certainly worthy of the attention of every user of this refreshing delicacy. United Factories, Limited, Toronto, will be pleased to furnish full particulars to all parties interested.

"ANCHOR"

LIQUID PAINTS.

These paints at the price are a formation upon which to build a large and growing trade. Like the paint itself, your reputation will be passed from mouth to mouth. Would you like your store to be known far and wide as THE place to get paints? If so, let us hear from you.

ANCHOR BRAND H&P REGISTERED TRADE MARK

HENDERSON & POTTS

ESTABLISHED 1874,

Halifax and Montreal.

BRANDRAM BROS & Co. BRANDRAM'S B. B. WHITE LEAD REGISTERED TRADE MARK MANUFACTURERS LONDON ENGLAND

BUSINESS CHANGES.

ONTARIO.

YOUNG & STRATTON, blacksmiths, Brockville, have dissolved; R. Stratton is continuing the business.

Alex. Fraser, lumber merchant, Ottawa, is dead.

Mrs. Thos. Lockwood, grocer, Ottawa, was burned out.

John A. Darrow, foundryman, Tillsonburg, was burned out.

The Colonial Oil Co., Limited, London, have obtained a charter.

Herbert Buckborough, blacksmith, Tillsonburg, was burned out.

W. C. Walsh, blacksmith, London, has sold his stock to E. B. Smith.

The Dominion Sewer Pipe Co., Limited, Swansea, has obtained a charter.

The National Casket Co., Limited, Toronto, have obtained a charter.

The Gull River Lumber Co., Limited, Coboconk, have obtained a charter.

The Sultana Gold Mine Co., Limited, Rat Portage, have obtained a charter.

Wm. R. Hobbs, hardware merchant, Tillsonburg, was partially burned out.

The Campt Bay Mining Co., Limited, Niagara Falls, has obtained a charter.

The St. Catharines Gas Co., Limited, St. Catharines, have obtained a charter.

The Toronto Laundry Machine Co., Limited, Toronto, have obtained a charter.

Zahalan & McNight, general merchants, New Liskeard, have dissolved partnership.

The assets of the plumbing business of McWhinnie & Harvey, Ottawa, have been sold.

Andrew Sproule, manufacturer of agricultural implements, Arnprior, was burned out.

The stock of bicycles of the Beattie Cycle Manufacturing Co., Toronto, has been sold by the bailiff.

QUEBEC.

J. W. M. Ross, general merchant, Hopetown, is dead.

Desmarteau Freres, painters, Montreal, have dissolved.

Lemieux & Major, painters, etc., Montreal, have been registered.

The Stark Hardware Co., Ltd., Montreal, have been registered.

M. Lefebvre & Co., contractors, Maisonneuve, have been registered.

Labelle, Louis & Co., St. Francois De Salles, have been registered.

Goineau & Stebenne, general merchants, Iberville, have been registered.

T. B. Desmarteau & Co., painters, etc., Montreal, have been registered.

EXTRAORDINARY INCREASE

Herewith "HARDWARE AND METAL" takes great pleasure in reproducing a snap shot of a window in the well-equipped hardware and paint establishment of Messrs. Chestnut & Sons, Fredericton, N.B. The camera has faithfully depicted what may truly be said: A phenomenal growth of the ready-mixed paint trade.

For the present year, 1903, we understand that Messrs. Chestnut's sales for the popular "ELEPHANT" brand will largely overtop even their generous sales for 1902. Explaining the popularity of this paint, Messrs. Chestnut say the sign speaks for itself—"The 'ELEPHANT' Pure Linseed Oil Paints are the Best for All Purposes."

QUEBEC.

Lamplough & McNaughton, general merchants, Montreal, have dissolved.

George B. Reid, general merchant, Greenfield, has effected a compromise.

A meeting of the creditors of J. B. Prefontaine & Co. is to be held on June 6.

The Duplex Gold and Copper Mining Co., Montane, have obtained a charter.

F. W. Lamplough & Co., general merchants, Montreal, have been registered.

Patwin Perron & Co., lumber, etc., Lake St. John, have obtained a charter.

McNeice & Orchard, bicycles and sporting goods, Montreal, have been registered.

H. Hudon & Co., general merchants, St. Angele, have assigned to V. E. Paradis.

Leon Diotte, general merchant, Joynt, is offering to compromise at 50c. on the dollar.

Etienne Allard, general merchant, Herbertville, is offering to compromise at 35c. on the dollar.

Application has been made by the New England Asbestos Co., Thetford Mines, for liquidation.

The assets of the general business of W. H. Shouldice, Glen Bean, Que., are to be sold by auction.

Adrien Blondin has been registered as a partner in the plumbing firm of A. Blondin & Co., St. Hyacinthe.

Joseph Vanier, general merchant, Montreal, has assigned and is offering to compromise at 25c. on the dollar.

The foundry of Chas. Julien, manufacturer of threshing machines, etc., Pont Rouge, was destroyed by fire.

Trefle Valle,, manufacturers sashes and doors, Ste. Thecle, has assigned to Gagnon & Caron, and a meeting of the creditors was held on the 4th inst.

MANITOBA AND NORTHWEST TERRITORIES.

The Fleming Farmers Elevator Co., Ltd., Fleming, have been incorporated.

Charles Armitage, furniture and hardware dealers, Glenboro, are negotiating to sell out.

Porteous & Montjoy, hardware merchants, Carnduff, have been succeeded by R. J. Porteous.

Wm. Shoults & Son, agricultural implements, Macgregor, have sold their stock to Martin Bros.

BRITISH COLUMBIA.

The Selkirk Copper Mines, Ltd., Selkirk, have been incorporated.

S. Cory Ryder, hardware merchant, Ladysmith, has assigned to E. M. Yarwood.

Foo Lew, general merchant, Ashcroft, has sold his stock to James Adams, Keithley Creek.

To hardware merchants who are not handling **Globe Paints** we have a special proposition to make this Spring. Write for particulars.

The Globe Paint Co., Limited

422-424 Adelaide St. W., Toronto.

TRADE
NOBLES & HOARE · NH · LONDON ·
MARK

Nobles & Hoare.

CORNWALL ROAD STAMFORD STREET.

LONDON, ENG.

Manufacturers of

HIGH-CLASS VARNISHES ONLY

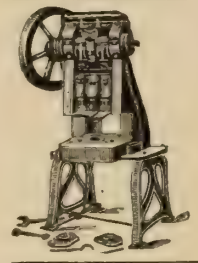
Which can be obtained direct from the works or from the principal Color Dealers in Canada.

JUNE--The Month of Brides.

It is certain to be a profitable investment to have on hand a few **Gilt Clocks, Silverware, Silver Novelties, Photo Frames, Mirrors, etc.,** for Wedding Gifts. You'll sell them if you have them, and your competitor will sell them if you haven't them,—a loss of profit and prestige.

Write—In asking us for Specific Suggestions you can be sure we'll do the right thing.

E. W. GILMORE & BRO., 86 Bay St., Toronto



G. A. Crosby & Co. of Ontario, LIMITED

SARNIA, ONT.

Manufacturers of

Patent Automatic Can Making Machinery, Presses, Dies and Special Machinery for Working Sheet Metal.

H. W. Petrie, 141-145 Front Street West, TORONTO—Selling Agent.

—SEE—

WRIGHT'S New Sprayer

before booking your order.

THE BEST ON THE MARKET
PRICES RIGHT

E. T. WRIGHT & CO., Manufacturers Hamilton Ont.

When ordering your stock of Whips, remember that

THE MORGAN WHIPS

Are the standard for

Quality, Workmanship, Durability,

LOOK FOR THE MORGAN LABELS.

Manufactured by **THE MORGAN COMPANY, Limited** TORONTO, ONT.

Ask your dealer for them.

THE "SUN" BRAND PORTLAND CEMENT.

We make only one quality and that the best.
Ask us for quotations.

The Sun Portland Cement Co., Limited
OWEN SOUND
JAS. A. CLINE, Managing Director.

The FAIRGRIEVE GAS TOASTER

Retails at 25c. The only Toaster guaranteed to toast on gas, gasoline or blue flame oil stoves without taste or smell. Write for prices.

THE FAIRGRIEVE MAN'FG. CO.,
295 COLLEGE ST., TORONTO.
U. S. Branch: 289 Jefferson Ave., DETROIT.

STANDARD TIN WORKS

MANUFACTURERS OF

TINWARE AND TIN CANS

Fruit Cans, Meat Cans,
Jacketed Oil Cans,
Baking Powder Cans,
Lard Pails, Etc.

JAS. A. McGOLPIN
156-162 Duke Street, TORONTO.

Key Tags made of Brass, Aluminum, or hard Fibre Board Badges for Hotels, Fire Companies, Police, Railroads, etc., made in great variety, send to us for satisfactory goods. Get our Catalogue No. 6.

Hamilton Stamp & Stencil Works,

Hamilton, Ont.

BUILDERS' SUPPLIES

Fire Bricks, Fire Clay, etc.

ALEX. BREMNER, 50 Bleury Street, Montreal, Que.

STEVENS

WE MANUFACTURE

RIFLES—PISTOLS—SHOTGUNS

THE FINEST LINE FOR THE RETAILER

YOUR JOBBERS CAN SUPPLY OUR LINE. SEND FOR OUR LATEST CATALOGUES.

J. STEVENS ARMS & TOOL CO., Chicopee Falls, Mass., U.S.A.

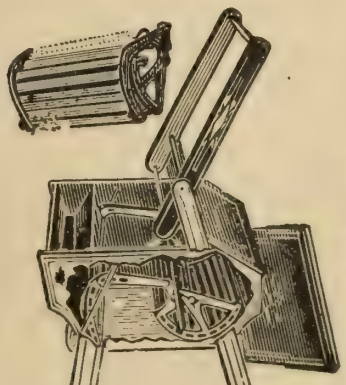
H. & R. SINGLE GUN AUTOMATIC AND NON-EJECTING.

12, 16 and 20 Guage.
Steel and Twist Barrels

Superior in Design, Workmanship and Finish, and the most popular Gun on the Market.

Simplest "Take Down" Gun Made

HARRINGTON & RICHARDSON ARMS CO.
Also makers of H. & R. Revolvers.
Catalog on request. Worcester, Mass., U.S.A.



Vollmar Improved Perfect Washer

It has a most enviable record. A perfection of its kind—will wash more clothes in less time, do it better and easier, with less wear and tear, than any other machine. Prices on application.

COLBORNE, Sept. 10th, 1902

Messrs. WORTMAN & WARD MFG. CO., LONDON,

DEAR SIRS,—We have used the washer again and find that further use increased its value to us. The girls are simply delighted with it, as they can do the washing and be presentable for callers if need be.

MRS. R. WEEKS.

The above is a sample of the many kind words said about the Vollmar (Use the street No. when addressing us.)

The Wortman & Ward Mfg. Co., Limited
No. 1500 William Street, London, Ont.

MADE IN FOUR WIDTHS.
½ inch, ⅝ inch, ¾ inch and 1 inch.
PATENTED IN ALL COUNTRIES.

WE STRAP THE WORLD!

Cary's Universal Box Strap

A CONTINUOUS Metal Strap with a series of raised bosses along the edges, to strengthen same and protect nail heads. Put up in coils of 300 feet each, and packed 20 coils in a case. On each coil we put our patent metal reel frame, making it a complete reel.

MONTREAL HEADQUARTERS:

E. F. DARTNELL, 180 St. James St.
BELL TELEPHONE MAIN No. 2382.

DEPARTMENT OF ADVERTISING SUGGESTION AND CRITISISM

Edited by W. Arthur Lydiatt, TORONTO.

NOTE. Herein are discussed the principles and practice of advertising. Subscribers are invited to send Mr. Lydiatt specimens of their newspaper and other advertising, for the purpose of review in this department. Address care of Department of Advertising, HARDWARE AND METAL.

To insure the greatest results one must advertise right. The methods, mediums, space, circularizing, etc., must be correct in every detail, or the largest results will not be obtained. It is, therefore, false economy to use poor and careless methods, improper mediums, insufficient or superfluous space, inferior circulars or other printed matter.

To attempt to save money by issuing cheap circulars is no economy. A circular poorly printed, on a cheap grade of paper, is seldom read by its recipient. It usually goes at once to the waste basket, or into the stove, with not even a glance at it. And the impression at once received is that a firm who cannot afford or knows no more than to send out such stuff as that, is certainly not offering anything worthy of consideration. The logical conclusion is that the firm that pays as little attention to these details is consistent enough to give the same kind of attention to the other details of the business.

Even if read, the cheap circular creates in the mind of the reader a feeling of distrust towards the house which attempts to economize by the use of such literature. A neatly printed circular, on good paper and well written, creates a favorable impression at once. The largest cost of cheap circulars is simply money thrown away.

Another kind of false economy is the irregular, intermittent advertising—practised so much by a certain proportion of retailers—and others.

You place an ad. in the paper. A reader sees it—reads it through—is favorably impressed—thinks he will send for the article advertised—or he decides to "call in and get one next time I'm down town"—but not just then. Perhaps he forgets about it, and if he never sees your name in the paper again, chances are he will never be reminded about it again.

"The" stores in any town are the stores which advertise the most regularly in the newspapers. The proper kind of advertising will build up any business so that it will become one of "The" stores—the representative store in the trade.

Advertising, to be successful, must be continuous. One big ad. inserted once, or only occasionally, will not take the place of an ordinary ad. published regularly. Might as well think of taking one huge meal a week, instead of the three regulars every day. You'd feel starved most of the time, and so the business which is represented by an occasional large ad., or even an occasional small one, is simply starved in between times.

A small ad. appearing regularly is worth much more than the same amount of space concentrated into one big ad. for one issue. The public has a short memory for things advertised—there are so many of them. It is soon forgottrn, and its usefulness gone. The smaller ad. may not attract so much attention at first, but if persisted in day after day and week after week, the more permanent results will follow. The name of the firm and the character of the store and its offerings, become well fixed in the mind of the public, and the results will finally come. Successful advertising means persistent advertising.

I reproduce this week another ad. of Magladery Bros.—they of the good hardware ad. reproduced a couple of weeks ago. This one is not quite so good; it does not show the same attention. Still, for all that, it is interesting. I think the heading, or introduction might be improved. They might have said, "Our goods and prices are trade winners—a sufficient inducement to visit our store," and followed with a little talk about the general policy as regards prices.

The ad. could be displayed just as effectively in about half the space, but I suppose this is a regular space, used in every issue. Why not, then, furnish sufficient copy to make it appear that you needed that much space each issue?

I might take exception to the announcement, "Let us help you houseclean," for I think that housewives will agree with me that simply selling them a carpet-beater, scrub brush or duster, does not "help them houseclean." These articles prove valuable assistants, of course, so I think that line might better have read, "To help you houseclean." It would be more effective—more literally true.

THE ONLY FIRM IN CANADA

cutting to order any size)

COPPER	BRASS
Sheets	Sheets
Tubes	Tubes
Rods	Rods

IS THE

BOOTH COPPER CO., Limited

119-123 Queen St. East.

TORONTO.

Full stock always on hand. Prompt shipment.

Want Ads.

In this paper cost 2 cents per word each insertion, payable strictly cash with order. Many large business deals have been brought about through advertisements of 20 or 30 words. Clerks can be secured, articles sold and exchanged, at small expenditure. Don't forget to send stamps or postal order when sending in copy. When replies come in our care 5 cents additional must be included for forwarding same.

MacLEAN PUBLISHING CO., Limited

Montreal and Toronto

Slaw Cutter. Corn Grater.

A POPULAR COMBINE

Pat. applied for

J. M. MAST MFG. CO., Lititz, Pa.

Edwin H. Grenfell & Co., London, Ont., CANADIAN AGENTS.

GENERAL HARDWARE!

Window Glass, Rope, Wire,
Seasonable Goods, Ice Cream Freezers, etc.,
Green Wire Cloth, Spring Hinges.

ALEXANDER MACPHERSON & SON, - MONTREAL.

WE WANT YOUR BUSINESS!!

Our Prices are right.
Prompt shipment.

COMPLETE STOCK OF

Shelf and **Heavy Hardware,** Sporting Goods, Lumberman's and Contractors' Supplies, Window Glass, Coil Chain, **Socket Shovels,** Tin, Canada Plate, Galvanized Iron.

Telephone us your RUSH ORDERS, we have a special long-distance phone

MAIL ORDERS OUR SPECIALTY.

THE SEYBOLD & SONS CO., 478 St. Paul Street 77 D'Youville Square MONTREAL

HEATING AND PLUMBING

NATIONAL CONVENTION IN MONTREAL, JULY 1, 2 AND 3.

At a meeting of the Executive Committee of the National Association of Master Plumbers and Steamfitters of Canada, held recently in Halifax, it was decided to hold the convention in Montreal on July 1, 2 and 3, and the Executive Committee have made arrangements with the railway company for reduced rates from all points in the Maritime Provinces.

As matters of importance will come up before the convention the president, Frank Powers, of Lunenberg, N.S., is very desirous that every local association in the Dominion should be represented at the meeting. The revised Halifax resolutions will come up for ratification, and means will be discussed whereby they could be efficiently put in force. It is the desire of the National officers that every province should be organized into provincial associations. There can be no question of the great benefit to be derived from such organizations. The work accomplished by the Ontario Association since it has been organized is an evidence of this fact.

President Powers extends his hearty congratulations to the officers and members of that association for the work they have accomplished during the year. He also asks that each of the officers should have a full and complete report ready for the convention, of the work done by the departments under their jurisdiction. This applies to the chairmen of the various standing committees. President Powers was in Sydney, C.B., recently, completing the organization of the local association in that city. What, with the organization at both ends of the Dominion, Sydney, C.B., and Vancouver, B.C., and in the Province of Ontario, the reports presented at the forthcoming convention should be of interest to the delegates and an incentive to the incoming officers to complete the work of their Dominion organization.

It is to be hoped that every plumber and steamfitter in the Dominion who can make use of this excellent opportunity of meeting brethren of the craft, and of discussing matters of interest to the profession, will make it a point of being present and adding his mite to the success of the convention.

SHOULD HOUSE DRAINAGE BE TRAPPED?

Some time ago an article appeared in "Hardware and Metal" in reference to the trouble experienced in breather pipes. In suggesting that these be dispensed with, an attachment to the drainage system was mentioned. Just whether sufficient benefit would be derived from their use to compensate for the evil effects that might come from them, and considering, at the same time, their unsightly appearance in front of houses, the contention was that fresh air could be drawn into the pipes from the plumbing fixtures in the house.

While our idea has been endorsed in the main the question is asked, what about buildings that are shut up, say, for weeks at a time, and where the plumbing fixtures are not used?

This, of course, is a serious aspect of the case, but the percentage of such buildings is so small, that the latter need hardly be considered. In discussing all questions, it is a hard proposition to cover every isolated case, and they must be dealt with in a general sense, or on the basis of the greatest good to the greatest number. There can be very little question in cases of the nature referred to, that water in the traps would become viviated quicker without the breather than with it, and possibly to a greater extent.

The question can be more efficiently overcome by enacting a by-law, compelling the use of heavy cast iron pipes for all house drainage systems and dispensing with the house-traps. With so many avenues of escape for sewer gas, as would be opened up, there would be very little fear of any contagion from poisonous gases.

It is said that there are no less than 30,000 soil-pipe stacks in the city of Toronto. What an immense relief to the sewage system this would be, compared with the out-of-date system of closing up all means of escape and providing, at intervals, escape shafts where the discharge gas is of a deadly nature.

The question may be raised that there is a possibility of the stack pipes being closed up in the winter by frost. This difficulty can be overcome by insisting that all pipes, from about 2 ft. below the roof upwards, shall be not less than 4 in., and must, in all cases, be one size larger than stack pipe. This would give a 5-in. outlet to a 4-in. stack. Then, where the stack had to extend more than 5 ft. above the roof, the increase should be two sizes larger. Such a by-law as this, we understand, would receive the endorsation of sanitary experts and members of the plumbing fraternity. It is a question that cannot be too quickly discussed.

WANTS TARIFF ENFORCED.

H. T. Bush, manager of The Standard Ideal Factory, left on Tuesday evening, for Ottawa, where he interviewed the Minister of Customs with regard to the manner in which the tariff on enamelled ware is enforced. At present the regulations governing the importations of enamelled ware are inefficiently enforced, and such products are introduced into Canada from the United States without paying the full duty as provided by the Canadian tariff. Mr. Bush, who was introduced to the Minister by H. A. Ward, M.P., pointed out the disadvantage suffered by Canadian factories in consequence of the non-enforcement of the tariff regulations, and asked that instructions be given to Customs officers to see that the duty as provided by Act of Parliament be collected. The Minister promised to give consideration to the matter.—Port Hope Times.

WHY LICENSE A MASTER PLUMBER?

According to a decision recently given by Mayor Peterson, of Salem, Mass., it is not necessary for a householder to employ a licensed plumber to instal plumbing fixtures, but he may do the work himself. A resident of that city, who had done his own plumbing, made application to have the water turned on and the work inspected. The officials in the city hall declined to recognize the right of a citizen to do his own plumbing, and insisted that a licensed plumber should have done the work. On appeal to the mayor, the party got the water turned on and got passed. This would seem to be an injustice to the licensed plumber. If a master plumber is compelled to procure a license the law that compels him should protect him.

VARNISH REMOVER
PAINT REMOVER

Are you never asked for it? Here it is! Cuts through varnish in a minute. Paint takes a little longer, but it does it just the same. Saves time, saves the wood, saves temper, injures nothing, contains no acid, does not stain or burn the fingers, and there's money in it. Every painter, every varnisher wants it—must have it. You can sell it for $3.00 and make a good profit. Want to see a sample? We'll mail you one. Commence on

VARN-OFF.

A. RAMSAY & SON **MONTREAL** | **EST'D 1842** | **THE PAINT MAKERS**

Wise Buyers

Want...

Best Values.

Be Wise and Buy

PERFECTION WIRE CHAINS

"Every Link Guaranteed"

—MADE IN—
COW TIES, HALTER CHAINS, DOG CHAINS, TRACE CHAINS, HOBBLE CHAINS

Smoothest Strongest
HENCE THE
BEST MADE

SPREADER CHAINS and for STALL FIXTURES.

WE STAND BEHIND OUR GUARANTEE.

McKINNON DASH & METAL WORKS CO.,
ST. CATHARINES, ONT. Limited

FOR SALE BY LEADING JOBBERS.

HIGH GRADE RUBBER GOODS
DURHAM
BOWMANVILLE ONTARIO CAN.

HOSE
BELTING
PACKING

Order "Durham" Brands

Our "DURHAM" Brands are a guarantee of good quality, and the large and increasing demand proves that their merits are recognized.

GET SAMPLES AND PRICES.

THE DURHAM RUBBER CO. Limited
BOWMANVILLE, ONTARIO.

The Auer Gas Lamp.

"TURNS NIGHT-TIME INTO DAY-TIME."

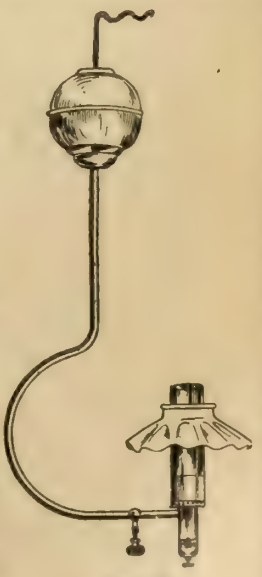
New Styles. Lower Prices.

Are you interested in a lamp which gives 100 candle power?

Are you interested in lighting your store brilliantly? You know it draws trade?

Are you interested in saving half of your bill for coal oil?

Are you interested in having the agency for a lamp which does this?



No. 28
100 Candle Power.

Then write for our Catalogue and Discounts.

EVERY LAMP GUARANTEED.

AUER LIGHT CO., 1682 NOTRE DAME ST., MONTREAL.

POWER AND HEATING THE "KING EDWARD" HOTEL.

THEORETICAL ideas as to the best system of heating buildings may be written, but, after all, there is nothing like practical results. With this idea in mind, it will be of considerable interest to read a description of the plant installed in the "King Edward VII." Hotel.

To generate necessary steam to operate the power and heating plant in so large a building as the "King Edward" Hotel, was a proposition that required not only a great deal of thought, but experience. The Bennett & Wright Co., Limited, of Toronto, the contractors, claim to have installed a perfect system, one that is meeting all requirements and demands.

It required no less than four 100 horse power horizontal steel tubular boilers to generate sufficient steam. These boilers are all equipped with the Jones underfeed system of mechanical stoking, by the use of which device exceptionally economical results are secured, requiring little labor and using the cheapest grades of fuel and at the same time preventing the smoke nuisance. The steam from the boilers is conveyed in high-pressure mains at a pressure of 90 lb. per square inch, and after passing through separators and having all condensation removed, is used for operating the following machinery: Two 250 h.-p.; one 150 h.-p. and one 75 h.-p. Robb Armstrong high speed self-regulating engines, directly connected with electrical generators, for supplying light for the building and power for operating the elevators, laundry machinery, etc.; two 70 h.-p. Wheelock engines, for operating the ice-plant; two 30 h.-p. Robb Armstrong engines, for operating the mechanical stokes; two boiler feed pumps; two vacuum pumps; two brine pumps; two Johnson air compressors; also, the engines operating the ventilating fans, etc.

The exhaust steam from all these engines, after the same has been passed through oil and grease separators and all oil, etc., used for cylinder lubrication has been extracted, is connected to a steel equalizing tank, and from there is distributed through miles of steam pipes to supply steam to the radiators throughout the building. Provision is also made for automatically supplying live steam to the equalizing tank through a pressure regulating device when there is not sufficient exhaust steam for the purpose.

There are no less than 690 radiators in the building, containing about 35,000 sq. ft. of heating surface, and the supply of steam to all is regulated by the Johnson automatic heat control. Thermstats are placed in the various apartments, which may be set at any desired temperature, and so sensitive are the valves that they are opened or closed automatically by a variation of one degree in temperature. The operation of the valves is effected by compressed air supplied by the Johnson air compressors, before referred to.

In order that the best results could be obtained in connection with the heating apparatus, the patent vacuum system has been installed. The principle of operation of this system is based on a flow of steam and condensation from a pressure slightly above into a pressure slightly below that of the atmosphere, or into a partial vacuum which has been effected throughout the supply-pipes, radiators, and return pipes in advance of turning on the steam, which, when turned on, flows into said vacuum pumps and is controlled and regulated by the thermostatic action of the air valves. The advantages of this system, when using exhaust steam for heating purposes, will be better understood when it is stated that the loss due to back-pressure on the engines is from 2 to 3 per cent. for every pound of back pressure. Ordinary plants require from 2 to 6 lb. of pressure to fill the radiators and pipes, while with this apparatus no back-pressure is indicated.

In addition to the before-mentioned machinery, the boiler and engine-rooms contain three Tobey automatic water-heaters for the supply of hot water throughout the building, feed water-heaters, purifiers, etc.; also a marble gauge-board containing high-pressure gauges, indicating steam pressure on the power mains; compound gauge, indicating pressure of vacuum in the heating mains; vacuum gauge, indicating the number of inches of vacuum in the drip pipes; an altitude or water-pressure gauge, indicating the pressure in the water mains, and a recording gauge, keeping a record of the steam pressure at all times.

Every detail was thoroughly considered. The firm not only installed the heating and power plants, but they also put in a perfect system for sweeping the carpets, described in a former issue of "Hardware and Metal." The device has been given a very thorough and practical test and fully performed all that was claimed for it.

PLUMBING NOTES.

TORONTO.

Fifteen plumbers at Sherbrooke, Que., are on strike.

The Bricklayers' Union, Toronto, decided to return to work after being out one month. They went out on strike in sympathy with the builders and laborers, who have not won their strike.

Senator Lougheed has a bill before the Senate to prevent international officers of trades' unions visiting Canada. A deputation from Toronto left for Ottawa on Wednesday to oppose the measure.

The Eureka Mineral Wool and Asbestos Co., 71 York street, Toronto, are just completing their contract at the King Edward Hotel. The firm covered over 2,000 ft. of pipes with their covering, which was selected on account of the high pressure required to operate so extensive a system.

Geo. Clapperton, superintendent of The Bennett & Wright Co., Limited, Toronto, met with a very painful though fortunately, not a serious accident, Monday of this week. He, by some means, fell from a platform of a street car and received some nasty cuts. He has been laid up at his home, but is around again.

A despatch from Port Dover, Ont., states that The Port Dover, Ont., Gas and Oil Co. have been successful in striking an excellent flow of gas at a depth of 1,140 ft. The town is much excited by the discovery, which means sufficient natural gas to supply the place with fuel and light.

Bruce Price, New York, ex-president of the Architectural Society of America, architect of the Chateau Frontenac in Quebec, the Royal Victoria College, Montreal, presented by Sir Donald Smith; the East End station and Hotel Place Vigor, Montreal, died in Paris, France, on Tuesday.

Calgary, N.W.T., is considering the establishment of a gas plant. The question as to whether to operate the plant by a private company or whether by the municipality, has been considered. A suggestion has been made to operate it in conjunction with the electric light system or the water-works system, to obtain the greatest economy in working.

The Board of Public Service, Mansfield, Ohio, have revoked all licenses issued to master plumbers. Renewal licenses will only be issued on the furnishing of bonds and a compliance with the new regulations which require master plumbers to report to the water-works department all new connections made on service pipes. The plumbers' licenses are now issued by the water-works department.

Some Toronto master plumbers are enthusiastic baseball players? Others are professional fishers. None more so than President Mansell, of the Ontario Association. Mr. Mansell is arranging a fishing party to go to Lake Scugog the end of next week. He has already secured the address where fresh fish can be bought and is now open to receive the names and addresses of his friends to ship same to.

Joseph Wright, president of The Bennett & Wright Co., Limited, Toronto, was up in Muskoka this week arranging for the installing of the steam-heating plant in the Monteith Hotel, Rosseau. The firm are also installing a steam-cooking apparatus. Mr. Wright states that Muskoka is looking charming and has every prospect of a successful season.

"Dominion Brand" Tarred Felt AND "Gauntlet Brand" Pitch

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Fire Clay,
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MONTREAL.

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Wheelbarrows,
Mortar Stains.

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BUILDERS' and
CONTRACTORS' SUPPLIES.

BUILDING PERMITS ISSUED.

OTTAWA.

[illegible] Rochel, four stores and dwellings on [illegible] Bank street, $12,000.

Joseph Evans, store and dwelling, Gladstone street, $1,500.

Charles Brown, frame dwelling, McLeod street, $800.

Hugh Burke, brick dwelling, Spruce street, $1,000.

Corporation of Ottawa, stone house at Isolation Hospital, $2,000.

James Latimer, solid brick dwelling, Division street, $1,100.

George Venn, brick dwelling, Elm street, $2,000.

Dr. W. R. Bell, three brick veneered dwellings, Stanley avenue, $2,000.

BRANTFORD.

W. J. Verity, brick residence on Charlotte street, $9,000.

Eli Riddolls, two brick veneered cottages, Murray street, $600 each.

G. Fair, brick dwelling, Fair avenue, $2,500.

A. B. Wilkes, additions to barn on Dalhousie street, $25,000.

Chas. Whitney, alterations and repairs to store on Colborne street, $1,500.

Frank Cockshutt, alterations to stores on Colborne street, $1,500.

B. S. Hopkins, shed on Brock street, $2,500.

W. J. Westwood, brick house and barn on Brant street, $950.

Chas. Whitney, shed on Market street, $2,500.

Jas. Halway, brick house, Sheridan street, $965.

Geo. W. Meggitt, shed on Albion street, $20.

Wm. Buck Stove Co., for erection of a moulding shop, mill room, and stove room, as a part of new factory on Elgin street, $18,600.

Norman Fonids, brick dwelling on Rose avenue, $1,250.

Geo. Howell, brick house, on Fair avenue, $1,250.

TORONTO.

The Reliance Loan Co., alterations to office, 81 King street east, to cost $2,000; C. J. Gibson, architect.

W. J. Herbert, two-storey brick and stone dwelling, 626 Dovercourt road, to cost $3,500; W. J. Herbert, architect.

J. M. Kilgour, two-storey and attic pair of detached brick dwellings, 483 and 485 West Marion street, to cost $5,000.

J. Grafton, one pair semi-detached brick dwellings, corner Rathbourne avenue and Cottingham street, to cost $3,000; Mr. Macklem, architect.

Chas. Mould, two pair semi-detached two-storey brick dwellings, Nos. 98 to 104 Royce avenue, to cost $6,000.

W. A. Elliott, two pair of semi-detached two-storey-and-attic brick dwellings, north side of Empress crescent, near Crescent road, to cost $10,000.

Chas. Coatsworth, two-storey brick addition, 233 Wilton avenue, to cost $1,200; M. Hall, architect.

Geo. Phillips, two detached two-storey and half stone and brick dwellings, 552 and 554 Huron street, to cost $8,000.

BUILDING NOTES.

TORONTO.

The effect upon building operations of the May strikes here is reflected in the total amount represented by the permits issued at the City Hall. In May last year permits were taken out for building aggregating in value $493,560, and the total for May this year was $210,800, less than half the total of a year ago. The total value of permits issued to the end of May last year was $1,500,671, and this year to date $1,189,568.

A permit was issued during the week to S. and F. Perrin for the erection of a new theatre on Adelaide street, to take the place of the old Toronto Opera House, recently destroyed by fire. The new building is to be of brick and stone and is to cost $40,000. Mason & Painter are the architects.

Plans for the new freight sheds for the G.T.R., on the old Government property north of Front street, will be started at once. Building will begin on July 1.

Toronto Mission Union are contemplating erecting a new building at the corner of Hayter street and Laplante avenue, to cost $15,000. Over $7,500 of the amount required has been subscribed.

TORONTO JUNCTION.

J. Lennox is building two pair of houses on Dunn avenue, near Humberside and Toronto Junction.

Mr. Proctor is erecting a pair of houses on Annette street.

Mr. Joy, the contractor, has commenced the excavation for the new post office.

Several Philadelphia gentlemen have purchased vacant land on which to build small houses to rent to working men. They have also purchased the land on the south side of the town to build residences for themselves.

QUEBEC.

One of the most elegant stores in Quebec is the new up-town branch of the Mechanics' Supply Co., at 101 St. John Street. The first and second flats of this building have been fitted up as a show room, and contain a rich display of the very latest ideas in sanitary, heating and electric appliances. Also a large assortment of mantels, grates, tiles, gas logs, etc., is being shown. This company have taken out a permit for an $8,000 building at the corner of St. Andrew and St. Paul streets.

J. P. Ouellet, architect, Quebec, is now preparing plans for the construction of a large wing to the Ursuline Monastery at Roberval, Lake St. John.

The Truro Condensed Milk Co., at Huntingdon, Que., are erecting buildings to cover an area of an acre and a half.

ST. JOHN, N.B.

Plans have been prepared and tenders called for the new building to be erected and occupied by the new paper which will be started here in the near future. The building will be erected between The Telegraph office and the old Progress building. It will be 40 x 60 ft., and five storeys high.

MONTREAL.

Extensive additions, aggregating $160,000, will be made to the Montreal Court House during the long vacation; Martineau and Prenoveau are the contractors. The same people have the contract for the St. Denis street subway excavation.

Henry Morgan & Co., Montreal, will make alterations to their store to secure greater floor space.

The Town Council of St. Henri, a suburb of Montreal, has decided to ask Mr. Carnegie for $50,000 with which to build a public library.

ONTARIO.

Plans are being prepared for a new station at Kerwood, Ont.

A by-law will be submitted to Belleville ratepayers asking them to provide a $7,500 site upon which the Government proposes to build a $75,000 drill shed.

MANITOBA.

A Winnipeg despatch says that buildings to the value of over $3,000,000 are under construction in Winnipeg, and that it is estimated that the total for the year will amount to at least $8,000,000.

HAMILTON PLUMBERS' WAGES.

The master plumbers of Hamilton, Ont., have, after a conference with the journeymen, agreed to an advance of 2½c. per hour in wages, which makes the scale 27½c. per hour. Last year the men were granted an advance of 5c., the wages previous to that time being 20c. per hour.

NEW ROOFING MATERIAL.

The Eureka Mineral Wool and Asbestos Co., Toronto, are offering "Paroid Roofing" to the Canadian trade. This is a permanent roofing, containing no tar and requires no paint at time of laying. It has won a remarkable reputation in the United States, one order from the United States Government calling for 1,200,000 sq. ft. of "Paroid Roofing" for shipment to Manilla, an order said to be the largest ever made in Canada.

FINANCE AND INSURANCE

THE public interest in the advantages of life insurance is undoubtedly becoming more in evidence every day, and as a profession it is attracting many of the best men in the country. To one with tact and ability it promises good remuneration, the standard companies last year having paid their agents fully $60,000,000 in commissions. During the past few years hundreds of banks and petty assessment associations have gone to the wall, but no standard life insurance company has failed. The accumulated resources of the standard companies are considerably in excess of two thousand million dollars and every city of any importance derives material advantages from its investment. Nothing in finance is more carefully watched and conducted than the investment branch of a life insurance business. A manager of one of our largest and most prosperous insurance institutions recently informed "The Grocer" that every investment made by his company received his individual attention, and that every application was not only thoroughly investigated by himself, but that where electricity or anything he did not thoroughly understand was a factor in the security he associated with his own judgment that of the best experts in that particular line the country could produce. This will give the people an idea of the wide difference existing between sound financial institutions and many of the innumerable societies and orders carried on under the assessment plan who are in many cases not quite so particular as to results.

* * *

New five and ten-dollar bills have been issued by the Molsons Bank, the designs of which are somewhat different to anything that has been produced before. Combined with the green and brown printings is a black vignette, work of a very high order, the vignette in the brown-color printing also being as important as that of the black. The whole design is finely executed. The British American Bank Note Company, of Ottawa, produced the bills.

* * *

The report for the year ended April 30, issued by the Bank of Montreal, shows that Canada's leading monetary institution has had another most successful year, the earnings exceeding those of the previous year, also one of great success, by $212,331. That the new capital had but little share in this large increase is indicated by the fact that the increased dividend charge is only $20,000, representing less than two months' use. The amount available for disposition by the directors was, including the amount brought forward and the premium on new stock, $2,944,807. Of this, the usual 10 per cent. dividend absorbed $1,220,000, and another million was added to rest account, bringing it up to $9,000,000, or about 67½ per cent. of the paid up capital, or over 8¾ per cent. of its liabilities to the public. Perhaps the most interesting showing in the report is the evidence that, notwithstanding the large increase in the resources of the bank, the amount employed outside the country was $3,242,762 less than last year at the same date, the public's demands on the bank's funds showing an increase of no less than $11,504,366. That the rapid expansion of the bank's assets, about 25 per cent. in two years, can indefinitely be continued is not to be expected.

* * *

A feature of the financial situation in New York during the end of May was the heavy exports of gold to foreign countries, the shipments during the third week realizing $1,595,000. The impression developed that this movement was likely to be continuous as well as extensive, but this feeling has of late been considerably checked by the heavy and persistent buying of American stocks for account, a movement consequent on the recent decline in stock market values. The recent reduction in the Bank of England rate from 4 per cent. to 3½ per cent. has also been an influence to curtail the shipments of American gold, to Great Britain at least.

SURRENDER VALUES

WE have repeatedly advised the application of life assurance for investment purposes, and have shown many ways in which exceptionally good results can be obtained; but, especially when used in this way, it becomes of importance to ascertain before making the investment the sum for which it can be realized at any time.

The difference between the results of policies at maturity, either by death or at the expiration of a given term, are very large; but the amount of the surrender value given by different companies varies to an even greater extent.

The subject is one upon which little information is given, and a good deal of calculation and research is required to ascertain precisely what may be expected under any policy. We give below some specimens of the sums assured and the surrender values under policies effected at age 35, subject to the payment of premiums for life at the rate of £100 a year, the sum assured being payable at death whenever it occurs.

	After 5 years.		After 20 years.	
Office.	Sum Assured.	Surrender Value	Sum Assured.	Surrender Value
	£	£	£	£
No. 1	4,038	316	4,317	710
No. 2	3,701	160	3,943	330
Difference	337	176	374	380
No. 3	3,901	316	4,237	741
No. 4	3,852	200	4,101	450
Difference	49	116	136	291
No. 5	3,882	277	4,172	661
No. 6	3,881	200	4,169	400
Difference	0	77	3	261

If we compare the sums assured under policies effected in Offices 1 and 2, we find that the differences are very large; but the proportionate differences between the surrender values are still greater. Of course, no one who was well advised would take a policy in Office No. 2 at all, but it may safely be said that anyone who was foolish enough to do so would pay no attention to the question of the surrender value, and, if at any time he found it necessary to realise his policy, he would be grievously disappointed in the result.

In comparing 3 and 4 the difference between the sums assured is relatively small, but the difference between the surrender values is very large, and points quite distinctly to very illiberal treatment of the policy-holder by Life Office No. 4.

Between 5 and 6 there is practically no difference in the sums assured, but in the surrender values the difference, especially when the policy has been long in force, is very considerable.

Most people on taking a policy contemplate keeping it in force until maturity, but unexpected circumstances frequently arise which make this impossible, and then the question of the amount that can be realized on surrender becomes of great importance. In selecting a policy the average man might think that Office No. 6 was as good as Office No. 5, but on looking into the surrender values it is immediately apparent that No. 5 is superior.—The London Report.

MR L GOLDMAN

L. GOLDMAN, whose photograph appears in this issue, was associated with the late Mr. McCabe in the formation of the North American Life Assurance Company 23 years ago, and on the death of Mr. McCabe, on the 23rd of April last, the board unanimously elected Mr. Goldman to the position of managing director, an appointment to which his marked ability and long and faithful services fully entitled him. Apart from this, Mr. Goldman has spent over 30 years of his life in the insurance business, serving in every department, and is consequently one of the best qualified men in that profession in Canada to fill the position he now occupies. Personally directing the agency department, this special branch has been quite a factor in the company's success, and the splendid work of its representatives is a testimony in itself to the able and liberal manner in which this department has been handled. Kind-hearted, generous and thoughtful as regards the welfare of his employes, Mr. Goldman carries with him the respect and good will of every member of the staff.

L. GOLDMAN, A.I.A., T.C.A.
Managing Director North American Assurance Co.

ANOTHER AMALGAMATION.

The Bank of Montreal has purchased the Exchange Bank of Yarmouth. The shareholders will receive $80 a share, the par value of which is $70. The capital stock of the Exchange Bank is $266,896, paid up. The reserve fund amounts to $50,000. The assets are $752,663 and the total liabilities are $423,033. The sale is subject to ratification by the shareholders.

AMES & CO.'S STATEMENT.

A. E. Ames & Co., the Toronto stock brokers who suspended payment on Tuesday, have issued a statement in which they say they hope to be able to pay all creditors in full, and feel that they will be able to do so if left free from attack, and if, as they feel sasisfied will be the case, the banks and corporations carrying their securities will facilitate matters in their own and the general interests, as well as through such reasonable indulgence as they may be disposed to grant on account of the firm itself, with whom their relations have always heretofore been satisfactory.

"The savings deposits amount to $240,000. The necessity for suspension having been impending before the opening of business yesterday morning, the teller was instructed to put to one side any deposits made during the day. A few of these were made, and will at once be returned.

"Some clients took up their stocks today, and with the forced sales made yesterday, as above referred to, the liabilities are already reduced to, in round figures, about $7,500,000. Clients taking up their stock will need to pay the full amount due us, and, in the cases of such clients as may have their shares margined to a lower point than that at which we can secure the release of their shares from the lenders, they will need to pay the additional amount necessary, remaining, in the meantime, our creditors to that extent. In this way, as in every other way, we will show absolute impartiality as between all creditors, so that there need be no fear that any creditor will have preferential treatment. The plan upon which we are proceeding will result in a speedy simplification of our balance sheet, and will place us within a comparatively short time in a position to make a proposition to our creditors."

NOTES.

The Bank of Hamilton expects to open a branch in Regina very shortly, and new buildings will be erected this summer by the Imperial and Union Banks.

The Imperial Bank are about to open a branch on the corner of Selkirk avenue and Main street, Winnipeg.

The Bank of Ottawa, as also the Bank of Commerce, have opened branches at Regina.

The People's Bank of Halifax have opened a branch at Warwick, P. Q.

F. E. Karn, formerly of the Molson branch, Hensall, has been appointed manager of the branch of the Sovereign Bank, Zurich.

The Bank of British North America has taken possession of its new offices in the Leslie block, Sparks St., Ottawa. At a cost of $10,000 the premises have been transformed, and the architecture and furniture are of the most modern description.

The Bank of Toronto.

(Incorporated 1855.)

Head Office: - TORONTO, ONTARIO.

Paid-up Capital, $ 2,500,000.
Reserve Fund, $ 2,600,000.
Total Assets, $24,000,000.

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BANKERS

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WESTERN ASSURANCE COMPANY.

Incorporated 1851

FIRE AND MARINE

Head Office
Toronto, Ont.

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Assets, over - -	3,333,000.00
Annual Income -	3,536,000.00

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J. J. KENNY, Vice-President and Man. Director.
C. C. FOSTER, Secretary.

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PAID UP CAPITAL - -	$1,000,000.
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$1 and upwards received on deposit. Interest paid or compounded half-yearly at - - - **3½ %**

$100 and upwards received for which debentures are issued with half-yearly coupons attached for interest at - - - - - - - - - - **4 %**

Paid-up Capital and Surplus **$7,600,000.00**

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PROTECTION We protect you and also save the employee from being under obligation to anyone.

PROGRESS Because we always lead and never follow

PROSPERITY On account of fair dealings with its patrons, so as to secure a continuance of their business.

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W. D. Matthews, Esq., Frederick Wyld, Esq., VICE-PRESIDENTS.

W. C. MACDONALD, ACTUARY. J. K. MACDONALD, MANAGING DIRECTOR.

HEAD OFFICE, - TORONTO.

EVOLUTION OF THE FIRE ENGINE.

AN exceedingly interesting paper on the "Progress of Fire Protection" recently read by Mr. P. H. Sims, secretary British American Assurance Company, before the Insurance Institute of Toronto has been received by HARDWARE AND METAL. Mr. Sims not only displays a thorough knowledge of his theme, but has evidently spared no pains or trouble to make this paper of a most complete and valuable nature. Presenting a reliable book of reference, he is certainly to be congratulated on the very readable and entertaining manner in which he has dealt with every phase of his subject. The paper is generously illustrated with cuts showing the evolution of the fire extinguisher, and through the kindness of Mr. Sims we are able to reproduce several of those in our present issue.

We learn from the paper that hand-squirts, as illustrated in Figure No. 1, were first introduced into London in the sixteenth century — although they appear to have been used long antecedent to the Christian era; in fact, on the building of the City of Rome after the great fire of Nero, every citizen was required to keep in his house a bucket, mop, hook or syringe. The manual fire engine appears to have been known both in principle and practice to the ancients, and the fire engine described and illustrated by Nero about 150 B. C. (figure 2) might stand for the ordinary fire engine of the present day. Fire engines appear to have been entirely forgotten during the dark ages and squirts or portable syringes were (except buckets) the only contrivances used for the extinguishing of fires.

It is not known when the fire engine was re-invented, but during the sixteenth and seventeenth centuries frequent reference is made to them by writers of these times. During the first half of the seventeenth century an engine was invented in Germany (figure No. 3). It was mounted on a sled and, when manned by twenty-eight men, was capable of throwing a stream of a diameter of one inch to a height of eighty feet. Engines of this description were introduced into London and three of them used at a fire at London Bridge. It is said of them: "They were such excellent things that nothing that was ever devised could do so much good, yet none of them did prosper."

From this time on there were many inventors at work on fire engines, who brought out improvements, and a style very much used in England at the middle of the eighteenth century was known as "the fore and aft," having the brakes at the end of the engine instead of at the sides, but these and other forms were superseded by the more efficient of Newsham, which was the prototype of the modern hand fire engine.

There are still in existence engines made

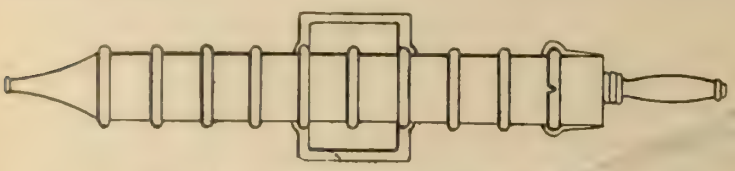


Figure 1.—Syringe from St. Dionis Backchurch.

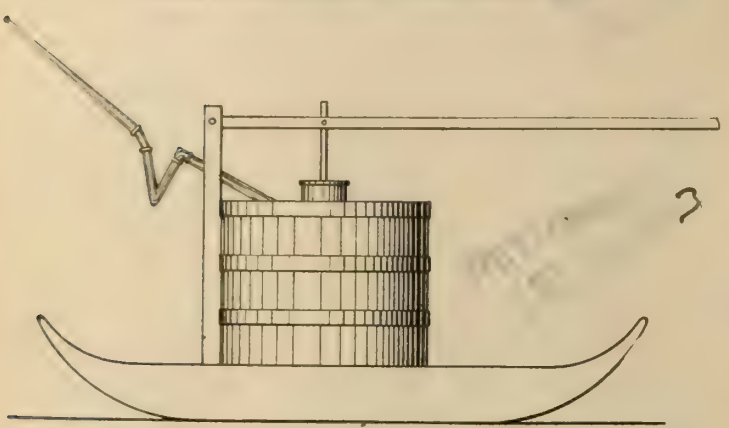


Figure 3.—German Hand Fire Engine, described by Decaus in his "Forcible Movements," published in 1615.

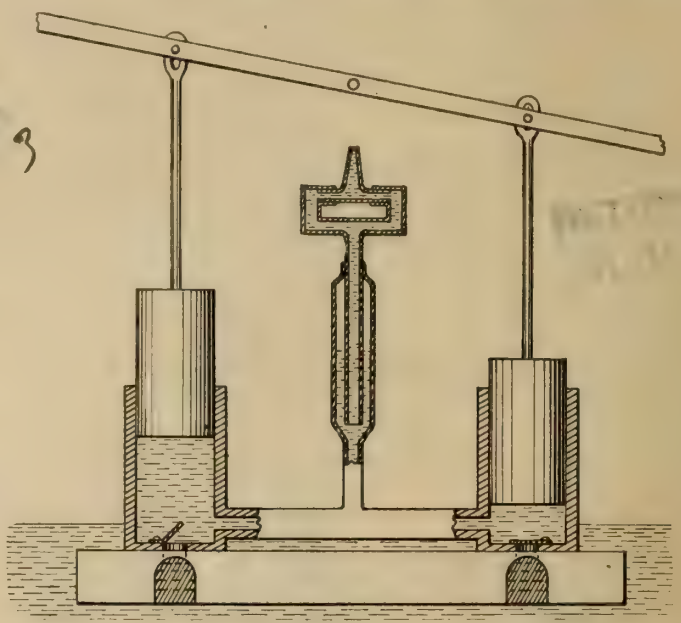


Figure 2.—Nero's Double Cylinder Fire Engine, 2nd Century B. C.

Figure 4.—"The Sham-Rag" Hand Fire Engine, built by Newsham & Rag, of London, England, about 1750.

by Newsham in the early period of his work. It is stated on good authority that the oldest fire engine in the city of Philadelphia, and one of the oldest in America, is a little machine known as the "Sham Rag" (Figure 4), in the possession of Wm. H. Emhardt, president of the Germantown Mutual Fire Insurance Company. It was built by Newsham & Rag, of London, England, and brought to Philadelphia prior to 1764. From 1820 to 1850 a great many firms competed with each other in the manufacture of hand engines, and at the great exhibition of London, 1851, public competitive trials of hand engines were held, the records of which show splendid results, and it is doubtful if such engines could have been improved.

Among the competitors were G. Perry & Bros., of Montreal, who exhibited a manual engine to be worked by 40 men. It was awarded a prize medal, and the exhibits of American machines were probably superior in finish to the European makes. During the decade 1850 to 1860 processes were at work for superseding the hand machine by one more effective, and as the use of steam was coming into vogue in all industries the application of this power was being experimented upon as applied to the fire engine. The first steam fire engine constructed in the United States was designed and built by Paul E. Hodge, of New York, in the year 1840. It was a powerful engine, throwing a one-and-a-half-inch stream 166 feet in height. Apparently Mr. Hodge received but little encouragement, as this was the only one he built, and it was not until ten years later that any substantial progress was made.

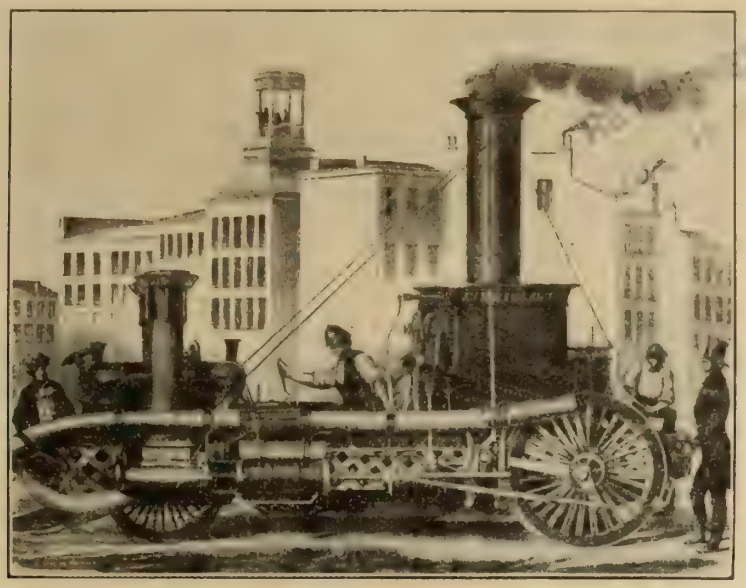


FIGURE 5.—"Uncle Joe Ross," the first Steam Fire Engine, built at Cincinnati by A. B. Latta, in 1853.

In 1853, A. B. Latta, of Cincinnati, began the manufacture of steam fire engines, which presented features of excellence in advance of any machine previously constructed. The machines called steamers at once secured a great reputation for efficiency and speed in getting to work. The first steam fire engine made by Latta, the "Uncle Joe Ross" (Figure 5) is a type of up-to-date fire engines, and established the style of the American fire engine (Figure 6) which is acknowledged to be equal to, if not superior to, any make in the world.

Mr. Sims also gives in his paper lengthy and interesting descriptions of other fire appliances of value, such as aerial trucks, water towers, chemical engines, etc., and we also learn from it that the leather hose for suction and delivery was the invention of Van Der Heule, of Amsterdam, in the year 1672, India rubber hose being first brought out by Thomas Hancock, of Fulham, in the year 1827.

The water-works systems and the greatly improved methods of fire alarms are also gone into very exhaustively, as are also the changes from the volunteer to the paid fire brigade system of to-day.

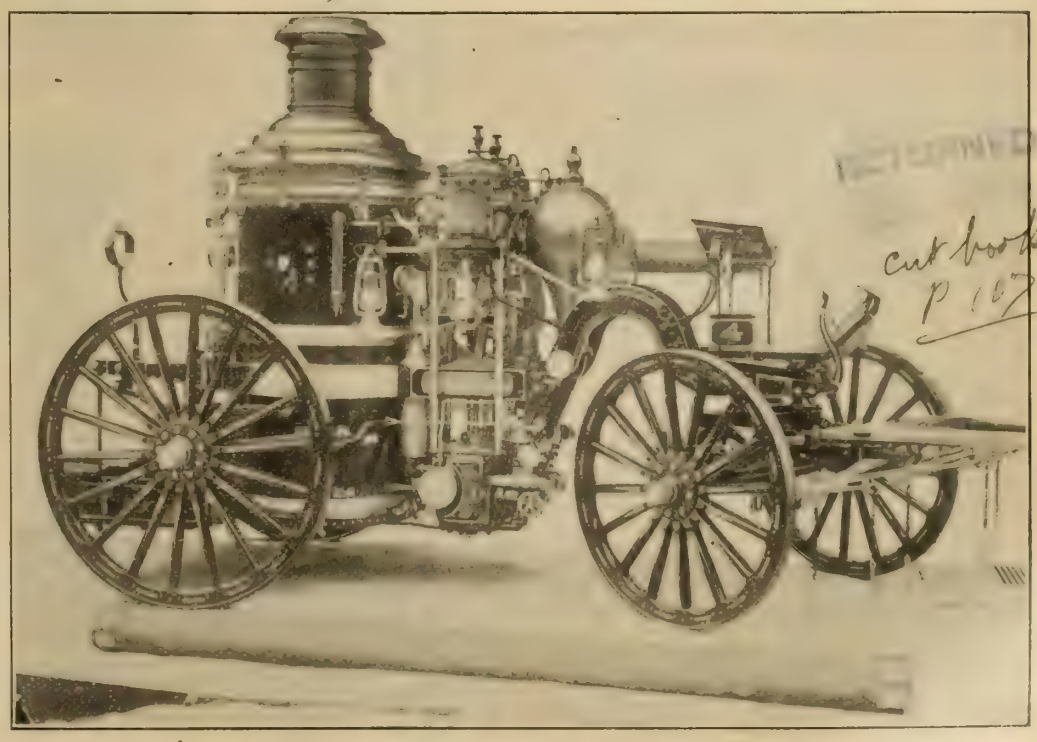


FIGURE 6.—The Modern American Steam Fire Engine, 1903.

We very much regret that want of space

prevents our giving more copious extracts from Mr. Sims' paper, this short review gives but a very bare idea of the contents of a very instructive pamphlet, the matter of which has evidently been compiled with the greatest of care, containing, as it does, much valuable material, the collection of which must have occasioned a vast amount of trouble and research.

BOKER RAZORS IN CANADA.

"IT is just 20 years," said a representative of Dorken Bros. & Co., Montreal, to HARDWARE AND METAL, "since Henry Boker & Co. showed their first razor samples in the Canadian market, At that time hardware dealers here were handling principally Sheffield-made razors.

"When showing Boker razors and quoting a correct price for such goods the German agents were informed that the prices were too high, the Sheffield being much lower in cost. After having tried to induce nearly all the Canadian wholesale merchants to stock these goods, the agents were obliged to place their samples and stock on consignment with a cutler in Montreal in order to have them disposed of.

"The cutler was instructed to sell to barbers only. The result of an examination of the razors by the cutler and barbers was so surprising to all concerned that the barbers tried to find more goods in the different hardware stores in Montreal, and the reputation of the Boker razors was at once established and orders were placed by the trade.

"Up till that time the barbers had been accustomed to heavy razors, and when these full-concaved, light goods were offered them, it was found out at once that they were superior in many ways to the heavier kind, and the sale of the former has steadily grown since that time.

"The first Boker razors offered were sold under the brand name of 'Henry Boker & Co.', but since the brands 'Royal Canadian,' 'Ask for 38' and 'Hindoo' have been added. The latter are the first brands made specially for the Canadian market.

"The first samples of razors with galvanized gold etching in hollow were sold here some 14 or 15 years ago by H. Boker & Co. Since these were introduced this class of razor has come into general use. In fact, a proof of the quality of the 'King Cutter' razor is the fact that the etching on it has been imitated as nearly as the law will allow, the name being a registered trade mark.

"Razors may be had magnetized at the same price as regular goods, but the makers claim that it is better not to have a magnetized razor as such are liable to attract at the edge small particles of metal from the air and from the face, which might hinder in stropping or shaving, while having nothing to do with any improvement in the cutting quality of the goods."

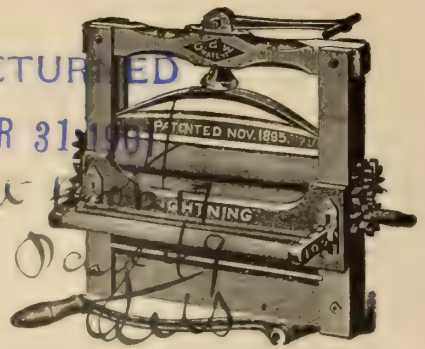
PERSONAL MENTION.

Mr. John Irving, of the Nova Scotia Steel Co., Ltd., New Glasgow, N.S., is in Toronto this week. He is quite optimistic in regard to business. "While the market," he said, "looks rather light in the United States, the appearances are for a continued good trade in manufactured goods, for the low price of pig iron is not likely to affect finished products." We have enough work to cover us for the next three months at any rate. Mr. Irving goes east on Sunday.

Mr. Alfred H. Brittain, representing Walter Grose, Montreal, has left on a business trip to the Maritime Provinces.

MADE IN CANADA.

The Maple Leaf Brand



"THE LIGHTNING."

The simplest and most effective Wringer on the market.

By simply turning over the lever on top-bar, the Wringer is fastened securely to the tub, and the pressure is put upon the rolls.

When taken from the tub, the pressure on the rolls is instantly released.

Pressure can be adjusted in a minute from 1 to 100 lbs.

Has a self-locking drop-table with malleable iron sides. Does away with all wire attachments.

Rolls are of solid rubber, vulcanized to shaft, guaranteed not to come loose.

THE BEST VALUE IN CANADA.

JUST A LITTLE { Better than the best. Quicker than the rest. Handier than them all.

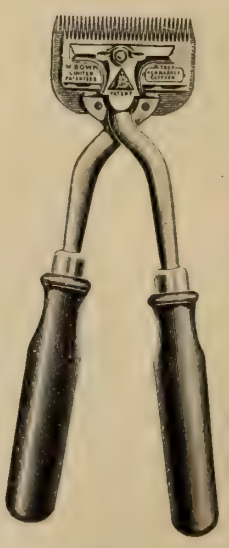
CANADIAN WRINGER and SPECIALTY CO., Limited

105-111 Adelaide West. - TORONTO.

BOWN'S "NEWMARKET" Clipper.

PATENTED 1874.

The King of Centre-Adjustment Clippers still remains unsurpassed after a run of nearly THIRTY YEARS



The Improved B. PATTERN "NEWMARKET" may now be obtained from all jobbers.

Detachable Plates.

Improved Cap with Long Bearing.

Rigidity and Easy Running.

Accurately Machined and Perfectly Fitted.

All Parts Interchangeable.

MANUFACTURED SOLELY BY

BURMAN & SONS, LIMITED

BIRMINGHAM, ENGLAND.

"THE EMLYN" SAW BENCH

Made in 6 sizes. Best value obtainable. Specially designed for export With or without "Emlyn" Patent Guard. Sole maker—

CHARLES D. PHILLIPS,

Cables—"Machinery," Newport. Emlyn Engineering Works, NEWPORT, MON., ENGLAND.

ONTARIO SILVER CO.,

Limited,

NIAGARA FALLS, CANADA.

Manufacturers of **FLATWARE, CUTLERY and ELECTRO PLATE.**

Ask for our Catalogue and Quotations.

Steward & Romaine Mfg. Co

EXPANSION and TOGGLE BOLTS

For fastening all kinds of material to Brick, Stone or Cement,

124 North Sixth St., Philadelphia, Pa.

ONTARIO WIND ENGINE & PUMP CO., Limited.

GALVANIZING.

Park 822

Atlantic Ave., Toronto

STOVE BRICK

Fire Clay and Asbestos, Furnace Cement.

All kinds of Fire Clay products made to order from patterns. Write for Price List.

JONES BROS., BRACONDALE, P.O., ONT. (NEAR TORONTO)

For Polishing All Kinds of Metals.

Given a fair test **SOLARINE** will convince you **It is the Best.**

Order to-day a sample order.

ADDRESS—

"SOLARINE," - TORONTO.

"Pullman" Lawn Sprinkler

IS YOUR ORDER IN?

Send for Folder No.14.

PULLMAN MNFG. CO.

Rochester, N.Y., U.S.A.

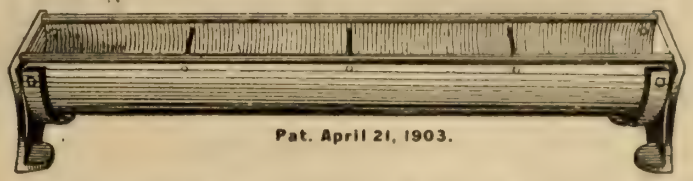
Mantels, Grates, Tiles, Etc.

Sell MANTELS as well as Hardware—it will pay you.

The Batty Stove & Hardware Co.

76 YORK ST., TORONTO.

PATENT STEEL HOG TROUGHS



Pat. April 21, 1903.

Something new, something long wanted.

A fine line for Hardware trade.

Write for Prices and Agency.

I am placing on the market this Steel Hog Trough, made of No. 14 Steel Boiler Plate. A trough that it is impossible for the hogs to chew or destroy. Edges finished with ¾ wrought iron pipe, slotted and driven on. Cross bars to prevent hogs from crowding or lying in trough.

Every hog raiser wants them and is going to have them when he finds out what they are. A great seller, as they are practically indestructible.

WILBER S. GORDON, - TWEED, ONT.

STANLEY RULE & LEVEL CO.,

NEW BRITAIN, CONN., U.S.A.

IMPROVED CARPENTERS' TOOLS

SOLD BY ALL HARDWARE DEALERS.

CHAS. F. CLARK, President. **JARED CHITTENDEN, Treasurer.**

...ESTABLISHED 1849...

BRADSTREET'S

Capital and Surplus, $1,500,000. **Offices Throughout the Civilized World.**

Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information, no effort is spared, and no reasonable expense considered too great, that the results may justify its claim as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

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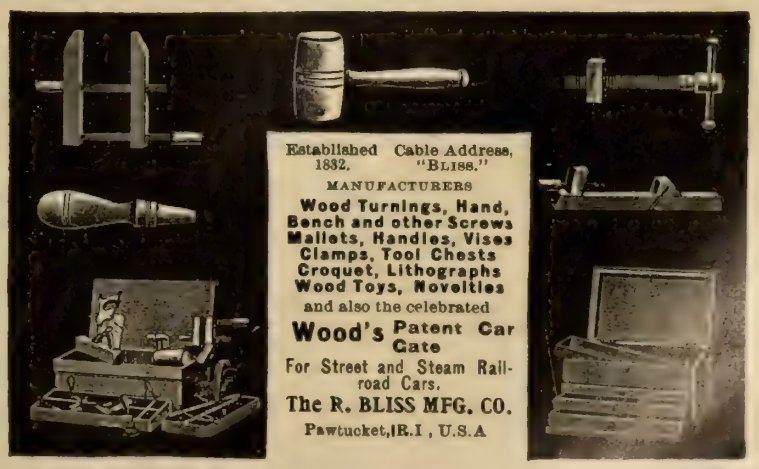
HALIFAX, N.S. HAMILTON, ONT. LONDON, ONT. MONTREAL, QUE.
OTTAWA, ONT. QUEBEC, QUE. ST. JOHN, N.B. TORONTO, ONT.
VANCOUVER, B.C. WINNIPEG, MAN.

THOS. C. IRVING, Gen. Man. Western Canada, Toronto.



Canadian Representative: ALEXANDER GIBB, 13 St. John St., MONTREAL.

75 YEARS *ESTABLISHED 1825.* *75 YEARS*

STOVES AND TINWARE

CHIMNEYS FOR GAS STOVES.

THE remarkable increase in the use of gas stoves for cooking and heating purposes has at last aroused the attention of some architects and builders, as well as of stove manufacturers and dealers. Even though the same principles seem to be in use with gas stoves as are at hand in coal stoves, practice has shown that difficulties often arise after the gases of combustion reach the chimney, writes Chas. F. Hauss, in an exchange. The fault lies principally in the chimney, which is usually built for a coal stove, and hence is larger than is necessary for a gas stove, as the latter does not deliver enough heated gas into the large chimney to properly fill and warm it so as to cause the necessary difference in density of the air to create the draft. Naturally, much heat is lost to overcome this difficulty, which, with a properly proportioned chimney, would have been of service in heating the room.

It is often the case where several coal stoves or ranges are connected to one single flue, that at times, one or more of the stoves are not under fire. But enough heat is always furnished to the flue to create a draft, and, incidentally, to overcome the cooling effects of the cold air entering the chimney from the stoves not in use.

Naturally, where there is economical use of the fuel, as is the case with steam or hot water heaters, where the gases of combustion reach the chimney at a comparatively low temperature, more than one connection to the chimney is not desired or permitted. This is especially true in case with gas stoves in which the heat is nearly all used in the room for heating or cooking purposes, and where no draft is necessary to create combustion. Here the chimney is only necessary to carry off the noxious gases from the burning gas.

Even though theoretically this lower temperature in the chimney flue offers no objections it is one criticism a fact that, in practice, as soon as a well constructed gas stove is attached to a chimney to which no other stoves, especially coal stoves, are connected, it is found that the chimney is always wet, often to the extent of moistening the walls, or even to having the water run out of the bottom of the chimney; the products of combustion from a gas stove, like those from a coal fire, making large quantities of vapor which can only be carried out of the chimney if the gases are warm enough to absorb this moisture. When, however, a gas stove is connected to an ordinary large flue having other openings admitting cold air, this moisture or vapor is condensed and shows itself by wetting the walls, as mentioned above.

To avoid all this it will be necessary to have a separate small flue for each gas stove. In view of the fact that a very small amount of soot is deposited in a flue of this kind, it can be made without special care for ease of cleaning, and owing to the practical absence of heat, the walls can be thinner, so as to avoid the unsightly chimney breast in the room.

These flues can be made round, square or oblong, a hole four inches in diameter being a fair size. A flue formed of cement makes a good one in every respect.

HAMILTON FOUNDRYMEN AGREE.

The difficulties between the foundrymen of Hamilton and their moulders has been settled. As a result of the late negotiations, a scale of wages has been arranged that is satisfactory to all concerned, and an agreement has been entered into that will last until April 1 next year. The men asked for a raise from $2.50 to $2.75 for day work, and an increase of 10 per cent. for piece-workers. The new scale is in the nature of a compromise, the day hands getting $2.65 and the piecework ers a raise of 5 per cent.

THE FALL STOVE TRADE.

It is not too early for hardware dealers to start planning for the'r fall stove and furnace trade. To some dealers this trade is one requiring little thought or judgment, but others have found that it well repays in increased returns all time and attention devoted to it.

One stove merchant's experience is well worth recording. Until two years ago he made a point of waiting for trade to come to him, but as a result of a suggestion made in "Hardware and Metal" at that time, he decided to see if he could get more trade by going after it. He began by visiting two residents of his town who were building new houses, finding out whether they intended to instal furnaces or not. In one case he found that the order for a furnace had been given; in the other case the builder intended to use his stove (which he had had for about ten years), but after considerable persuasion he was induced to put in a furnace, and the dealer got the order.

This he considered good results for the work done, so he thereupon started in to induce other people to instal furnaces. He found that in several cases where he failed in selling a furnace he secured an order for a range. The result was that during the first year of this enterprise his stove business was increased nearly 50 per cent. But, at the beginning of last season, his most energetic rival had "caught on" to his methods and was adopting similar tactics. Naturally, he expected the competition might lead to cut prices, so, after thinking over the matter for some days, he went over to the other dealer, asking him to keep up prices and promising to do the same. The latter did not promise to do so, but agreed not to lower them if he got a fair share of the business. So the two of them started in with friendly relations to get as much new business as they could. Neither found it necessary or wise to cut prices, and when the season ended, they both found their sales much larger than ever had been the case before. A study of the situation showed them that their increase had come, not so much from competitors' business as from larger purchases of stoves and furnaces as a result of the persuasion brought to bear on the buyers. It was also noticed that owing to the good advertising done, their sales had extended over a wider area than formerly; buyers had come to their stores from a greater distance than had previously been the case.

CANADIAN HEATERS FOR CHINA.

The third shipment of Moore's hot blast air-tight heaters has just been made by The D. Moore Company, Limited, of Hamilton, to China. This shipment was made via New York, per ss. Shimosa, sailing on June 2 for Shanghai.

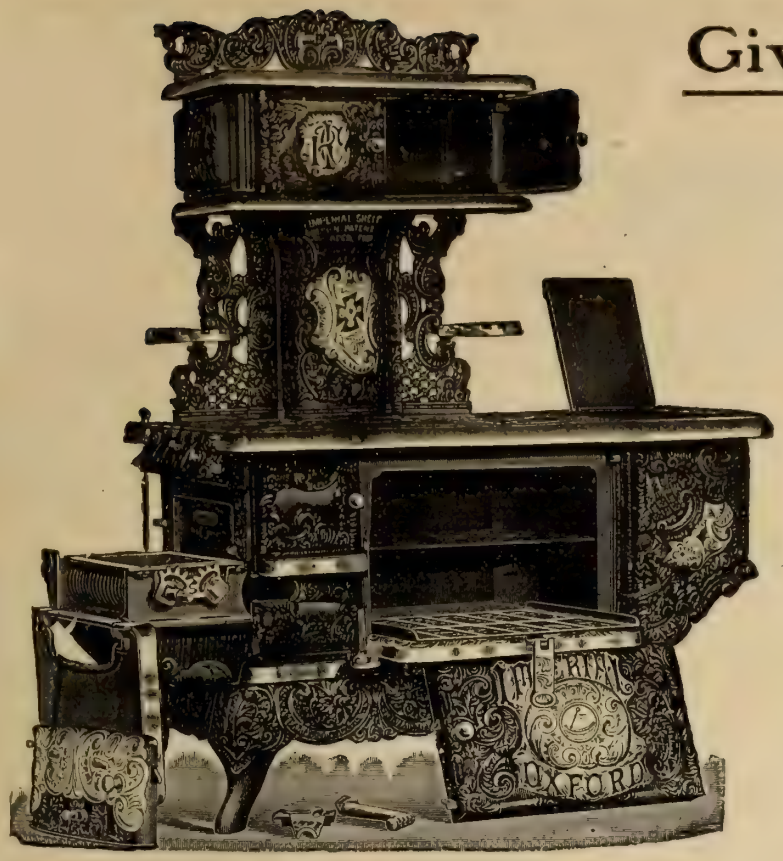
The popularity of these heaters for burning all kinds of fuel is greatly increasing. Last year this firm were unable to fill their orders, and to avoid disappointments to customers this season, The D. Moore Company are already piling up a heavy stock of these goods in order to supply the demand.

ERECTING NEW WORKS.

Work has been commenced on the new warehouse to be erected at the Western Foundry Co.'s works. The new structure will be 60 x 150 ft. When the work on this building is completed work will be commenced on the new moulding shop. The Western Foundry Co. is turning out a splendid line of stoves and ranges which have met with public favor and the company is crowded with orders. The Western Foundry Co. is one of Wingham's most important industries.—Wingham, Ont., Times.

STOVE AND FURNACE CATALOGUES

"Hardware and Metal" would like to receive from manufacturers of stoves, ranges, furnaces, etc., any catalogues or other literature they are preparing for the trade. Any such received will be given a notice in subsequent issues of the paper.



Give Your Customers the Best.

There are no two ways about it. If you want to do a successful business you must supply dependable goods. The

Imperial Oxford Range

in the judgment of cooks of wide experience fulfils every requirement in the best manner. There are good talking points about the Imperial Oxford which no other stove contains. You can sell it easier than any other range and with greater satisfaction to the purchaser.

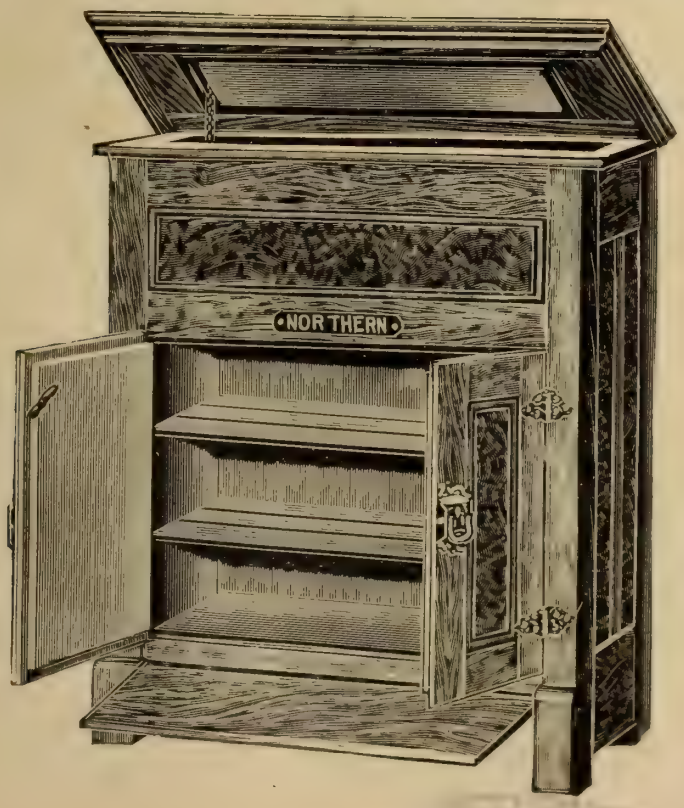
The Gurney Foundry Co. Limited

Toronto, Canada

Winnipeg Vancouver

THE GURNEY-MASSEY CO., LIMITED, MONTREAL.

REFRIGERATORS



The

"NORTHERN"

DRY COLD AIR PRINCIPLE.

Hardwood, Antique Floor Finish, Zinc lined throughout, with improved galvanized iron shelves, raised panels, fancy brass locks and hinges, air space and insulated with paper and wood. No nails or edges. Showing single and double doors.

Catalogue and Prices on Application.

The Thos. Davidson Mfg. Co., Limited,

MONTREAL.

See Cut 3

THE MOTE AND THE BEAM.

A GENTLEMAN from Johannesburg, South Africa, was interviewed by a Montreal newspaper the other day, after pointing out to the reporter how little we were taking advantage of the opportunities offered in South Africa for a market for our products, and also how little we appreciated our rivers and forests and all the other natural Canadian features that we have been conceited about for years, wound up the interview with the old statement that there was not enough known about the different parts of the Empire. No doubt thinking he was giving a good example of our ignorance of each other, he said: "Many South Africans vaguely imagine that Canada is part of the United States."

The gentleman, be it remembered, was not speaking of the colored natives in his balmy country.

We have heard of letters from Great Britain and the other colonies being addressed to "Montreal, U. S. A.," or "Toronto, Ont., U.S.A." and "Quebec, N.Y., U.S.A.," but as a rule even the uneducated people in the British Isles know now that Canada is not a suburb of Chicago. Those that don't know it are not worth bothering about as customers, and the same applies to the hazy South Africans. Yet the gentleman quoted above says that our products on his home market would be given the preference over American products; in fact, that should we enter South Africa in competition with the United States, that he would "do for" the children of Uncle Sam on that market, notwithstanding that "many" South Africans don't know the difference between us.

It is to be hoped that some of those Canadian school teachers will drift southward and open up some geography classes in Natal and Cape Colony. After that our exporters may have a chance of getting a preference.

It is not likely, however, that the South-African gentleman meant all he said. How many visitors do we know from both Great Britain and our sister colonies who do their best to patronize us when they kind here? Should we become too enthusiastic about this country their favorite wet blanket is the pleasant announcement that their countrymen, as a rule, do not know where we are on the map, or at least believe that we are part of the United States or a populous Greenland settlement. This may put a damper on us for the moment, but what are we to think of our fellow British subjects?

Before the Boer war we knew that Cape Colony was not Oom Paul's constituency, that New Zealand was not the capital of Australia and that British Guiana was not one of the West India Islands. These places are all of less geographical importance and other kinds of importance than Canada, and it would be no more absurd for "many" Canadians to believe in that jumble in geography than for South Africans or Australians or Jamaicans or the others to suppose that Canada is one of the American States. Yet visitor after visitor from our sister colonies, after telling us in one breath how much his people love us, feels compelled to add in the next that it's too bad they do not know where we live or what flag we fly. It is time the farce ended.

INQUIRIES ABOUT CANADIAN GOODS.

The following were among the recent inquiries relating to Canadian trade received at the Canadian Government office in London;

1. A wholesale seed firm requiring large supplies of wooden boxes, cut to specified sizes, have asked to be placed in touch with Canadian shippers of box shooks.

2. A London firm of agents and brokers for the sale of provisions asks to be furnished with the names of packers of lobsters in the Maritime Provinces of Canada.

3. The addresses of casein manufacturers in Canada are asked for by a firm in Scotland.

4. An import and export house at Malmo, Sweden, has asked to be furnished with a list of leading Canadian shippers of wheat, flour, fruit, cheese and salmon.

5. A London firm asks to be put in communication with Canadian producers of raspberry and of black currant pulps.

6. A Birmingham house wishes to hear from Canadian manufacturers of ash shovel handles.

7. An inquiry has been received for the addresses of Canadian producers of Kieselguhr (Tripolite).

8. An application has been made for the names of Canadian importers of hair cloth for tailoring purposes.

The names of the firms making the above inquiries can be obtained from the editor of HARDWARE AND METAL.

A GOOD FRUIT SLICER.

H. S. Howland, Sons & Co., Limited, Toronto, are offering to the trade a slicer suitable for cutting to any thickness all kinds of vegetables and fruit, an excellent

slicer for making marmalade. It is well made, having tempered steel blades, well protected, and is easily taken apart for cleaning.

Common galvanized iron

has all the faults there are;

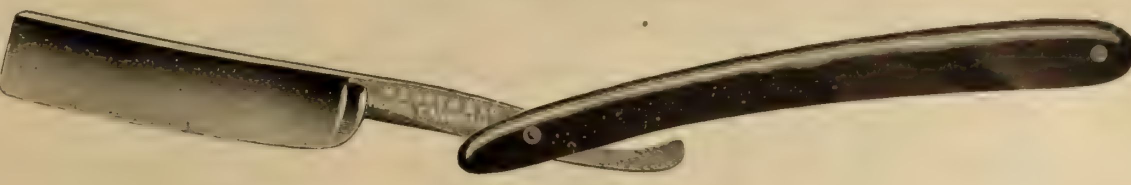
the worst one is its varying.

Apollo is uniform.

American Sheet Steel Company, New York

Representatives for Canada
B. & S. H. Thompson & Company
53 St. Sulpice Street
Montreal

If you want to sell a FIRST-CLASS RAZOR, concaved by the best grinders in the world,



H. Boker & Co.'s "ROYAL CANADIAN"

is the thing. No line will give you better satisfaction.

CURRENT MARKET QUOTATIONS.

June 5, 1903.

These prices are for such, qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors n this list, as the desire is to make it perfectly accurate.

METALS.

TIN.

Lamb and Flag and Straits 56 and 28-lb. ingots, 100 lb. $33 00 $34 00

TINPLATES.

Charcoal Plates—Bright.

	Per box.
M.L.S., equal to Bradley—	
I C, usual sizes	$6 75
I X "	8 25
I X X "	9 75
Famous, equal to Bradley	
I C	6 75
I X	8 25
I X X	9 75
Raven and Vulture Grades—	
I C, usual sizes	5 00
I X "	6 00
I X X "	7 00
I X X X "	8 00
D C, 12½x17	4 50
D X	5 25
D X X	6 00

Coke Plates—Bright.

Bessemer Steel	
I.C., usual size, 14x20	4 00
I.C., special sizes, base	4 50
20x28	9 00

Charcoal Plates—Terne.

Dean or J. G. Grade -	
I.C., 20x28, 112 sheets	8 50
IX., Terne Tin	10 50

Charcoal Tin Boiler Plates.

Cookley Grade	
X X, 14x56, 50 sheet bxs. / " 14x60, " / " 14x65, "	7 00

Tinned Sheets.

72x30 up to 24 gauge	8
" " 26 "	8 50

IRON AND STEEL.

Common bar, per 100 lb.	....	2 05
Refined " "	....	2 45
Horseshoe Iron "	....	2 40
Hoop steel, 1½ to 3-in. base	....	2 90
Sleigh shoe steel, "	....	2 10
Tire steel	2 30	2 50
Reeled machinery	....	3 00
Toe calk steel	2 85	3 00
T. Firth&Co.'s tool steel, per lb	0 12½	0 13
Jessop's tool steel	....	0 14
Morton's tool steel	0 12½	0 13
Black Diamond and "B.C." tool steel	0 10	0 11
Chas. Leonard's tool steel	0 08	0 09
Park's "Silver" tool steel	0 12	0 14
" "Special"	0 15	0 20
Jonas & Colver's tool steel	0 10	0 20
" "Air Hardening"	....	0 70
Drill steel, per lb	0 08	0 10

BOILER TUBES.

		Per foot.
1¼, 1½ and 4 inch	....	....
2½ in	....	....
3 in	....	....
3½ in	....	....
4 in	....	....

STEEL BOILER PLATE.

¼ in	2 50	2 60
3-16 in	2 60	2 70
⅜ in. and thicker	2 50	2 60

BLACK SHEETS.

	Com.	D.Fl.
10 and 12 gauge	2 55	2 75
18 gauge	2 85	3 00
20 "	2 85	3 00
22 to 24 gauge	2 95	3 25
26 "	3 05	3 50
28	3 15	...

COPPER WIRE.

Discount, 50 per cent.

CANADA PLATES

All dull, 52 sheets	2 90	3 00
Half-polished	3 00	3 10
All bright	3 75	3 85

IRON PIPE.

Black pipe		Per 100 feet.
⅛ inch	3 00	3 25
¼ "	2 30	2 40
⅜ "	....	2 65
½ "	....	2 85
¾ "	....	3 65
1 "	....	5 20
1¼ "	....	7 35
1½ "	....	8 95
2 "	....	12 55
2½ "	....	21 00
3 "	....	25 00
3½ "	....	32 00
4 "	....	38 50
4½ "	....	45 00
5 "	....	48 00
6 "	....	63 00
Galvanized pipe		
¼ inch	....	3 20
⅜ "	....	3 45
½ "	....	3 85
¾ "	....	5 00
1 "	....	7 20
1¼ "	....	10 05
1½ "	....	12 20
2 "	....	16 85

Malleable Fittings—Discount 15 p.c.
Cast Iron Fittings—

On unions, 55 per cent. ; on nipples, 60 per cent.; on all others, 50 per cent.

GALVANIZED SHEETS

	G.C.	Comet	Bell.	Queen's Head
16 gauge	....	....	....	...
18 to 24 gauge	4 05	3 75	3 75	4 05
26 "	4 25	4 00	3 90	4 25
28 "	4 50	4 25	4 05	4 50

American brands, $4.40 for 28 gauge
Less than case lots 10 to 15c. extra.

CHAIN.

oof coil, 3-16 in., per 100 lb.	....	....
" ¼ "	7 85	8 10
" 5-16 "	5 25	5 50
" ⅜ "	4 50	4 75
" 7-16 "	4 25	4 50
" ½ "	4 20	4 50
" 9-16 "	4 05	4 50
" ⅝ "	4 00	4 50
" ¾ "	4 00	4 50

Halter, kennel and post chains, 40 to 40 and 5 per cent.

Cow ties	40 p.c.
Tie out chains	65 p.c.
Stall fixtures	35 p.c
Trace chain	45 p.c.

Jack chain, iron, single and double, discount 35 p.c.
Jack chain, brass, single and double, discount 40 p.c.

COPPER.

Ingot.		Per 100 lb.
Casting	....	15 50
Lake Superior	...	...
Bars.		
Cut lengths, round, ½ to ⅞ in.	23 00	25 00
" round and square, 1 to 2 inches	23 00	25 00
Sheet.		
Plain, 14 oz., and light, 16 oz., 14x48 and 14x60	22 00	22 50
Plain, 14 oz., and light, 16 oz., irregular sizes	22 50	23 00
Tinned copper sheet	...	24 00
Planished	....	32 00
Braziers' (in sheets).		
4x6 ft., 25 to 30 lb. each, per lb.	..	0 23
" 35 to 45 " "	...	0 22
" 50-lb. and above "	...	0 21

BOILER AND T.K. PITTS.

Plain tinned, per lb	0 28
Spun, per lb	0 32

BRASS.

Rod and Sheet, 14 to 30 gauge, 15 per cent

Sheets, hard-rolled, 2x4	0 23
Tubing, base, per lb	0 23½

ZINC SPELTER.

Foreign, per 100 lb	6 25	6 50
Domestic " "	..	..

ZINC SHEET.

5-cwt casks	6 25	6 50
Part casks	6 75	7 00

LEAD.

Imported Pig, per 100 lb.	....	3 50
Bar, per lb.	....	0 05
Sheets, 2½ lb. sq. ft., by roll	...	0 06¼
Sheets, 3 to 6 lb. "	....	0 06

NOTE. Cut sheets ½c. per lb., extra Pipe, by the roll, usual weights per yard, lists at 7c. per lb. and 30 p.c. dis. f.o.b Toronto

NOTE. Cut lengths, net price, waste pipe 8-ft. lengths, lists at 8c.

SHOT.

Common, $6.50 per 100 lb.; chilled, $7.00 per 100 lb.; buck, seal and ball, $7 50 Discount, 15 p.c. Prices are f o.b. Toronto, Hamilton, Montreal, St John and Halifax. Terms, 3 p.c. cash, freights equalized.

SOIL PIPE AND FITTINGS

Light soil pipe, discount, 45 and 5 per cent.
" " fittings, discount 50 and 5 p c.
Med. and Extra heavy pipe and fittings, dis 55 and 5 per cent.
7 and 8-in pipe, discount 40 and 5 per cent

SOLDER.

		Per lb.
Bar, half-and-half, guaranteed	....	0 20
Bar, half-and half, commercial	0 19	0 19½
Refined	...	0 19
Wiping	0 17	0 18½

ANTIMONY.

Cookson's ....per lb. 9 00

WHITE LEAD.

		Per 100 lb.
Pure	5 00	5 25
No 1	4 62½	4 87½
No. 2	4 25	4 50
No. 3	3 87½	4 12½
No. 4	3 50	3 75
Munro's Select Flake White	....	5 75
Elephant and Decorators' Pure	....	5 25
Brandram's Genuine	....	6 50
" Decorative	..	6 00
" " No. 1	....	5 50
"Monarch" brand	....	6 12½
Decorator's Pure	..	5 50
Essex Genuine	....	5 25

RED LEAD

Genuine, 560 lb. casks, per cwt	$4 75	$5 00
Genuine, 100 lb kegs, "	5 25	5 50
No 1, 560 lb casks, per cwt	4 00	4 25
No. 1, 100 lb. kegs, per cwt	4 25	4 50

WHITE ZINC

Extra Red Seal	0 06	0 08
No. 1	0 05½	0 07
No. 2	0 05	0 06

DRY WHITE LEAD

Pure, casks	5 25
Pure, kegs	5 75
No. 1, casks	5 00
No. 1, kegs	5 25

PREPARED PAINTS

In ¼, ½ and 1-gallon tins

Pure, per gallon	...	1 20
Second qualities, per gallon	..	1 00
Barn (in bbls.)	0 60	0 90
The Sherwin-Williams paints	...	1 40
Canada Paint Co.'s pure	..	1 25
Toronto Lead & Color Co's pure	....	1 25
Sanderson Pearcy's pure	..	1 20
Standard Paint Co.'s "New Era."	..	1 30
"Globe"	..	1 30
" barn	60	70
The Francis Frost Co's "Ark Brand"		1 25
The Francis Frost Co's British Navy deck	...	1 50
Hollywood paste paint	..	1 40
" liquid paint	....	1 25
" floor paint	...	1 25
Henderson & Potts's "Anchor Brand"	....	1 35
Globe Paint Co's mixed	..	1 30
Globe Paint Co's barn and bridge	....	0 75

COLORS IN OIL

25-lb. tins, Standard Quality.

Venetian red, per lb.	0 03½	0 05
Chrome yellow	0 12	0 14
Golden ochre	0 07	0 10
French "	....	0 06
Marine black	....	0 04
Chrome green	....	0 10
French Imperial green	...	0 14
Signwriters' black	....	0 16
Umber	0 04	0 06
Sienna	0 04	0 07

COLORS, DRY.

Common ochre, bbls	1 15	1 30
Yellow ochre (J.F.L.S.), bbls.	...	2 00
Brussels ochre	....	2 00
Venetian red, bbl	1 50	2 25
English oxides, per cwt	3 00	3 25
American oxides, bbls.	1 25	2 [illegible]
Canadian oxides, bbls.	1 25	1 75
Super magnetic oxides, 93 p c.	2 00	2 [illegible]
Burnt sienna, pure, per lb.		0 10
" umber, " "	0 08	0 10
Raw umber	0 08	0 10
Drop black, pure		0 16
Chrome yellow, pure		0 18
Chrome greens, pure per lb	0 [illegible]	0 10
Golden ochre	0 03	0 04
Ultramarine blue, in 28 lb boxes, per lb	0 06	0 12
Fire proof mineral, per 100 lb.	....	1 00
Genuine Eng Litharge, per lb.		0 07
Mortar color, per 100 lb	1 25	1 50
Pure Indian red, No. [illegible]	0 08	0 10
Whiting (common) [illegible]	0 55	[illegible]
English vermilion [illegible]		0 85

BLUESTONE.

Casks, for spraying	5 50
100 lb lots, do per lb	0 08

THOS. GOLDSWORTHY & SONS

MANCHESTER, ENGLAND.

EMERY { Cloth Corn Flour

We carry all numbers of Corn and Flour Emery in 10-pound packages, from 8 to 140, in stock. Emery Cloth, Nos. OO., O., F., FF., 1 to 3.

JAMES HUTTON & CO., Wholesale Agents for Canada, **Montreal.**

PUTTY.

Bulk in bbls	1 70
Bulk in less quantity	1 95
Bladders in bbls	2 00
Bladders in kegs, boxes or loose	2 25
25-lb. tins	2 25
12½-lb. tins	2 50
Bladders in bulk or tins less than 100 lb	2 50

VARNISHES.

In 5-gal. lots	Per gal.	Net.
Carriage, No. 1	1 50	1 60
Pale durable body	4 10	4 25
" rubbing	2 85	3 20
Gold size, japan	1 50	1 60
No. 1 brown japan	0 85	0 90
Elastic oak	....	1 50
Furniture, extra	1 10	1 25
" No. 1	0 90	1 00
Hard oil finish	1 35	1 50
Light oil finish	1 60	1 70
Damar	1 75	2 00
Shellac, white	2 40	2 50
" orange	2 30	2 40
Turpentine, brown japan	1 10	1 20
" black japan	1 10	1 20
" " No. 1	0 85	0 90
Elastilite varnish, 1 gal. can, each		2 00
Granitine floor finish, per gal		2 75

Maple Leaf coach enamels; size 1, $1.20; size 2, 70c., size 3, 40c. each.
Sherwin Williams kopal varnish, assorted case, from ½ pts. to 1 gal., $2.50.

CASTOR OIL.

British, 1st qual., in cases, per lb	0 08½	0 09½
" " small lots	0 10	0 10½

COD OIL, ETC.

Cod oil, per gal	0 50	0 55
Pure olive	....	1 40
" neatsfoot	....	0 90

GLUE.

Common	0 08	0 09
French medal	0 10	0 14
White, extra	0 18	0 22
Gelatine	....	....
Strip	0 18	0 20
Coopers	0 19	0 20
Hutner		....
[illegible]	0 12	0 16
[illegible] genuine	....	....

HARDWARE.

AMMUNITION.

Cartridges.

B. B. Caps, Dominion, 50 and 5 per cent.
Rim Fire Pistol, discount 40 p.c., American.
Rim Fire Cartridges, Dominion, 50 and 5 p.c.
Central Fire Pistol and Rifle, 10 p.c., Amer.
Central Fire Cartridges, pistol sizes, Dominion, [illegible] per cent.
Central Fire Cartridges, Sporting and Military, Dom., 15 per cent.
Central Fire, Military and Sporting, American, add 5 per cent. to list. B.B. Caps, discount 40 per cent., American.
Loaded and empty Shells, "Trap" and "Dominion" grades, 25 per cent. Rival and Nitro, 10 per cent. advance on list.
Brass Shot Shells, 55 per cent.
Primers, Dom., 30 per cent., American, $1 [illegible].

Wads	per lb.
Best thick white felt wadding, in ½-lb. bags	$1 00
Best thick brown or grey felt wads, in ½-lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 [illegible]
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 each, 8 gauge	0 55
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10 gauge	0 25
Thin card wads, in boxes of 1,000 each, 8 gauge	....

Chemically prepared black edge grey cloth wads, in boxes of 250 each	Per M.
11 and smaller gauge	0 60
9 and 10 gauges	0 70
7 and 8 "	0 90
5 and 6 "	1 10

Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 "	1 65
5 and 6 "	1 90

ADZES.

Discount 20 per cent.

ANVILS.

Wright's, 80-lb. and over	0 10¾
Hay Budden, 80-lb. and over	0 09¼
Brook's, 80-lb. and over	0 11¼

AUGERS.

Gilmour's, discount 65 and 5 per cent. off list.

AXES.

Chopping Axes		
Single bit, per doz.	7 00	10 00
Double bit, "	10 00	18 00
Bench Axes, 40 per cent.		
Broad Axes, 25 per cent.		
Hunters' Axes	5 50	6 00
Boys' Axes	6 25	7 00
Splitting Axes	7 00	12 00
Handled Axes	7 50	10 00

AXLE GREASE.

Ordinary, per gross	5 75	6 00
Best quality	13 00	15 00

BATH TUBS.

Zinc 6 00
Copper, discount 15 per cent. off revised list.

BATHS.

Standard Enameled.

5½-inch rolled rim, 1st quality	24 00
5½ " " " 2nd "	20 00

BABBIT METAL.

"Tandem," A	per lb.	0 27
" B	"	0 21
" C	"	0 11½
Frictionless Metal	"	0 23

Syracuse Smelting Works:

Aluminum, genuine	0 45
Government, "	0 44
Tough, "	0 40
Hard, "	0 40
Dynamo	0 30
Special	0 25
Harmony	0 22
Car Box	0 20
Extra	0 15

The Canada Metal Co.:

Imperial, genuine,	0 40
Metallic	0 30
Hercules	0 20
Star	0 15
No. 1	0 12
No. 2	0 10
No. 3	0 06
No. 4	0 05

BELLS.

Hand.

Brass, 60 per cent.
Nickel, 55 per cent.

Cow.

American make, discount 63¾ per cent.
Canadian, discount 45 and 50 per cent.

Door.

Gongs, Sargant's	5 50	8 00

" Peterboro', discount 46 per cent.

Farm.

American, each	1 25	3 00

House.

American, per lb	0 35	0 40

BELLOWS.

Hand, per doz	3 35	4 75
Moulders, per doz.	7 50	10 00

Blacksmiths, discount '0 per cent

BELTING.

Extra, 60 per cent.
Standard, 60 and 10 per cent.
No. 1, not wider than 6 in., 60, 10 and 10 per cent.
Agricultural, not wider than 4 in., 75 per cent.

BITS.

Auger.

Gilmour's, discount 60 and 5 per cent.
Rockford, discount 50 and 10 per cent.
Jennings' Gen., net list.

Car.

Gilmour's, 47½ to 50 per cent.

Expansive.

Clark's, 40 per cent.

Gimlet.

Clark's, per doz	0 65	0 90
Diamond, Shell, per doz.	1 00	1 50
Nail and Spike, per gross	2 25	5 20

BLIND AND BED STAPLES.

All sizes, per lb.	0 07¾	0 12

BOLTS AND NUTS.

	Per cent.
Carriage Bolts, common ($1 list)	50 and 10
" " full sq. ($2.40 list)	55 and 10
" " Norway Iron ($3 list)	55 and 10
Machine Bolts, all sizes	50, 5 and 10
Plough Bolts	50, 5 and 10
Blank Bolts	50, 5 and 10
Bolt Ends	50, 5 and 10
Sleigh Shoe Bolts	65, 5 and 10
Coach Screws, cone point	66⅔ and 10

Nuts, square, all sizes, 3¾c. per lb. off.
Nuts, hexagon, all sizes, 4c. per lb. off.
Stove Rods, per lb., 5½ to 6c.

BOOT CALKS.

Small and medium, ball	per M.	4 25
Small heel	"	4 50

BRIGHT WIRE GOODS.

Discount 62½ per cent.

BROILERS.

Light, discount 65 to 67½ per cent.
Reversible, discount 65 to 67½ per cent.
Vegetable, per doz., discount 37½ per cent.

Henis, No. 8	per doz.	6 00
Henis, No. 9	"	7 00
Queen City	"	7 50

BUTCHERS' CLEAVERS.

German, per doz.	6 00	11 00
American "	12 00	20 00

BUTCHER KNIVES.

Bailey's, per doz.	0 60	6 30

BUILDING PAPER, ETC.

Tarred Felt, per 100 lb.	1 75
Ready roofing, 2-ply, not under 45 lb., per roll	0 90
Ready roofing, 3-ply, not under 65 lb., per roll	1 15
Carpet Felt, per ton	45 00
Heavy Straw Sheathing, per ton	35 00
Dry Sheathing, per roll, 400 sq. ft.	0 40
Tar " " 400 "	0 50
Dry Fibre " 400 "	0 55
Tarred Fibre " 400 "	0 60
O. K. & I. X. L. " 400 "	0 70
Resin-sized " 400 "	0 45
Oiled Sheathing " 600 "	1 00
Oiled " " 400 "	0 70
Roof Coating, in barrels, per gal.	0 17
Roof " small packages "	0 25
Refined Tar, per barrel	5 00
Coal Tar "	4 00
Coal Tar, less than barrels, per gal.	0 15
Roofing Pitch, per 100 lb.	1 00

BULL RINGS.

Copper, $2.00 for 2½-inch, and $1.90 for 2-inch.

BUTTS.

Wrought Brass, net revised list.

Cast Iron.

Loose Pin, discount 60 per cent

Wrought Steel.

Fast Joint, discount 65, 10 and 2½ per cent.
Loose Pin, discount 65, 10 and 2½ per cent.
Berlin Bronzed, discount 70, 70 and 5 per cent.

Gen. Bronzed	per pair	0 40	0 65

CARPET STRETCHERS.

American	per doz.	1 00	1 50
Bullard's	"	....	6 50

CASTORS.

Bed, new list, discount 55 to 57½ per cent.
Plate, discount 52½ to 57½ per cent.

CATTLE LEADERS.

Nos. 31 and 32	per gross	8 50	9 50

CHALK.

Carpenters' Colored	per gross	0 45	0 75
White lump	per cwt.	0 60	0 65
Red		0 05	0 06
Crayon	per gross	0 14	0 18

CHISELS.

Socket, Framing and Firmer.

Broad's, discount 60 and 10 per cent.
Warnock's, discount 50 and 10 per cent.
P. S. & W. Extra, discount 60 and 10 per cent

CHURN.

Revolving Churns, metal frames–No. 0, $8 No. 1, $8.50; No. 2, $9.00; No. 3, $10.00 No. 4, $12.00; No. 5, $16.00 each. Ditto wood frames, 20c. each less than the above. Discounts: Factories, 53 per cent.; delivered from stock in Montreal, 51 per cent. Terms 4 months or 3 per cent. cash in 30 days.

Churn frames, including bearings, levers, etc. Nos. 0, 1, 2 and 3, wood, $2.40; and 4 and 5, $2.65. Metal frames, 25c. extra. Discount 15 per cent., net 30 days.

CLIPS.

Axle, discount 65 per cent.

CLOSETS.

	Net.
Plain York or Ontario Syphon Jet	$9 60
Emb. " " "	10 20
Fittings	1 00
Plain Elgin or Teu. Syphon Washout	6 00
Emb. " " "	6 60
Fittings	1 25
Low Down Elgin or Teutonic, plain	6 00
Low " " " emb.	6 50
Plain Richelieu	4 25
Emb. "	4 50
Connections	1 25
Low Down Ontario Syphon Jet, plain	11 70
Low " " " emb'd.	12 30
Closet connection	1 25
Basins, P.O., 14-in	0 70
Basins, oval, 17 x 14-in.	1 50
Basins, " 19 x 15-in.	2 25

COMPASSES, DIVIDERS, ETC.

American, discount 62½ to 65 per cent.

CONDUCTOR PIPE.

Plain or Corrugated.

2-inch	per 100 feet	3 00
3 "	" "	4 00
4 "	" "	5 25
5 "	" "	6 75
6 "	" "	9 00

CRADLES, GRAIN.

Canadian, discount 20 to 25 per cent.

CROSSCUT SAW HANDLES.

S. & D., No. 3	per pair	0 17½
S. & D., " 5	"	0 22½
S. & D., " 6	"	0 15
Boynton pattern	"	0 20

DOOR SPRINGS.

Torrey's Rod (15 p.c.), per doz.	....	2 00
Coil "	0 88	1 60
English "	2 00	4 00

DRAW KNIVES.

Coach and Wagon, discount 50 and 10 per cent.
Carpenters', discount 60 and 10 per cent.

We Make the Goods You Want

because your customers want the goods we make. Send us your orders for BUILDING PAPERS, ROOFING FELTS, WIRE EDGED READY ROOFING, and all parties will be satisfied.

The Paterson Mfg. Co., Limited

Toronto and Montreal.

DRILLS.

Hand and Breast.

Millar's Falls, per doz., net list.

DRILL BITS.

Morse, discount 37½ to 40 per cent.
Standard, discount 50 and 5 to 55 per cent.

FAUCETS.

Common, cork-lined, discount 35 per cent.

EAVETROUGHS.

10-inch . ...per 100 ft. 3 10

ELBOWS (stovepipe.)

and 6-inch, common....... per doz. 1 20
7-inch....................... " 1 35
Polished, 15c. per dozen extra.

ESCUTCHEONS.

Discount 40 per cent.

ESCUTCHEON PINS.

Iron, discount 40 per cent.

FACTORY MILK CANS.

Discount off revised list, 40 per cent.

FILES AND RASPS.

Great Western............70 and 10 per cent.
Arcade....................70 " 10 "
Kearney & Foot ....70 " 10 "
Disston's..................70 " 10 "
American.................70 " 10 "
J. Barton Smith ....70 " 10 "
McClellan ....70 " 10 "
Eagle ....70 " 10 "
Nicholson, 60 and 10 to 60, 10 and 5 "
Royal ....80 "
Globe ....70 to 75 "
Black Diamond, 60 and 10 to 60, 10 and 5 per cent.
Jowitt's, English list, 25 to 27½ per cent.
Nicholson File Co.'s "Simplicity" file handle, per gross 85c. to $1.50.

GLASS.

Window. Box Price.

Size United Inches.	Star Per 50 ft.	Star Per 100 ft.	D. Diamond Per 50 ft.	D. Diamond Per 100 ft.
Under 26......	2 0	3 80	....	6 75
26 to 40......	2 10	4 00	....	7 25
41 to 50......	....	4 50	....	8 75
51 to 60......	....	4 75	....	10 00
61 to 70......	....	5 c0	....	11 51
71 to 80......	....	5 50	....	12 50
81 to 85......	....	....	....	14 00
86 to 90......	....	....	....	16 50
91 to 95......	....	....	....	18 00
96 to 100......	....	....	....	20 00

A discount of 25 per cent. is offered on "Double Diamond."

GAUGES.

Marking, Mortise, Etc.

Stanley's, discount 50 to 55 per cent.

Wire Gauges.

Winn's, Nos. 26 to 33 ....each 1 65 2 40

HALTERS.

Rope, ⅜-inch ....per gross ....
Rope, ½ " .... " 9 00
Rope, ⅝ to ¾-inch .... " 14 00
Leather, 1-inch......per doz. 3 87½ 4 00
Leather, 1¼ " ...... " 5 15 5 20
Web................. " 1 87 2 45

HAMMERS.

Nail.

Maydole's, discount 5 to 10 per cent. Canadian discount 25 to 27½ per cent

Tack.

Magnetic ....per doz. 1 10 1 20

Sl ge.

Canadian.............per lb. 0 07½ 0 08½

Ball Pean.

English and Canadian, per lb. 0 22 0 25

HANDLES.

Axe, 2nd growth, per doz. net 3 00 4 00
ore door........ ...per doz. 1 00 1 50

Fork.

C. & B., discount 40 per cent., revised list.

Hoe.

C. & B., discount 40 per cent., revised list.

Saw.

American............per doz 1 00 1 25

Plane.

American .... per gross 3 15 3 75

Hammer and Hatchet.

Canadian, discount 40 per cent.

Cross-Cut Saws.

Canadian............per pair 0 13¾

HANGERS. doz. pairs.

Steel barn door............... 5 85 6 00
Stearns, 4-inch 5 00
" 5-inch 6 50
Lane's covered –
No. 11, 5-foot run 8 40
No. 11½, 10-foot run 10 80
No. 12, 10-foot run.......... .... 12 60
No. 14, 15-foot run.......... .... 21 00
Lane's O.N.T. track, per foot 0 04½

HARVEST TOOLS.

Discount 60 per cent.

HATCHETS.

Canadian, discount 40 to 42½ per cent.

HAT ENAMEL.

Henderson & Potts' "Anchor Brand'

HINGES.

Blind, Parker's, discount 16⅔ per cent.
Heavy T and strap, 4-in., per lb....... 0 06½
" " 5-in., " 0 06¼
" " 6-in., " 0 06
" " 8-in., " 0 05¾
" " 10-in., " 0 05½
Light T and strap, discount 65 and 5 per cent
Screw hook and hinge
6 to 10 in......... per 100 lb. 4 50
12 in. up.......... " 3 25
Spring.......... per gro. pairs 10 50

HOES.

Garden, Mortar, etc., discount 60 per cent.
Planter.............. per doz. 4 00 4 50

HOLLOW WARE.

Discount 45 and 5 per cent.

HOOKS.

Cast Iron.

Bird cage............ per doz. 0 50 1 10
Clothes line.......... " 0 27 0 63
Harness.............. " 0 72 0 88
Hat and coat .. .. per gro. 1 00 3 00
Chandelier ....per doz. 0 50 1 00

Wrought Iron.

Wrought hooks and staples, Canadian discount 47½ per cent.

Wire.

Hat and coat, discount 45 per cent.
Belt ....per 1,000 .... 0 60
Screw, bright, discount 55 per cent.

HORSE NAILS.

"C" brand, 40, 10 and 7½ per cent. off list } Oval
"M" brand, 50, 10 and 5 per cent. } head
Countersunk, 65 per cent.
"Monarch," 65 per cent.
"Peerless" 50 and 7½ per cent. dis.

HORSESHOES.

Iron Shoes.	F.O.B. Montreal No. 2 and larger.	No. 1 and smaller.
Light, medium and heavy....	3 35	3 60
Snow shoes	3 60	3 85
Steel Shoes.		
Light	3 45	3 70
Featherweight (all sizes)......	4 85	4 85

F.O.B. Toronto, Hamilton, London and Guelph, 10c. per keg additional.
Toe weight steel shoes........ .... 6 70

JAPANNED WARE.

Discount 45 and 5 per cent. off list, June 1899

ICE PICKS.

Star... ....per doz. 00 3 25

KETTLES.

Brass spun, 7½ per cent. discount off new list.
Copper .... per lb. 0 30 0 50
American, 60 and 10 to 65 and 5 per cent.

KEYS.

Lock, Canadian dis. 40 to 40 and 10 per cent.
Cabinet, trunk and padlock,
American .... per gross 0 60

KNOBS.

Door, japanned and N.P., per doz.......................... 1 50 2 50
Bronze, Berlin....... per doz. 2 75 3 25
Bronze, Genuine .... " 6 00 9 00
Shutter, porcelain, F. & L. screw .... per gross 1 30 4 00
White door knobs....per doz. 1 00

HAY KNIVES.

Net prices.

LAMP WICKS.

Discount, 60 per cent.

LANTERNS.

Cold Blast...................per doz. 7 00
No. 3, "Wright's" .... " 8 50
Ordinary, with O burner. ... " 4 00
Dashboard, cold blast........ " 9 00
No. 0 .... " 5 75
Japanning, 50c. per doz. extra.

LEMON SQUEEZERS.

Porcelain lined...... per doz. 2 20 5 60
Galvanized.......... " 1 87 3 85
King, wood.......... " 2 75 2 90
King, glass.......... " 4 00 4 50
All glass .... " 0 50 0 90

LINES.

Fish .... per gross 1 05 2 50
Chalk .... " 1 90 7 40

LAWN MOWERS.

Woodyatt, 12-in. wheel 7 50
Star " 5 50
Daisy " 4 90
Philadelphia, 12-in. wheel............ 6 50
Ontario, " 14 25
Discount, 50 per cent.

Maxwell & Sons :

10½-in. high wheel............ 7 50 10 00
9-in.......................... 5 50 6 25
8-in.......................... 49 0 5 50
Discount 50 per cent.

LOCKS.

Canadian, 40 to 40 and 10 per cent.
Russell & Erwin......per doz. 3 00 3 25

Cabinet.

Eagle, discount 30 per cent.

Padlocks.

English and Am..... per doz. 0 50 6 0
Eagle, discount 20 to 25 per cent.

MACHINE SCREWS.

Iron and Brass.

Flat head, discount 25 per cent.
Round head, discount 20 per cent.

MALLETS.

Tinsmiths'...........per doz. 1 25 1 50
Carpenters', hickory, " 1 25 3 75
Lignum Vitae........ " 3 85 5 00
Caulking, each 0 60 2 00

MATTOCKS.

Canadian............ per doz. 5 50 6 50

MEAT CUTTERS.

American, discount 33⅓ per cent.
German, 15 per cent.
Gem ....each 1 15

MILK CAN TRIMMINGS.

Discount 25 per cent.

NAILS.	Cut.	Wire.
2d and 3d	3 45	3 45
3d	3 10	3 12
4 and 5d......................	2 85	2 95
6 and 7d	2 75	2 80
8 and 9d	2 60	2 60
10 and 12d	2 55	2 55
16 and 20d..	2 50	2 50
30, 40, 50 and 60d (base)	2 45	2 45

Cut nails in carlots 5c. less.
Wire nails in carlots are $2.40.
Steel cut nails 10c. extra.
Miscellaneous wire nails, discount 75 per cent.
Coopers' nails, discount 30 per

NAIL PULLERS.

German and American 1 75 3 50

NAIL SETS

Square, round and octagon, per gross.................... 3 38 4 00
Diamond 1 00 2 00

POULTRY NETTING.

2-in. Mesh, 19 w.g., dis. 60 per cent.
2-in. Mesh, 16 w.g. and heavier, 50 p.c.

OAKUM.

U. S. Navy ....per 100 lb. 6 75
Plumbers .... " 3 00

OILERS.

McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 00
Zinc and tin, discount 50, 50 and 10 per cent
Copper .... per doz. 1 25 3 50
Brass...... .... " 1 50 3 50
Malleable, discount 25 per cent

GALVANIZED PAILS.

Dufferin pattern pails, discount 45 per cent
Flaring pattern, discount 45 per cent
Galvanized washtubs, discount 45 per cent

PIECED WARE.

Discount 40 per cent off list, June, 1899.
10-qt. flaring sap buckets, discount 40 per cent
6, 10 and 14-qt flaring pails, dis. 40 per cent.
Creamer cans, discount 40 per cent.

PICKS.

Per dozen 6 00 9 00

PICTURE NAILS.

Porcelain head ......per gross 1 35 1 50
Brass head.......... " 0 40 1 00

PICTURE WIRE.

Tin and gilt, discount 75 per cent.

PINE TAR.

½ pint in tins ....per gross . . 7 80
1 " " .... " 9 60

PLANES.

Wood bench, Canadian discount 40 per cent., American discount 50 per cent.
Wood, fancy Canadian or American, 37½ to 40 per cent.

PLANE IRONS.

English ....per doz. 2 00 5 00

PLIERS AND NIPPERS.

Button's genuine, per doz. pairs, discount 37½ to 40 per cent.
Button's imitation....per doz. 5 00 9 00
German .... " 0 60 2 60

PLUMBERS' BRASS GOODS.

Standard Compression work, dis. 60 per cent.
"J.M.T." Cushion work, discount 50 per cent.
Fuller work, discount 65 per cent.
6 dozen lots and over of the above, extra discount 10 per cent.
Lever handle Stops and Waste, discount 60 per cent. With, in lots of 2 dozen and over, an extra discount of 10 per cent
"J.M.T." Globe, Angle and Check Valves, discount 55 per cent.
Standard Globe, Angle and Check Valves, discount 65 per cent.
"J.M.T." Radiator Valves, discount 55 per cent.
Standard Radiator Valves, discount 65 per cent.
Patent Quick-Opening Valves, discount 70 per cent.
No. 1 compression bath cock net 2 00
No. 4 " " . . 2 00
No. 7 Fuller's .... " 2 20
No. 4½, " .. .. " 2 35
Patent Compression Cushion, basin cock, hot and cold per doz 15 00
Patent Compression Cushion, bath cock, No 2208. . . 2 25
Square head brass cocks, discount 60 per cent
" " [illegible] " 60 "
Competition Globe, Angle and Check Valve discount 70 per cent
Thompson Smoke-test Machine $25.00

Our New **GLASS CATALOGUE**

The most complete work ever issued.

Containing much useful and important information and instruction on all kinds of glass—which you ought to know—as well as a numerous variety of designs and illustrations of glass now used in modern buildings.

EVERY KIND OF PLATE AND WINDOW GLASS IN STOCK.

TORONTO PLATE GLASS IMPORTING CO.,

Hill & Rutherford

Warerooms and Offices—135 to 143 Victoria St.
Bending Works—209 to 213 Victoria St.

TORONTO

PRESSED SPIKES

Discount 20 per cent.

PULLEYS

Hothouse	per doz	0 55	1 00
Axle	"	0 22	0 33
Screw	"	0 27	1 00
Awning	"	0 35	2 50

PUMPS

Canadian cistern	1 80	3 60
Canadian pitcher spout	1 40	2 10

PUNCHES

Saddlers	per doz	1 00	1 85
Cordwainers	"	9 00	15 00
Trimmers, solid	per set	....	0 72
" hollow	per inch	....	1 00

RANGE BOILERS.

Dominion, 30 gallon	net		6 00
" 35 "	"		7 00
" 40 "	"		8 00
Ronald's Galvanized, 30 gallon,	"		7 40
" " 35 "	"		8 40
" " 40 "	"		9 60
Copper, 30 gallon	"		22 00
" 35 "	"		24 00
" 40 "	"		28 00

Discount off copper boilers 15 per cent.

RAKES

Wood	per doz net	1 20 up.

RAZORS. per doz.

Elliots	4 00	18 00
Geo. Butler's & Co.'s	4 00	18 00
Rikers	7 50	11 00
" King Cutter	12 50	15 00
Wade & Butchers	3 60	10 00
Theile & Quacks	7 00	12 00
Barley's	6 00	12 00
Barley's Brantford	10 00	11 00
Cattle Magnetic	....	15 00
Griffon Barber's Favorite	....	10 75
Griffon No. 65	....	13 00
Griffon Safety Razors	....	13 50
Griffon Stropping Machines	....	13 50
Lewis Bros. " Klean Kutter	8 50	10 50

REGISTERS

Discount 40 per cent.

RIVETS AND BURRS

Iron Rivets, black and tinned, discount 60 and 10 per cent.

Iron Burrs, discount 55 per cent.

Extras on Iron Rivets in 1-lb cartons, ½c. per lb.

Extras on Iron Rivets in ½-lb cartons, 1c. per lb.

Copper Rivets, with usual proportion burrs, 45 per cent. discount. Cartons, 1c per lb extra net.

Copper Burrs only discount 20 and 10 per cent.

Extras on Tinned or Coppered Rivets, ½-lb cartons, 1c. per lb.

RIVET SETS

Canadian, discount 70 and 5 per cent.

ROOFING

Sisal	0 10½
Pure Manilla	0 14
"British" Manilla	0 11½
Cotton, 3-ply inch and larger	0 16
" 5-32 inch	0 21
" ¼ inch	0 22
Russia Deep Sea	0 15
Jute	0 08
Lath Yarn, single	0 06½
" double	0 11
Sisal bed cord, 48 feet per doz	0 65
" " 60 feet "	0 80
" " 72 feet "	0 95

RULES

Boxwood, discount 55 per cent.

Ivory, discount 37½ to 40 per cent.

SAD IRONS

Mrs. Potts, No. 55 polished	per set	0 70
" No. 50, nickle plated	"	0 80

SAND AND EMERY PAPER

B & A sand, discount, 40 and 5 per cent.

Emery, discount 40 per cent.

Garnet (Burton's) 5 to 10 per cent advance on list.

SAP SPOUTS.

Bronzed iron with hooks	per 1,000	9 50

SAWS.

Hand, Disston's, discount 12½ per cent.

S. & D., discount 40 per cent.

Crosscut, Disston's per foot 0 35 0 55

S. & D., discount 35 per cent. on Nos. 2 and 3.

Hack, complete each 0 75 2 75

" frame only 0 75

SASH WEIGHTS.

Sectional	per 100 lb.	2 50	2 75
Solid	"	1 75	2 00

SASH CORD.

Per lb		0 24	0 30

SAW SETS. per doz.

Lincoln and Whiting		4 75
Hand Sets, No. 1 Woodyatt (Morrill)		4 25
X-Cut Sets, No. 3 Woodyatt (Morrill)		9 50

SCALES.

Gurney Standard, 40 per cent.

Gurney Champion, 50 per cent.

Burrow, Stewart & Milne—
Imperial Standard, discount 40 per cent.
Weigh Beams, discount 35 per cent.
Champion Scales, discount 50 per cent.

Fairbanks standard, discount 35 per cent.
" Dominion, discount 55 per cent
" Richelieu, discount 55 per cent.

Warren's new Standard, discount 40 per cent.
" " Champion, discount 50 per cent.
" Weighbeams, discount 35 per cent.

SCREW DRIVERS.

Sargent's	per doz.	0 65	1 00

SCREEN DOORS.

Common doors, 2 or 3 panel, walnut stained, 4-in. style per doz. 6 80

Common doors, 2 or 3 panel, yellow and green stained, 4-in. style per doz. 7 00

Common doors, 2 or 3 panel, in natural colors, oil finish per doz. 8 15

3-in. style 20c. per dozen less.

SCREWS.

Wood, F. H., bright and steel, discount 87½ per cent.

Wood, R. H., bright, dis. 82½ per cent.
" F. H., brass, dis. 80 per cent.
" R. H., " dis. 75 per cent.
" F. H., bronze, dis. 75 per cent.
" R. H., " dis. 70 per cent.

Drive Screws, dis. 87½ per cent.

Bench, wood	per doz.	3 25	4 00
" iron		4 25	5 00

Set, case hardened, dis. 60 per cent.

Square Cap, dis. 50 and 5 per cent.

Hexagon Cap, dis. 45 per cent.

SCYTHES.

Per doz. net		6 00	9 00

SCYTHE SNATHS.

Canadian, discount 40 per cent.

SHEARS.

Bailey Cutlery Co., full nickeled, discount 2½ per cent.

Bailey Cutlery, Japan Handles, discount 67½ per cent.

Seymour's, discount 50 and 10 per cent.

SHOVELS AND SPADES.

Canadian, discount 45 per cent.

SINKS.

Cast iron, 16 x 24			0 85
" 18 x 30			1 00
" 18 x 36			1 40

SNAPS.

Harness, German, discount 25 per cent.

Lock Andrews 4 50 11 50

SOLDERING IRONS

1 lb.	per lb.		37
2 lb. or over	"		0 34

SQUARES

Iron, No. 493	per doz	2 40	2 55
" No. 494	"	3 25	3 40

Steel, discount 10 to 60 and 5 per cent.

Try and Bevel, discount 50 to 52½ per cent.

STAMPED WARE.

Plain, discount 75 and 12½ per cent. off revised list.

Retinned, discount 75 per cent off revised list

STAPLES.

Galvanized		3 25	3 50
Plain		2 90	3 15

Coopers', discount 45 per cent.

Poultry netting staples, discount 40 per cent.

STOCKS AND DIES.

American discount 25 per cent.

STONE.

Washita	per lb.	0 28	0 60
Hindostan	"	0 06	0 07
" slip	"	0 09	0 09
Labrador	"	....	0 13
" Axe	"	....	0 15
Turkey	"	....	0 50
Arkansas	"	....	1 50
Water-of-Ayr	"	....	0 10
Scythe	per gross	3 50	5 00
Grind, 2-in., 40 to 200 lb., per ton		....	25 00
" " under 40 lb., "		....	28 00
" under 2 in. thick, "		....	29 00

STOVEPIPES.

5 and 6 inch, per 100 lengths	....	7 00
7 inch	....	7 50

ENAMELINE STOVE POLISH.

No. 4, 3 doz. in case..net cash	....	4 80
No. 6, 3 doz. in ase.. "	....	8 40

TACKS, BRADS, ETC.

Carpet tacks, blued	80 and 15
" " tinned	80 and 20
" " (in kegs)	40
Cut tacks, blued, in dozens only	80
" ¼ weights	60
Swedes cut tacks, blued and tinned	
In bulk	80 and 10
In dozens	75
Swedes, upholsterers', bulk 85,	12½ and 12½
" brush, blued and tinned bulk	70
Swedes, gimp, blued, tinned and japanned	75 and 12½
Zinc tacks	35
Leather carpet tacks	55
Copper tacks	50
Copper nails	52½
Trunk nails, black	65 and 5
Trunk nails, tinned	65 and 10
Clout nails, blued	65 and 5
Chair nails	35
Patent brads	40
Fine finishing	40
Lining tacks, in papers	10
" " in bulk	15
" " solid heads, in bulk	75
Saddle nails, in papers	10
" " in bulk	15
Tufting buttons, 22 line, in dozens only	60
Zinc glaziers' points	5
Double pointed tacks, papers	90 and 10
" " " bulk	40
Clinch and duck rivets	45

TAPE LINES.

English, ass skin per doz.	2 75	5 00
English, Patent Leather	5 50	9 75
Chesterman's each	0 90	2 85
" steel each	0 80	8 00

TINNERS' SNIPS.

Bailey's, discount 25 per cent.

THERMOMETERS.

Tin case and dairy, discount 75 to 75 and 10 per cent.

TRAPS (steel.)

Game, Newhouse, discount 25 per cent.

Game, H. & N., P. S. & W., 65 per cent.

Game, steel, 72½, 75 per cent.

TROWELS.

Disston's, discount 10 per cent.

German	per doz.	4 75	6 00

S. & D., discount 35 per cent.

TWINES.

Bag, Russian	per lb.	....	0 27
Wrapping, cotton, 3-ply		....	0 19
" " 4-ply		....	0 23
Mattress	per lb.	0 33	0 45
Staging	"	0 27	0 35

VISES.

Wright's	....	0 13½
Brook's	....	0 12½
Pipe Vise, Hinge, No. 1	....	3 50
" " No. 2	....	5 50
Saw Vise	4 50	9 00

ENAMELLED WARE.

White, Princess, Turquoise, Blue and White discount 50 per cent.

Diamond, Famous, Premier, discount 50 and 10 per cent.

Granite or Pearl, Imperial, Crescent, discount 50, 10 and 10 per cent.

WIRE.

Smooth Steel Wire.

No. 0-9 gauge		$2 56
10 "	6c.	extra.
11 "	12c.	"
12 "	20c.	"
13 "	30c.	"
14 "	40c.	"
15 "	55c.	"
16 "	70c.	"

Add 60c. for coppering and $2 for tinning.

Extra net per 100 lb. Oiled wire 10c., spring wire $1.25, special hay baling wire 30c., best steel wire 75c., bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb. hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.

Fine Steel Wire, discount 25 per cent. List of extras: In 100-lb. lots: No. 17, $5—No. 18, $5.50—No. 19, $6—No. 20, $6.65—No. 21, $7—No. 22, $7.30 No. 23, $7.65 No. 24, $8—No. 25, $9—No. 26, $9.50—No. 27, $10 No. 28, $11 No. 29, $12 No. 30, $13 No. 31, $14—No. 32, $15—No. 33, $16—No. 34, $17. Extras net—tinned wire, Nos. 17-25, $2—Nos. 26-31, $4—Nos. 32-34, $6. Coppered, 5c.—oiling, 10c.—in 25-lb. bundles, 15c.—in 5 and 10-lb. bundles, 25c.—in 1-lb. hanks, 25c.—in ½-lb. hanks, 38c. in ¼-lb. hanks, 50c. packed in casks or cases, 15c. bagging or papering, 10c.

Brass wire, discount 62½ per cent. off the list.

Copper wire, discount 62½ per cent. net cash 30 days, f.o.b factory.

Galvanized wire, per 100 lb. Nos. 4 and 5, $3.70 to $3.90 Nos. 6, 7, 8, $3.15 to $3.35 No. 9, $2.50 — No. 10, $3.20 to $3.40 —No. 11, $3.25 to $3.45 — No. 12, $2.6[illegible] —No. 13, $2.75 No. 14, $3.75 to $3.95 No 15, $4.30—No. 16. $4.30. Base sizes, Nos. 6 to 9, $2.27½ f.o.b. Cleveland. In carlots 12½c. less.

Clothes Line Wire, regular 7 strand, No. 17, $4.65; No. 18, $2.90; No. 19, $2.60. Hollow 6 strand, No. 17, $4.30; No. 18, $2.70; No. 19, $2.35; No. 20, $2.30, f.o.b. Hamilton, Toronto, Montreal.

WIRE FENCING.

Galvanized barb	....	2 80
Galvanized, plain twist	....	2 90

Galvanized barb, f.o.b. Cleveland, $2 55½ in less than carlots, and $2 45 in carlots.

COILED SPRING WIRE.

High Carbon, No. 9	$2 75
" No. 11	3 40
" No. 12	2 95

WIRE CLOTH.

Painted Screen, per 100 sq. ft., net	1 50

Terms, 3 per cent. off 30 days.

WASTE COTTON.

Colored per lb.	0
White "	0 08

WRENCHES.

Acme, discount 35 to 37½ per cent.

Agricultural, discount 60 per cent.

Coe's Genuine, discount 20 to 25 per cent.

Towers' Engineer	each	2 00	7 00
" S.	per doz.	5 80	6 00
G. & K.'s Pipe	"	....	3 40
Burrell's Pipe	each	....	3 00
Pocket	per doz.	0 25	2 90

WRINGERS.

Leader	per doz.	30 00	33 00
Royal Canadian	"	....	24 00
Royal American	"	....	24 00
Sampson	"	....	24 00
Lightning	"	....	27 00

Terms, 4 months, or 3 per cent. 30 days

WROUGHT IRON WASHERS.

Canadian make, discount 40 per cent.

ALEXANDER GIBB

Manufacturers' Agent and Metal Broker,
13 St. John Street, Montreal

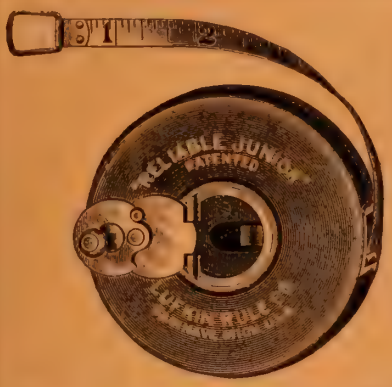
Representing British and American Manufacturers. Correspondence invited from firms wishing to be represented in Canada.

Standard Paint & Varnish Works
Limited
Makers of High Grade
Varnishes, Japans,
Paints, Colors & Enamels.
Windsor, Ont.

"Bailey Brand" Cutlery is best in quality.
"Bailey Brand" Cutlery is best in appearance.
"Bailey Brand" Cutlery is lowest in price.
"Bailey Brand" Cutlery is "Made in Canada."
"Bailey Brand" Cutlery is most profitable tc Merchant.
"Bailey Brand" Cutlery is most satisfactory to customer.
"Bailey Brand" Cutlery is all fully warranted.

Razors, Shears, Scissors, Tinners' Snips, Butcher Knives and Razors.

BAILEY CUTLERY CO.
BRANTFORD, ONT. Limited



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Steel, Metallic, Linen, Pocket, Ass Skin,
Pat. Leather, Bend Leather, Etc.

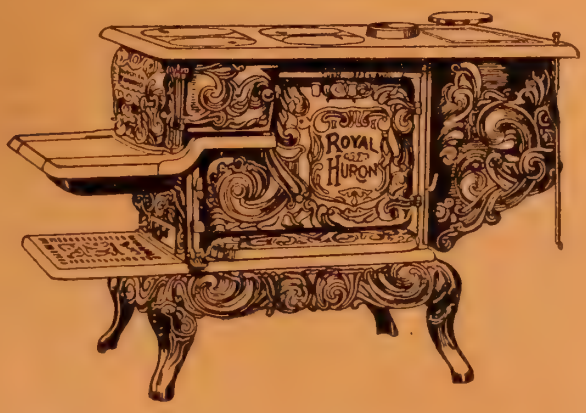
ARE THE BEST AND MOST POPULAR TAPES IN THE WORLD.
YOUR STOCK IS NOT COMPLETE WITHOUT THEM.

LUFKIN RULE CO., Saginaw, Mich, U.S.A.

New York City Branch—280 Broadway.

For sale by ALL PROMINENT CANADIAN HARDWARE JOBBERS.

"QUALITY FIRST AND ALWAYS."



DON'T CLOSE YOUR EARS...

to our arguments for HURON Stoves and Ranges.

Leading dealers everywhere acknowledge frankly that we have in the HURON the most modern, profitable and best-finished line that is on the market.

Why, then, continue to handle lines that are continually advancing and which you are unable to sell at a fair profit?

We are specialists in the stove business and our goods and prices are right.

THE WESTERN FOUNDRY CO., Wingham, Ont.

LIMITED.

Est. 1868 — Inc. 1895.

Black Diamond File Works

G. & H. Barnett Company

PHILADELPHIA

Twelve Medals

Awarded
By **JURORS** at
International Expositions
Special Prize
Gold Medal at Atlanta, 1895

RUBBER HOSE

FOR

Water	Air	Suction
Steam	Acids	Fire Protection
Gas	Brewers	Pneumatic Tools

SUPERIOR IN QUALITY.
SATISFACTORY IN SERVICE.

"Redstone" Sheet Packing

for High Pressures.

Does not Burn out or Blow out and requires no following up.

THE GUTTA PERCHA AND RUBBER MFG. CO.

OF TORONTO, LIMITED.

Head Office and Warerooms—
45-47-49 West Front St.

TORONTO,

Factories—115-165 West Lodge Ave.
124-148 O'Hara Ave.

CANADA.

We are prepared to quote lowest prices for the following:

Black and Galvanized Sheets	Tinned Sheets
Black Canada Plates	Copper Sheets
Galvanized Canada Plates	Sheet Zinc
Polished Canada Plates	Sheet Brass
Tin Plates	Brass Rods
Terne Plates	Brass Cased Tubing
Black Plates	Ingot Copper
	Ingot Tin
	Spelter

B. & S. H. THOMPSON & CO. LIMITED

53 St. Sulpice Street, MONTREAL.

VARNISHES AND JAPANS

McCASKILL, DOUGALL & CO.

Manufacturers MONTREAL

Standard Railway and Carriage Varnishes
Standard Boat and Spar Varnishes
—Won't turn white from the effects of water and sun
Standard Piano, Furniture and Decorative Varnishes
Zanzerine Transparent Wood Finishes and Varnishes
Architectural Varnishes

OFFICES:

161 Summer St., BOSTON, Mass., U.S.A.

30 St. John St., MONTREAL.

Unsurpassed for Value and Service.
Use LANGWELL'S BABBIT, - MONTREAL.

CANADIAN
HARDWARE
AND METAL MERCHANT

The Weekly Organ of the Hardware, Metal, Heating, Plumbing and Contracting Trades in Canada.

VOL. XV. MONTREAL AND TORONTO, JUNE 13, 1903. NO 24.

ANVILS BITS
HENRY BOKER
MANUFACTURER OF
ARROW BRAND
REGISTERED TRADE MARK
HARDWARE
SPECIALITIES OF ALL DESCRIPTIONS
Pliers Vices
For Sale by Leading Wholesale Hardware Houses.

"FLEUR DE LIS"
GALVANIZED IRON.

A warm favorite wherever tried.
Not a second quality.
Every sheet guaranteed.

JOHN LYSAGHT, Limited, Makers, BRISTOL, ENG.
A. C. LESLIE & CO., MONTREAL Managers Canadian Branch.

"Safford" Radiators

Manufactured for Heating all classes of Buildings by Hot Water or Steam. Made in different heights, beautiful designs. Plain or Ornamental.

THE DOMINION RADIATOR CO., Limited
Head Office and Works: DUFFERIN ST. TORONTO, CAN.

Cut Book 10 Page 169
M. & L.

GARDEN HOSE
—AND—
LAWN SPRINKLERS

Our stock of lawn goods is most complete, including Nozzles, Benches, Rollers, Vases, Hose Pliers, Couplings, Grass Rakes, Mowers, etc.

Write for Prices.

RICE LEWIS & SON
LIMITED
TORONTO.

SAMUEL, SONS & BENJAMIN, - - London and Liverpool, England.

M. & L. SAMUEL, BENJAMIN & CO.

General Importers and Exporters and Metal Merchants

27 Wellington St. West, TORONTO, ONT.

We carry in stock a full line of the following goods:

Antimony.
Brass—Sheets, Soft and Hard.
Rods and Tubes.
Canada Plates.
Copper—Bar and Ingot.
Pitts.
Rods and Tubes.
Sheathing, Roofing and Brazier's.
Copperine and Babbitt.
Cotton Waste.
Crucibles.
Eave Trough—Also Spikes and Cond. Hooks.
Iron—Band, Hoop and Rod.
Black and Tinned Sheet.
Galvanized, "Gordon Crown."
Russia, Genuine and Imitation.
Iron Pipe—Black and Galvanized.
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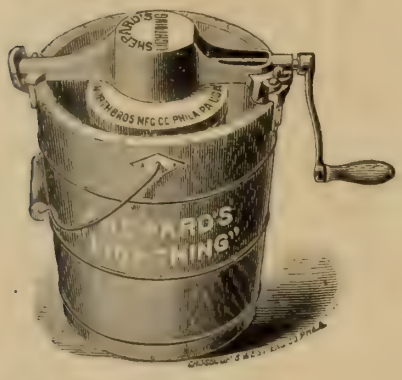

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3	"		7 "		

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Adjustable widths.

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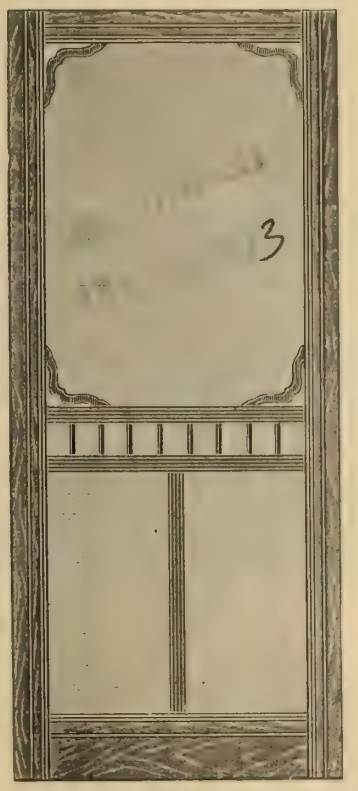

No. 3.

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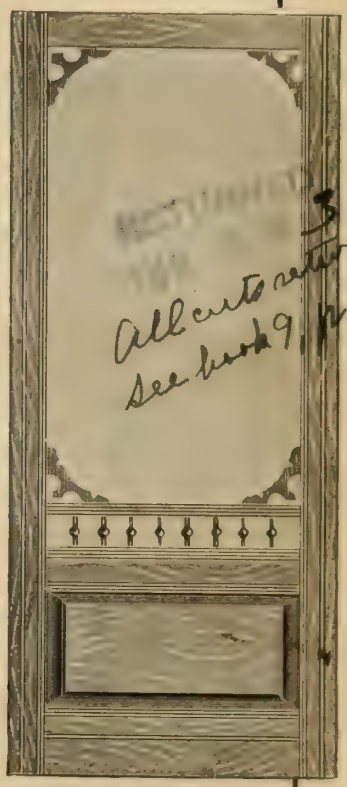

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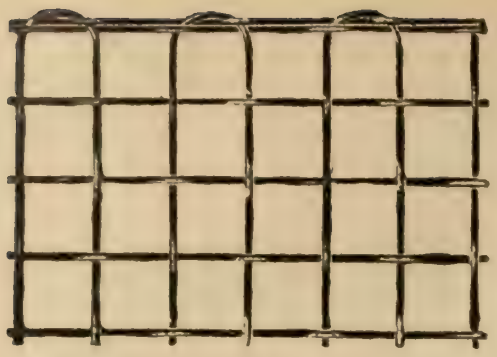

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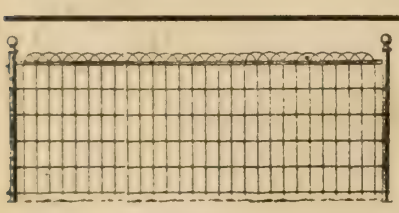

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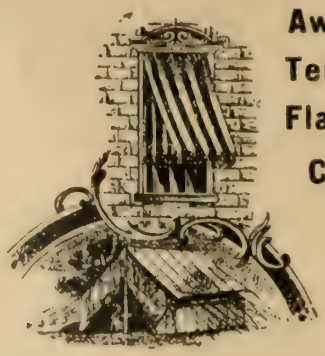

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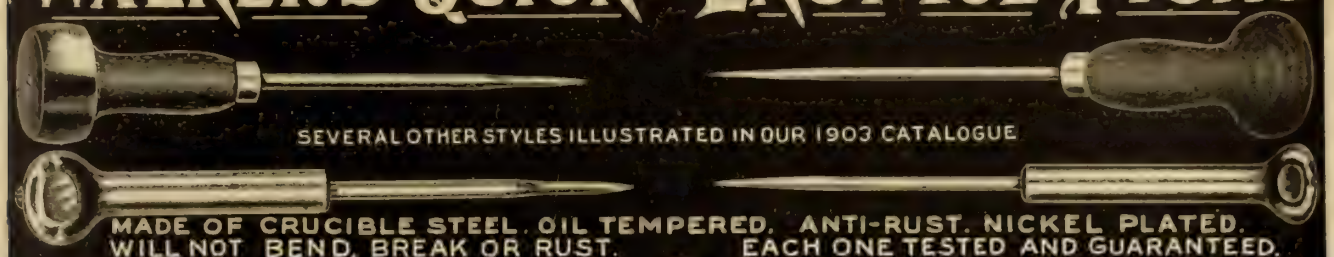

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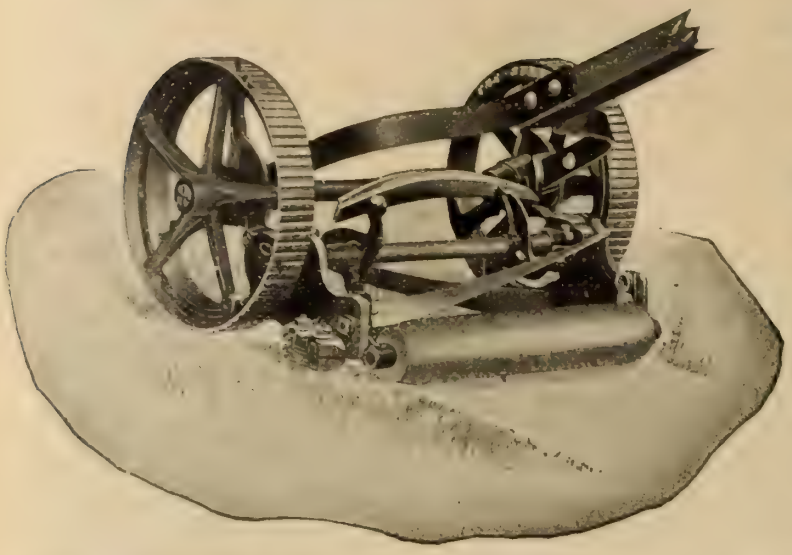

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HARDWARE AND METAL

VOL. XV. MONTREAL AND TORONTO, JUNE 13, 1903. NO. 24.

Subjects Being Discussed at Ottawa

Written for Hardware and Metal by a Member of Parliament.

A COUNTRY newspaper has recently been publishing the views of an eminent gentleman who spent the whole of two hours in the Commons' gallery, and was simply shocked at what his eyes beheld from that point of vantage. Slim attendance to start with, and, on the part of those actually present, indifferent attention, ranging all the way from listless interest, through reading of newspapers and writing of letters, to—Oh horror of horrors—peaceful slumber! This great statesman (in futuro) at once jumps to the conclusion that things have gone to the dogs at Ottawa, and that a radical change in the personnel, doubtless by the introduction of himself and others of his ilk, is absolutely necessary, if Canada is to be saved.

* * *

Strange as it may seem, there is, however, another side to the case, and the gallery wiseacre cannot be allowed to hold the fort unassailed. The House sat till 2.30 this morning (Wednesday, June 3). Committees were in full swing again at 10.30 a.m. till 1 p.m., again at 2.30 thereafter, until 5.15, by special leave of the House, without which no committee can lawfully sit while it is in session, while the House itself has been sitting from 3 to 6 p.m., and will sit to-night from 8 to midnight at the least, and possibly a good deal later. Does the average fair-minded man think that with such a programme as this it is to be wondered at if some of the members take a quiet nap at their desks while a matter of small importance is under discussion at the hands of a man who is possibly one of the champion bores of the House, or that attendance is somewhat slim when committees are sitting concurrently with the House; for even members of Parliament have not yet been able to solve the problem of being in two places at once. Add to the duties above enumerated a visit or two to the Departments on business connected with one's constituency, and the writing of from 15 to 20 letters a day—that would be about a fair average of an ordinary member—and it may be admitted that the sage whose strictures we have been examining is not altogether fair when he holds up the members as shirkers and careless representatives.

The work of one of the committees to which we have been referring has to-day been in connection with Bill No. 48, the object of which is to make compulsory the inspection of skins and hides. A large number of gentlemen connected with the butchering, hide and tanning industries were present, and a hot fight took place between the rival interests, as a result of which it seems likely that the inspection so far as it was to have affected calf skins will be abandoned. There was a general consensus of opinion that the present act, under which we have voluntary inspection, was very satisfactorily worked in the City of Montreal, but the credit for this was due almost entirely to a united effort on the part of the dealers, by which a fair and excellent inspection was had. It was stated by one of those present that whereas under old conditions about 75 per cent of the hides graded second and but 25 per cent. first, under the new regulations 80 per cent. graded first and but 20 per cent. second. The change was made in the better skinning secured by the imposition of certain penalties, which had practically eliminated cuts in the hides and other defects.

* * *

Those in favor of the bill argued strongly that its passage would bring up the standard all round to that of Montreal, with a like change in percentage between firsts and seconds. Let us see what this would mean to the trade in Canada as a whole. Suppose we take off 1,200,000 hides per annum, which is very near the mark. With 75 per cent. seconds we would have 900,000 of that quality and 300,000 firsts. Change the ratio to 80 per cent. first and we would get 960,000 firsts and but 240,000 seconds, or a gain of 660,000 to the better quality. As the difference in price between a first and second-class hide will average about 50c., we would increase the value of the product no less than $330,000 to the farmers (the producers) of Canada. . . While we are very far from saying that these figures are accurate, still we feel bound to assume that if compulsory inspection will result in more careful skinning, a large amount at least will be added to the revenue of the country, which, at present, is simply thrown away.

* * *

The Bill proposes to have the compulsory inspection apply only to the large centres of the trade, and the cities of Quebec, Montreal, Ottawa, Kingston, Toronto, Hamilton and London, but, after argument, it was decided to amend the section to make it apply to all centres which had a weekly trade of 300 hides. The main opposition to the measure seems to be on the part of those who sell largely for export to the United States. These maintain that the Americans insist on doing their own inspection at any rate, and that in consequence, they will be out just the amount of the Canadian inspection fees—no very small amount. It is possible that to meet this objection an amendment may be framed which will enable hides bought for export to be exempt from the operation of the act. But in this the difficulty lies in the

fact that it is impossible for the buyer of the hides to say when he is purchasing from what their destination, whether home or foreign, will be.

* * *

Of course it is a part of the regulation that hides inspected under the act will be classified and marked. This brings up the question: What of those hides sold in places too small to have an inspector? These will naturally be at a disadvantage in competition with those bearing the Government mark, which will soon get a trade reputation that will give them a standing in the market, whereas the hides from the small centres without this mark will have to be sold at a flat price. The buyer will have to assume a certain amount of risk in making his purchase, and as in all such cases, he will take pretty good care not to get the worst of the guessing game, while the good hides will fetch no more than the bad. It is all very well for the rain to fall alike upon the just and the unjust, but in matters commercial, quality should count for something. This was pointed out by a member of one of the rural constituencies, who, alive to the interests of his people, saw the danger and prepared to meet it. As a result, it was decided that while the hides from the small places could not from the very nature of the case be brought under the compulsory section of the act, they might still be accorded Government inspection on their shipment to the inspecting points. This will no doubt obviate the difficulty, and save the country dealer from the loss which hap-hazard dealing always entails.

* * *

The question of strikes came very near home to us in parliamentary circles, when recently the employes of the Printing Bureau, nearly 500 in number, threatened to go out unless their demands for increased pay were acceded to. This seems to be the period of labor run mad, for disinterested individuals are forced to admit that in many cases of to-day the men are as tyrannical and unreasonable in their demands as they claim capitalists have been in the past. This trouble in the Bureau is a striking example of kicking rather because the employes have "waxed fat," than because they had any real reason for doing so. The time, no doubt, seemed opportune to the men, who were not above applying the old maxim: "Thy necessity is my opportunity." The amount of printing which has to be done while the House is in session is immense, and much of it is of so urgent a character that to leave it undone would almost suspend business.

* * *

Now, in the matter of hours, pay and holidays, the Government employes were highly favored, in pay, receiving more than their brethren of either Toronto or Montreal, but the office was under control of the unions, and these seemed anxious to stir up trouble. Naturally, for the reason given, and quite possibly, for political reasons, too, the Government was most anxious to avoid the threatened strike, and compromise was resorted to, but in vain. The printers finally made up their minds to go out unless they got all of their demands satisfied, and the Government, driven desperate, turned the tables with amazing suddenness by locking the men out, and refusing to allow them to return to work unless on the Government terms. This heroic measure had a wonderfully rapid result, and to-day things are going along all right on the old basis, with the Government a Government in more than mere name. One excellent result of the little encounter is that hereafter instead of being a union office the Bureau will be an "open" one, and any honest and capable man will be eligible for employment there regardless of his trade associations. Thus we see that action founded in unreason often brings about the complete overthrow of its advocates, and leaves them in a position worse than that complained of. We do not wish to glory over the repulse of these men because they were "union," for we recognize that unions have a useful and necessary place in the economic conditions of our country, but we do rejoice in the defeat of tyranny, whether that tyranny comes from labor union or capitalist, and, unfortunately, cases of both are far from rare.

* * *

Senator Lougheed has certainly taken the bull by the horns in his bill lettered "H," recently under consideration in the Senate. He proposes to amend the Criminal Code by enacting as follows: "Everyone is guilty of an indictable offence and liable to two years imprisonment who, being a person not a British subject, whether residing in or out of Canada, does in Canada, incite, urge or induce workmen, by any act or means whatsoever, to quit any employment in which they are engaged, or to enter upon any strike with the object of enforcing additional wages or terms of employment from their employer." A large number of gentlemen turned up before the committee on the morning of June 4, representing interests affected by the proposed bill, and some heated argument resulted.

* * *

On the part of the international union it was maintained that while capitalists were free to unite in various undertakings, the capitalists being partly British and partly foreign subjects, a similar privilege should in justice be allowed the men. The assertion was made that no international union could order a strike—this was decided on by the local union, which had then to obtain leave from the international union. No dictation had ever been attempted by the larger organization, which had, on the contrary, had a very beneficial result on labor problems on both sides of the line. Mr. Ritchie, in arguing the case for the supporters of the bill, said that it was aimed at the walking delegate, who crossed the line to create mischief as a proof that he was an active fellow and earning his salary. He instanced the case of McLaughlin Brothers, of Ottawa, as one in which the objectionable and zealous foreigner had stirred up trouble that would never have arisen but for his presence. Surely, as the unions had pressed for legislation preventing manufacturers from importing alien labor, the present bill was not inconsistent, but strictly in line with their course of action. Again, it might be in the interests of manufacturers across the line to stir up industrial trouble in Canada, and in the clever and unscrupulous walking delegate he found a ready means. He pointed out clearly that the bill did not touch the case of a man who came to conciliate, only the firebrand was mentioned or aimed at.

"UNREASONABLE" MANUFACTURERS

"WHAT unreasonable persons the manufacturing classes are!" growled the handsomely dressed labor leader, blowing a cloud of smoke to the ceiling from his fragrant Havana, as he tilted his chair back in his sumptuously furnished office at the Labor Union Headquarters one morning in the spring of 1920.

"I see by the morning papers that the Manufacturers' Organization claims that the different manufacturers in the United States are receiving so little work now in return for the wages they are paying their employes that they are not able to properly support themselves and their families, owing to the greatly increased cost of living of late, and they threaten to strike."

'So I have noticed," testily exclaimed the Secretary of the Labor Union. "While I believe that an employer is worthy of receiving service in return for his money I have no sympathy for them

WIRE NAILS
TACKS
WIRE

Prompt Shipment

The ONTARIO TACK CO.
Limited
HAMILTON, ONT.

in this instance. Why, our men are working six hours a day for them. What do they expect for their money? I hold that any sober, industrious manufacturing man should be able to support his family comfortably on the service our men are rendering them. Of course, we don't expect them to be able to own yachts and automobiles such as we wealthy laboring men have, or to live in Fifth Avenue mansions such as ours, but they should be able to get along respectably—and what more should they want?"

"My opinion exactly! They don't seem to know when they are well off. They are making a great kick at our forcing them to purchase only raw materials that have the Union label on them, claiming that they can buy the same materials much cheaper from independent producers."

"What ingratitude!"

"Yes; and they even go so far as to assert that we are making it so expensive for them to manufacture things that the market is being flooded with cheap, common foreign manufactured articles that they only see ruin and bankruptcy staring them in the face. There is to be an Unemployed Capitalists' Parade tomorrow of employers who own manufacturing plants that are shut down."

"Poppycock! We have got their walking delegates and capital agitators to thank for all this," exclaimed the Secretary, savagely. "Men who never so much as manufactured a single article or managed a coal mine a day in their lives go about exciting discontent among the guileless manufacturers and capitalists. You would think that an intelligent manufacturing man would see through their talk, but he doesn't."

"Let's see, what do they demand?" asked the Labor Leader anxiously. "I was so disgusted when I saw the heading 'The Manufacturers' Organization to Strike' in the morning paper that I couldn't read the article intelligently."

"First and foremost," responded the Labor Secretary, "they demand that the laboring men do 10 per cent. more work a day; second, that they be allowed to purchase raw manufacturing materials wherever they choose; third, that a day's pay shall consist of only $11, instead of $13.75, as now; and fourth, that the laboring men shall work only for the Manufacturers' Organization manufactories."

"Preposterous!"

"Certainly! They would take away a Union laboring man's inalienable right to work for whatever mine or manufacturing company he pleases! What is this free country of ours coming to, I should like to know!"—N. Y. Times.

Working Together.

Next to the recognized high quality of ***The Sherwin-Williams Paints and The Sherwin-Williams Varnishes,*** the principal reason why S.-W.P. agents are more successful than other paint dealers is the way we work with them.

To get a good agent is only half our aim, the other half is to help him build up his paint business. We work with all our agents from the very moment they place our goods on their shelves. We believe that it is an essential part of our duty to help keep our products moving off the agents' shelves. It is by practising that belief that we have been able to build up the largest paint and varnish business in the world.

Our booklet "B—13" describes fully the way we shall work with you if you will take the agency for our products. Write for copy to-day.

THE SHERWIN-WILLIAMS CO.

PAINT AND VARNISH MAKERS.

CLEVELAND, CHICAGO, NEW YORK, NEWARK, BOSTON, KANSAS CITY, SAN FRANCISCO, LOS ANGELES, MINNEAPOLIS, MONTREAL, TORONTO WINNIPEG.

CANADIAN DIVISION

HEADQUARTERS & PAINT FACTORY
21 St. Antoine Street, Montreal.

VARNISH FACTORY.
St. Patrick Street, Montreal.

TORONTO DEPOT.
86 York Street.

WINNIPEG DEPOT.
147 Banatyne St., East.

NEW ZEALAND AND THE PREFERENCE.

Press despatches from Wellington, New Zealand, say that Premier Seddon, of New Zealand, has declared that the only way by which Great Britain could break down the fiscal barriers against her commerce would be by a preferential tariff between the colonies and the Mother Country. At the next session the Parliament of New Zealand would, he stated, be asked to ratify an agreement made at the conference at London between the colonial premiers and Colonial Secretary Chamberlain, on the lines of the preference given by Canada.

Premier Seddon concluded his statement by declaring that if the Mother Country scouted the proposed preferences the colonies would soon make reciprocity treaties with other countries. In other words, Premier Seddon threatens that unless the United Kingdom helps forward the movement for closer commercial relations within the Empire she will soon see the colonies giving preferences to foreign nations which she will not herself enjoy.

INQUIRIES ABOUT CANADIAN GOODS.

The following were among the recent inquiries relating to Canadian trade received at the Canadian Government office in London:

1. A West of England manufacturer of chair webs and twines, saddlery webs and twines, has made inquiry with a view to increasing his Canadian connection.

2. A Liverpool firm desires to hear from Canadian manufacturers who require active representation in Great Britain and West Africa, where they have important connections.

3. A Bristol produce broker wishes to get into touch with responsible Canadian shippers of bacon,

butter and cheese, who require representation in his district.

4. A correspondent in Staffordshire has asked to be placed in communication with producers of felspar and gypsum in Canada.

5. A London importer wishes to correspond direct with large producers in Canada of flour, mealies, oats, wheat, barley and lumber.

POWDER FACTORY BURNED.

A. L. Howard & Co.'s powder factory at Capelton, Que., was destroyed by fire on Wednesday night, June 3. The cause of the fire is unknown. Fortunately there were no explosions in the building as the work of manufacturing had been finished for the season, but the loss on the building is reported to have been heavy.

MEN AFRAID TO TALK.

The man who tells everything he knows has no business in business. He makes trouble for himself and for every person with whom he comes in business contact. On the other hand, just as great a nuisance is the foxy, suspicious, narrow-minded, close-mouthed individual who is afraid to talk business for fear he will give away to his competitors some trick of the trade. Men who are engaged in the same line of business, although in sharp competition, still have much in common and many mutual interests. They need not necessarily pool their interests or form a trust, but the more successful ones are always those who are broad enough in their business policy and liberal enough in their attitude of mind to co-operate with their fellows when the opportunity presents itself.—Agricultural Advertising.

"COMET" BRAND SHEETS.

Attention is called to the advertisement of W. Gilbertson & Co., Limited, of their "Comet" brand galvanized sheets and galvanized Canada plates. This brand has been on the market for several years now, and the Canadian agent states that the sales are increasing every year, and that there are more of their galvanized Canadian plates brought into this market than any other make.

ALUMINUM AS AN ABRASIVE.

It has been discovered in Germany that aluminum is valuable in sharpening cutlery. The metal apparently has the structure of a fine stone and possesses a good dissolving power. It moreover develops during the whetting process an exceedingly fine metal setting substance, greasy to touch, while showing strong adhesion for steel. The knives in a short time obtain such a razor like edge that it is said that even the best whetstone cannot compete with the result.

32 Years of Experience

have taught us how to scientifically produce the best revolver the world has ever known for the least money. It has taught us how to make a hard, accurate-shooting weapon and combine with it the heretofore unknown feature of **impossible accidental discharge.** It has the experience reflected in every

Iver Johnson Revolver

Catalog mailed free upon application.

Iver Johnson's Arms & Cycle Works,

New York Office: 99 Chambers St.

FITCHBURG, MASS.

A SYMPOSIUM.

"WHAT is the secret of success?" asked the Sphinx:

"Push," said the Button.

"Take pains," said the Window.

"Never be led," said the Pencil.

"Be up-to-date," said the Calendar.

"Always keep cool," said the Ice."

"Do business on tick," said the Clock.

"Never lose your head," said the Barrel.

"Do a driving business," said the Hammer.

"Aspire to greater things," said the Nutmeg.

"Make light of everything," said the Fire."

"Make much of small things," said the Microscope.

"Never do anything off hand," said the Glove.

"Spend much time in reflection." said the Mirror.

"Do the work you are suited for," said the Flue.

"Get a good pull with the ring," said the Door-bell.

"Be sharp in all your dealings," said the Knife.

"Find a good thing and stick to it," said the Glue.

"Trust to your stars for success," said the Night.

"Strive to make a good impression," said the Seal.

"Turn all things to your advantage," said the Lathe.

"Make the most of your good points," said the Compass.

"Be always on the lookout for a snap," said the Camera.

"Be ever ready to do a good turn for anyone," said the Crank.

"Never take sides, but be round when you're wanted," said the Ball.

"Sacrifice yourself, that through you others may succeed," said the Orange.

"Keep a good heart, though you be drawn and quartered for it." said the Oak.

—New York Life.

GERMANY AND CANADA.

The following is a contribution which The Montreal Herald gives on the present trade situation between Canada and Germany.

KAISER VS. CANADA.

Some deep and earnest thinking is
The Kaiser doing now,
He'll gladly jump on Canada
And raise another row,
He'll also raise the tariff up
As quick as he knows how.

The apples that we sent him once
He'll slam into the sea,
A tax of 99 per cent.
Is just the thing that he
Will put on wheat and barley and
The product of the bee.

Our corn and oats are other things
That hit his royal eye,
He'll raise the tax on them all right,
And also cheese and rye,
Der Kaiser 'll put a tax on them
Or know the reason why.

His Royal Jinks is mad, all right,
And mad enough to burst,
At thoughts of us he frets and fumes,
But that is not the worst,
He's mad to think we're overjoyed
That we have hit him first.

H. S. HOWLAND, SONS & CO., LIMITED

WHOLESALE ONLY — 37-39 West Front Street, **Toronto.** — WHOLESALE ONLY

"Frezo" Freezer.

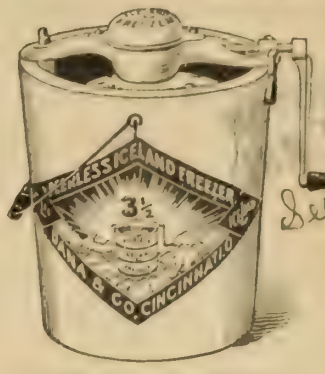
See cut book 9 Page 64

ICE CREAM FREEZERS.

PEERLESS ICELAND.

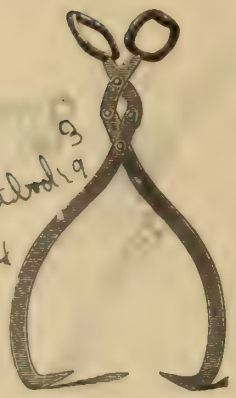
(One Motion) Freezer.

Three minutes is the freezing time. Patented stationary dasher is responsible for quick freezing. Motion is necessary in the cream, not in the machine. Cream gets more motion in the Peerless Iceland than in any other freezer.



"Peerless" Iceland Freezer.

See cut book 9 Page



Cast Steel Ice Tongs.

See cut book 9 Page 64

LEADER LAWN SWING

Health to the children. Rest to the tired. Pleasure to all.

"Peerless" Freezer.
Complete with Fly Wheel.

See cut book 9 Page 64

See cut book 9 Page

CHURNS.

"Leader"—Steel Frame.

See cut book 9 Page

Dash—Plain and Crib Top.

See cut book 9 Page 64

"Favorite" Steel Frame.

See cut 9 Page

FOR FULLER PARTICULARS SEE OUR HARDWARE CATALOGUE.

H. S. HOWLAND, SONS & CO. LIMITED, **Toronto.**

OUR PRICES ARE RIGHT. — **Graham Nails are the Best.** — WE SHIP PROMPTLY.

Factory: Dufferin Street, Toronto

MACHINERY

MACHINE SHOPS FOR OWEN SOUND.

EXCAVATIONS for the work on the new buildings of The Owen Sound Iron Works Co., Limited, commenced last week, when Contractor James Beeton set a gang of men to work. The main building will be 337 feet long. The front of the building will be twenty feet high, with two storeys at each side of the monitor roof, for offices and pattern room. This section will extend back twenty-eight feet, when the stone walls will drop to a height of eight feet, with sloping roof and monitor roof extending through to Water street, where the moulding shop will be located. South of the main building, facing Marsh street, will be the boiler shop, thirty-four feet by forty-nine feet. Beside the east end of the building the box shed, thirty-one feet by seventy-two feet, will face Water street. The pattern storage will be well back from the street. It will be two storeys high with a ground dimension fifty-two feet by thirty-four feet. Adjoining it will be the pattern shop, with a floor space of thirty-five feet by twenty feet. Numerous windows will give the building a striking appearance. The lighting is so perfect that there will be one square foot of glass for every two and a half feet of floor space. The company will install its own electric light plant for night work. New shafting and new power will be installed, so that the change from the old shops may be made with the slightest possible delay. The shops will be ready for business about the first of September.

HARDWAREMEN AND MANUFACTURERS.

HARDWARE AND METAL has been a persistent exponent of the advantage the retailer may derive from taking a broad view of his legitimate field of action. The departmental store idea is permeating even the smaller towns. Every extra sideline which can be brought under the most general term of hardware will help to sell staple articles. A customer dropping in to get an estimate on a plumbing contract is not unlikely to leave his order for shelf hardware and the same is true in the case of other lines at one time not considered strictly hardware. Opportunities for profitable ventures in manufacturing specialties are also of more or less frequent occurrence. The retailer is in the position to know the requirements of the trade and may often devise some simple article which, if properly handled, may prove a capital money getter. Cleland Bros. & Co., of Meaford, Ont., are an example of what may be done in this way even in one of the smaller towns. To the regular hardware lines, including plumbing, they have added a line of carriages, which are stored on an upper storey. They have also engaged in manufacturing. A very complete little factory equipped with moulding, carpenter and paint shops employs from 25 to 30 men turning out wheelbarrows for all uses, also patent wash tubs. The firm make all their own parts except steel trays for metal barrows, and appear to be doing a thriving business.

ALCOHOLIC AND KEROSENE MOTORS IN PERU.

An exposition of alcoholic appliances for industrial purposes has just been concluded at Lima, Peru. The purpose of the exposition was to encourage the industrial use of alcohol with a view to revive the sugar cane industry which has been depressed by the low price of cane sugar. The German exhibit was the most extensive and included various styles of motors for driving agricultural machines and light portable railways. England and United States exhibited kerosene motors and France alcohol lamps. The exposition is likely to create an important demand for alcohol and kerosene motors. It is understood, however, that the low price of kerosene in Peru makes the kerosene motor much the more economical.

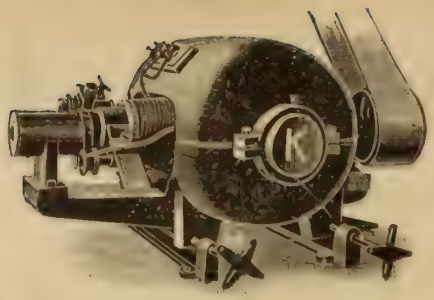
A PRACTICAL BELT TEST.

AN engineer's life is a continual exercise of judgment. He meets every day problems that neither books nor previous condition of servitude will solve for him, writes F. L. Johnson in Power. If he makes an error in judgment, the error must be on the safe side. In a plant running very near its limit, where the failure of a belt or a condenser or the temporary disablement of an engine means a reduction of output, he must be continually alert. In a plant of this kind every engine, pump, belt, shaft and pulley should be thoroughly inspected by a competent engineer as soon as shut down. The certainty that a line of machinery is ready for duty when needed will take lots of care from an engineer's mind.

A belt shows signs of fatigue. What shall be done? Here is a case: "A 54-inch double belt cracks in one or two places. It travels about 5,000 feet per minute. The formulae say this belt should transmit, when new, about 700 horse-power. But it has carried over that amount for more than ten years, and is to be displaced by a direct-connected engine in about two years. Will it with judicious and timely repairs last two years and still transmit 700 horse-power? The engineer must decide. A new belt will certainly cost $1,500, while repairs, whether successful or not, may cost $300 for the two years. If the engineer so decides, the management will purchase a new belt, which the engineer knows will last. But can he save the corporation an expenditure of $1,500 by using the old belt and taking chances? Can he afford to take chances? The engineer, as a rule, is not hired to take chances; he is expected to know what will do and what will not do. The doctor and the street paver can take chances; the earth will cover their mistakes. But an engineer's mistakes become a part of the history of his plant and of his life.

With this in mind, what will he do about the belt? He makes a new lap where the crack occurs and carefully examines the piece cut out. He selects a strip an inch wide and about a foot long from the poorest part of it and with a pair of belt clamps fastened to either end of the strip he proceeds to pull it in two.

The first weights are watched with the intensest interest as they are applied, as more and more weight is added, and when he sees that this piece of leather, the poorest in the belt, a piece 1 inch wide and ⅛ inch thick, will sustain 200 pounds, he feels better. At 225 it begins to stretch perceptibly; 25 pounds more are added and the strip still holds. The strip has



Kay Electric Dynamo and Motor Co., Limited

Manufacturers of Dynamos and Motors for all purposes, both direct and alternating currents. Special attention given to repairs.

Office and Works, 219-221 Queen St. East, Toronto.
'Phone Main 1251. Estimates cheerfully given.

PETRIE'S MACHINERY LIST.

(Corrected every issue.)

AUTOMATIC ENGINES
- 11 x 10 Peerless Self Oiling, Leonard
- 10 x 10 " " " "
- 70 h.p. Compound Condensing Engine, Kelly-Osborne
- 8 to 65 h.p. Jewel, New, always in stock

MARINE ENGINES
- 2½ to 4 h.p. Gasoline with shaft and wheel, New
- 1 to 15 h.p. Steam Dutton, New
- 7½ x 14 x 12 Steeple Compound, Doty
- 3 and 5 x 4½ Fore and Aft Compound, Doty, New
- 4 and 5 x 4 " " " " "
- 4 x 4 Polson
- 4½ x 5 with shaft and wheel
- 9 x 9 " " " " New

BOILERS
- 19 x 44, 132 in. tubes, upright, New.
- 20 x 43, 192 in. " " "
- 24 x 40, 312 in. " " "
- 30 x 60, 432 in. " " "
- 30 x 72, 48 2 in. " " "
- 24 x 60, 312 in. " " Submerged, New
- 30 x 60, 312 in. " " " "
- 30 x 72, 392 in. " " Economist "
- 26 x 36, 152 in. " " " "

The large addition to my present quarters will soon be completed. Until then I will make close prices on the above. Quotations and Catalogue sent on request.

H. W. PETRIE

131-145 Front St. West. 822 Station St., Toronto.

BOX STRAPPING OF ALL KINDS

Steel and Wire Box Straps, Flat, Plain, Embossed, or Twisted, with or without nail holes, in all widths and gauges.

MANUFACTURED BY

STANDARD METAL STRAP CO.

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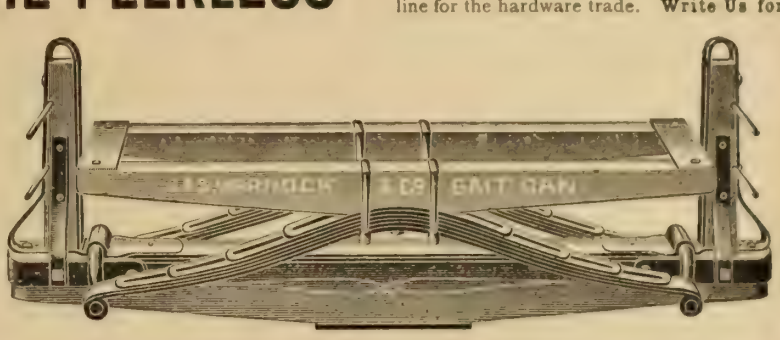
"THE PEERLESS"

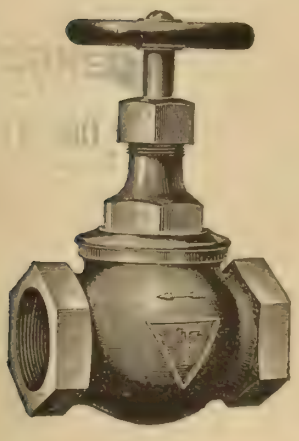
is the best Bolster Spring ever produced. A fine line for the hardware trade. **Write Us for Prices**



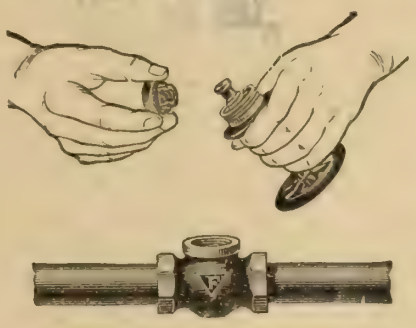
JAMES WARNOCK & CO., - GALT, ONT.

FAIRBANKS

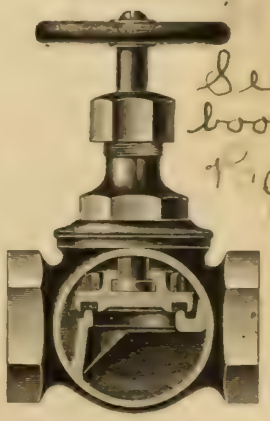
RENEWABLE ASBESTOS DISC VALVE.



Longest Wearing and Most Economical



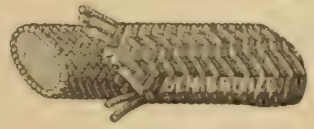
Easily and Quickly Changed



See cut book 9 Page 65

Showing how easily a new disc is inserted.

FAIRBANKS Semi-Bronze Packings.



High Pressure, Low Pressure and Hydraulic.

If you have never tried this packing, and would like to know all about it, write us at once, and we will gladly show you how you can save money by using it.

The Fairbanks Company

MONTREAL WINNIPEG VANCOUVER

narrows to ¾ inch in width at one point, and still holds up the 250 pounds. The test ceases here, because the scale pan would in this case let a nail bag, will hold no more scrap iron.

The test is crude, but the engineer has found out that one-eighth of one square inch of this belt will safely stand a pull of 200 pounds. The leather shows a tensile strength of about 1,600 pounds per square inch. The thinnest part of the belt is found to be ⅓ inch, and he decides that it will stand a pull of over 500 pounds for each inch of width. He is satisfied that the belt is safe for some little time yet.

PATENT ON CAST IRON ALLOYS.

A PATENT has been taken out by George Grunauer, of Berlin, Germany, on the manufacture of cast iron alloys. The invention relates to processes of producing an alloy of cast iron and nickel, and has for its object a product of greater strength and malleability than ordinary cast iron. As is well known, cast iron possesses only in a very small degree the property of being wrought. Its elasticity is comparatively small, and, as compared with wrought iron, cast iron is very brittle and of less tensile strength. To obviate these disadvantages this invention consists, essentially, of adding nickel to the melted cast iron as it leaves the cupola. An alloy is produced which is claimed to resemble wrought iron in its properties much more closely than ordinary cast iron. The addition may be made in various ways. Thus solid nickel may be placed in the ladle and the liquid cast iron poured upon it, or nickel and cast iron, both in a liquid state, may be run together. One-half to forty per cent. of nickel may be mixed with remelted cast iron as it flows from the cupola furnace, and an alloy thus obtained is said to readily admit of being worked, suffers much less from oxidation and takes a higher polish than cast iron. The inventor says that the fluidity is also considerably increased by the addition of nickel to the iron, and as the addition of nickel greatly improves the quality of the iron, the employment of low-grade pig iron and scrap is rendered possible. Thus the practical importance of such an alloy is obvious.

The improved product having greater strength, castings may be reduced in size, not only reducing the cost but also reducing the weight.

MACHINERY NOTES.

O. OBERMEYER, of Stuttgart (Silberburgstrasse, 125), Wurtemberg, Germany, is desirous of obtaining the names of manufacturers of all kinds of tools for saddlers, tanners, carpenters, coopers, cabinet-makers, turners and butchers, as also of manufacturers of drills for wood and iron material, saws, edge tools, etc.

Fletcher & Ross, Sherbrooke, Que., will erect a plant and engine for the manufacture of pulp wood provided the City Council will grant the necessary permission.

J. D. Irving, Buctouche, N.B., has made material improvements to his flouring mill and erected a carding mill adjoining the grist mill.

The Truro Foundry and Machine Co., Truro, N.S., will ship in a few days to The Royal Oak Mining Co., Goldenville, an engine and other machinery, now being manufactured.

The County Buildings and Property Committee of the Oxford County Council, Woodstock, Ont., have recommended that the county install an electric lighting plant for the lighting of the county buildings, the court house, jail and registry office.

The Spityee Mine at Rossland, B.C., is erecting a new 24 x 82 foot shaft house, and installing a new five-drill compressor plant with hoists and pumps of increased capacity. It is the purpose to sink the shaft from the 100 foot level, where it now is, to the 200 foot level.

Charles Barber & Sons, Meaford, Ont., makers of turbines and general foundrymen, finding their turbine business outgrowing their former capacity, are increasing their plant by adding a 40 x 80 feet moulding shop. The new shop will be equipped with two furnaces and the old moulding shop will be used to increase the floor space of the machine shop.

Plate by plate two large steel barges are taking shape on the stocks of The Collingwood Ship-building Co. The hulls of these magnificent vessels, some 400 feet long, are rapidly nearing completion, and the immense boilers are now being set up in the company's machine shops. These barges, which are said to be the finest ever built in Canada, are for Capt. Crangle, of Kingston, and Playfair, of Midland, respectively.

The farmers in the vicinity of Meaford, Ont., are making use of the many springs in the hills around that locality to provide themselves with private water-works systems. A storage tank, if the head is high enough, or a hydraulic ram in default, enables one to enjoy the delights of a rural habitation with the comforts of modern city conveniences. Wm. Butchart, hardware dealer, Meaford, reports an increasing demand for the installation of such systems.

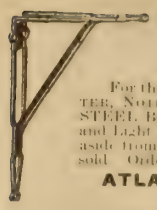
The Canadian Copper Company, which is controlled by The International Nickel Company, No. 71 Broadway, New York, is now purchasing considerable American equipment for installation in its new plant at Copper Cliff, Ont. Thayer & Co., Incorporated, Nos. 39-41 Cortlandt street, New York, acting on behalf of The Aultman & Taylor Machinery Co., of Mansfield, O., have taken the boiler contract. There will be four Cahall boilers of 400 horse-power each. The engines are to be of Corliss type. This contract was awarded to The Nordberg Manufacturing Co., of Milwaukee, Wis.

The contract for supplying electric light for Meaford, Ont., which has been held by Moore & Sons, has expired, and the firm have offered to renew the old terms for a period of ten years. The council, however, did not agree to the proposition, but made a counter offer for five years, one of the main conditions being that the firm shall develop 200 horse-power in all seasons. Waterpower is utilized for the development of the energy.

The Montreal District Council of the Brotherhood of Carpenters and Joiners is contemplating the establishment of a co-operative sash and door factory. The plan is to build a factory employing about 100 hands. About $25,000 will be required to start the scheme and this is to be subscribed by those going into the enterprise. The profits are to be shared by those engaged in actual production, who hope thus to eliminate the friction between capital and labor by uniting these factors of production in the same persons.

Guelph, Ont., is making efforts to have the Farmers' Co-operative Harvesting Machine Company, Limited, located in that city. The authorized capital of the company is $1,000,000 and it aims at securing as shareholders 100,000 Canadian farmers at $10 per share, and to make all kinds of implements, carriages, etc.

A new manufacturing firm has just been established in Guelph, that of Taylor & McKenzie, who will engage in the manufacture of wood-working machinery and do all kinds of repair and general work, making a specialty of experimental and model work and the making of special devices and tools. The business was first established in the beginning of March by Jas. A. Taylor, late of The Petrie-Taylor Co., and C. McKenzie, who has been foreman for the past three years of the iron tool department of The R. McDougall Co., Galt, and has a wide experience in machinery business, has lately gone into partnership with him.—Galt Reporter.



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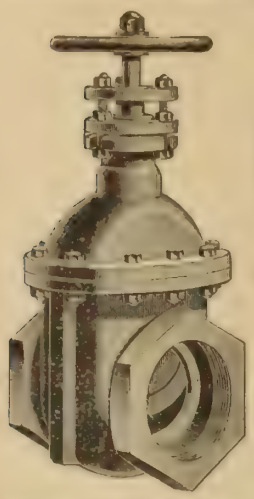

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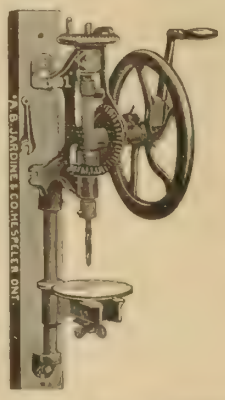

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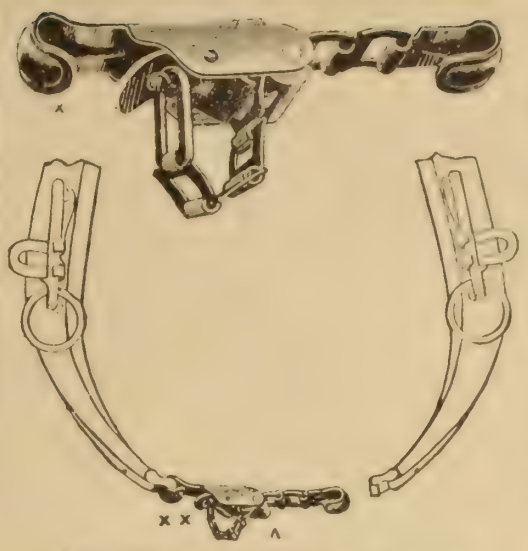

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ACKNOWLEDGED THE BEST.

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The Cramp Steel Plant at Collingwood

THE people of Ontario have been dimly conscious for the past few months of the extensive industrial development which has been taking place along the shores of the Georgian Bay, but a visit to this section is necessary in order fully to appreciate the magnitude of the operations there being carried on. No more striking example of this can be instanced than the Cramp steel works at Collingwood, which before the end of the month will be turning out steel angles, bars, squares, rounds and various other shapes required by Canadian trade from 6 in. down to ¼ in. at the rate of 120 tons per day.

The plant, which consists of two open hearth basic steel furnaces, an hydraulic plant, rolling mills and machine shops, is splendidly located on Georgian Bay, at the northern limits of the town of Collingwood. The site comprises 87 acres, 30 of which is water lots, and has 800 ft. of lake front on deep water. It is immediately beside the G.T.R and within a half mile of the company's own limestone quarries.

EXTERIOR VIEW OF THE WORKS.

THE OPEN-HEARTH FURNACES.

On approaching the works one's attention is immediately drawn to the open-hearth basic furnace building, with its twin 85 ft. steel stacks. Here the process of manufacturing steel begins, so far as the company is concerned, although it is not improbable that blast furnaces for making their own pig may be erected in the not distant future. The furnaces are inclosed in a square steel framed, sheet-steel enclosed building, 100 x 100 ft., with 30-ft. posts, and are served by three enormous steel cranes, one of 30 tons for handling the ladle, and the others 20 and 10 tons respectively for handling the ingots.

Each furnace has a capacity of 20 tons charge and is lined in the bottom with magnesite fire-brick, and above the fire line with silica fire-brick. The furnaces are, with some slight improvements, replicas of the latest furnaces at Sharron, designed by Ambrose Monell, and recently purchased by The United States Steel Corporation.

THE BASIC OPEN-HEARTH PROCESS

is wonderfully ingenious and comparatively simple. In the bottom of the furnace, lined with magnesite brick, whence comes the name basic, is placed a layer of limestone. On top of this comes a layer of scrap iron and finally a layer of pig iron. No coal or coke enters the furnace. Instead a water gas producer plant is installed behind the furnaces. Gas from this plant, together with air in proper proportions, is fed into the furnaces from above and burns with intense heat over the charge. The waste heat gases are then carried through flues into a chamber lined with checker firebrick, where they give up their heat before finding egress through the stack. There is a double system of these chambers and flues so contrived that when the waste heat is passing out through one system to the stack, the air for combustion in the furnace is passing in through the other. At the end of 20 minutes the checker lined egress chamber is heated to yellow heat. By means of the reversing valve the egress and ingress passages are interchanged, and the air passes in through the superheated chamber to the furnace. The result is that a very large proportion of the heat is kept in the furnace, and the whole mass of the charge reduced to a boiling liquid. The nascent lime, bubbling up through the iron, unites with any phosphorus in the charge and carries it off in the slag as phosphate of lime. The carbon is burned off and at the end of eight hours practically pure iron is left in the bottom of the furnace.

CONVERSION TO STEEL.

This is now drawn off in the ladle and may be converted to any desired grade of steel by the addition of the required amounts of coke and ferro-manganese to the ladle. This immediately unites with the iron, and the steel needs only to be poured out into ingot moulds to be ready for the rolling mill.

CAN MAKE ALL GRADES OF STEEL.

Technically these furnaces are the latest and most improved types of Siemens Martens open-hearth regenerative furnaces, designed to operate the Gilchrist and Thomas process of eliminating phosphorus and other impurities from the metal, and in them can be produced all ranges of steel from soft steel suitable for boilers, to high carbon steel, suitable for tools; also all forms of steel alloy, such as manganese or nickel steel. This process places the quality of the steel absolutely in the hand of the chemist, so there is no room for guesswork.

A short distance from the furnaces is situated the hydraulic plant, which supplies power for the cranes in the furnace-house. It is equipped with two rams capable of delivering water at the cranes at a pressure of 1,500 lb. to the square inch. A 11,000-gallon tank occupies a prominent place in one corner, and a 20-ton accumulator, for balancing the pressure, in the other. Here also is placed the Reihlie testing machine of 100,000 capacity, on which every charge rolled will be tested before leaving the mills, so as to gauge the tensile strength.

TRANSPORTATION FACILITIES.

The local transportation facilities have been admirably arranged. The company have a standard gauge railroad system connected with the G.T.R., and running by six switches to all parts of their works. They have their own yard-engine and elevated trestles, which obviate the necessity of hoisting either fuel, raw material or finished goods. A small narrow-gauge road serves to convey the ingots from the furnace-house to the rolling mills, and runs the pig and scrap onto the charging platform.

THE ROLLING PROCESS.

The rolling mill, the central building in the system, is of wood, sheeted with steel.

YOU SHOULD HANDLE THE DODGE WOOD SPLIT PULLEY.

You should know that these pulleys weigh but a fractional part of an iron pulley; that they offer a greatly increased belt friction; that they are far safer than iron pulleys; that they cost less to install and to maintain; that they offer an attractive line for hardware dealers everywhere.

Kept in stock they will meet with ready sale at desirable profits and will open up a permanent trade.

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Our "DURHAM" Brands are a guarantee of good quality, and the large and increasing demand proves that their merits are recognized.

GET SAMPLES AND PRICES.

THE DURHAM RUBBER CO. Limited

BOWMANVILLE, ONTARIO.

[illegible] a finest span of 80 ft., with two [illegible] of 25 ft. each, a total of 120 ft. wide by 240 ft. long, with an annex of [illegible] a total length of 320 ft. It is claimed to be one of the most modern and best equipped rolling mills in the country. The mill is intended to bloom [illegible] and finish them in sizes from 6 in. down to [illegible] angles, bars, rounds, squares and various other shapes.

Hot ingots from the open hearth furnaces are brought in here as soon as stripped on the narrow gauge railroad and charged into two reverberatory heating furnaces, where they are reheated ready for blooming. Here they are broken down on a three high 18 in. roughing mill into billets. The material to be finished from 1¼ in. up, goes to an 18 in. finishing train, which will roll from that size up to 6 in. This train is equipped with a 60 ft. cooling bed, and is served by two alligator shears. The motive power is to be supplied by a 28 x 56 Reynolds-Corliss engine, now being completed in the shops of Inglis & Co., Toronto, and designed to develop 750 h. p.

After shearing, material for smaller sizes is sent on to a 12 in. train, known as a Belgian semi-continuous mill. It is designed for a large tonnage, has plenty of power and is equipped with looping devices and underground tunnels, leaving the floor clear, the iron as it passes from the rolls dropping into these tunnels. It will run a bar 120 ft. long. The bar runs out on straightening plates and after being whipped clear of kinks is dropped on a cooling bed made of rails 15 ft. wide by 120 ft. long. This mill can be run at a speed of 300 ft. per minute, and has a capacity of 100 tons per day. The cooling bed is served by a double upright shear, actuated by steam, and the whole train is belt driven by a 350 h.-p. Atlas rolling mill engine.

A Chandler & Taylor engine drives the shears and the fan blower for forcing air into the reverberatory furnaces. Water for the rolls is pumped by two large Dean rams. Billets and ingots are served to and from the furnaces and the rolls by a system of overhead trucks, cranes and telegraphs, and it is so arranged that the ingots are broken down and rolled without reheating. Steam for driving the rolling mill engines is provided by the four boilers in the power-house and by two upright water tube waste heat boilers on the heads of the heating furnaces.

ONE VIEW OF THE FURNACES.

POWER-HOUSE AND MACHINE-SHOP.

South of the rolling mills is the imposing stone power house and machine-shop. It is 170 ft. long by 70 ft. wide and contains four large standard tubular boilers, 16 ft. by 5½ ft., producing 150 h.-p. each. A 90-h.-p. Atlas engine furnishes power for the machine shop, and also drives the arc and incandescent electric light plant.

A 10 by 12 in. McGowan Monitor Duplex pump lifts water from a spring creek on the grounds to the 9,000 gallon tank, which supplies the boilers.

In the machine-shop proper, which occupies the east end of the building, is installed a screw cutting lathe, engine lathe, large 72-in. swing, roll-turning lathe; planer, Pillar radial drill, vertical drill, punch and shears, emery grinders, bolt cutter, large forge and Beaudray power hammer, all served by a 10 ton crane. The equipment is calculated to do any work required by the plant.

TO MAKE STEEL HERETOFORE IMPORTED.

The output of the works will consist wholly of staple material such as is used by the blacksmith, machinist, agricultural implement maker, and like users of steel in Canada. Most of this material has heretofore been imported, but the company are prepared to produce steel of any required degree of hardness, ductility or tensile strength. The mill was designed to supply the material demanded by the Canadian trade.

A GOOD MANUFACTURING CENTRE.

The situation of the plant gives ready access both to raw materials and to the market for finished wares. Steel scrap will be secured mostly from the railroads; pig iron from either Midland or Sydney; coal from Pittsburg, and lime stone from the company's own quarries. At present prices the total cost of raw material is less than at Pittsburg. By the Grand Trunk direct connection is secured with the industrial centres of Central Ontario, and by water with all the ports on the great Lakes, and the distributing centres for the Northwest.

When under way the firm will employ from 350 to 600 skilled workmen.

PERSONNEL OF THE COMPANY.

William Cramp and Charles B. Cramp, general manager and supervisor respectively of the William Cramp Company, of Philadelphia, until about five years ago, when the firm became a public company, and Major Collins, of Brazil, Ind., are the practical men in the company. Major Currie, the general manager of the company, assumed charge of the construction last August and has practically reared the present imposing group of buildings since that time. He was ably assisted by Mr. James Royce, of Toronto Junction, who is a technical graduate of the Massachussets School of Technology and who spent four years in the leading engineering works of the United States, having filled the important position of chief draughtsman in the Baldwin Locomotive Works, of Philadelphia; also by Mr. A. C. McMaster, a graduate of the School of Practical Science, Toronto. Mr. Royce is superintendent of the works, and it is the boast of the company that all the engineering work was planned and drafted in their own engineering department by Canadians.

The departments, as soon as the works are in operation, will be in charge of practical experts, Americans and Scotch

men dividing the honors. All connected with the works are young men.

The policy of the company on embarking in the iron and steel trade in this country, of commencing at the finishing end, will commend itself to the many users of iron and steel throughout Canada.

In addition, it might be said, that the output of the company's plant as planned and constituted, enjoys the benefit of a protective tariff.

COLLINGWOOD PROSPEROUS.

The town of Collingwood is experiencing an era of prosperity. Within the last few years the population has increased very rapidly in consequence of the industrial awakening and the business men are profiting thereby. The hardware trade is well represented and appears to be in capable hands. Their business sites are among the most prominent in the town, and the stocks carried are extensive and well displayed. J. Henderson, White Bros., A. W. Kelly and Gilpin Bros., carry the ordinary hardware lines; the two former particularly full stocks, including bar iron, piping, wire, cement, ship supplies and other heavy hardware. Mr. Henderson has, in addition, a plumbing department. Others in the tinsmithing and plumbing trade are McFadyen & McQuade, A. Duncan, W. Parrott and F. Occomore. Collingwood is a distributing centre for the upper lake ports, and a large trade in ship supplies is enjoyed. Heating and plumbing has become an important factor in the hardware trade, and is done entirely by local workmen who do work which would do credit to some of the larger centres.

THE 10-IN. ROLLING MILL.

LARGE IMPORTS OF RAILS INTO BRITISH COLUMBIA.

From our own Correspondent

VANCOUVER, B.C., June 6.—From the unprecedented quantities of steel rails being received at this port this season, the inference would be fairly drawn that there must be some very extensive railway operations in hand, or in contemplation, in the province.

Up to date there have been three large rail cargoes discharged at Vancouver. The big Blue Funnel steamer Achilles discharged nearly 5,000 tons of rails for the C.P.R. two months ago, and the sailing ship Islamount also brought a full cargo of rails for the same company, which were unloaded at the old Port Moody wharf, the original terminus of the C.P.R.

Last week the China Mutual steamer Keemun discharged at Moodyville wharf 2,000 tons of rails for the Great Northern. In all nearly 10,000 tons of steel rails from Hamburg and Rotterdam have been received so far this season.

Two sailing ships, the Astoria and the Maelgwne, are now due from Rotterdam with full cargoes of rails for the C.P.R. Another sailing vessel, the Lamorna, is also due with a large consignment of rails, presumably for the Great Northern. Two other sailing ships, the French ship Alice and the British ship Forteviot, are announced to arrive with rail cargoes to be discharged here. The Alice was loaded at Antwerp and sailed December 30, 1902, but had to put into Falmouth on January 22 for repairs. She sailed again on March 13.

Four large freight steamers of the China Mutual and Ocean SS. Co. lines are due to arrive some time within the next two months, each bringing large cargoes, portions of which are steel rails. They are the Ajax, a Blue Funnel boat of 7,039 tons burthen; the Telemachus, also a Blue Funnel steamer, 7,449 tons; the Machaon, 6,737 tons, a Blue Funnel steamer, and the Ning Chow, a China Mutual boat of the enormous capacity of 9,100 tons. All of these steamers are from United Kingdom ports.

The explanation of the large quantities of rails being received by the Canadian Pacific Railway is found in the plans of improvement on the roadbed of the coast section. Nearly all the old rails are to be taken up and replaced with much heavier rails, and it is asserted that some portion of the line is to be double-tracked. Another improvement which the company has had in hand for a long time and which may be undertaken this season is a short line from Beavermouth to cut off the long roundabout on the Upper Columbia river.

The cargo of the Keemun is almost all for the Great Northern Railway, which has now under way the grading of its line between this city and New Westminster. The rails will be used on this line, which is some 12 or 14 miles in length.

The Great Northern is making the extension under the charter of the Vancouver, Westminster and Northern Railway, which has secured Dominion and Provincial charters. The Great Northern lines are at present operated in this province to the south side of the Fraser river, opposite the city of New Westminster.

The big Government bridge across the Fraser River, at present under construction, will be used to cross the river, and the intention is to have the rails laid on the line into Vancouver as soon as the bridge is ready, when direct connection will be established. This will at once give competitive railway service to Vancouver, a factor which will have important bearing on freight rates in future.

It is hard to estimate the influence this change will have on the whole question of freights, but the biggest benefit will be in the receipt of goods from eastern Canada, as the Great Northern can, of course, with its eastern rail connections, give through rates as good or better than have obtained hitherto. There is, of course, to be taken into consideration the fact that Vancouver, being a seaport, has to a certain extent been independent of railway domination in the matter of freights. It is also to be remembered that for a year or more the cars of the Great Northern have been brought direct into the city on the railway barge operated from the present terminus of the Great Northern at South Westminster. This has made it possible to get through shipments in straight cars without breaking bulk, but direct rail connection will be an improvement.

GEO. S. B. PERRY.

MR. GEO. H. SMITH.

MERIT is, as a rule, responsible for the advances made by men in business life. The appointment of George H. Smith, recently with Rice Lewis & Son, as buyer for The Kennedy Hardware Co., 49 Colborne street, Toronto, is recognized by the trade throughout Ontario as a case in point.

Mr. Smith has found no "royal road" to success in the hardware trade. Instead, he has persistently worked his way onward and upward since his start about twenty years ago as a clerk with Hatch & Bro., retail hardware dealers, Whitby, Ont.

After serving several years with Hatch & Bro. and getting a thorough acquaintance with the details of the trade, Mr.

GEORGE H. SMITH.

Smith engaged with M. & L. Samuel, Benjamin & Co., being engaged during the last few years as assistant to the late H. E. Rutledge, buyer. When the latter firm sold out their shelf hardware business Mr. Smith severed his connection with that concern and five years ago engaged with Rice Lewis & Son, Limited, during which time he has represented them in Toronto and vicinity.

An intimate knowledge of both metals and shelf hardware, the habit of industry and strict attention to business have won for Mr. Smith a wide acquaintance and an enviable reputation, which makes his appointment seem the natural sequence of events.

Since accepting his present situation Mr. Smith has looked over the field carefully and pronounces himself as more than satisfied with the prospects of the new company. "Every week has witnessed," said he to HARDWARE AND METAL, "an increase in our business and the indications seem to point to a sound and satisfactory business for us right from the start."

OBITUARY.

THE LATE JAMES H. PECK.

MUCH regret is expressed at the death of Mr. James H. Peck, of the Peck Rolling Mills, Limited, Montreal, which occurred at his home in that city, Tuesday morning, June 9th. The firm to which he belonged is one of the oldest nail and tack manufacturing establishments in the Dominion, and one which has been foremost in the trade for years. The business was established by the deceased gentleman's grandfather under the name of Thomas Peck & Co., and on the death of the founder his son (Mr. James H. Peck's father) continued the business, though the firm name became Peck, Benny & Co. Mr. Robert Benny died some years ago, and the business was carried on by the deceased gentleman and his brother, Mr. Thomas Peck. Not long ago the name of the firm was again changed, and become The Peck Rolling Mills, Limited, as it is at present.

The late James H. Peck was born in Montreal in 1851. He became one of that city's most prominent business men, and for many years was a member of the Montreal Board of Trade. He was a genial and kindly man who made many warm friends in business and social life, by whom his death will be sincerely mourned. He had not been in good health for more than a year, and last year went south to recuperate. His trips appeared to have done him good at the time, and though his health was by no means robust, his death came unexpectedly. He was at the office the day before his death, and complained of feeling ill when he went home. On the following morning he died.

Mr. Peck leaves a widow and seven children, six sons and one daughter.

PERSONAL MENTION.

Mr. W. F. Beardshaw, managing director of J. Beardshaw & Son, Limited, The Baltic Steel Works, Sheffield, England, who is president of the Sheffield Chamber of Commerce, writes their Canadian agent, Mr. Alexander Gibb, that he expects to arrive in Montreal about August 17, to take part in the conference of the Chambers of Commerce of the Empire.

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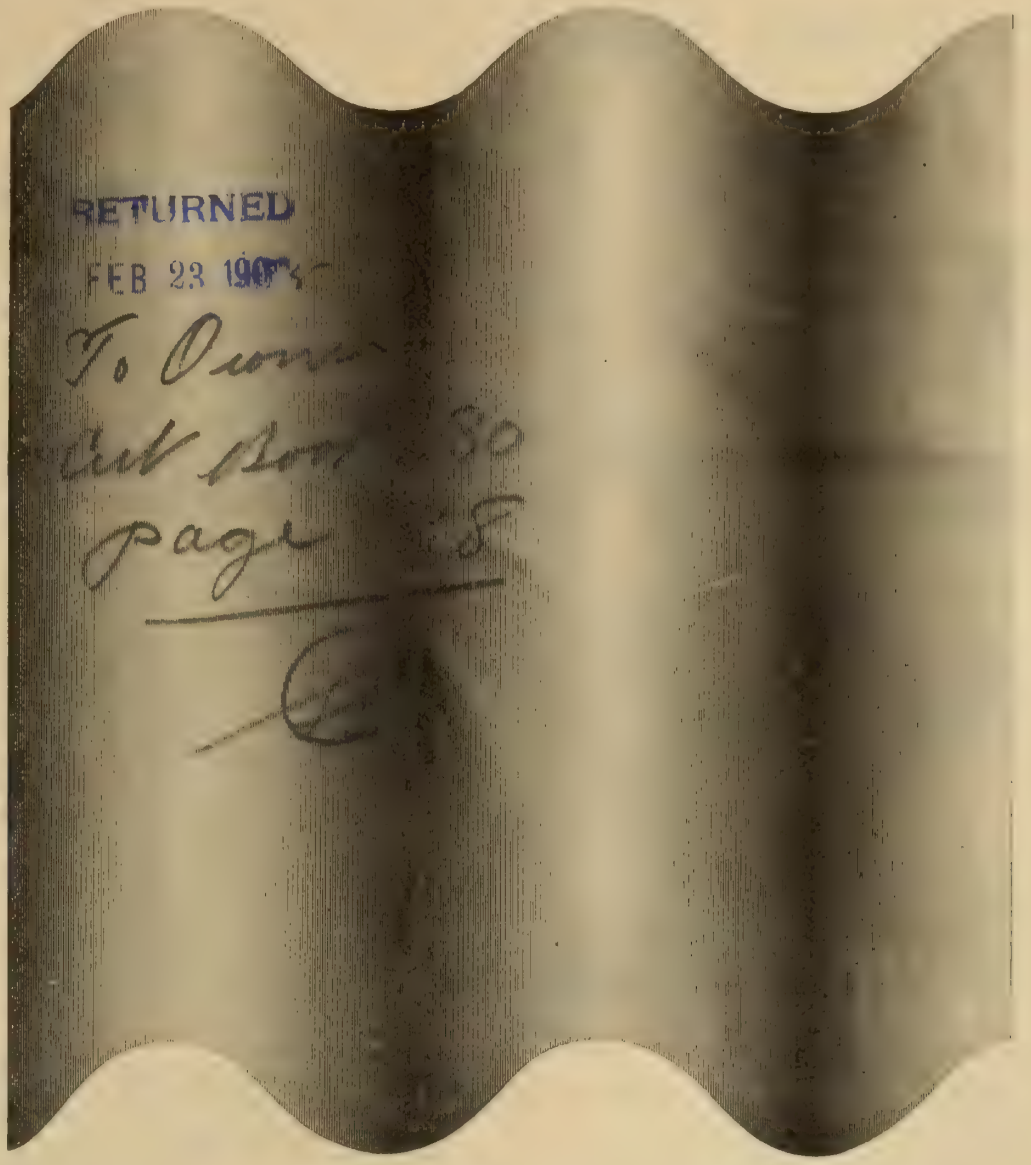
Moreover, regular subscribers are allowed to advertise without charge in the paper. See the rules.



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Wherever a dealer has taken a little trouble to introduce Corrugated Sheets, a nice trade has resulted and we now have many accounts with customers whose orders will aggregate from 500 to 1,000 squares during the season. Farmers are adopting these goods for their barns and outbuildings, as they require no sheeting boards and make a lasting and perfect covering. Our NEW CATALOGUE explains fully. Did you receive a copy? Do not forget that we make Metal Shingles, Siding, Ceilings, in fact everything in the Sheet Metal building line.

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Cream the QUICKEST

Will freeze cream in 4 minutes.

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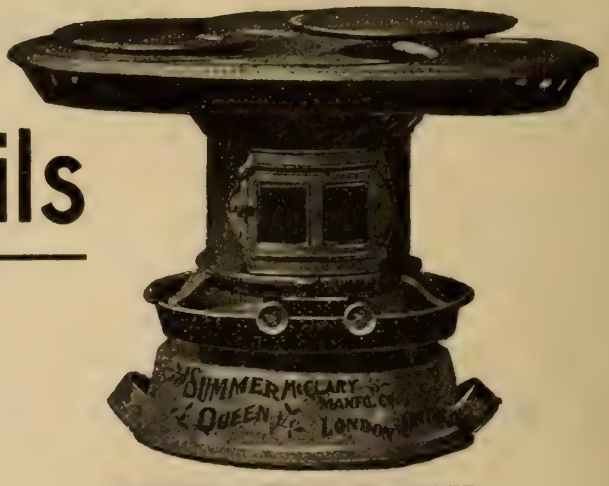

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A STRIKE ECHO.

A FEATURE of the recent strikes in Montreal, which made itself perhaps more apparent in the paint business than in any other in which readers of this paper are interested, was the effect they had on other employes who sympathized with the strikers.

The unsettled condition of labor, coupled with the aggressive attitude adopted by the striking unions, became contagious, and a spirit of independence and carelessness about work took hold of other workpeople.

In the paint factories, some of them, employes, girls particularly, would stay away from work for a day or two for no apparent reason, but to dare their employers to make trouble about it, and in various other ways little difficulties and annoyances were placed before the master workmen. The result was another reason for slowness in delivering goods, and many complaints from jobbers to manufacturers were made.

The growth of this spirit became very noticeable throughout the city, and it was going from a bad to a worse stage when the strikes ended. This state of affairs continued throughout the weeks between the commencement of the 'longshoremen's strike and the ending of that of the street railway employes. The defeat of the latter made a big difference in the attitude of other workmen to their employers, and the latter were as a rule able to keep a full staff at work.

KEEPING STOCK WELL ASSORTED.

MUCH can be said and written regarding the advisability of attractive interiors and window displays, of bright, fetching advertising, of progressiveness in methods to win and hold trade, but, after all, the important feature of business is to have for sale what the people want at fair prices.

There are many merchants who seem enterprising and progressive, but there are few who "get ahead," who seem to make more money every year than they did the year previous and more than any of their competitors do. It is a safe statement that in four cases out of five the successful retailers have had the best assorted stock in their town, not necessarily the largest stock, but the one most suitable for the demands of their constituency, the town and country in which they have done business.

Nothing so pleases a customer as being able to get exactly what he wants at a fair price, and nothing wins so many customers from one store to another as the ability to get in the latter what was not to be procured in the former.

THE ONTARIO CROP OUTLOOK.

NOTWITHSTANDING the great strides Canada has made in recent years as an industrial country, our business men still watch with keen interest the crop conditions, realizing that in agricultural prosperity we have the surest guarantee of a continuation of business expansion and industrial activity.

It is, on this account, interesting to note that according to the Ontario spring crop bulletin the outlook for the present year is favorable. Reports regarding fall wheat agree that while the acreage is less than last year the condition of the crop is excellent, only a very small proportion being damaged during the winter. Clover is reported to be generally satisfactory, the prospects being particularly bright in Western Ontario.

As the bulletin was made up on reports received May 2 the statement does not cover recent conditions, yet it shows a good start, except in the Niagara peninsula. It will be remembered, however, that during May abundant rains, especially in Western Ontario, improved conditions greatly, and that the rains of the present week are of widespread benefit. Live stock outlook is classed as good, but not exceptionally so. Orchards are credited with having come through the winter in excellent order.

The harder one works the easier is it to make business successful.

U.S. STEEL CO. IN CANADA.

HARDWARE AND METAL is informed on good authority that The United States Steel Co. has definitely decided to locate a branch in Canada. Rumors to this effect have been rife for some time, but the matter now seems to be definitely settled. The location of the site now appears to be the only question to be settled, and even in this particular it is likely that Port Colborne, Ont., will be the point chosen. The advent of this billion-dollar corporation in Canada will add much to the importance of the iron and steel industry in this country.

This is only another addition to the number of large American concerns which have during the last few years established branches in Canada. In fact, almost every important manufacturing industry in Canada to-day is in some way or other associated with American capitalists. Almost before our own people seemed to realize the wealth of our natural resources, capitalists in the United States had discovered in Canada an attractive field for their enterprise.

MR. BORDEN AND THE IRON INDUSTRY.

DURING a speech in the House of Commons on Tuesday, Mr. R. L. Borden, leader of the Opposition, contended that all would agree with him that the iron and steel industry in Canada was not in a flourishing condition,

It is rather strange to hear a man of Mr. Borden's undoubted ability, make such an assertion. The only explanation we can give of his lapse from the facts is that, not being a business man, he is not in close touch with the business world.

Undoubtedly there are some of the companies manufacturing iron and steel in Canada that can scarcely be called in a prosperous condition. It is, however, well known that it is not on account of the condition of the iron and steel trade in general, but to mismanagement. Well managed iron and steel companies in Canada to-day are about as busy as they well can be, and have been so for the past two or three years. The representative of one of the largest iron and steel companies in Canada only a few days ago informed HARDWARE AND METAL that they had orders enough on hand to keep them going for at least another three months and that they considered the outlook favorable for the continuance of the present active conditions for some time to come.

During last year the furnaces in Canada turned out over 300,000 tons of pig iron, which is an increase of over 100 per cent. compared with 1901. In spite of this, however, their output was much curtailed on account of the scarcity of fuel and the congested state of railway traffic, the result of which was they were unable to supply the demand ; at times they were even compelled to refuse to book orders for immediate shipment. This does not look as if the iron industry was in an unsatisfactory state.

It is true that the export trade has fallen off during the first ten months of the present fiscal year. During the ten months ending March last the quantity exported was but 17,086 tons compared with 76,287 for the same period last year. But this is easily explained. During the ten months of 1902 the shipments to Great Britain were 70,754 tons against 2,387 tons for the same period this year ; but it must be remembered that the British market has been on an export and not on an import basis for some time. Our exports to the United States however have on the other hand increased from 5,109 tons during the first ten months of 1902 to 14,594 tons this year.

In the United States, as in Canada, there has been during the last year a demand for pig iron, and in fact all kinds of iron and steel, in excess of the ability of the home market to supply, and it was therefore necessary for users of pig iron and steel to draw upon the foreign market in order to complete their requirements.

Our imports of pig iron during the ten months ending March last were 63,033 tons against 20,883 during the same period in 1902. The United States during the ten months ending April last imported 825,214 tons against 95,795 tons for the same period last year. In bar iron, steel rails, ingots, billets, etc., large increases are also shown. In exports, the United States during the ten months exported only 15,723 tons, about one-fourth less than Canada did during the nine months, while during the ten months ending April, 1902, they exported about 60,000 tons. It is evident, therefore, that the relative positions of Canada and the United States, as far as the iron and steel trade are concerned, are practically the same. We both have had to import iron and steel to supply our demands. And yet no one claims that the iron and steel industry of the United States is in an unsatisfactory condition.

Mr. Borden also insinuated, if the newspaper reports of a speech are correct, that nothing had been done for the iron and steel industry in Canada. If he meant that the government had not done sufficient, possibly he might be correct, but it must be remembered that not only does the customs tariff fairly protect some of the lines of iron and steel manufactured in Canada, but that in addition to this substantial bounties are given on pig iron and some lines of steel. In bounties on pig iron last year over $700,000 was paid, and on steel nearly $90,000.

HARDWARE AND METAL has no desire to discourage the movement for the readjustment of the iron and steel tariff, but it does desire to see the reasoning logical and the statements true to facts. The iron and steel tariff, as introduced by Sir Charles Tupper 16 years ago, was sufficient for that day, and the changes which have from time to time been made since then have been in accordance with the expansion and development of the iron and steel industries. Since the last adjustment of the tariff the iron and steel industry has developed at a rate proportionately far in excess of any previous period in the history of the country.

Although the iron and steel tariff of 1897 was, on the whole, the best we ever had, probably due to the fact that the master mind in its framing was both a hardware merchant and a large manufacturer, the late Geo. Bertram, M.P., it by no means follows that it is unchangeable. We believe that the time has come when a revision of the iron and steel duties should take place, simply because there are industries in existence appertaining to the iron and steel trades that were not even in embryo five or six years ago. It does not follow that there should be an advance all along the line. Possibly in some instances it may be in the interest of the country to make a reduction in the duties, but if we are to make rails and other lines of steel, it is idle to expect that we can do so with any degree of success without legislative assistance of some kind.

HARDWARE SPECIALTIES.

Hardware retailers are continually introducing specialties which, if put on the market, would readily meet with favor at the hands of the trade. In many cases the introduction of these novelties is de layed by difficulty in placing them before the trade. In order to assist any reader who may have such an article to introduce, HARDWARE AND METAL will publish in its reading columns a description, if accompanied by photograph or design, of the specialty. This offer covers any article to be introduced to the trade, not articles which have been on sale for some time.

BUSINESS MEN AND CORRUPT GOVERNMENT.

PURITY of government depends neither upon partisan nor non-partisan bodies. It depends upon a healthy public opinion. The stream, as the old maxim says, is no purer than its source.

In Ontario we have for some months been treated to a spectacle which has excited interest from one end of the Dominion to the other. We have reference to the Gamey investigation. In that province government is by party. In British Columbia there has been an investigation into the conduct of Ministers of the Crown. These Ministers were members of a non-partisan Government.

While the investigation in Ontario has been closed without the source of the money being revealed with which Mr. Gamey claims to have been bribed, the proceedings have thrown a great deal of light on the doings of the politicians. The same can be said with equal truth with regard to the investigation which has been going on in British Columbia. As a result of these investigations many honest men have no doubt come to the conclusion that the average politician or man in office is by no means the ideal citizen. He certainly does not possess the qualities of the business man. His concern is not the public good. By his methods one concludes that he deems the assets of the country a fund for the enrichment of political friends.

Under the circumstances business men can hardly be blamed for feeling discouraged and tempted to wash their hands of political parties. At the same time, however, they cannot ignore their responsibility; and while they may stand aloof from political parties they cannot well stand aloof from participation in the affairs of state. And this means that they must exercise their influence as well as deposit their ballots for men who are noted for their integrity and business ability.

As long as public opinion is dull and apathetic we cannot expect to have businesslike and honest government. To be neither hot nor cold in regard to the public affairs of the country is worthy of condemnation scarcely a degree less severe than the condemnation of crooked and inefficient government. If we are to have bussinesslike and honest men in Parliament and in our municipal bodies, there must be concurrent action on the part of those who desire the same.

If the investigations in Toronto and Victoria result in the creation of a healthier public opinion, not only in the provinces directly concerned but throughout the whole Dominion, a great deal of good will have been done in the direction of correcting the political evils that undoubtedly exist in this country. Where there is a strong and healthy opinion, crooked politicians and greedy office-seekers can no more run riot than can a mob when guarded by armed bodies of organized men.

BUILDING OPERATIONS DELAYED.

THE unusual development of recent years has undoubtedly created the necessity for exceptional building activity in nearly all parts of Canada. Yet in many cities conditions are such as to more than offset this necessity and to retard building in a great degree. In Toronto, for instance, the amount of building done has been just about half what was proposed in the winter, and has not been materially greater than in what was considered the dull years. The cause has been largely labor troubles, yet the price of materials has also been a factor in the situation.

A fair illustration of the conditions has been provided during the week by the opening of tenders for work on Harbord Street Collegiate Institute. The work to be done was exactly the same as a similar tender given out in 1898. The comparative figures are interesting :

	1898.	1903.
Plumbing	$1,685	$3,475
Masonry	482	1,800
Carpentering	375	707
Painting, etc	90	129
	$2,632	$6,111

It is not surprising, in view of the high prices at present prevailing, and the delays caused by strikes, that building operations are not as active as anticipated.

Crooked politicians steer straight for their own interests.

GERMANS MAY MEET THE SURTAX.

A HALIFAX, N.S., despatch states that a large German hardware firm, in a letter to an agent in Halifax, declares that they were prepared to meet the surtax, if they could not sell at the advanced prices, by reducing their prices 5 per cent. to 10 per cent. They considered that the surtax was only a temporary arrangement, and they feared that if once they lost the Canadian trade they might not regain it. Among the articles in which they were prepared to cut prices were skates and cutlery. The cutlery, of course, is of the cheaper grades. Local hardwaremen anticipate no trouble in obtaining in other markets, if necessary, the goods they have been buying in Germany; but it is probable that they will continue to patronize the German, and that the Canadian consumer will pay the surtax. In speaking of German manufacturers, local wholesalers in different lines say that the Germans are better people to deal with than the English. They have one price where the English have many, and there is no need of haggling when dealing with them. They are more enterprising than the English, are right up-to-date and ready to make a line of goods in the way that they are asked to instead of spending much time trying to sell some other kind of goods. The only change in the prices in the hardware line lately has been in building paper, which has advanced from 5 per cent. to 10 per cent. The trade is slack now between the spring and summer trade.

"CONQUEROR" STEEL.

A large consignment of "Conqueror" steel from John Beardshaw & Son, Limited, Sheffield, Eng., has just been received by Lewis Bros. & Co., Montreal, who have been appointed sole agents for Canada for this brand of steel.

The trade seeking the best quality of steel at a low price are invited to correspond with Lewis Bros. & Co. All regular sizes of round, square and octagon, also the staple sizes of cant dog steel, are carried in large quantities. Lewis Bros. & Co. state that they are in a position to make prompt shipment of "Conqueror" steel at any time.

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

Montreal, June 12, 1903.

HARDWARE.

THE movement in general hardware is satisfactory, and the only cause of complaint with jobbers is the inconvenience that they are still being put to by the congested state of affairs on the wharf, which has not yet been entirely dissipated since the tie up by the laborers' strike. Several firms cited instances where they had handed bills of lading to the railway companies over three weeks ago, and the latter were only beginning to move the goods this week. The secret of the trouble appears to be that the railway companies are suffering from a temporary car famine, having more traffic to handle than they have rolling stock to accommodate it. In other cases also the docks have been and are still so crowded that importers have been unable to get at their own particular lots until the "raft" of other material which engulfed them had been cleared away. A scarcity of carters has been felt very severely in this connection. This condition of affairs, however, was due to unusual circumstances, and matters are being gradually straightened out and will soon, we hope, be in smooth running order. In the meantime country dealers should in fairness make some allowance for the trouble which the trade here were being put to. As regards prices, there have been few important changes. Cotton rope is 1c. higher, and cotton bed cord is 50 per cent. higher, while cotton twine is 1c. higher. Wooden washtubs have also been advanced 10 per cent. Other lines show no quotable changes.

LAWN MOWERS.—Complaints are still being made about deliveries. We quote as follows: 10-in. wheel x 12-in. cutter, $7.50; by 14-in. cutter, $8.00; by 16-in. ditto, $8.50; by 18-in. ditto, $9.00; by 20-in. ditto, $10.00. Star, 9-inch wheel by 12-inch cutter, $5.50; by 14-inch do, $5.75; by 16-inch do, $6. Daisy, 8-inch wheel by 12-inch cutter, $4.90; by 14-inch do, $5.10; by 16-inch do, $5.30. Philadelphia pattern, 7½ inch wheel by 10-inch cutter, $6; by 12-inch do, $6.50; by 14-inch do, $7; by 16-inch do, $7.50. Grass boxes are quoted as follows: 12-inch, $2.25; 14-inch, $2.25; 16-inch, $2.50; 18-inch, $2.50; 20-inch, $2.75. The discount on all the above is 50 per cent. off.

BARB WIRE.—There are still a few lots moving. We quote $2.80 per 100 lb. f.o.b. Montreal, and $2.55 f.o.b. Cleveland. Carlots of 15 tons are quoted f.o.b. Cleveland at $2.45.

GALVANIZED WIRE.—Orders of fair volume continue. We quote as follows: No. 5, $3.70; No. 6, 7 and 8, $3.15; No. 9, $2.55; No. 10, $3.20; No. 11, $3.25; No. 12, $2.65; No. 13, $2.75; No. 14, $3.75. In carlots, f.o.b. Cleveland: No. 5, $2.20; Nos. 6, 7, 8 and 9, $2.15; No. 10, $2.20; No. 11, $2.25; No. 12, $2.30; No. 13, $2.40; No. 14, $2.50. In less than carlots, 12½c. per 100 lb. extra is charged.

SMOOTH STEEL WIRE.—Trade is fair, but for small individual lots. We quote: Bright and annealed, $2.50 per 100 lb. f.o.b. Montreal, Toronto, Halifax, London, Hamilton and St. John. Net extras per 100 lb. are now as follows: Coppered wire, 60c.; tinned wire, $2; oiling, 10c.; spring wire, $1.25; best steel wire, 75c.; bright soft drawn, 15c.; special hay-baling wire, 30c.

FINE STEEL WIRE.—Unchanged as last quoted at 25 per cent., with extras: 1 and 2-lb. hanks, 25c. per 100 lb.; ½-lb. hanks, 37½c. and ¼-lb. hanks, 50c.

BRASS AND COPPER WIRE.—Discounts remain at 60 per cent. and trade is quiet.

PRESSED SPIKES.—Small lots are still asked for. Discount remains at 20 per cent. f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax.

FENCE STAPLES.—There is a quiet trade in these. We quote: $3 per 100-lb. keg for galvanized and $2.80 for bright, with 25c. extra for 25 and 50-lb. packages.

CUT NAILS.—Business on account of new orders is light, but a good quantity is still moving. Prices are unchanged at $2.45 per keg f.o.b. Montreal.

WIRE NAILS.—Are still asked for and stocks are not as ample as dealers would like. We quote carlots at $2.40 and small lots at $2.45 per keg f.o.b. Gananoque, Montreal, London, Hamilton, Toronto, Brantford, Windsor, Ont., and St. John.

HORSE NAILS.—Are well inquired for and moving freely. We quote: "M" brand, "Oval" and "New City" heads, 55 per cent.; "Countersunk" heads, prices quoted on application. "C" brand, 40, 10 and 7½ per cent. off; "Monarch," 65 and "Peerless," 50 per cent.

HORSESHOES.—There is a good turnover of these. We quote as follows: Iron shoes, light and medium pattern, No. 2 and larger, $3.65; No. 1 and smaller, $3.90; snow pattern, No. 2 and larger, $3.90; No. 1 and smaller, $4.15; X L steel shoes, new, light pattern, sizes 1 to 5, No. 2 and larger, $3.80; No. 1 and smaller, $4.05; featherweight, all sizes, 0 to 4, $5.35; toe weight, all sizes, 1 to 4, $6.60. Shoes, more than one size in a keg, 10c. per keg extra f.o.b. Montreal only.

RIVETS AND BURRS.—Business quiet. Discounts are: Best iron rivets, section carriage and wagon box, black rivets, tinned do., coopers' rivets and tinned swedes rivets, 60 and 10 per cent.; swedes iron burrs are quoted at 55 per cent. off; copper rivets, with the usual proportion of burrs, 45 per cent. off, and coppered iron rivets and burrs, in 5-lb. carton boxes are quoted at 60 and 10 per cent. off list.

BOLTS AND NUTS.—These are wanted in many ways. Discounts are as follows: Norway carriage bolts, 55 per cent.; common, 50 and 10 per cent.; full square carriage bolts, 55 per cent.; machine bolts, 50, and 5 and 10 per cent.; coach screws, 66 2-3 and 10 per cent.; sleighshoe bolts, 65 and 5 per cent.; blank bolts, 50 and 5 and 10 per cent.; bolt ends, 50 and 5 and 10 per cent.; plough bolts, 50 and 5 and 10 per cent.; tire bolts, 67½ per cent.; stove bolts, 67½ per cent. Nuts, square, 3¾c. per lb. off list; hexagon nuts, 4c. per lb. off list.

SCREWS.—In fair inquiry. We quote as follows: Round head bright, 82½ per cent.; flat head bright, 87½ per cent.; brass, round head, 75 per cent.; brass, flat head, 80 per cent.

CORDAGE, ETC.—In fair demand. Cotton rope and twine are 1c. higher. We quote: Pure manila, 14c.; British pure manila, 12c.; sisal, 11½c.; double lath yarn, 11½c.; cotton rope, 15½c.; cotton twine, 17 and 20c. for 3 and 4 ply.

BUILDING PAPER.—Trade has been well maintained at the rise. We quote as follows: Tarred felt, $1.85 per 100 lb.; 2-ply ready roofing, 90c. per roll; 3-ply, $1.15 per roll; carpet felt, $2.50 per 100 lb.; dry sheathing, 40c. per roll; tar sheathing, 50c. per roll; dry fibre, 55c. per roll; tarred fibre, 65c. per roll; O K and I X L, 70c. per roll; heavy straw and sheathing, $35 per ton; slaters' felt, 65c. per roll.

SHOT.—In good request. Prices are as follows: Ordinary drop shot, A.A.A. to dust, $6.50 per 100 lb.; chilled, Nos. 1 to 10, $7.00 per 100 lb.; buck and seal, $7.50 per 100 lb.; ball, $8 per 100 lb. Trade discount, 15 per cent. f.o.b. Montreal, Toronto, Hamilton, London, St. John, N.B., and Halifax.

FIREBRICK.—Unchanged. We quote: $16 to $22 per 1,000 for English and $17 to $22 for Scotch, as to brand.

CEMENT.—Trade continues brisk. We quote: Canadian cement, $1.90 to $2.25; German, $2.25 to $2.40; English, $2.15 to $2.25; Belgian, $1.70 to $1.95 per bbl. ex-store, and American, $2.20 to $2.40 ex-cars.

METALS

The heavy iron and metal market has ruled easy in its general tendency, but there has been no change in spot prices as yet. In the United States heaviness in pig iron continues, and the general situation in it is attracting the attention of the entire trade, for coming as it does after the tremendous boom of 1902 it is somewhat perplexing in its aspects. At present, therefore, the general disposition is a waiting one. Advices from England in regard to tinplate say that the principal demand has been for squares and odds for the home and European markets, and that owing to the heavy feeling in pig tin prices have shown some weakness among holders of stock plates, but that the majority, as a rule, decline to meet the views of buyers.

PIG IRON.—Trade is a waiting one at present in this line, owing to situation in the States. We quote: Parron, No. 1, $21; do, No. 3, $19.75; Middlesboro', $17.75; Ayersome, No. 1, $19.75; do, No. 3, $19.50.

BAR IRON.—There has been a fair demand for these, and the unsettled feeling outside has not affected spot prices. We quote as follows: Merchants' bar $2; horseshoe iron, $2.25 and forged iron, $2.30.

PORTLAND CEMENT

CANADIAN, ENGLISH, GERMAN and BELGIAN.

FIRE BRICKS, FIRE CLAY, ENAMELLED BRICKS, all colors.

BUILDING BRICKS.

SEWER PIPES, CULVERT PIPES, WHEELBARROWS, FOUNDERS' and CONTRACTORS' SUPPLIES.

F. HYDE & CO.

31 WELLINGTON ST., MONTREAL

. . FULL STOCK . .

Salt Glazed Vitrified

Double Strength Culvert Pipe a Specialty.

THE CANADIAN SEWER PIPE CO.

HAMILTON, ONT. TORONTO, ONT. ST. JOHNS, QUE.

Deseronto Iron Co.

LIMITED

DESERONTO, ONT.

Manufacturers of

CHARCOAL PIG IRON

BRAND "DESERONTO."

Especially adapted for Car Wheels, Malleable Castings, Boiler Tubes, Engine Cylinders, Hydraulic and other Machinery where great strength is required. Strong, High Silicon Iron, for Foundry Purposes.

"MIDLAND"

BRAND

Foundry Pig Iron.

Made from carefully selected Lake Superior Ores, with Connellsville Coke as Fuel, "Midland" will rival in quality and grading the very best of the imported brands.

Write for Price to Sales Agents

Drummond McCall & Co.

MONTREAL, QUE

or to

Canada Iron Furnace Co.

MIDLAND, ONT. Limited

BLACK SHEETS.—Are moving out well at former quotations. We quote: 28 gauge, $2.45; 26 gauge, $2.40; 22 to 24 gauge, $2.35, 18 to 20 gauge, $2.30 and 8 to 10 gauge, $2.40.

GALVANIZED IRON.—There is a good trade doing in these. Quotations are: 28, Queen's Head, $4.40; Apollo, $10\frac{3}{4}$ oz., $4.30; Fleur-de-Lis, $4.15; Comet, $4; Bell brand, $4.05. In less than case lots, 25c. extra.

LEAD PIPE.—Continues as last reported. We quote 8c. for composition waste and 7c. for ordinary, with 30 per cent. discount.

IRON PIPE.—Without change. We quote as follows: Standard pipe, per 100 ft., in lengths under 19 ft.: Black, $\frac{1}{4}$, $2.40; $\frac{3}{8}$, $2.65; $\frac{1}{2}$, $2.85, $\frac{3}{4}$, $3.65; 1-in., $5.20; $1\frac{1}{4}$, $7.35; $1\frac{1}{2}$, $8.95; 2-in., $12.55. Galvanized, $\frac{1}{4}$, $3.20; $\frac{3}{8}$, $3.45; $\frac{1}{2}$, $3.85; $\frac{3}{4}$, $5; 1-in., $7.20; $1\frac{1}{4}$, $10.05; $1\frac{1}{2}$, $12.20; 2-in., 416.85. Extra heavy pipe, plain ends, are quoted per 100 ft. as follows: Black, $\frac{1}{2}$, $4.20; $\frac{3}{4}$, $5.25; 1-in., $7.55; $1\frac{1}{4}$, 410.55; $1\frac{1}{2}$, $12.75; 2-in., $17.60. Galvanized, $\frac{1}{2}$, $5.20; $\frac{3}{4}$, $6.65; 1-in., $9.55; $1\frac{1}{4}$, $13.25; $1\frac{1}{2}$, $16; 2-in., $21.90. For threads and couplings on extra heavy 5 per cent. net is added. Trade discount, 5 to $7\frac{1}{2}$ per cent.

SOIL PIPE.—Rules steady. We quote: Light soil pipe, 3 to 6 in., 50 per cent.; medium and extra heavy soil pipe, 2 to 6-inch, 60 per cent.; extra heavy soil pipe, 8-inch, 45 per cent.; light fittings, 2 to 6-inch, 50 and 10 per cent.; medium and extra heavy fittings, 2 to 6-inch, 60 per cent.; extra heavy fittings, 8-inch, 45 per cent.

TINPLATES.—Cable advices report an unsettled feeling in values in Wales owing to the heavy feeling in pig tin, but there has been no reflection of the fact locally. It is understood that Canadian importers have been doing a little more in Alloway charcoals on the basis of 12s. 6d. per box. Locally we quote charcoal $4.25, and cokes $3.85 to $4 as to quantity.

INGOT COPPER.—The tendency in this metal continues easy at leading foreign markets, but there has been no change locally, prices ranging from $15.50 to $15.75 per 100 lb.

INGOT TIN.—Easiness at leading distributing points does not affect the spot price on this metal, which remains at $33 to $33.25 per 100 lb.

PIG LEAD.—Continues steady at $3.50 to $3.75.

STEEL.—Steady; fair inquiry. We quote: Mild, $2.05; sleighshoe, $2.10 to $2.20; tire, $2.15 to $2.25; spring, $2.85 to $3; reeled machinery, $2.75 to $3; toe-calk, $2.60 to $2.75; machinery (iron finish), $2.10; mild steel, $2.05; square harrow, $2.50.

TOOL STEEL.—Remains as last noted. We quote: Black Diamond, 8 to 9c.; Sanderson's, 8 to 9c., according to the grade; Jessop's, 13c.; Leonard's, $7\frac{1}{2}$c.; Jonas & Colver's, 10 to 20c.; "Air Hardening," 50 to 65c. per lb.

CANADA PLATE.—There is a brisk movement in these. We quote as follows: 52s, $2.60 to $2.70; 60s, $2.70 to $2.80; 75s, $2.80 to $2.85; full polished, $3.75 and galvanized, $4.25 to $4.35; galvanized, 60s, $4.45 to $4.55.

TERNE PLATE.—Remains steady at $7.25.

COIL CHAIN.—Quiet and steady. We quote: No. 6, 10c.; No. 5, 9c.; No. 4, $8\frac{1}{2}$c.; No. 3, 7c.; $\frac{1}{4}$-in., $6\frac{1}{4}$c.; 5-16-in., $4.90; $\frac{3}{8}$-in., $4.20; 7-16-in., $4; $\frac{1}{2}$-in., $3.90; 9-16-

TINPLATES

"DOMINION CROWN"—Best Best Charcoal, tissued.
"ALLAWAYS"—Best Charcoal.
"CANADA CROWN"—Charcoal
"LYDBROOK" } Best Coke.
"TRYM"

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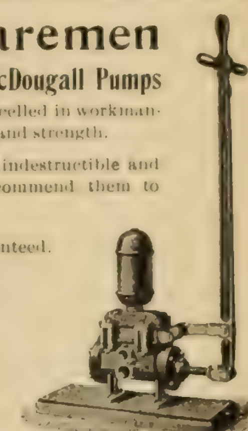

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INGOT COPPER

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Hamilton, Ont.

NOVA SCOTIA STEEL & COAL CO., Limited

NEW GLASGOW, N.S.

Manufacturers of

Ferrona Pig Iron

And SIEMENS MARTIN

OPEN HEARTH STEEL

in., $3.75; ⅝-in., $3.60; ¾-in., $3.50; ⅞-in., $3.45, and 1 in., $3.40, with 10c. allowance on carlots.

SOLDER.—In fair request at 20c. for bar and 19c. for wire.

ZINC SPELTER.—Firmness is advised from outside, but the local situation is so far unaffected. We quote $6.25 to $6.50.

SHEET ZINC.—Unchanged at $6.75 to $7, as to gauge.

SCRAP METALS.

Continue much the same. Our quotations are as follows: Heavy copper and wire, 10c. per lb.; light copper, 9c.; heavy red brass, 10c.; heavy yellow, 8½c.; light brass, 5c.; lead, 2 to 2¼c.; zinc, 2½ to 2¾c.; iron, No. 1 wrought, $17 to $17.50; No. 2, $7.50 per ton; machinery scrap, $17.50 to $18; stove plate, $13; malleable and steel, $6; mixed country rags, 60 to 70c. per 100 lb.; old rubbers, 6¼ to 6¾c. per lb.

RAW FURS.

Buying is about over for the season. What lots are being offered now are small and not of the best quality, consequently prices are shaded below those here given. For any good quality of furs, however,, the following prices still hold good:

	Large	Medi'm	Small	Kitts				
BEAVER—Labrador and choice Eastern	$6.00	$5.00	$2.75	$1-1.50	Fall Beaver $2.00 to $2.50 per pound.		Spring Beaver $3.00 to $3.25 per pound.	
" Territory Rocky Mountains and Western								
Strictly Prime, or, No. 1	6.00	4.00	2.00	.50-.75				
Partly Prime, or, No. 2	4.00	3.00	2.00	.50				
Unprime, or, No. 3	3.00	2.00	.75	.40				
Flat, weak, or poor, or, No. 4	2.50	.50	.25	.25				
	Large	Medi'm	Small	2	3	4	Cubs.	Yearl's
BEAR Black Choice only	15.00	10.00	7.50	6.00	3.00	.50	$2.00 to	$8.00
" Brown "	12.00	7.00	5.00	....	......	......	1.00 to	5.00
	1	2	3	4				
BADGER Of all sections	.50	.25	.10	.05				
	Dark	Brown	Pale	2	3	4		
FISHER—Eastern and far North-Eastern	6.50	5.00	5.00	3.00	1.75	.50		
Territory and Western	6.50	5.00	3.50	2.00	1.00	.50		
	Large	Small	2	3	4			
FOX—Red—North-Eastern and similar fine bright red kinds	4.00	2.75	1.25	.75	.20			
" Territory and Western	4.00	2.75	1.40	.50	.20			
	Dark	Fair	Pale	2	3	4		
" Cross—Value principally as to beauty, also size & richness	10.00	7.00	4.00	2.50	1.50	.50		
" Silver Eastern and far Northern	75.00	50 00	25.00	20.00	9.00	4.50		
" Pacific Coast, Territory and Western	50.00-60	35.00	20.00	15.00	5.00	2.50		
	Large	Medi'm	Small	2	3			
LYNX—Far North-Eastern	4.00-5.00	2 to 3.50	2.25	2.00	.75	.25		
" Territory and Western	4.00-5.00	2 to 3.50	2.25	2.00	.60	.20		
	Dark	Brown	Pale	2	3	4		
MARTEN British Columbia, Northern Pacific and similar	7.00	5.00	2.50	1.75	1.00	.25		
" Territory and Western	3.50	2.25	1.50	1.00	.60	.20		
" Quebec and Ontario	3.00-3.50	2.25-3.00	2 to 2.25	1.00	.50	.25		
	Large	Medi'm	Small	2 Large	2 Small	3		
MINK—Halifax, far North-Eastern and choice	4.00	3.25	2.50	2.25	1.50	.40	.25	
" Territory and Western	1.50-2.00	1.50	1.00	.75		.25	.15-25	
	Spring	Winter	Fall	Kitts				
MUSKRAT—Eastern, best large		.10 to .13	8 to 10	2 to 5				
" Territory and Western		5 to .10	.07	2 to 4				
	Large	Small	2	3	4		Cubs	
OTTER Labrador and far North-Eastern	$10-$14	7.00-10	5.00	2.50	2.00		$1.00 to $2.00	
" Territory and Western	6.00	4.50	3.50	2.25	.50		.25 to .50	
	Large	Small	2	3	4			
RACOON	.75-1.25	.60-75	.33-50	.25	.15			
" Black Value according to darkness, size and beauty	2 25	2.00	1.00	.50	.25			
	Black	Sh'rt St	Long St	White				
SKUNK	.75-1.25	.75	.40-.50	.05-15				
	Dark	Brown	Pale	2	3	4		
WOLVERINE Value according to darkness, size and beauty	5.00	4.00	2.50	1.50	.75	.25		
CASTOREUM—	$5.00 to $6.00 per pound.							

HIDES.

Firmer. We quote: No. 1 hides, 8c.; No. 2, 7c.; No. 3, 6c. Calfskins, 10 to 11c.; sheepskins, 75c.; lambskins, 25c.

TALLOW.—Quiet at 6 to 6½c. for refined, with rough tallow 3 to 3½c.

ASHES.—Firm. First pots, $5.50 to $5.70, and seconds $4.65, and pearls nominal at $6.25 per 100 lb.

ONTARIO MARKETS.

HARDWARE.

Toronto, June 12, 1903.

NOTWITHSTANDING the recent crisis in financial circles and the pessimistic utterances of some politicians, there is a cheering air of confidence in business circles. Manufacturers of many lines are just beginning to catch up with orders, and while trade is not as active as was the case a few weeks ago, it is still of larger volume than is usual at this time. The crop reports are, on the whole, satisfactory. A banner fruit crop is expected from the Niagara district. The recent rains have served to refresh many sections of Ontario which were in need of refreshment. Prices are well maintained throughout; changes all being toward higher prices. Sashcord is 1c. higher, and further advances are predicted. Coil chain is about 5 per cent. higher, but some dealers are still taking orders at the old figures. There is still a scarcity of spades and shovels.

BARB WIRE.—A fair demand continues. The base price is as follows: $2.55 from Cleveland and 10c. less in carlots. From stock, Toronto, $2.80.

GALVANIZED WIRE. — The demand seems to have been about met and trade is easing off. Our quotations are as follows: Nos. 6, 7 and 8, $3.15 to $3.35 per 100 lb.; No. 9, $2.50; No. 10, $3.20 to $3.40; No. 11, $3.25 to $3.45; No. 12, $2.65; No. 13, $2.75; No. 14, $3.75 to $3.95; No. 15, $4.30; No. 16, $4.55. Nos. 6 to 9 base from Cleveland are quoted at $2.27½ in less than carlots and at $2.15 in carlots.

SMOOTH STEEL WIRE.—Trade is now quiet. The base price is $2.50 per 100 lb. Oiling 10c.; coppering 60c.; and tinning, $2 per 100 lb. extra. Shipping points, Toronto, Hamilton, London and Montreal, with freights equalized on those points.

COIL SPRING WIRE.—An excellent trade has been done, but it is about over. Prices firm. We quote: No. 9, $2.75; No. 11, $3.40; No. 12, $2.95. Freight up to 25c. per 100 lb. allowed on 500 lb. or over. Carlots of 15 tons, 5c. less, with freight up to 20c. allowed.

WIRE NAILS.—Makers seem to have about caught up to the demand. An active trade continues. We quote: Carlots, $2.40 and small lots, $2.45 per keg f.o.b. Gananoque, Montreal, London, Hamilton, Toronto, Brantford, Windsor, Ont., and St. John.

CUT NAILS.—An excellent demand keeps up at $2.50 per keg f.o.b. Toronto.

HORSE NAILS.—A fair demand is recorded. The correct discount on "Monarch" is 60 per cent., not 65 per cent., as erroneously printed on page 58 of this issue. Quotations are: "C" brand, oval head, 40 and 10 and 7½ per cent.; on "Monarch," 60 per cent., and "Countersunk head," 60 per cent.; on "Peerless," 45 and 7½ per cent.

HORSESHOES.—A fair trade doing. We quote, f.o.b. Toronto: Iron shoes, No 2 and larger, $3.80; No. 1 and smaller, $4.05. Steel, new light shoes, No. 2 and larger, $3.95; No. 1 and smaller, $4.20. Snow shoes, No. 2 and larger, $4.05; No. 1 and lighter, $4.30. If shipped from factory, 10 to 15c. less.

SCREWS.—An excellent demand, with some lines still scarce. We quote: Flat head bright, 87½ per cent. discount; round head bright, 82½ per cent.; flat head brass, 80 per cent.; round head brass, 75 per cent.; round head bronze, 70 per cent.; flat head bronze, 75 per cent.

RIVETS AND BURRS.—Still in good demand. We quote: Iron rivets, 60 and 10 per cent. discount; iron burrs, 55 per cent.; copper rivets, with usual proportion of burrs, 45 per cent.

BOLTS AND NUTS.—Manufacturers are still away behind their orders, nearly all sizes being affected. We quote as follows: Carriage bolts, common ($1 list), 50 and 10 per cent.; carriage bolts, full square ($2.40 list), 55 and 10 per cent.; carriage bolts, Norway iron, ($3 list), 55 and 10 per cent.; machine bolts, all sizes, 50, 5 and 10 per cent.; coach screws, cone points, 66 2-3 and 10 per cent.

BINDER TWINE.—A good business continues. Prices are steady. We quote: 650 ft., 13c.; 600 ft., 12c.; 550 ft., 11¼c.; 500 ft., 10½c.

CORDAGE.—A good demand is noted, the market being firm in anticipation of another advance. Sashcord is 1c. higher and is still stiff. We quote as follows: Pure manila, 14½c.; British pure manila, 12c.; sisal, 11½c.; double lathyarn, 11½c.; single lathyarn, 11c.; double shingleyarn, 11½c.; single shingleyarn, 11c.; sashcord, 25 to 30c.

LAWN MOWERS.—Jobbers report less trouble in getting goods to meet their orders. Prices are firm and steady We quote: Woodyatt, 12-in., $7.50; 14-in., $8; 16-in., $8.50; 18-in., $9; 20-in., $10; Star, 12-in., $5.50; 14-in., $5.75; 16-in., $6; Daisy, 12-in., $4.90; 14-in., $5.10; 16-in., $5.30; Ontario, 12-in., $14.25; 14-in., $15.80; 16-in., $16.80; 18-in., $18.90; 20-in., $20.50; Philadelphia, 12-in., $6.50; 14-in., $7; 16-in., $7.50. Discount, 40 and 10 to 50 per cent.

SOIL PIPE AND FITTINGS.—A big trade is doing, with prices steady and the discounts quoted as follows: Light soil pipe, 45 and 5 per cent.; light soil pipe fittings, 50 and 5 per cent.; medium and extra heavy pipe and fittings, 55 and 5 per cent.; 7 and 8-in pipe, 40 and 5 per cent.

BRASS GOODS.—The demand for both plumbing and steam specialties continues brisk. Discounts are unchanged.

BUILDING PAPER.—An advance was noted last week, but the figures were not

altered, which is consequently done now. Quotations are: Tarred felt, \$1.85 per 100 lb.; 2-ply ready roofing, 95c. per roll; 3-ply, \$1.20 per roll; carpet felt, \$2.30 per 100 lb.; dry sheathing, 40c. per roll; tar sheathing, 50c. per roll; dry fibre, 50c. per roll; tarred fibre, 65c. per roll, O K and I X L, 70c. per roll, heavy straw and sheathing, \$35 per ton; slaters' felt, 65c. per roll.

SCREEN DOORS.—Quotations are: Screen doors, common, 2 or 3 panel, walnut stained, 4-in. style, \$6.80; stained, yellow or green, \$7; in natural colors, oil finish, \$8.15; 3-inch style, 20c. per dozen less.

PLUMBING FIXTURES.—The demand keeps active, and some lines of earthenware stocks are light. Prices are steady.

RUBBER HOSE.—The advance is maintained. Lawn standard is now quoted at $5\frac{1}{2}$c. per ft. for $\frac{1}{2}$-in. and $6\frac{1}{2}$c. per ft. for $\frac{3}{4}$-in.

FORK HANDLES.—There is a brisk business at the new discount. 50 per cent.

PRESSED SPIKES.—A new list has been issued, as follows: Per cwt.—$\frac{1}{4}$-in. x 4, $4\frac{1}{2}$-in., \$4.75; 5 16 in. x 5, 6 in., \$4.50; $\frac{3}{8}$-in. x 6, 7, 8-in., \$4.25; 7 16 in. x 7, 8-in., \$4.10; $\frac{1}{2}$-in. x 9, 10, 12-in., \$3.90. The discount is 20 per cent.

TINWARE AND ENAMELWARE.—The demand keeps up excellently, all lines being in demand.

MILK CAN TRIMMINGS.—A particularly heavy demand is noted, particularly from the dairying districts of Eastern Ontario. One jobbing house reports an increase in business to this section and for this line of fully 50 per cent. over former years.

CEMENT.—The demand continues active, absorbing all offerings, both of foreign and domestic production. A big demand is noted. We quote in carlots, Toronto, as follows: Canadian Portland, \$2.50; German, \$2.40 to \$2.50; English, \$2.30 to \$2.50; hydraulic, \$1.50. Small quantities are 15 to 25c. higher.

METALS.

The market continues in a healthy condition. Many buyers are holding back their contracts for the latter half of the year in the hope of further concessions. Prices are, however, steadier than they have been. The United States iron market seems to have recovered in a large degree from the causes which gradually lowered prices there, and now there is not apparent a disposition to still further cut prices. Some authorities foresee higher prices, when the buyers who are now staying out of the market start making their purchases for the latter half of the year. Copper and tin continue to decline at both London and New York, but no change is reported here. Steel, Canada plates, lead, tinplates and galvanized sheets continue firm. No changes are reported throughout.

PIG IRON.—A steadier tone is manifest in the larger markets and, despite statements in Parliament to the contrary, a confident feeling pervades the market. Many buyers are holding off for a further cut. Canadian smelters are reported to be sold well in advance and jobbers predict a scramble for the metal before many months. Importations have been delayed by slow dockage facilities at Montreal. We quote f.o.b. Toronto, Hamilton and Midland No. 1, \$22.50; Sydney No. 1, \$20.50; No. 1 Jarrow, \$21.50; No. 2 Summerlee, \$25.

BAR IRON.—The price noted last week in Canadian grades. Prices are firm at now seems general, which means a reduction of 5c. The base price is now \$2. For extras, cut to length while rolling, 2 ft. and over, 10c. per 100 lb.; 1 ft. and under 2 ft., 15c.; under 1 ft., 20c.; over 20 ft., by special agreement, according to length and size.

STEEL BOILER PLATES.—A steady trade is doing with the base price still \$1.96 f.o.b. Toronto.

TOOL STEEL.—A big business is doing with prices firm: "B C" and "Black Diamond," 10 to 11c.; Jessop's, Morton's and Firth's, 14c.; Jonas & Colver's, 10 to 20c.; ditto, "Air Hardening," 70c. per lb.; Chas. Leonard's, 8 to 9c.; Park's "Silver," 12 to 14c.; Park's "Special," 15 to 20c.

MACHINERY STEEL.—The activity continues, with prices firm at \$2 to \$2.05 f.o.b. Toronto.

COKE.—In good demand. Quotations range from \$6.75 to \$7.15 for 72-hr., and \$5.50 for 48-hr. furnace coke, f.o.b. Toronto.

BLACK SHEETS.—A good demand continues. We quote: Common, \$3.15 for 28 gauge and dead flat, \$3.50 for 26 gauge.

CANADA PLATES.—There is trouble in securing prompt delivery of orders, the goods being delayed at Montreal. A good trade doing. Import orders are coming forward freely. Prices are steady. We quote: All dull, \$2.90 to \$3; half-polished, \$2.85 to \$3.10 and all-bright, \$3.75 to \$3.85.

GALVANIZED SHEETS.—A big trade has been recorded this season, the activity of building creating large needs for eavetroughs, conductor pipes and cornices. Prices are steady and unchanged throughout. We quote: Queen's Head, \$4.50 for 28 gauge; American, \$4.40 for 24 gauge; Bell brand, \$4.30 for 28 gauge; Gordon Crown, \$4.50 for 28 gauge.

TIN.—Prices continue to fluctuate, the tendency still being downward. We quote \$33 to \$33.25.

TINPLATES.—Prices are firm. A good demand is reported. We quote as follows: Charcoals, \$4.75 to \$5 and cokes, \$4.25 to \$4.50 per box.

COPPER.—Prices continue to decline, but there is no change on this market. Ingot and sheet copper are both quiet. We quote: Ingot copper, \$15, and sheet copper, \$21 to \$22 per 100 lb.

BRASS.—Unchanged in price and in good demand. Discount, 10 per cent.

LEAD.—The market is firm with a good business doing. We quote: \$3.50 per 100 lb. for pig lead and \$3.75 for bar lead.

IRON PIPE.—A brisk trade is doing. Prices are steady since the reduction in large sizes. We quote as follows: Per 100 ft.: Black pipe, $\frac{1}{8}$-in., \$3.25; $\frac{1}{4}$-in., \$2.40; $\frac{3}{8}$-in., \$2.65; $\frac{1}{2}$-in., \$2.85; $\frac{3}{4}$-in., \$3.65; 1-in., \$5.25; $1\frac{1}{4}$-in., \$7.35; $1\frac{1}{2}$-in., \$8.95; 2-in., \$12.55; $2\frac{1}{2}$-in., \$20; 3-in., \$23; $3\frac{1}{2}$-in., \$30; 4-in., \$36.

ZINC SPELTER.—The demand is quiet. Prices are steady at $6\frac{1}{4}$ to $6\frac{1}{2}$c per lb.

ZINC SHEETS.—We quote base price as follows: Cask lots, \$6.75 to \$7, and part casks, \$7 to \$7.25.

SOLDER.—In good demand. Prices are unchanged. Guaranteed half-and-half is quoted at 18 to 19c., and wiping 17 to 18c.

PETROLEUM.

The petroleum situation is much the same as last week. The market is very quiet. There is still cutting being done

OAKEY'S The original and only Genuine preparation for Cleaning Cutlery. 6d. and 1s. Canisters.

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, LIMITED

MANUFACTURERS OF

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COVERT MFG. CO.

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Harness Snaps Chain, Rope and Web Goods, etc.

FOR SALE BY JOBBERS AT MFRS. PRICE

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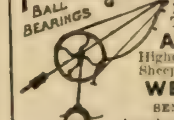

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Highest Quality Grooming and Sheep-Shearing Machines.

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Oneida Community Goods

HALTERS, COW TIES, SNAPS, etc., éte.,

in all sizes and styles. May be had of all jobbers throughout Canada.

Factory—NIAGARA FALLS, ONT

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NEWMAN'S INVINCIBLE

FLOOR SPRINGS

Strong, Quick, Reliable, Effective.

Will close a door against any pressure of wind Far ahead of ordinary door springs, pneumatic or otherwise. Ask your wholesaler.

W. NEWMAN & SONS, Birmingham.

All progressive dealers now find it advantageous to stock

Gilbertson's "COMET"

Galvanized Sheets and Galvanized Canada Plates.

Quality and price right.

W. GILBERTSON & CO, Limited, near Swansea, Eng. Makers

ALEXANDER GIBB, MONTREAL, Canadian Representative.

The demand is enormous for

"Kearney & Foot"

—AND—

"Globe" Brand

RASPS

Full Weight, Elastic Teeth. Highly Tempered.

PRONOUNCED BY EXPERTS TO BE THE BEST.

For sale everywhere. Ask your Merchant for the "Kearney & Foot" or "Globe" Brand Horse Rasp.

WALTER GROSE, Selling Agent, Montreal.

Nicholson File Co.,
DOMINION WORKS, PORT HOPE, CANADA.

last week's quotations. We quote as follows: Lily White, Canadian, 18c. in bbls.; Silver Light, American, 15½c. in bbls.; Crystal Spray, water white, American, 21c. in bbls.; Pennoline, best American imported, 22c. in bbls. In bulk, 2c. less.

HIDES, SKINS AND WOOL.

The hide market is fairly active; prices hold firm. The calfskin market is quiet. Veal skins of all weights have dropped 1c. per lb. The wool season is just coming in now, and it is expected that there will be a very active market soon. Tallow has dropped ½c. per lb.

We quote as follows:

HIDES—No. 1 green, 8c.; No. 2 green, 7c. per lb.; No. 1 green, steers, 8½c.; No. 2 green, steers, 7½c. per lb.; cured, per lb., 8 to 8½c.

CALF SKINS—Veal skins, No. 1, 6 to 14 lb. inclusive, 9c.; No. 2, 7c.; No. 1, 15 to 20 lb. inclusive, 8c.; No. 2, 6c. Deacons (dairies), each, 60 to 70c.; sheep skins, 40c. to $1.10.

WOOL—Unwashed wool, per lb., 8 to 9c.; fleece wool, 14½ to 15½c.; pulled wools, super., per lb., 15c.; extra, 18c.

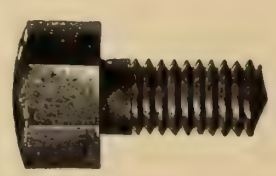
TALLOW—We quote 5 to 5¼ per lb.

OLD MATERIAL.

This market shows no change. Demand is only fairly good. We quote as follows: Heavy copper and wire, 11½c. per lb.; light copper, 10c. per lb.; heavy red brass, 10½c. per lb.; heavy yellow brass, 8½c. per lb.; light brass, 6c.; lead, 2½c.; scrap zinc, 3¼c.; iron, No. 1 wrought, $14 per net ton; No. 2 wrought, $5; machinery cast scrap, $16; stove plate, $11; malleable and steel, $7; old rubbers, 6¼c. per lb., and country mixed rags, 50c. per 100 lb.

MARKET NOTES.

Owing to an error several changes were not made in our "Current Market Quotations" this week. Attention is therefore drawn to the fact that "Monarch" horsenails have a discount of but 60 per cent., not 65 per cent.; building paper is 5c. dearer than the quotations given; rope, etc., should be ½c. higher than the prices on page 60.



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Manufacturers of

Set and Cap Screws, Special Milled Work, Engine Studs, Etc. Cold Punched Nuts of every variety of finish.

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NEW LIGHT STEEL RAILS ALL WEIGHTS, ALL SECTIONS

We offer for immediate shipment from stock, all sections from 12 up to 56 pounds to the yard with fastenings. CORRESPONDENCE SOLICITED.

Sessenwein Bros., 103 Shannon St., Montreal.

No Oil-Soaked Floor

Don't the floor of your oil-room make you "sick" when you see it? Did you ever figure out the profit you lost through this wasted oil?

Don't you know that the

BOWSER SELF-MEASURING Oil Outfit

will save this oil, will keep your floors neat and clean and pay for itself during the first year? It will. We guarantee it.

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Ask for Catalogue "A."

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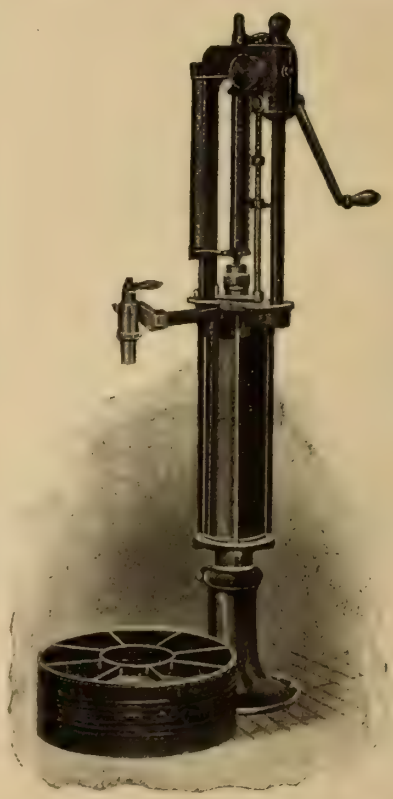


Pump on Floor
Tank in Cellar

MANITOBA MARKETS.

WINNIPEG, June 9, 1903.

A QUIET, steady trade in all lines is reported. The only change to note is a slight advance in imitation Russian iron.

Price list for the week is as follows :

Barbed wire, 100 lb.		$3 25
Plain galvanized	6 to 8	3 25
''	9	2 90
''	10	3 50
''	12	3 10
''	13	3 20
''	14	3 90
''	15	4 45
''	16	4 60
Barbed wire, 100 lb.		$3 25
Plain twist		3 25
Staples		3 65
Oiled annealed wire	10	3 42
''	11	3 48
''	12	3 56
''	13	3 66
''	14	3 76
''	15	3 91

Annealed wires (unoiled) 10c. less.
Horsenails, 40 per cent. discount.

Horseshoes, iron, No. 0 to No 1	4 75
No. 2 and larger	4 45
Snow shoes, No. 0 to No. 1	4 60
No. 2 and larger	4 45
Steel, No. 0 to No. 1	4 45
No. 2 and larger	4 20

Cut Nails—			Wire Nails—	
2d	1 in.	$4 10	1 in.	$4 25
3d Fin.	1⅛ in.	4 10	1⅛ in.	4 20
3d	1¼ in.	3 75	1¼ ''	3 80
4d	1½ in.	3 50	1½ ''	3 60
5d	1¾ in.	3 50	1¾ ''	3 60
6d	2 in.	3 40	2 ''	3 50
8d	2½ in.	3 25	2½ ''	3 35
10d	3 in.	3 20	3 ''	3 30
20d	4 in.	3 15	3½ ''	3 25
30d	4½ in.	3 10	4 ''	3 20
40d	5 in.	3 10	4½ ''	3 20
50d	5½ in.	3 10	5 ''	3 20
60d	6 in.	3 10	5½ ''	3 20
			6 ''	3 20

Bar iron, $2.70 basis.
Swedish iron, $4.75 basis

Sleigh shoe steel	2 85
Spring steel	3 25
Machinery steel	3 50
Tool steel, Black Diamond, 100 lb	8 50
Jessop	13 00
Sheet iron, black, 10 to 16 gauge, 100 lb.	3 50
18 to 22 gauge	3 75
24 gauge	3 90
26 gauge	4 00
28 gauge	4 10
Galvanized Iron, Apollo, 16 gauge	4 00
18 and 20 gauge	4 00
22 and 24 gauge	4 25
26 gauge	4 25
28 gauge	4 50
30 gauge or 10¾ oz	4 75
Extra sheets, 36 in. wide an advance of 25 p.c. per 100 lb.	
Queen's Head, 24 gauge	4 25
26 gauge	4 50
28 ''	4 75
Extra sheets, 36-in. wide, an advance of 25 p.c. per 100 lb.	
Genuine Russian, per lb	11
Imitation '' ''	07 to 08
Tinned, 24 gauge, 100 lb	8 00
26 gauge	8 50
Tinplate, IC charcoal, 20 x 28, box	10 00
'' IX ''	12 00
'' IXX ''	14 00
Ingot tin	35
Canada plate, 18 x 21, 18 x 24 and 20 x 28.	3 25
Canada plate, full polished	4 00
Sheet zinc, cask lots, 100 lb	7 50
Broken lots	8 00
Pig lead, 100 lb	5 50
Black iron pipe, ⅛ inch	3 30
'' ¼ ''	3 30
'' ⅜ ''	3 40
'' ½ ''	3 75
Black iron pipe, ¾ inch	4 30
'' 1 ''	6 25
'' 1¼ ''	8 75
'' 1½ ''	10 50
'' 2 ''	14 50

Shingles that Stand Every Test

That's what you're SURE of, when you order

Eastlakes

The practical, durable, Steel Shingles of Canada.

They prevent fire, are lightningproof, can't rust or leak, and give perfect satisfaction. Any handy man can put them on.

Secure the trade of your locality in these quick-selling goods.

Metallic Roofing Co., Limited

TORONTO MONTREAL WINNIPEG

Rope, sisal, 7-16 and larger, basis	$12 25
Manila, 7-16 and larger, basis	15 25
Lathyarn	11 75
Solder	20
Axes, chopping	$ 6 75 to 12 00
'' double bitts	12 00 to 18 00
Bluestone	5 75
Screws, flat head, iron, bright	85 and 10 p c.
Round '' ''	80 p.c.
Flat '' brass	75 and 10 p.c.
Round '' ''	70 and 10 p.m.
Coach	65 p.c.
Bolts, carriage	50 p.c.
Machine	50 and 5 p.c.
Tire	60 and 5 p.c.
Sleigh shoe	65 p.c.
Plough	50 p.c.
Flat head stove	60 and 5 p.c.
Round head	60 and 5 p.c,
Elevator	60 p.c.
Rivets, iron,	50 and 10 p.c.
Copper, No. 8	32
'' No. 12	36
Coil chain, 3-16 inch	10⅛
'' ¼ inch	8¼
'' 5-16 inch	5⅝
'' ⅜ inch	5⅜
'' 7-16 inch	5
'' ½ to ¾ inch	4¾
Spades and shovels	40 and 5 p.c.
Harvest tools	60 p.c.
Axe handles, turned, s. g. hickory, doz.	$2 50
No. 1	1 50
No. 2	1 25
Octagon extra	1 75
No. 1	1 25
Files common	70, and 10 p.c.
Diamond	60
Ammunition, cartridges, Dominion R.F.	50 p.c.
Dominion, C.F., pistol	30 p.c.
'' military	15 p.c.
American R.F.	30 p.c.
C.F. pistol	5 p.c.
C.F. military	10 p.c. advance.
Loaded shells:	
Eley's soft, 12 gauge black	16 50
chilled, 12 gauge	18 00
soft, 10 gauge	21 00
chilled, 10 gauge	23 00
Shot, Ordinary, per 100 lb	6 20
Chilled	6 60
Powder, F.F., keg	4 75
F.F.G.	5 00
Tinware, pressed, retinned.	70 and 10 p.c.
'' '' plain	75 and 2½ p.c.
'' pieced	
Japanned ware	37½ p.c.
Enamelled ware, white	45 p.c.
'' Famous	50 anp 10 p.c.
'' Imperial	50 end 10 d.c.
Green Wire Cloth	1 50.

PETROLEUM.

Water white American	26½c.
Prime white American	24½c.
Water white Canadian	24c.
Prime white Canadian	22½c.

SCRAP.

No. 1 cast iron	$16 per ton.
No. 2 ''	8 ''
Wrought iron scrap	5 ''
Copper (heavy)	7c. per lb.
Yellow brass (heavy)	7½c.
Light brass	5c. to 6c. ''
Lead pipe, or tea lead	2c. to 2½c. ''
Zinc scrap	1c. ''

PAINTS, OILS AND GLASS.

Turpentine, pure, in barrels	$ 0 84
Less than barrel lots	0 86
Linseed oil, raw	66
Boiled	69
Lubricating oils, Eldorado castor	28½
Eldorado engine	27½
Atlantic red	33½
Renown engine	42
Black oil	19½ to 21½
Cylinder oil (according to grade)	55 to 74
Harness oil	56
Neatsfoot oil	1 00
Steam refined oil	85
Sperm oil	2 00
Pure castor oil, first pressure	10
Lubricating	10

BINDER TWINE.

Jute, per lb	$0 10½
Sisal, per lb	0 11
Standard, per lb	0 11
Manila, per lb., 550 ft	0 12
Manila, per lb., 600 ft	0 12½
Manila (pure), per lb	0 13½

F.O.B. Chicago; discount ¼c. on 5-ton lots and ⅛c. on car lots.

NOTES.

The Northern Iron Works Co., whose entire plant was destroyed by fire three weeks ago, got their temporary plant in operation and commenced moulding again during the week. Their permanent new building is also under construction.

Merrick-Anderson Co., Winnipeg, are applying for letters of incorporation to take over the wholesale hardware and commission business carried on for 20 years by Merrick, Anderson & Co.

NOVA SCOTIA MARKETS.

Halifax, June 9, 1903.

THE wholesale hardware trade for the last week has been somewhat quiet, except for the filling of orders for haying tools and light sundries previously booked. The orders coming in from the territory covered are comparatively small, and there is a general feeling that trade conditions are not as satisfactory generally as could be wished. Except from the mining and manufacturing centres, the renewals are very much above the average, and what is somewhat worse, the banks are not as lenient in this respect as they were when conditions of trade were brighter.

* * *

Though the business men are not naturally inclined to look at things pessimistically, there is no getting round the fact that money is inordinately scarce throughout the country. What is the cause is not quite definite. Things have happened which point to the fact that the late decline in securities has had much to do with it. It is also quite evident that a great deal of money has been sunk throughout the country, in small as well as large towns, in marginal stock, which the holders had to sell even after having put up twenty or more points margin. Some failures in the province have already taken place which point directly to this fact. One fact is quite evident—that the bright prospects which prevailed in business three months ago are not now so promising, and many of the wholesale couses, in hardware as well as in other lines, are selling with extreme caution, following the course of the banks.

* * *

With good crops, however, the autumn may show a more promising state of business. The forest fires have done much damage, and the lack of rain has been a setback to the crops, but now that rain has come the situation is somewhat relieved and with a good day's rain the prospect of good crops may yet be assured.

* * *

The threatened strike of the carpenters, which was scheduled for June 1st, has not taken place. This has materially affected the hardware trade and the local demand for builders' materials is still unabated. There is also a light demand from many sections of the province. The retailers are still doing a fair business in supplies for spring repair work and report sales in other lines very satisfactory.

* * *

There is no material change in any line of hardware, and most lines remain firm. Turpentine has become much firmer and may be subject to an advance. Linseed oil is unchanged. In both of these there has been a strong demand, but present stocks will be about equal to the season's requirements. Cordage is firm, but at present is in light demand. R. C. H.

BRITISH COLUMBIA MARKETS.

Vancouver, B.C., June 6.

A MATTER of great importance to Canada, as well as to the Province of British Columbia, is the present system which has to be adopted in the handling of all metals partially refined from the ores of British Columbia mines. At present the only way these metals can be turned into commercial commodity is by shipping them to United States refineries to be treated. Thence they are returned to this port and shipped to eastern Canada to the metal manufactories, etc., for consumption. The silver-lead ores of the East Kootenays are shipped in immense quantities from the Trail and Nelson smelters to Vancouver, and from here they are sent by steamer to San Francisco, where they are refined at the big Selby Reduction Works. The refined lead is returned to Vancouver, again by steamer, and from here it is shipped to eastern Canada. The same proceeding is taken with the copper matte from the Boundary and other smelters. The matte is received in carlots and shipped to the Tacoma smelter, where it is turned into blister copper, the raw material which can then be turned into copper manufactures. The blister copper comes back from Tacoma to this port again, and is once more loaded on cars and shipped east.

Of course the shipments out of the country and back again, and the treatment at the refineries on the other side of the line are done in bond, but the long double transportation is all at the cost of the producer. The Canadian Pacific Railway benefits by the double rail haul from the Kootenays to the coast, but the lead bullion and the copper matte are both shipped out on United States bottoms and returned the same way, so that there is not the satisfaction of seeing a Canadian steamship company benefit from that portion of the transportation. The custom of the Canadian ores to the United States refining works is a factor in building these institutions up.

Recently the miners and business men of the interior of the province have been making strenuous efforts to urge upon the Dominion Government some change in the lead duties, which would encourage the refining of the bullion in the country, or at least give a fair competition with United States refined lead. Action is still awaited, and with great interest, for it means the life of the lead-producing camps of British Columbia. As the development of these mines could be vastly increased, it is manifestly a question in which the commerce of the Dominion as a whole is interested.

The copper industry is not in much better condition. There is, however, some prospect of the establishment of refining works in British Columbia, which will turn the matte from the smelters into blister copper within the Dominion. Could this be realized, and the same in the lead industry, it would mean little short of a revolution in conditions under which silver-lead and copper mining are at present carried on.

* * *

The local market in hardware lines is somewhat quiet at the present moment. Perhaps the most interesting feature just now is a temporary shortage in glass stocks. Nearly all the glass used on the Pacific Coast is imported direct from the Old Country by sailing vessels and freight steamers, but non-arrival of expected large shipments has caused a demand which the trade cannot meet. The large quantities of glass used in putting up sash stock for shipment to the Northwest and Manitoba make this staple an important one in industrial lines in British Columbia. Building operations, too, have been so active for several years past that local consumption is very heavy. Very seldom, indeed, are shipments of glass received overland, the long rail haul making it out of the question to compete with the cheaper method of bringing it by sailing ship from Europe. Of course, the latter means that dealers have to order in large quantities and a long time ahead, practically a year's supply at once.

* * *

Quite recently, one of the largest firms of glass manufacturers in England, Pilkington Bros., of St. Helens, have opened a warehouse in Vancouver. They have now on the way to this port some heavy consignments of all lines of glass and glass goods. It is the intention to carry such a stock that the wholesale trade in the West will not have to order from England or carry a large stock. This well known firm manufactures polished plate, plain and bevelled mirror plate, as well as window, picture and car glass. They have a glass manufactory at Maubeuge, France, as well as at St. Helens.

* * *

Local building trades are at present somewhat handicapped by a strike or walkout of the employes in all the sash and door factories and planing mills. The trouble was caused by the refusal of the manufacturers to accede to a demand for a nine-hour day. The employes, who are all in the skilled labor class, belong to the carpenters' unions, which not long ago obtained an 8-hour day with a wage schedule of 40 cents per hour. The factory hands concluded that they should have at least a nine-hour day, the time heretofore being ten hours per day. Had it not been for this, there was a very prosperous season ahead for all building trades, and for dealers in builders' supplies. As it is the amount of construction under way is satisfactory, but unless a settlement of the trouble in the shops is reached, it will seriously interfere with much more being undertaken.

* * *

The outlook for the shingle trade was discussed at a meeting of the B. C. Lumber and Shingle Manufacturers' Association yesterday. Not long ago it was decided to knock off the night shifts in all shingle mills operating the full twenty-four hours, this being necessitated by over-production and a lull in expected demand for shingles from Eastern Canada and from the Northwest. The reduction cut off at least 25 per cent. of the output per day, some of the mills only having been running a single shift before. Conditions not having improved in the eastern markets, it has now been proposed to cut down still further. The intention is to shut down all the shingle mills in the association for a time. Another meeting is to be held shortly to come to a decision in the matter.

GEO. S. B. PERRY.

THE "RAPID" AUGER BIT.

H. S. Howland, Sons & Co., Limited, Toronto, call the attention of the trade to the "Rapid" auger bit, now offered for sale by them. Its great points are its speed and ease in working. It is claimed that in a recent test the "Rapid" bored 1¾ in. in twelve revolutions, as against from 11 16 to 1 1/16 in. by four other bits in the same number of revolutions. This bit is sold separately or in sets.

INDUSTRIAL GOSSIP

THE output of steel for The Domin ion Iron and Steel Company for the month of May was 14,500 tons, an increase of 2,500 tons over the previous month. The output of pig iron was 17,800 tons, a considerable increase over the April output. In the last two weeks of May the output of steel amounted to 9,000 tons, this being at the rate of 18,000 tons for the month.

• • •

The Lake Superior Dry-dock Company, Limited, Toronto, with a capital of $1,000,000, have been incorporated with the following directors: R. H. Paterson, S. C. Wood, jr., Thos. Reid, solicitors; C. H. Hunter, accountant; R. G. Agnew, law student; W. G. Francis, merchant; Eva M. Gardiner, all of Toronto. The company's charter permits them to carry on business as a general dry-docking, shipbuilding, and freighting company, and to develop power of all kinds.

NOTES.

A big strike of copper ore is reported at Cheticamp, Cape Breton.

D. Hibner & Co., Berlin, Ont., intend adding a 47 x 250 ft. three-storey extension to their factory.

The Sarnia Gas and Electric Light Co., Limited, have been empowered to increase their capital stock from $75,000 to $250,000.

The Wiarton Cement Co., Limited, Wiarton, Ont., are being delayed in the erection of their building by difficulty in securing steel.

J. E. Cooper, of The Goold Manufacturing Co., Seneca Falls, N.Y., is installing a new pump at the Sherbrooke, Que., pumping station.

The International Harvester Co. of America, implement manufacturers, incorporated in Wisconsin, U. S., have been licensed to do business in Ontario.

F. Counsell & Son, Hamilton, Ont., are adding a general blacksmithing department to their business, and they intend to make wagons, sleighs, and cutters.

The Manitoulin Ranch and Lumber Co., Wisdsor, Ont., have been incorporated; capital, $200,000; provisional directors, J. S. Lovell, Wm. Bain, Robert Gowans.

Vancouver papers state that important discoveries of coal and oil have been made on Queen Charlotte Islands, B.C., by Wm. Hogan and A. McDonald, two Ontario prospectors.

The National Business College, Limited, Port Arthur, Ont., has been incorporated, with $25,000 capital; directors, E. J O'Sullivan, S. W. Ray, C. W. Jarvis, J. E. McKibbin and J. R. Roaf.

Harding and Leathorn, who constructed the waterworks extension at Aylmer, Ont., have secured the contract for the Strathroy waterworks, which are to cost between $30,000 and $40,000.

E. E. Armstrong, clerk of Parry Sound, Ont., is asking for tenders by Monday next for the construction of two concrete piers and abutments for a steel bridge over the Sequin River at Parry Sound, Ont.

Empire Soap and Oil Company, Limited, Toronto, have been incorporated with $40,000 capital to manufacture soaps, etc. The directors are J E. Hoare, Philadelphia, George Dickson and F. N. Vanzant, Toronto.

The Midland Construction Company, London, Ont., have been incorporated; capital, $250,000; provisional directors, Angus McKay, F. G. Rumball, Robert McEwen, Thomas E. Robson, A. E. Welch, T. H. Luscombe.

The Central Construction Company, Toronto, have been incorporated; capital, $500,000; provisional directors, .F M. Geale, D. M. Mossom, Sarah A. Elliott, of Toronto; to do business as railway construction company.

Allan H. Royce, representing The Toronto Street Railway Co., states that the company's line from Toronto will be built as far west as Oakville by winter if a satisfactory agreement is made with the municipalities along the way.

The Berlin Interior Hardwood Co., Limited, Berlin, Ont., have been incorporated with $40,000 capital, to manufacture furniture and interior woodwork; directors, Hartman Krug, J. A. Lang, Peter Hymmen, W. T. Sass, Horner Ford.

Telephone City Stoves, Limited, Brantford, Ont., is the style of a company incorporated with $40,000 capital to manufacture and sell stoves, ranges, furnaces, etc. The directors are Henry Yeigh, J. B. Turner and E. J. Kerr, of Brantford.

The Dominion Creamery Company, Limited, Ottawa, have been incorporated to carry on dairy and cold storage business; capital, $100,000; provisional directors, J. D. McCann, J. J. McCann, W. J. Elligott, Peter McVeigh, Thomas F. Sullivan.

The Masonic Publishing Co. of Toronto, Limited, have been incorporated with $10,000 capital to acquire and publish The Masonic Sun. The directors are Wm. C. Wilkinson, D. F McWatt, W. H. Shaw, Wm. Roaf, H. T. Smith and John H. McKinno n

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 2c. a word first insertion, 1c. a word each subsequent insertion, cash in advance. Letters, figures, and abbreviations each count as one word in estimating cost.

SITUATIONS VACANT.

A GOOD hardware salesman. Apply by letter only, to H S Howland, Sons & Co., Limited, Toronto. f

BLACKSMITH — Good floorman; good wages and steady work. Honey & O'Hara, Stratford. f

BLACKSMITH—Immediately, plow and pump work and repairing; to a temperate man a steady job. Lewis Miller, Jarvis, Ont. f

WANTED — Man capable of running planing mill machinery and getting out custom orders; must be good wood turner. Address Box 428, Dresden, Ont. f

FOR SALE.

HARDWARE BUSINESS. (old established) in rapidly growing town of Collingwood, Ont., owner retiirng. Apply to J. Henderson, Collingwood (21 5)

SITUATION WANTED.

HARDWARE salesman desires position; Western Ontario preferred; eight years' experience; first-class reference, Box 848, Globe. f

RELIABLE young man with six years' experience, desires situation at once in hardware. Box 35, HARDWARE AND METAL. (24-tf)

Their cost is so trifling

and their convenience so great that the wonder is that merchants do without **RUBBER STAMPS**

Tell us what you would like and we'll tell you the cost.

C. G. Young Co., 1 Adelaide E., Toronto

Our New Booklet

"WHAT DO YOU WANT"

Just Out.

This Booklet contains selected lists of newspapers covering

Canada as a Whole.
Canada by Provinces.
Canada in Sections.
Agricultural Canada.

giving cost of "want ads." in each list. If you are an advertiser write for it.

The Desbarats Advertising Agency

INCORPORATED

MONTREAL.

Advertising campaigns planned and carried out.

PAINT, OIL AND BRUSH TRADES

NEW TYPES OF BRUSHES.

IT is only by keeping in touch with developments can any merchant hope to keep up to date. In brushes alone there are enough new goods coming on the market, says an exchange, to be worthy of attention.

Special new brushes are at hand for the spring house cleaning, one of the latest being the flat, keen bladed brush designed expressly for getting the dirt out from between the pipes of the steam heater, which effort has hitherto been a temper disturber for both mistress and maid.

The billiard table has now its special brush for cleaning without damage to the baize lining. The five o'clock tea table has a special silver-handled brush to defend it from crumbs without marring the mirror-like surface. The refrigerator has a brush made after its own needs. There are special brushes for special sorts of upholstery. And there is a new brush just come to clean the slats of window blinds cleverly and deftly.

Brushes are now made so pliable and gentle in action and of such wear resisting quality that they take the place of the cleaning cloths formerly used. For instance, there is the carafe and decanter brush, the marble brush, the tumbler and goblet brush, the window brush, the dish washing brush and the brushes for pantry use that are more satisfactory and more conveniently kept than most cloths and other cleaners.

These various brushes are of felt, chamois, hair, sea root, tampico and many grades of bristles and vegetable fibre. Different foreign nations have contributed to the array.

The tribe of feather dusters is multiplied amazingly and varies from the extra soft piano or bric-a-brac duster of fine ostrich feathers and the tender yet effective carriage duster, to the ordinary hearth and mantel duster. There is a specially fine picture duster of turkey feathers and an elongated feather duster for reaching up to cornices.

Furniture polishing brushes come round, square, triangular, many fingered, answering well for the human hand. Silver cleaning brushes constitute a family of themselves. And floor waxing brushes and floor rubbing brooms are contrived so as to be worked either by hand or foot.

There are special beaters for rattan furniture, chamois covered so as not to abraid the surface. Clothing beaters are in wide variety, and for each description of rug there is a particular beater designed to oust the dust from the weave with the least hurt to texture and the utmost convenience to the housemaid.

TURPENTINE ADULTERATION.

EVIDENTLY there is as much adulteration of turpentine and linseed oil in the United States market as in the Canadian. A correspondent of The Metal Worker writes to that paper asking, on account of the frequency of such adulteration, for a recipe for testing these liquids. The answer made is the same as the advice given by "Hardware and Metal" some weeks ago, namely, that the safest way to save one's self from such adulteration would be to buy only from reputable houses; that the only sure method of detecting adulteration would be by chemical analysis, so the dealer should insist on a guarantee of purity from the jobbers he gives his order to.

VARNISH MAKING IN GERMANY.

ACCORDING to The Farben Zeitung, it is no longer the fashion for the varnish manufacturer to deal with raw materials only. He buys quantities of products made in special factories, which although not varnishes, are not raw materials, and may be regarded as intermediate bodies, by the use of which the making of varnishes can be carried out more quickly and with less capital sunk in plant.

Among these auxiliary bodies we may name hard resins and esters, dry preparations and so-called solid siccatives, and also those thick and viscid masses, of which the name is legion, that make it possible by the simple addition of oil of turpentine and heating to from 130 to 140 deg. C. to make varnish which takes a highly satisfactory place with reference to quality. These latter preparations do away with the necessity of running copals, a difficult task which involves great danger of fire and annoyance to the neighborhood. Hard resins and esters, dry preparations and varnish extracts, are made by many firms, but the products of all the factories are not equally satisfactory. Many of them make varnishes which refuse to dry, while the same bought from another firm may be satisfactory in every way.

With regard to the dry preparations the following points should be carefully examined by a prospective purchaser by means of a sample. They must dissolve quickly and easily in linseed oil or oil of turpentine, and must not cause any precipitation, which would of course make the varnish unsalable. The varnish made with them should also dry in a reasonable time, say from ten to twelve hours and not again turn sticky. Turpentine siccatives should dry in from 15 to 20 minutes, and should combine easily with pigments.

A NARROW ESCAPE

The Montreal Gazette of June 5, contained the following bit of news of a gentleman well known to readers of HARDWARE AND METAL:

"Yesterday morning, about 8.45, as Mr. W. H. Evans, of the Canada Paint Company, was waiting at the east side of the Atwater avenue crossing of the Grand Trunk Railway, the gates being closed for a train from the west, he was astonished to see an elderly man deliberately go under the gate and attempt to cross while the train was actually at the west end of the avenue.

"The gateman was at the crank, also at the east side of the street, and seeing the old man's danger yelled with fear. Mr. Evans jumped at the man and, seizing him by the collar, hauled the silly fellow out of danger.

"There were a goodly number about at the time, who seemed to be transfixed with fright at the incident, and as Mr. Evans turned the trembling habitant over to the gateman he kept muttering 'Mon Dieu, mon Dieu, merci beaucoup.'

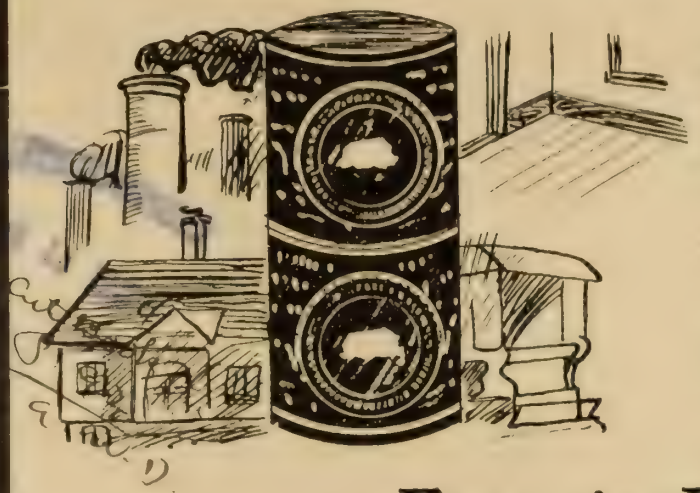
"Mr. Evans, who has travelled for a number of years, vows that in all his experience he never saw such a narrow escape."

PAINT AND OIL MARKETS.

TORONTO.

All staples are quiet, but there is still a big movement in sundries. Prices are unchanged throughout. Turpentine is scarce on the local market, but as prices are steady at low figures at Savannah, the feeling here is easy. The linseed oil situation has weakened, prices being cut by some houses. White lead is steady, as are, in fact, all lines. We quote:

"ARK BRAND" PAINTS ARE ADAPTED FOR EVERY USE.



Dealers can safely recommend "Ark Brand" Ready Mixed Paints for all uses to which paint is put and the result is sure to be a pleased and satisfied customer. Being adapted to all purposes and embracing a full line of colors, "Ark Brand" Paints are in themselves a complete line with which to meet all trade requirements.

Backed by our guarantee to refund the purchase price in case of any dissatisfaction arising in their use, "Ark Brand" Paints offer an attractive line for dealers.

We have a special offer to make regarding "Ark Brand" Floor Paint, which is the greatest trade getter and keeper on the market.

WRITE ABOUT IT TO-DAY.

The Francis-Frost Co., Limited
TORONTO, CANADA.

Canadian Distributing Agents for Grippin's Crack Filler, and "Muresco" Wall Finish.

Canada Linseed Oil Mills LIMITED
MONTREAL.

Manufacturers of

"GUARANTEED PURE"

Raw and Boiled

LINSEED OIL

N.B.—We are always in the market to buy good, sound, oak Linseed Oil, Turpentine, Varnish and Machine Oil Barrels.

PHENOM

VARNISH AND PAINT REMOVER

IS

PHENOMENAL

Why?

Write to-day and we'll tell you.

JOHN LUCAS & CO.

Manufacturers:
Paint, Varnish and Color.

NEW YORK *PHILADELPHIA* CHICAGO

WHITE LEAD.—Ex-Toronto, pure white lead, $5.10 to $5.25; No. 1, $4.62½ to $4.87½; No. 2, $4.25 to $4.50; No. 3, $3.87½ to $4.12½; No. 4, $3.50 to $3.75 in packages of 25-lb. and upwards; ½c. per lb. extra will be charged for 12½-lb. packages; genuine dry white lead, in casks, $5.02½.

RED LEAD.—Genuine, in casks of 560 lb., $4.75 to $5; ditto, in kegs of 100 lb., $5.25 to $5.50; No. 1, in casks of 560 lb., $4 to $4.25; ditto, in kegs of 100 lb., $4.25 to $4.50.

LITHARGE.—Genuine, 6 to 6½c.

WHITE ZINC.—Genuine, French V.M., in casks, $6 to $6.25; Lehigh, in casks, $6 to $6.25.

SHINGLE STAIN.—In five-gallon lots, 60 to 85c. per gallon.

PARIS WHITE.—90c. to $1 per 100 lb.

WHITING.—65c. per 100 lb; Gilders' whiting, 80c.

GUM SHELLAC.—In cases, 35 to 37c.; in less than cases, 40 to 42c per lb.

LIQUID SHELLAC.—Pure orange, in bbls., $2.30 to $2.40; white, $2.35 to $2.45 per gallon; in less quantities, 10c. extra.

GLUES.—Broken sheet, in 200-lb. bbls., 8 to 8½c. per lb.: cabinet glue, in bbls., 11½ to 12c.; emery glue, in bbls., 17c.; bookbinders', ground, 10½c.; finest American, white, 19c.: No. 1 American white, 15c. per lb.

PUTTY.—Bladders, in barrels, $2.10; bladders, in 100-lb. kegs, $2.25; bulk in barrels, $1.80; bulk, less than barrels, and up to 100 lb., $2.05; bladders, bulk or tins, less than 100 lb., $2.75.

PARIS GREEN.—Petroleum bbls., 13 to 15½c. per lb.; arsenic kegs, 13½ to 15½c.; 50 and 100-lb. drums, 14 to 16c.; 25-lb. drums, 14½ to 16½c.; 1-lb. packages 15½ to 17c.; ½-lb. packages, 17 to 18c.; 1-lb. tins, 16 to 18c.; ½-lb. tins, 17 to 19c.

PLASTER PARIS.—New Brunswick, $2 per barrel.

PUMICE STONE.—Powdered, $2.50 per cwt. in bbls. and 4 to 5c. per lb. in less quantity; lump, 10c. in small lots and 8c. in bbls.

LIQUID PAINTS.—Pure, $1.20 to $1.40 per gallon; No. 1, $1.10 per gallon.

BARN PAINTS.—65 to 70c. per gallon.

CASTOR OIL.—English, in cases, 8 to 9c. per lb.; and 9 to 10c. for single tins.

LINSEED OIL.—Raw, 1 to 2 bbls., 61c.; boiled, 64c.; 3 to 5 barrels, raw, 60c.; boiled, 63c.; 6 to 9 barrels, raw, 58c.; boiled, 61c. delivered. To Toronto, Hamilton and London, 2c. less. All quantities of 10 barrels and over of linseed oil sold only f.o.b., Toronto, Hamilton, London and Guelph.

TURPENTINE.—Single barrels, 75c.; 2 to 3 bbls., 74c. delivered. Toronto, Hamilton and London, 1c. less. For less quantities than barrels, 5c. per gallon extra will be added, and for 5-gallon packages, 50c. and 10-gallon packages, 80c. will be charged.

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MONTREAL.

There has been a good movement in these, and no further change in prices are to report in any line. Makers here are now gradually catching up with their orders, and the situation generally is more satisfactory. We quote:

GROUND WHITE LEAD.—Best brands, Government standard, $5 to $5.25; No. 1, $4.27½ to $4.87½; No. 2, $4.40 to $4.50; No. 3, $4.02½ to $4.12½; No. 4, $3.65 to $3.75, all f.o.b. Montreal. Terms, four months, or 3 per cent. off for cash in 30 days.

DRY WHITE LEAD.—$4.75 in casks and in kegs, $5.

DRY WHITE ZINC.—Pure dry, in casks, 6¼c.; in 100-lb. kegs, 6¾c.; No. 1, zinc, in casks, 5¼c.; in 100-lb. kegs, 5¾c.

WHITE ZINC (ground in oil)—Pure, 25 lb. irons, 8c.; No. 1, 7c.; No. 2, 6c.

PUTTY.—We quote: Bulk, in barrels, $1.60; bulk, in 100-lb. packages, $1.85; bladders, in barrels, $1.90.

ORANGE MINERAL.—Casks, 7c.; 100-lb. kegs, 7¼c.; smaller quantities, 8¼c.

RED LEAD.—Genuine red lead, in casks, $4.50; in 100-lb. kegs, $4.75; in less quantities, $5.75 per 100 lb. No. 1 red lead, casks, $4.25; kegs, $4.50 and smaller quantities, $5.50.

LITHARGE.—Ground casks, 5c.; in less quantities, 5½c.; flake litharge, casks, $5.25; smalls, $5.75 per 100 lb.

LINSEED OIL.—Raw, 1 to 4 bbls., 59c.; boiled, 62c.; raw, 5 to 9 bbls., 58c.; boiled, 61c. Terms, net cash in 30 days. Delivered in Ontario, between Montreal and Oshawa, at 2c. per gallon advance.

TURPENTINE.—Single bbls., 75c.; 2 to 4 bbls., 73c. Terms, net cash in 30 days.

BENZINE.—25 to 26c.

SHELLAC VARNISH.—Pure white, $2.20 to $2.35; orange, $2.10 to $2.25.

MIXED PAINTS.—$1.20 to $1.40 per gallon.

CASTOR OIL.—8¾ to 9¼c. in wholesale lots, and ½c. additional for small lots.

SEAL OIL.—48 to 50c.

COD OIL.—35 to 37½c.

PURE CANADIAN PARIS GREEN.—Petroleum barrels, 15¼c. per lb.; arsenic kegs, 15½c.; 50 and 100-lb. drums, 16c.; 25-lb. drums, 16½c.; 1-lb. packages, 17c.; ½-lb. packages, 19c.; 1-lb. tins, 18c.; ½-lb. tins, 20c.

PURE ENGLISH PARIS GREEN.—Petroleum barrels, 14½c.; arsenic kegs, 14½c.; 50 and 100-lb. drums, 15c.; 25-lb. drums, 15½c.; 1-lb. paper boxes, 16c.; 1-lb. tins, 17c.

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WINDOW GLASS.

TORONTO.

A good demand from stock is reported. Import orders continue to come forward nicely. We quote: Star, under 26 in., $3.80; 26 to 40 in., $4; 41 to 50 in., $4.50; 51 to 60 in., $4.75; 61 to 70 in., $5; 71 to 80 in., $5.50. Toronto, Hamilton and London. Terms, four months, or 3 per cent., 30 days.

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MONTREAL.

There is a fair trade doing and prices are unchanged. We quote as follows: First break, 50 ft., $2; second, $2.10 for 50 ft.; first break, 100 ft., $3.80; second break, $4; third break, $4.50; fourth break, $4.75.

THINK IT OVER

If Brandram's B. B. Genuine White Lead is the best in the world, does it not stand to reason that a paint which contains it would also be the best?

"ANCHOR" LIQUID PAINT

contains no other white lead but Brandram's B. B. Genuine.

Send us a post card and let us tell you all about it

ANCHOR BRAND H&P REGISTERED TRADE MARK

HENDERSON & POTTS

ESTABLISHED 1874,

Halifax and Montreal.

BRANDRAM BROS & CO. BRANDRAM'S B. B. WHITE LEAD REGISTERED TRADE MARK MANUFACTURERS LONDON ENGLAND

BUSINESS CHANGES.

ONTARIO.

THOMAS ELLIOTT, dealer in coal, wood and builders' supplies, Brantford, has been succeeded by T. L. Wood.

W. Hayden, bicycle dealer, Collingwood, is dead.

A. R. Dawson, grocer, Hamilton, has sold out to Jos. M. Eversett.

Henry Rotz, general merchant, Harrow, has sold out to A. A. Barber.

Wm. J. Wilkins, general merchant, Tillsonburg, has been partially burnt out.

F. George Dean, general merchant, Lobo, has been burnt out; partially insured.

The Midland Construction Company, Limited, London, Ont., have obtained a charter.

The branch store of McDougall & Cuzner, hardware merchants, Ottawa, was damaged by fire.

The John King Co., Limited, and The W. H. Whalen Co., general merchants, are amalgamating.

Reid & Brown, foundry, Toronto, suffered a slight loss by fire, which was fully covered by insurance.

The bailiff is in possession of the machinery business of James Martin & Sons, Toronto.

C. Wilson & Son, Limited, Toronto, had their foundry damaged by fire; fully covered by insurance.

Kieffer & Ogden, hardware merchants, Sault Ste. Marie, were burned out; partially covered by insurance.

The Manitoulin Ranch and Lumber Co., Limited, Windsor, Ont., have been incorporated.

The Maxin branch store of Peter Stewart, paint and wall paper dealer, Ottawa, was burnt out; partially insured.

The Dominion Motor & Machine Co., Limited, Toronto, have been succeeded by The Power Accessories, Limited.

Davidson & Thackray, lumber merchants and manufacturers of sashes, doors, etc., Ottawa, were burnt out; partially insured.

Joseph Leduc, general merchant, Rockland, has assigned to W. A. Cole. A meeting of the creditors will be held on June 18.

Morton & Christie, hardware merchants, Windsor and Walkerville, have sold their Walkerville branch to the Walkerville Hardware Company.

Neil Stevenson, painter and paper hanger, Parry Sound, Ont., has assigned to S. Armstrong; meeting of the creditors will be held on June 12.

QUEBEC.

Joseph Dallaire, plumber, Sorel, has assigned.

Alexis Gagne, general merchant, St. Lambert, is dead.

The Machinery Exchange, Montreal, have been registered.

Carriere, Magloire & Co., traders, Montreal, have dissolved.

L. O. Demers & Co., tinsmiths, St. Liboire, have registered.

Onesime Audet, general merchant, Groudines, has assigned.

James H. Peck, of the Peck Rolling Mills, Limited, Montreal, is dead.

Guilbeault, Ouellette & Desjardins, plumbers, Montreal, have been registered.

S. Bourgeois & Co., hardware merchants, St. Hyacinthe, have compromised.

V. E. Paradis has been appointed proguardian for O. Audet, general merchant, Groudines.

The assets of the general business of J. Blanchette, Chartierville, are to be sold on June 12.

Tanguay Remi, hardware and paint dealer, Montreal, had the assets of his business sold.

A meeting of the creditors of Joseph Dallaire, plumber, Sorel, Que., will be held on June 15.

E. Fleury and N. P. Knowlton have been appointed curators for Arthur Bros., general merchants, Knowlton.

BRITISH COLUMBIA.

Joyce Bros., general merchants, Fernie, have been succeeded by The Trites Wood Co., Limited.

NEW BRUNSWICK.

The Consumers' Cordage Company, Limited, St. John, have been burned out.

Sayre & Holly Lumber Company, Limited, Briggs' Corner, were burned out; insurance $10,000.

The Ladysmith Lumber Co., Limited, Ladysmith, had their mill at Fiddicks Junction burned.

MANITOBA AND NORTHWEST.

W. H. Dougall, blacksmith, Reston, is advertising his business for sale.

ALUMINUM

ALUMINUM

ALUMINUM

PAINT

PAINT

PAINT

This Paint is coming into almost universal use, and we have reduced our prices to encourage its development.

Our Aluminum Paint is fireproof, suitable for hot stove pipes, radiators, steam pipes, steamers' funnels, or any heated surface. It cannot be burned off. The covering power per gallon is the highest of any paint that is made, and it is very bright. The Canada Paint Co.'s Aluminum is reliable.

WRITE US.

THE CANADA PAINT COMPANY LTD

MAKERS OF—

ALUMINUM PAINT.

R. W. Dulmage, general merchant, Saskatoon, has been succeeded by Dulmage Bros.

A meeting of the creditors of Henry Callin, general merchant, Manor, has been held.

R. P. Langford, general merchant, Swift Current, has sold out to Argue & Cooper.

Schneider Bros., general merchants, Langenburg, have dissolved. F. Schneider will continue.

Mathes & Walker, general merchants, Morningside, are advertising their business for sale.

Conway & Johnson, lumber dealers, Crystal City, have dissolved; Jas. Conway will continue the business.

Munro & Shirray, lumber dealers, Plumas, have dissolved; A. C. Munro is continuing the business.

McPhail & Thompson, agricultural implement merchants, Wolseley, have opened a branch at Sintaluta.

CARPENTERS' STRIKE STILL ON

The employes of a number of the sash and door mills in Montreal are still out on strike, and if the mill owners stick by their resolution to confer only with their employes and not through the officers of the International Union, the situation is likely to be prolonged for some time. The Council of the United Brotherhood of Carpenters and Joiners has issued a circular in support of their side of the strike, which they have sent to all contractors and labor unions. The circular announces their intention of keeping up the struggle until their demands are acceded to, and calls upon other labor unions for their "moral support."

The mill owners, on the other hand, have signified their willingness to meet and of their employes who are out on strike, and endeavor to arrive at some agreement. Before dealing with the International Union's delegates they say that the union must be registered in Canada.

ENERGY AND FORCE.

It is a law of nature that there is no energy lost, that force produces force. Put energy and force into your business. Success is impossible without those qualities. Put energy and force into your advertising and it will bring results. Put energy and force into your window dressing and the display will attract custom. Keep your business living, not existing.

Your business must either be going forward or backward. If backward, arrest it.

"Impossible," you will say. Have you tried? Make "impossible" as infrequent a word in your vocabulary as possible.

Energy and force are large stones in the foundation on which success is built.

To hardware merchants who are not handling **Globe Paints** we have a special proposition to make this Spring. Write for particulars.

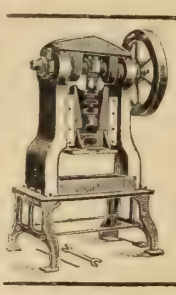
The Globe Paint Co., Limited
422-424 Adelaide St. W., Toronto.

WINDOW GLASS.

Our Spring Importations are now arriving, and carrying a very heavy stock, we are in a position to fill all orders promptly.

THE ONLY HOUSE IN CANADA manufacturing and stocking EVERY KIND OF GLASS required for Building purposes.

HOBBS MANUFACTURING CO., LIMITED
LONDON, CANADA



G. A. Crosby & Co. of Ontario, LIMITED
SARNIA, ONT.

Manufacturers of
Patent Automatic Can Making Machinery, Presses, Dies and Special Machinery for Working Sheet Metal.
H. W. Petrie, 141-145 Front Street West, TORONTO—Selling Agent.

When ordering your stock of Whips, remember that

THE MORGAN WHIPS

Are the standard for
Quality, Workmanship, Durability,
LOOK FOR THE MORGAN LABELS.

Manufactured by **THE MORGAN COMPANY, Limited**
Ask your dealer for them. TORONTO, ONT.

The Tarbox Self-wringing Mop and Mop Cloth. This is a Floor Mop fitted with a wringing device whereby a specially knitted cloth is wrung dry without wetting the hands. This article has been on the market 14 years and enjoys a universal sale with increasing demand, because of its utility and the permanent standard of value.

The foreign demand is becoming large and we solicit new accounts where not established.

For prices, etc., address

TARBOX BROS., (Manufacturers)
Toronto, - - Canada.

Tarbox Self-wringing Mop Co., 44 Bank St. Galashiels, Scotland (G.B.) Not the "Tarbox."

THE BELLEVILLE BUSINESS COLLEGE, LIMITED
BELLEVILLE, ONTARIO.
Send for handsome Catalogue describing fully all courses taught. J. Frith Jeffers, M.A., Principal.

HARDWARE NOVELTY.

THE

Ingersoll

American Watches.

RETAIL PRICES, **$1.25 to $2.50**

ARGUMENT.

We now offer a practical time piece for the Hardware Trade of Canada, and base our statement upon the following:

First—It is absolutely guaranteed to keep accurate time.

Second—It stands rough usage and does not get out of order easily, making it the only watch for dealers outside of the jewelery trade to handle, and also making it a practical one for sportsmen, boys and all men who give a watch hard usage.

Third—Its low price and high quality insure a tremendous sale, which we further augment by furnishing many handsome advertising devices for your store.

Fourth—Last but not least, these watches offer a handsome profit. Price cutters are not supplied.

Sold by several leading Hardware Jobbers of Canada. We will tell you who they are upon request.

Trial Offer—To any Hardware Merchant who will write to us upon his business letter head and inclose 75c. we will send a sample watch (duty not paid) and our catalogue, so that he can test its accuracy and durability.

INFORMATION ON REQUEST.

ROBT. H. INGERSOLL & BRO.

51-53 Maiden Lane, - - - NEW YORK, U.S.A.

SAVAGE RIFLES

Are you familiar with the increased line of

Savage Repeating Rifles?

These are manufactured from a 22-calibre to the heavy big game sizes and stand for all that is best in modern fire-arms

Our new Catalogue (No. 16) describes the complete line. Mailed on request.

SAVAGE ARMS CO., Utica, N.Y., U.S.A.

BAKER & HAMILTON, San Francisco and Sacramento, Cal.
Pacific Coast Agents

LUXFER PRISMS...

The secret of selling goods is to KNOW what a man wants.

You WANT a GOOD, LIGHT STORE

We KNOW it and can make it so for you.

Do Not be Misled by Cheap Imitations.

We can give you cheap glass.
We will give you big value
for every dollar invested in...

LUXFER PRISMS.

DISCOUNT TO TRADE.

LUXFER PRISM CO. LIMITED

100 King St. West, - TORONTO.

Montreal Agency: F. T. Blennerhassett, 783 Craig St.

GLASS

FOR

STORE FRONTS

We make a specialty of all glass materials for the latest, most up-to-date

STORE FRONTS AND INTERIOR DECORATION

WILL SEND DESIGNS. DISCOUNT TO TRADE.

LUXFER PRISM CO., LIMITED

100 King Street West, TORONTO

Montreal Agency: F. T. Blennerhassett, 783 Craig St.

THE OFFICE

DEVOTED TO THE OFFICE STAFF OF BUSINESS ESTABLISHMENTS.

IS IT NECESSARY TO SEND RECEIPTS?

BY J. H. SCALES.

THE question of "the discontinuing of sending receipts in acknowledgment of all forms of remittances, upon which the endorsement of the receiver would be a legal receipt," seems to be one upon which little can be said, certainly little that may be termed new.

This question was taken up by the house I have the honor to represent nearly two years ago. It had been our custom for some time previous to print on our remittance forms: "No acknowledgment necessary." Having experienced no inconvenience from the practice, we concluded it could be extended to our own customers, and so decided to try it.

I believe we were the pioneers in this move, and now, after 21 months of actual experience we are convinced that it was a move in the right direction. So successfully has it worked that I have yet to see the first complication to arise from it, and you can get an idea of the great saving of labor and postage to us thereby when I tell you that we acknowledge the receipt of less than 10 per cent. of the remittances that come to us.

However, it is impossible to eliminate altogether the formal receipt, for it must be given in some instances, such as formal vouchers required by corporations, settlements with administrators, receivers, etc. It is also our custom to acknowledge receipt of currency when the amount exceeds $1, and, if a customer insists upon it, we send him receipts regularly. In other words, if the question of business or no business hangs upon a receipt, we send the receipt.

As another proposition, the present era in commercial life demands the introduction of the most modern methods and the discarding of all practices which are unnecessary or cumbersome, so long as it does not interfere with or retard the progress of business; in other words, that we take the shortest cut to reach a given point, and this principle applies to the credit man as well as to any department, for he must see to it that the machinery of his department works with the least possible friction and that the expense does not compare unfavorably with that of others, and, as we have already shown, the abolition of the sending of receipts, though comparatively small, is one feature that counts

At this point I will digress to say I think it would be well to incorporate some other features which are of a kindred nature, viz.:

First.—Insist upon the customer remitting for specific charges.

Second.—Urge him to use a regular remittance form or make an intelligent statement of the remittance in his letter, and then let him specify on his cheque the invoice it is intended to pay.

The third feature will require some explanation.

When this subject came up for discussion at the meeting of the National Association of Credit Men of the United States, there was an objection offered on the ground that the discontinuing of the sending of receipts would induce a customer to send his individual cheque instead of exchange.

When paid and cancelled the customer's cheque goes into his possession and can be kept as a record, but the cashier's cheque, of course, remains with the bank: therefore, if he has not the receipt, it is only natural that he should want his own cheque properly endorsed.

This can be overcome by suggesting that the customer buy exchange in his own name, and then endorse it over to the firm he intends to pay, specifying, if he chooses, in the endorsement the bills to be paid. Then, should any question or dispute arise, which is exceedingly doubtful, it is a matter of little trouble to obtain a complete history of the transaction by going to the records of the local bank.

PERSONAL INTERVIEWS IN GRANTING CREDITS.

BY GEO. H. SHEBLE, ST. LOUIS, MO.

THE position of credit man in a large concern is not a sinecure, and at times is most unpleasant; in fact, I have had gentlemen in other positions not nearly so prominent tell me that they would not have the place with many times their present salary attached; and I assure you that I recently had two experiences when I wished I was almost anywhere else in the world but at the credit desk. I was informed that a young lady, daughter of one of our customers, was in the house purchasing goods. Now, this customer was considerably behind in his account with us, and, supposing that the young lady had been given instructions, I sent for her and upon questioning her found out that she kept her father's books and was well acquainted with his affairs, but was not inclined to tell me anything about them, till I so positively insisted that she became offended and would say nothing.

The other case was somewhat similar, the lady being the wife of a customer, and upon being questioned felt so much offended that she set up a good "cry," and then, being somewhat relieved, said that her husband, though his account was so far behind, was well able to pay, but that he gave the business very little attention, leaving it almost entirely to her. She, between her sobs, instructed me not to ship the goods she had just purchased—she did not need them, anyhow, and could get them somewhere else when she got ready for them.

Now, such cases as these, I say, are anything but pleasant, and I hope none of you may be called upon to go through them.

The credit man's duties are multifarious, he having many things to do beside pass upon the fact that a prospective purchaser is good to sell upon credit or not. You know, it is often deemed necessary for you to go out of your office to meet a customer, accidentally, as it were, to "jolly" him—pat him on the back—make him feel at home—take him to a department and call some particularly good salesman to handle him, because you know he likes this special attention, or is "cranky" in some way—and in many other ways depart from your legitimate line of work.

One of my most unpleasant duties is to decline an order or "turn down" a buyer; for this, in most cases, "puts you in bad" with the salesman who would get credit for the sale, as he, nine times out of ten, thinks you are wrong—that you have made a mistake—though this is more on account of a prejudice he always has in favor of the customer, as he looks at the transaction from one side only—a salesman's standpoint.

You must not harbor the idea, however, that the credit man is never in error, for he, being human, is naturally liable to mistakes and often makes them, for if he did not his services would be invaluable to his employer; in fact, he would be so much sought after that he could not take care of the many positions that would be offered him.

There are so many conditions to be considered in the granting of credit, more in fact, than I have time to take up here, that I will not enumerate the cases that have come under my personal observation or attention.

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TORONTO.

A Boarding and Day School for Girls.
Thorough courses in every department.
Only teachers of the highest academical and professional standing employed.

GEORGE DICKSON, M.A., Director. MRS. GEORGE DICKSON, Lady Principal

WHEN YOU STOP TO THINK

how much the success of your business and the comfort of your household depend on communication with others you will appreciate the fact that telephone service is worth a great deal more than it costs.

Metallic Circuit Service—efficient, rapid, constant

The Bell Telephone Co. of Canada

FIRE AND BURGLAR-PROOF SAFES.

Great fires often cause ruination. Protect against what may come by buying a

CARY Fireproof Safe.

We are the only Importers and Dealers in Canada of the celebrated world famous **Cary** Safes. The only safe sold in Canada where the filling is warranted not to depreciate; being a dry filling, will last a life time. No refilling required when you buy a **Cary** safe. See our seven-flanged, double underlocking, tongue and grooved door with asbestos packing, making them water and air tight. See our latest improved up-to-date Safes before buying. Catalogues and prices sent on application. Money saved by consulting

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ESTABLISHED 1855

TAYLOR'S SAFES

DOUBLE-TONGUE & GROOVE

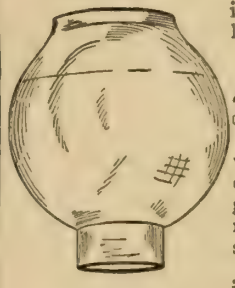
145 & 147 FRONT ST. EAST. TORONTO.

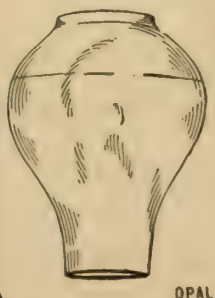
OUR TRADE MARK

AUER LIGHT MANTLES
LONGEST LIFE & BRIGHTEST

OUR TRADE MARK

Our Chief Business





is making mantles that last the longest and give the most light. A is indelibly branded on the best mantles made.

Our factory is equipped with up-to-date appliances; our output is the largest; our goods the most reliable—We use nickel steel wire supports.

We handle other goods, in such quantities that we can quote you lower prices than you can import them for. No charge for cases or packing.

Write for our quotations on:

HIGH GALLERIES } Best
LOW " } Quality
HIGH GALLERIES } 2nd
LOW " } Quality
STRAIGHT CHIMNEYS
BARREL "
MICA "
MICA CANOPIES
OPAL SHADES PEAR GLOBES
APPLE GLOBES SUNDRIES

AUER LIGHT CO., - MONTREAL.

HEATING AND PLUMBING

Power and Electric Light Plant of the King Edward Hotel.

THE electric lighting and power plant of the King Edward VII hotel, Toronto, is far from being the least interesting portion of the modern equipment of the concern. Its extent may be expressed in some degree by the statement that the electric generating plant has a total capacity of 150 kilowatts, supplying 4,680 incandescent lights, five electric elevators, three dumb waiters, three ventilating fans, one laundry motor and four minor motors. It might be mentioned that the hotel building is 200 x 160 ft., nine storeys high, of fireproof construction, having steel columns and beams, terra cotta walls and concrete floors.

The engine room is located in the basement at the King street end of the building. There are four high-speed automatic cut-off slide-valve engines, built by The Robb-Armstrong Co. The engines are placed on a solid concrete foundation, having an average depth of 5 ft. Each of them is directly connected with a direct current 240-volt compound wound Canadian General Electric dynamo, multipolar type, two of the generators being of 150 killowatts, one of 100 and one of 50. There are also two dynamotors of 25 killowatts each. These are used to balance the load, as the building is wired on the three-wire system, using 115-volt lamps. It was decided to adopt this system on the recommendation of the architect for several reasons. Had 110-volt generators been put in for lighting and 240-volt generators for power it would have required a spare generator for each voltage and two machines would have to be run day and night, no matter how light the load might be, while with the present system one generator only is required to carry the all-night and morning load, and when the elevator traffic gets heavy, one generator supplies the power busses and the other the lighting busses. This arrangement also admits of the whole building being supplied by The Toronto Electric Light Co., both for power and light. A service from the company's mains has been put in and connected to the switchboard for this purpose, so that in case of a serious breakdown in the boiler-room the whole load or any part of the load can be transferred without a moment's delay.

The switchboard is of white Italian marble, 2 in. thick, is built in eight panels, each 4 x 7 ft., and supported at each end by a solid square marble fluted column, and at the base by seven solid ornamental cast brass legs, 16 in. high, the space between the legs being filled with a neat polished brass grille. The lower and upper edge of the board is finished with a polished brass border 5 in. wide. The switch-board rests on a concrete platform, raised 12 in. above the engine-room floor. The platform floor is laid with tile and has a border of polished marble 12 in. wide. It is also faced with marble and has marble steps. The length of the board is 34 ft. and of the platform 40 ft.

On the first panel to the left is mounted the high and low pressure steam gauges, pressure recording gauge, vacuum and water gauge; the second panel is devoted to the power feeders; the third and fourth panels serve to control the four generators.

The generator panels are supplied with two sets of bus bars, the upper set of bus bars supplying current to the feeder switches on the power panel and the lower set of bus bars supplying the feeder switches on the lighting panels only. Each generator connects with two triple-pole knife switches, the right hand switches connecting with the lighting busses, and the left hand switches with the power busses. By closing both switches the generator supplies both sets of bus bars. A single pole electric magnetic circuit breaker is placed in the negative leg of each machine, between the main switch and the generator. Each machine is supplied with an ammeter; a voltmeter and a differential galvanometer are also located on these panels. By means of a multiple-point rotary switch the voltmeter may be connected to any one of the four generators, the power bus bars, the lighting bus bars and to ground. The galvanometer is a special voltmeter, with two coils having equal resistance and number of turns. The instrument is adjusted and the scale made with the zero position in the centre.

By means of the multiple-point galvanometer switch one machine may be connected to one of the coils, and either of the other machines may be connected to the other coil. If the machines have an equal voltage the needle will remain at zero; if the voltage of one machine is different from the other, there will be a deflection, and the machines have to be adjusted until the needle returns to zero. When this is done the generators may then be thrown in multiple. By the use of the galvanometer mistakes are less apt to occur in throwing machines in multiple than with the voltmeter.

On the next panel to the right are mounted all the appliances for controlling the two balancing sets.

As there are many points in favor of this system for private plants using power and light over that of having separate generators for 250 volt and 110 volt, fewer generators are required to be installed, as one machine can be used in place of two for at least 12 hours in each 24, and at a better efficiency, thereby saving considerable in fuel, while the cost of copper for wiring is much less.

As this is the first plant using this system in Canada, it might be of some interest to describe how the balancers act. Each set is supplied with a double pole knife switch, a single pole knife switch, two field rheostats, one armature rheostat, two voltmeters and one ammeter with zero centre reading to 300 amperes each side. Each set is simply two 12½ killowatt, 125 volt, compound generators mounted on one sub-base, having their armature shaft rigidly coupled together. The armatures are connected in series across the positive and negative busses through the double pole switch, a tap is taken from the connection between the two machines to the neutral bus through the single pole switch. The shunt field of the machines is also connected in series, but a connection is made from the neutral wire to centre between the two field rheostats through a small single pole knife switch.

In starting, it is only necessary to close the double pole switch, cut out the armature resistance, and when the machine is up to speed, close the small switch between the field rheostat and adjust the voltage before closing the neutral switch. The feeder switches may then be closed. Should one side be heavier loaded, the machine connected to the light side will take current from the line as a motor driving the other as a generator, which will deliver current to the

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takes it off "while you wait," and a short wait; takes it off clean, without injury to the wood, without injury to the hands or anything it touches, (except the varnish or paint !) no unpleasant odor, easy to work, and a nice profit to the dealer—a sample for the asking.

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Ingot Tin.
Ingot Copper.
Zinc Spelter.
Pig Lead.
Babbit Metals.
Solder.
Cotton Waste.

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Scrap Rubber of all kinds.

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—Rubber Bicycle Tires.
—Rubber Carriage Tires.
—Rubber Hose.
—Rubber Springs.

We buy

Drosses of all kinds.
—Tin,
—Lead,
—Type Metal,
—Zinc
Brass Ashes.
Metal Residues.

We buy

Scrap Metal
—Iron,
Copper,
Brass,
—Zinc,
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"Turns night-time into day-time."

New Models. Lower Prices.

Would you buy a lamp which doesn't smell or smoke?

Would you buy a lamp which will save you half your expense for coal oil?

Would you buy a lamp which shows your goods in daylight colors?

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200 Candle Power.

Would you buy a lamp which you can return, for full price, if you don't like it?

That's the kind of a lamp we make.

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Write for our Catalogue and Discounts.

AUER LIGHT CO., 1682 NOTRE DAME ST., MONTREAL.

...ected to loaded side. This action is per... automatic from one side to the ...ther as a load shift. The machine re... ...ires no more attention than any other ...ration. On this panel there are also ... ...ingle pole circuit breakers, two ... recording voltmeters, and a s...e ... voltmeter switch for adjusting the ...ltage of the two balancing sets.

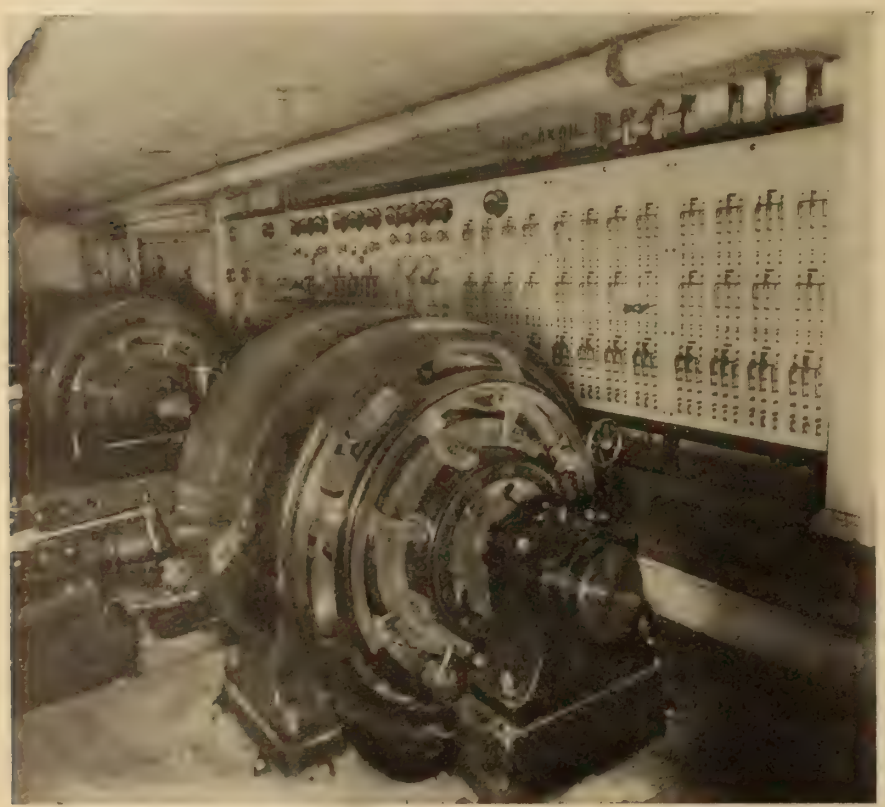
The sixth, seventh and eighth panels are devoted to the lighting feeders and are equipped with 36 triple pole double-throw knife switches; the power panel has 12 double pole knife switches, also double throw, and four circuit breakers on the passenger elevator circuits. It was considered better practice to put in double-throw switches on each circuit, as in case of a breakdown the shifting of the load on to the Electric Light Company's service would not interfere with their system, as it might do had the load to be shifted by means of a service switch, and if at any time the load was over the capacity of the machine running, part could be transferred without the necessity of starting another machine. Two ammeters, one on the lighting panel, and one on the power panel, measure the total load.

Altogether the switch-board is said to be one of the most complete ever installed.

The wiring throughout the whole building is placed in steel conduits, the feeders from switch board leading to distributing cabinets, in which are placed polished slate panel boards with all copper connections mounted on face. Each board circuit in the principal rooms are controlled by knife switches, also located on panel board. The lights in the rotunda, entrances and office are all controlled from a panel board at main office. The restaurant and cafe lights are controlled from panel board in serving room. The dining-room and banquet-room are also controlled from separate panel boards. The ceiling lights in corridors are controlled by push switches, as is also each pendant outlet in bedrooms.

There was used in this installation, 100,000 ft. of conduit and 220,000 ft. of copper wire. The wiring was done to supply 4,600 lamps at less than 2 per cent. loss.

The whole of the electric installation, with the exception of the generator and engine was put in by The Bennett & Wright Co., Limited, under the direction of G. Kay, their electric superintendent, to whom we are indebted for this complete description of the system.



GENERATORS AND SWITCH-BOARD, KING EDWARD HOTEL.

TORONTO PLUMBERS' BALL TEAM.

A meeting of the members of the Toronto Master Plumbers' Association who are interested in baseball, was held on Friday last. There were two nines selected to uphold the name and fame of the association on the diamond. Frank Maxwell, of Maxwell & Johnston, was appointed captain. Frank is a proud man; he thinks his team is the only one. Arrangements have been made to meet for practice on Saturday afternoon next at the Woodbine. Full arrangements are being made to care for the wounded. George Clapperton, of The Bennett & Wright Co., Limited, is the secretary of the team, and all challenges sent to his address will receive due consideration. One at a time, please. A challenge is being issued to the Mountain (Hamilton) Association, to meet on neutral grounds at Oakville, when the two associations have arranged the joint picnic there.

A FORMER MASTER PLUMBER HONORED.

Members of the plumbing fraternity are occasionally elected to positions of honor and trust by their fellow citizens. They are found on the council boards of our towns and cities. The recently elected president of the London Board of Trade, John R. Minhinnick was formerly engaged in the plumbing business and is still interested in the trade, having recently helped to organize the Empire Manufacturing Co., of London, for the extensive manufacture of plumbers' and steamfitters' supplies and specialties in brass goods. Mr. Minhinnick was born in the town of Tavistock, Devonshire, England, 65 years ago, and has been for over 30 years closely identified with the London Board of Trade, which is to be congratulated on having a gentleman of such wide experience at the head of affairs.

TORONTO ASSOCIATION MEETS.

The regular meeting of the Master Plumbers' Association was held in their rooms, 21 Richmond street west, on Monday evening, June 8. There was a very large attendance of members present and great interest was manifested in the success of the association. A. E. McCauley was initiated. The various committees presented their reports. The selection of delegates to attend the National Convention was left over until next meeting.

BUILDING PERMITS ISSUED.

TORONTO.

A. Preston, two-storey dwelling, to cost $1,000.

Geo. W. Tyne, dwelling, 11 Montrose avenue, to cost $1,200.

H. Larkin, two-storey dwelling, Empress crescent, to cost $3,000.

Chas. Ellis, alterations and additions to dwelling, 146 Carleton street, to cost $2,000.

Chas. C. Allen, two-storey solid brick dwelling, Callender street, to cost $2,000.

North America Land Co., four pair of two-storey and-attic brick and stone semi-detached buildings, east side of Manning

"Dominion Brand" Tarred Felt AND "Gauntlet Brand" Pitch

A roof laid with this combination should LAST a LIFETIME. It's the best material that can be produced—specify when ordering from your dealer.

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We offer ***60 pound*** A.S.C.E. Standard section steel rails and angles, the product of

The Algoma Steel Company, Limited

for ***prompt shipment*** from Sault Ste. Marie, Ont.

Offices:
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GENERAL SALES AGENTS
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Wise Buyers

Want...

Best Values.

Be Wise and Buy

PERFECTION WIRE CHAINS

"Every Link Guaranteed"

—MADE IN—
COW TIES,
HALTER CHAINS,
DOG CHAINS,
TRACE CHAINS,
HOBBLE CHAINS.

Smoothest Strongest
HENCE THE
BEST MADE

SPREADER CHAINS and for STALL FIXTURES.

WE STAND BEHIND OUR GUARANTEE.

McKINNON DASH & METAL WORKS CO.,
ST. CATHARINES, ONT. Limited
FOR SALE BY LEADING JOBBERS.

The New Century Ball-Bearing Washing Machine.

Not the cheapest but decidedly the best Washing Machine made.

Five to seven minutes only required for a tubful.
The operator need not stand when using it, and there is practically no wear on garments.
Full information given on application.

THE DOWSWELL MANUFACTURING CO.,
Hamilton, Ont. Limited.
W. L. HALDIMAND & SON, Montreal, - Eastern Agents.

avenue, near Harbord street, to cost $12,000; J. V. Harvey, architect.

SYDNEY PLUMBERS ORGANIZE.

The organization of the master plumbers and steamfitters of Sydney, C.B. and vicinity, into an association is now an established fact. The inaugural meeting was held in the Sydney hotel on the evening of June 2. Frank Powers, of Lunenburg, N.S., president of the National Association was present and delivered an address of great interest and profit to the new members. Much enthusiasm was displayed, and the association bids fair to be one of the best locals in the Maritime Provinces.

The following firms identified themselves with the new association: Bayer & Co., Baristo & Co., H. G. Hagen & Co., Estans & Co., E. L. Martin, Chas. Kirk, J. J. Brownlee, Keith Ball, F. H. Jones, all of Sydney; and Thompson & Matherson, Shean Bros., Will Buchanan, of North Sydney, and Keith Bros., of Glace Bay.

After the routine work of organization had been completed, the following officers were elected: President, L. Estans; vice-president, Frank Bayer; secretary, H. G. Hagen.

The association should be of benefit to the trade, especially if the craftsmen can retain confidence in each other. This is the only cement that will effectually bind men together.

BUILDING NOTES.

REPRESENTATIVES of the Horticultural Society waited on the Sub-Committee of the Parks and Gardens Committee to urge the erection of a pavilion in Allan Gardens, Toronto, in the place of the one destroyed by fire. The committee decided to recommend that a pavilion to cost between $40,000 and $50,000 be erected. There is over $20,000 of insurance towards the building.

Elgin, Ont., is experiencing a building boom.

The Grand Trunk will spend $15,000 in extensions at Berlin, Ont.

Geo. Rumpel will erect a $10,000 rink in Berlin, Ont., this summer.

A new $10,000 hospital is to be built at Rat Portage, Ont.

Plans are being prepared for the erection of a furniture factory in Collingwood, Ont., in the fall.

Toronto carpenters and painters are still on strike, and much building is being delayed in consequence.

The Presbyterians are erecting a new church on the corner of St. Clair avenue and Vaughan road, Toronto. The corner stone is to be laid on June 13.

Fraser Bros., millwrights and contractors, of Strathcona, N.W.T., are building an elevator for the Dowling Milling Co. in Edmonton on the mill premises.

G. A. Perrier, of Crump & Perrier, secretary of the National Association, has been laid up at home sick, but the craft will be glad to know that he is able to be about again. Mr. Perrier reports his firm are very busy.

Kemptville, Ont., Town Council are negotiating with M. E. Connor, of Waterloo, Ont., to establish a felt factory. Other manufacturers are said to be looking to Kemptville as a suitable place to locate. This interest in the town has been established since the installation of an electric power system.

The National Association made no mistake in holding its session last year in Halifax. At former conventions there were not more than one or two delegates from the Maritime Provinces. Secretary Perrier reports that Halifax Association will be represented by no less than five at the forthcoming convention in Montreal, and the motto is: "This must be the Banner Convention."

PLUMBING AND HEATING NOTES.

The Montreal Pipe Foundry Co., of Londonderry, N.S., successfully cast the first lot of water pipes on May 28, the cast consisting of 100 pieces of different sizes. The works are not yet finished, and will be added to and the output increased until the largest output ever made at Londonderry will be exceeded. Some 25 or 30 laborers are needed there at once.

There is no change in the situation in regard to the strike of plumbers. The men are still out, and the masters will endeavor to secure help from outside points if the men do not return to work. —Sherbrooke, Que., Examiner.

John Watson, of Montreal, was in Toronto on Tuesday of this week, on his way up to Hamilton to attend the annual convention of the Canadian Order of Foresters. Mr. Watson was taken in hand by President Mansell, and his short visit was fully taken up renewing old acquaintances. He reports business in Montreal to be rather demoralized owing to the recent labor strikes. Now that the strikes are settled, it is expected the season will be brisk.

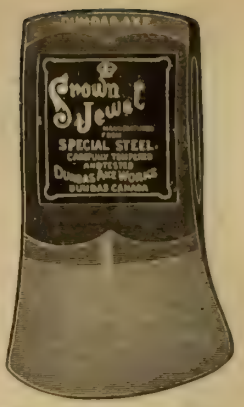
A meeting of the Master Plumbers' Association was held on Monday evening this week, when a committee was appointed to arrange for the reception and entertainment of the delegates to the National Convention. The members are determined to make this one of the best meetings held by the National.

A NEW BUILDING BY-LAW.

The Committee on Buildings of the Council of St. Louis, Montreal, has reported a new building by-law affecting residential and business streets alike. The by-law provides that all new buildings on St. Lawrence street must be of pressed brick or stone and three storeys high at least; they are also to be built on the line of the street. It is expected that a regularity in design and construction will thus be brought about in the great number of business and residential buildings which are to be erected when the land for widening the street has been expropriated. In the new residential streets to be opened up the houses are to be built ten ft. back from the line of the street.

?

You will be asked for Dundas Axes next fall. Are you preparing to meet the inquiry by being able to show the goods?



Dundas Axe Works, Dundas, Ont.

W. L. Haldimand, Jr., Eastern Agent, Montreal.

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The stock which bears our trade mark has won its way to the front in the Dominion, and to-day represents the acme of perfection so far as human skill and ingenuity can attain it.

Our stock designs are widely assorted and attractive, and will be found to be splendid money makers.

Our department devoted to designing and making special patterns is at your disposal.

No order is too large—none too small. A postal card will bring prices and information. Better write to-day.

The Jas. Morrison Brass Mfg. Co., Limited

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THE "SUN" BRAND PORTLAND CEMENT.

We make only one quality and that the best
Ask us for quotations

The Sun Portland Cement Co., Limited
OWEN SOUND
JAS. A. CLINE, Managing Director.

The FAIRGRIEVE GAS TOASTER

Retails at 25c. The only Toaster guaranteed to toast on gas, gasoline or blue flame oil stoves without taste or smell. Write for prices.

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295 COLLEGE ST., TORONTO.
U. S. Branch: 289 Jefferson Ave., DETROIT.

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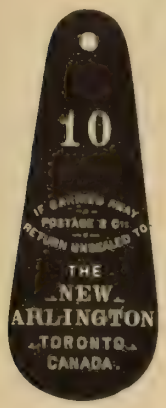
TINWARE AND TIN CANS

Fruit Cans, Meat Cans,
Jacketed Oil Cans,
Baking Powder Cans,
Lard Pails, Etc.

JAS. A. McGOLPIN
156-162 Duke Street, TORONTO.



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Hamilton, Ont.

BUILDERS' SUPPLIES

Fire Bricks, Fire Clay, etc.

ALEX. BREMNER, 50 Bleury Street, Montreal, Que.

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SHOTGUN CLEANER
IS THE MOST PRACTICAL CLEANER MADE

No Retailer Can Afford To Be Without Our Line.

ALL LEADING JOBBERS CARRY OUR LINE. SEND FOR OUR LATEST CATALOGUES.

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H. & R. SINGLE GUN AUTOMATIC AND NON-EJECTING.

12, 16 and 20 Guage.
Steel and Twist Barrels

Superior in Design, Workmanship and Finish, and the most popular Gun on the Market.

Simplest "Take Down" Gun Made

HARRINGTON & RICHARDSON ARMS CO.
Also makers of H. & R. Revolvers.
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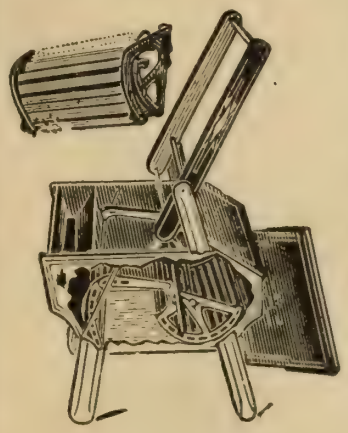


Vollmar Improved Perfect Washer

It has a most enviable record. A perfection of its kind—will wash more clothes in less time, do it better and easier, with less wear and tear, than any other machine. Prices on application.

COLBORNE, Sept. 10th, 1902.

Messrs. WORTMAN & WARD MFG. CO., LONDON.

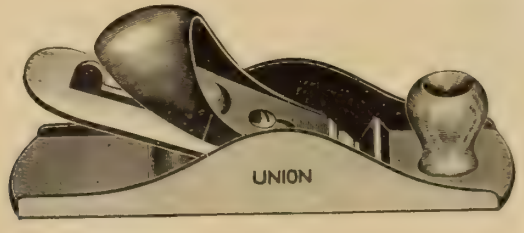
DEAR SIRS,—We have used the washer again and find that further use increased its value to us. The girls are simply delighted with it, as they can do the washing and be presentable for callers if need be.

MRS. R. WEEKS.

The above is a sample of the many kind words said about the Vollmar (Use the street No. when addressing us.)

The Wortman & Ward Mfg. Co., Limited
No. 1500 William Street, London, Ont.

UNION IRON and WOOD PLANES.



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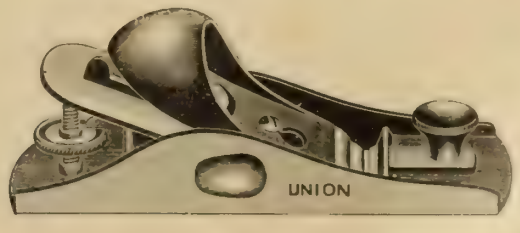

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UNEQUALED IN QUALITY AND FINISH.

Union Mfg. Co., - - New Britain, Conn.

FOR SALE BY ALL PRINCIPAL HARDWARE DEALERS

The article which best suits your customers best suits your business.

The Imperial Oxford Range

is the result of over sixty years of range construction. In these years we have learnt some things about cooking apparatus which no other makers know. This knowledge shows in the improvements of the Imperial Oxford Range. These improvements make it an easy range to sell and make it stay satisfactorily sold.

The **Gurney Foundry Co.** Limited

Toronto

Winnipeg Vancouver

THE GURNEY-MASSEY CO., LIMITED, MONTREAL.

It's certainly a smooth one.

DAVIDSON'S

Standard Flat Telescope Pleated Elbow

is the

STRONGEST
SMOOTHEST
NEATEST
PRETTIEST
EASIEST

} **SELLING ELBOW ON THE MARKET.**

It has a continuous "Telescope Pleat," giving it all the strength of "Corrugated Iron" without the raised obstructions.

It has **TWENTY PLEATS,** making it as **SMOOTH** inside and out as a length of stove pipe.

It is especially adapted for air tights.

It will not leak creosote.

It is "long in the throat," making easy work putting up.

Packed in special crates, ensuring delivery in perfect condition.

Made in blued black steel, of best quality, prices **"LOW AS THE LOWEST."**

YOU'LL BE SORRY IF YOU DON'T HANDLE IT.

The THOS. DAVIDSON MFG. CO., Limited, MONTREAL, P.Q.

STOVES AND TINWARE

PEAT AS A FUEL OF THE FUTURE.

THE Ontario Bureau of Mines have issued, under the direction of Thos. W. Gibson, a comprehensive report on the manufacture and use of peat fuel. In reviewing the present situation the bulletin points out that in Ontario approximately 2,900,000 cords of wood are burned each year, the first cost of which is averaged at $1.50 per cord, making the value of wood burned in the province each year over $4,300,000. Regarding coal, the bulletin says: "The imports of anthracite coal into Ontario during the 12 months ending June 30, 1902 (the last fiscal year in which imports were classified according to provinces) were 1,075,440 tons, valued at $4,406,231, and of bituminous coal for home consumption, 2,362,115 tons, worth with the duty added $5,357,373. The quantity of coal brought from Nova Scotia in a normal year is so small as to be hardly worth taking into account, consequently the imports of anthracite and bituminous coal may be regarded as covering the total consumption. Adding then the several items together, and leaving out of consideration petroleum and natural gas, which have a restricted use for fuel, we reach the following as representing the fuel bill of the people of Ontario for a year:

	Value.
Anthracite, 1,075,441 tons	$4,406,331
Bituminous coal, 2,362 115 tons	5,357,373
Wood, say, 2,900,000 cords	4,350,000
Total	$14,113,604

While peat is a comparatively new fuel in Canada, it is pointed out that in Europe it has been used for centuries and that the demand continues to grow steadily for, in addition to domestic purposes, use in steel and glass furnaces, generating electricity, etc.

Coal, the bulletin points out, "is the standard by which any competing fuel must be measured, though there are substances which for special purposes are equal or superior. Some petroleums, for instance, give better results in locomotive or steamship boilers, costing less and occupying smaller space for the quantity required to produce a given amount of power. Charcoal from wood makes a better product in the iron blast furnace than mineral coke, because of its greater freedom from sulphur, which deteriorates the quality of the pig.

"The comparison of peat with coal must be at two points (1) efficiency, (2) price. Unless there is a fair equality in the result of these factors, peat must be ruled out. If it cannot be produced and sold for a price at least as low as that for which the equivalent in heating value of coal could be bought, all efforts to introduce peat will be unavailing except at times when nothing else can be had."

From tests made the conclusion is arrived at that from the standpoint of efficiency peat compares satisfactorily with coal, the value of peat briquettes being placed at two-thirds that of an equal weight of coal. Then it is shown that it can be manufactured to sell at $3 per ton, which would be equivalent to anthracite at $4.50 per ton, and at $1 per ton to anthracite at $6 per ton. Such figures at once bring peat fuel into the economic arena, as it may be doubted whether with the effective control now exercised by the trusts over the production and sale of anthracite, we are likely to see it again drop to a lower retail level than $6 per ton. In the light of the facts brought out in this report, it will be surprising if the citizens of Ontario are not soon given their choice between compressed peat fuel and coal, instead of as at present being confined entirely to the latter."

It is needless to add that the supply of peat in Ontario is practically inexhaustible.

Catalogues, Booklets, Etc.

ART TREASURE STOVES.

The D. Moore Company, Limited, Hamilton, have issued a very attractive folder, containing illustrated descriptions of the six leading base-burners which they will be offering to the trade for the coming season. This will be worth getting before a stock of stoves is purchased.

THE CROWN HURON

The Western Foundry Company, Wingham, Ont., have prepared a neat booklet describing their "Crown Huron" range, which they say is fresh from the pattern shops, and is especially designed to fill the demand for an up-to-date medium size cooker, with all the desired modern appliances, which is attractive in appearance and moderate in price. This firm have also prepared for the use of the retailer a booklet containing 35 warm testimonials from persons who have used the "Crown Huron," as to the practical value of this range.

HEATING BY WARM AIR

One of the best booklets of the year has been issued by The Gurney Foundry Company, Limited, of Toronto, comprising an illustrated catalogue and price list of "Oxford" warm air and combination furnaces, which are made in every style to suit the varied requirements of the Canadian market. In addition to illustrations and descriptions of the furnaces, there are several pages devoted to directions about setting furnaces, making estimates, etc. This valuable booklet will be sent to readers of "Hardware and Metal" on application.

Notes of the Trade.

The Paulin Company, tinware, etc., Simcoe, have assigned to T. R. Nells.

The assets of the business of R. E. Holmes, tinsmith, etc., Vankleek Hill, are to be sold by tender on June 15.

Charles Fawcett, of Sackville, is at the Royal. Mr. Fawcett now has the largest and best equipped stove foundry in eastern Canada. He has made an addition recently to his establishment, and will make another shortly. Seventy-five men have found employment there of late, and after the extensions are completed the staff will be increased to 100 or 110 men. St. John, N.B., Sun.

Stove Company for Brantford.

Letters patent have been issued for a new Brantford industry to be known as "Telephone City Stoves, Limited." The promoters are H. Yeigh, J. B. Turner, A. W. Kerr, E. J. Kerr and A. H. Elliott, all of Brantford. The capital stock is placed at $40,000, and the stove to be manufactured is the Turner patent air-tight wood stove. The Brantford Expositor says: "The new stove company expect to commence operations about July 1. Machinery has been ordered, to be due by that date, and work will be commenced immediately upon its arrival. The company intend to commence on a small scale and work up. All their manufacture is to be handled by the Burrow, Stewart & Milne Co., Hamilton, Ont.

Window and Interior Displays

Timely Hints and Suggestions.

IN arranging displays in any kind of store window it is wise to aim at something likely to attract the attention of every passer-by, to catch the fancy of the general public. Often this can be done by drawing attention in some unique way to a name, the brand name of the wares displayed.

G. A. Richardson, of Guelph, Ont., has won great attention to his window during the past few weeks by an excellent example of this kind of display. The window display, it will be seen, consisted largely of "Stag" brand paints, so he, to impress the name of the brand on the passer-by, introduced into the display a fine specimen of a stag, a trophy of the chase. It is hardly necessary to point out that not only should such a window attract wide attention, but its influence would be unusually lasting. Any person having once seen such a window would not soon forget that "Stag" brand paints were sold by G. A. Richardson. It is a generally recognized principle that the first essential in advertising any goods is to have them recognized. But Mr. Richardson goes further in this display. The impression of the name is backed up by a strong argument regarding quality, as will be noted in the top line. It is to be seen, too, that color cards are used in the foreground, an argument that a range of popular colors are carried in stock.

A TRADE-WINNING PAINT DISPLAY.

Another good feature of the window is the display of brushes together with the paints. There are many householders and some painters who are forgetful, who need to see a display or advertisement of such a line as brushes before supplying their needs. The arrangement is in every respect neat and attractive, well calculated to hold attention first won by the novelty of the display.

Though not a part of this particular display the illustration shows another excellent idea incorporated by Mr. Richardson. The invitation to "drop in and see our stock" is in a most appropriate place, and in all probability, has been in many cases the final argument to induce people who have been attracted by his displays to inquire further about his wares.

Hardwaremen generally will agree that the window shown is an excellent one in every respect, yet how many of them might have sold "Stag" brand paints and had a stag or at least a stag head at home and never thought of using the latter to draw attention to the former? And if a census were taken it would be revealed that the reason given why many of them would not think of it would be that they are "too busy to think of novelties for displays in their store." Such an excuse for inferior windows has been given time and again to the writer. Yet what reason can can there be for it? A merchant should have an open, alert mind. If he has, such ideas will come to him without great study. If he forms a habit of noticing windows and comparing one with the other as he passes other stores he will soon find himself an authority capable of deciding almost instantiy what style of display he desires. His clerks, too, should be alert to receive such ideas and encouraged to suggest them to him. If a clerk suggests a window that recommends itself he should be given an opportunity to fix it up; if no such suggestions are forthcoming, he should decide what kind of a window to have, give sufficient instructions to enable the clerk to arrange it, and then he should examine the window with a view to making minor changes likely to effect an improvement, to make it more attractive to the ordinary passer-by.

Attention should always be paid to minor details, but too much time should not be spent in trying to secure an artistic effect. A window display, like everything else in business, is a commercial proposition. Its end is to make dollars and cents for the proprietor of the window, so it is often the case that a novelty introduced into the displays will be of infinitely more value than an artistic, yet common-place, display. Such a novelty as the one shown herewith is bound to win general attention.

MADE IN CANADA

No. 175. Steel—Ebony finish.

Hot Plates

1 BURNER
2 BURNERS
3 BURNERS

Jewel Gas Ranges

Experience has proved that **Jewel** Gas Ranges are not only more ECONOMICAL, but are more STRONGLY BUILT and BETTER FINISHED and have more GENUINE GOOD FEATURES than any other line of Gas Ranges made.

Jewel Gas Ranges are CLEAN, and are more easily kept clean than any other kind.

WE MAKE OUR OWN **Valves,** and the latest and best **1903 Jewel Needle Valve** is supplied on all Ranges and Hot Plates.

Improved Slotted Burners, with removable thimble caps, or Drilled Burners as required.

Spring Balanced Drop Doors and Valves, Air Regulators, Front Supply Pipes, Door Plates and Spring Guards, Polished and Nickel-Plated.

No. 362—With Pilot Light and three-section Reversible Burner for Broiler—Asbestos Lined Oven.

THE BURROW, STEWART & MILNE CO., Limited

HAMILTON, ONT.

Mantels, Grates, Tiles, Etc.

Sell MANTELS as well as Hardware—it will pay you.

The Batty Stove & Hardware Co.

76 YORK ST., TORONTO.

Want Ads.

In this paper cost 2 cents per word each insertion, payable strictly cash with order. Many large business deals have been brought about through advertisements of 20 or 30 words. Clerks can be secured, articles sold and exchanged, at small expenditure. Don't forget to send stamps or postal order when sending in copy. When replies come in our care 5 cents additional must be included for forwarding same.

MacLEAN PUBLISHING CO., Limited
Montreal and Toronto

The Up-To-Date Store

sends all parcels out well wrapped up. Our brown and manilla wrapping papers have earned a reputation for strength and durability that recommends them to everyone.

FULL WEIGHT. FULL COUNT.

Canada Paper Co., Limited

TORONTO and MONTREAL.

Slaw Cutter. Corn Grater.

A POPULAR COMBINE

Pat. applied for.

J. M. MAST MFG. CO., Lititz, Pa.

Edwin H. Grenfell & Co., London, Ont.,
CANADIAN AGENTS.

DIAMOND STOVE PIPE DAMPER.

U.S. Patent June 25th, 1895 Canadian Patent December 14th '893

Nickel Handle.

Made by

THE ADAMS COMPANY, Dubuque, Iowa, U.S.A. TAYLOR-FORBES CO., Limited, Guelph, Ont

DEPARTMENT OF ADVERTISING SUGGESTION AND CRITISISM

Edited by **W. Arthur Lydiatt,** TORONTO.

NOTE.—Herein are discussed the principles and practice of advertising. Subscribers are invited to send Mr. Lydiatt specimens of their newspaper and other advertising, for the purpose of review in this department. Address care of Department of Advertising, HARDWARE AND METAL.

Don't wait until you publish an especially good advertisement before you send me your ads. for review in this department. Don't be afraid of a little honest criticism. I will only try to point out the faults—if such there be—that you may have ideas for the improvement of your ads. You don't have to follow my advice or act on my suggestions.

I simply want you to send me specimens of your advertising matter—just what you are using now, or what you have been using. I'll tell you of every way in which I see it might be improved. I will call attention to the good points—mention the weak points.

If you spend money for advertising it is surely advisable to see to it that you get your money's worth. And if you tell me just how you are spending it—show me what kind of advertising matter you use—perhaps I'll be able to give you some suggestions which will help you make your advertising more profitable. It's worth trying, anyway. THE EDITOR.

I REPRODUCE this week one of two ads. sent in by John & Jas. H. Kerr, of Wingham, Ont., accompanied by the following letter:

Mr. Lydiatt,
Toronto, Ont.

Dear Sir,—I enclose two ads. written by myself and published in The Wingham Advance. I always write the advertisements. I have very little time for this work, but make it a point to change often. I never let the same ad. appear more than twice. I find by far the most profitable medium of advertising is the home paper. In fact, outside of our two local papers, we have not spent a dollar in the last three years in advertising.

Kindly let me know how I may improve in my ad-writing. Of course, we do not always have our ad. set up in the same style. We change often. I always dictate the style of an ad. I want.

Yours truly,
JNO. KERR.

For Jno. & Jas. Kerr.

I would not mention so many different articles in your ads. Such things as are mentioned in the column on the left need not be mentioned in such detail, unless special cut prices were quoted—and they are not in this instance.

I would have had one heading across the the top of the three columns—"Housecleaning Time"—and followed it with a short introduction referring to the trials and troubles of this spring event and calling attention to the fact that you had lots of things to help make it easy work, and some nice new things to freshen up with, replacing worn-out carpets, curtains, bed clothes, etc.

Take time to write your ads. properly. It is most important. If you find it desirable to work overtime, fixing the store up nice so that people will be favorably impressed when they pay it a visit, doesn't it seem consistent that you should spend the necessary time to prepare the invitations to visit the store in an intelligent and inviting way?

I would have the heading, "The People's Popular Store," set in a type similar to the one in which "Spring" is set, immediately below. At the bottom, I would have the name set in large type in the middle, and the address set in the side, where the name is now repeated. I would not make the address more prominent than the name, unless there should happen to be another firm of the same name in the town.

I would adopt a satisfactory style—and then stick to it. It is best not to change the style of the ad. very often in the case of a store like yours. People become accustomed to looking for a certain style of an ad., and are then more easily able to find it and are also better able to note the bargains or specials which you advertise, because they know just where you always put them.

In a store, such as I judge you have, I think it might be a good idea to divide the ad. up into sections—say four or six—devoting them to the different departments of your business, and giving each department attention in each ad. Sometimes one department might require two or three of these divisions, when, of course, some of the

The People's Popular Store

Jno. & Jas. H. Kerr

House Cleaning
MADE EASY

Get well equipped for house cleaning before starting. We have the goods you need.

Wash Tubs—all sizes
Wash Boards—Solid Back
Copper Boilers—Nickel Plated
Brooms ... 15c, 20c, 25c, 30
Mop Handles, hold cloth or brush ... 15c

Scrub Brushes ... 5c to 25c
Stove Brushes ... 15c to 25c
Shoe Brushes ... 20c to 35c
Whitewash Brushes
Clothes Brushes
Hat Brushes, Whisks

Clothes Ropes
Clothes Pins, 1c doz

Whiting, per lb ... 2c
Gold Dust ... 5c, 10c, 25c
Silver Dust ... 5c, 10c, 25c
Pearline, per package ... 5c
Gillett's Lye ... 10c
Royal Lye, 3 for ... 25c
Sapolio, per cake ... 10c
Monkey Brand Soap, for cleaning Glass, Crockery, Metal, Woodwork, etc 5c

Stove Pipe Varnish
Black Lead—the best
Stove Paste—the best
Bath Bricks, 1c
Laundry Soap, best made
Toilet Soap, best made

Diamond Dyes, 3 for ... 25c
Logwood ... 5c and 10c
Liquid Ammonia ... 10c
Powdered Ammonia, per pkg ... 10c
Starch—all kinds
Carpet Tacks

SPRING
HOUSE CLEANING TIME

You know what that means. New Carpets, Curtains, Bed Clothes, etc., etc.

We are selling our Wool and Union Carpets at reduced prices—

25 per cent. Off.

Floor Oilcloth and English Linoleum—from 25c a square yard up.

LACE CURTAINS—
Large Stock
All prices
New Designs

Chenille Curtains, Art Muslins, Cretonnes.

Chenile and Damask Table and Stand Covers, 60c to $3.00

White Bed Spreads, Circular Pillow Cotton, Sheeting, Ticking, etc.

A splendid assortment of Table Linens, Towels, Towelling, Hair Brushes, Combs, etc., etc.

Pure Linen Stand Covers, Sideboard Covers, Tray Covers, drawnwork sides and ends, fringed or hemstitched ends.

Table Cover and Table Napkins to match.

House Cleaning
THIS SPRING

You may discover that you are in need of one or more

Toilet Sets

We have full stock of Toilet Ware. All New Shapes and New Decorations.

6 piece Printed Set, any colors, per set ... $1.75

10 piece Printed Set, good finish, per set ... $2.00, $2.25, $2.50

10 piece Stone China Set, Shaded, 2 Colors, New Shape, price per set, $5.00

10 piece Set, Shaded, Printed and Gold Stippled ... $4.00

10 piece Stone China Set, Painted, Gold Stippled, Handsome Decoration ... $5.50

Plain White Stone China in 4 or 6 or 10 piece Sets, also sold separately.

FARMERS

WE PAY CASH FOR FRESH EGGS

Jno. & Jas. H. Kerr — Macdonald Block, Wingham — Jno. & Jas. H. Kerr

"THE EMLYN" SAW BENCH

Made in 6 sizes. Best value obtainable. Specially designed for export With or without "Emlyn" Patent Guard. Sole maker—

CHARLES D. PHILLIPS,

Cables—"Machinery," Newport. Emlyn Engineering Works, NEWPORT, MON., ENGLAND.

ONTARIO SILVER CO.,

Limited,

NIAGARA FALLS, CANADA.

Manufacturers of **FLATWARE, CUTLERY and ELECTRO PLATE.** . . .

Ask for our Catalogue and Quotations.

Steward & Romaine Mfg. Co.

EXPANSION and TOGGLE BOLTS

For fastening all kinds of material to Brick, Stone or Cement,

124 North Sixth St., Philadelphia, Pa.

ONTARIO WIND ENGINE & PUMP CO., Limited.

GALVANIZING.

Park 822

Atlantic Ave., Toronto

STOVE BRICK

Fire Clay and Asbestos, Furnace Cement.

All kinds of Fire Clay products made to order from patterns. Write for Price List.

JONES BROS., BRACONDALE, P.O., ONT. (NEAR TORONTO)

For Polishing All Kinds of Metals.

Given a fair test **SOLARINE** will convince you **It is the Best.**

Order to-day a sample order.

ADDRESS—

"SOLARINE," - TORONTO.

"Pullman" Lawn Sprinkler

IS YOUR ORDER IN?

Send for Folder No.14.

PULLMAN MNFG. CO.

Rochester, N.Y., U.S.A.

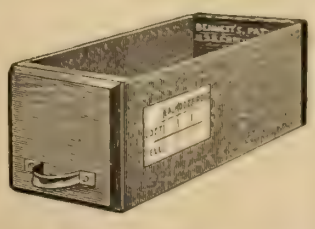
...THE...

Bennett Manufacturing Co.

(Successors to J. S. Bennett)

Bennett's Patent Shelf Box and Cabinets, for

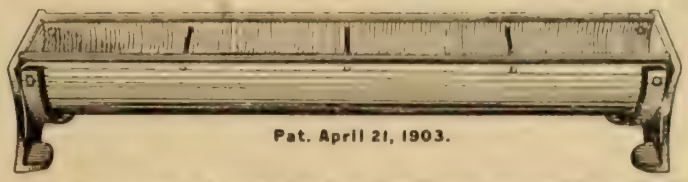
Hardware,
Grocery,
Seed and
Drug Trades.



556 Dundas Street, Toronto.

SEND FOR PRICE LISTS.

PATENT STEEL HOG TROUGHS



Pat. April 21, 1903.

Something new, something long wanted.

A fine line for Hardware trade.

Write for Prices and Agency.

I am placing on the market this Steel Hog Trough, made of No. 14 Steel Boiler Plate. A trough that it is impossible for the hogs to chew or destroy. Edges finished with ¾ wrought iron pipe, slotted and driven on. Cross bars to prevent hogs from crowding or lying in t ough.

Every hog raiser wants them and is going to have them when he finds out what they are. A great seller, as they are practically indestructible.

WILBER S. GORDON, - TWEED, ONT.

—SEE—

WRIGHT'S New Sprayer

before booking your order.

THE BEST ON THE MARKET PRICES RIGHT

E. T. WRIGHT & CO., Manufacturers Hamilton Ont.

CHAS. P. CLARK, President. **JARED CHITTENDEN, Treasurer.**

...ESTABLISHED 1849...

BRADSTREET'S

Capital and Surplus, $1,500,000. **Offices Throughout the Civilized World.**

Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information, no effort is spared, and no reasonable expense considered too great, that the results may justify its claim as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

Subscriptions are based on the service furnished, and are available only by reputable wholesale, jobbing and manufacturing concerns, and by responsible and worthy financial, fiduciary and business corporations. Specific terms may be obtained by addressing the Company at any of its offices. **Correspondence Invited.**

——OFFICES IN CANADA——

HALIFAX, N.S. HAMILTON, ONT. LONDON, ONT. MONTREAL, QUE.
OTTAWA, ONT. QUEBEC, QUE. ST. JOHN, N.B. TORONTO, ONT.
VANCOUVER, B.C. WINNIPEG, MAN.

THOS. C. IRVING, Gen. Man. Western Canada, Toronto.

Established 1832. Cable Address, "BLISS."

MANUFACTURERS

Wood Turnings, Hand, Bench and other Screws Mallets, Handles, Vises Clamps, Tool Chests Croquet, Lithographs Wood Toys, Novelties

and also the celebrated

Wood's Patent Car Gate

For Street and Steam Railroad Cars.

The R. BLISS MFG. CO.

Pawtucket, R.I., U.S.A

Canadian Representative: ALEXANDER GIBB, 13 St. John St., MONTREAL.

75 YEARS *ESTABLISHED 1825.* *75 YEARS*

other departments would take a back seat for the time being.

I wouldn't run the same copy twice. It's that much more bother, but you'll find it

well worth while. I fully realize that the bargain opportunities and "new" items in a store in a place like Wingham are not sufficently frequent to crowd the space any. It is often a puzzle to know just what to advertise. But you might get many suggestions which would prove helpful if you would take some of the retailers' advertising journals, or, by securing the New York or Chicago papers regularly and watching the big stores' announcements — notably Wanamakers. These will be full of suggestions as to what to advertise—and how to advertise it—how to talk about the goods interestingly.

If you see fit to carry out any of the suggestions here offered, I hope you will send me a few of your ads. showing the result. Perhaps I may then be able to offer further suggestions.

THE ILLUSTRATION.

This Ingram & Davey ad. here reproduced came in the form of a large circular 12x17 in. The address is missing, so I have no clue as to where their store is located. This circular is simply an arrangement of a number of those syndicate ads. to which I referred in a recent number—the cuts are there too. It is hardly satisfactory — too general in nature. The curtain stretchers are the only things priced. There is not much news in the rest.

FOR BELIEVERS IN SIGNS.

It has not been so many years that the black and white sign was invariably the rule; but since the advent of the advertising sign painter, with his ways that are vain and curious, it has become the exception, says an exchange. There is a great deal of black used, but not in connection with white. Blue has largely taken its place as a ground color, while in the pictorial sign the coloring is done on artistic lines as far as possible. For large signs on rough and uneven surfaces such as dead walls, rocks and cliffs, a very cheap yellow coating may be made by stirring a solution of green vitriol into lime milk. The paste which is at first greenish from the separating protoxide of iron, becomes a yellow by oxidation in the air after it is applied and dry. The more green vitriol is added to the lime milk the darker, of course, the color. This paint is said to adhere firmly to any surface, and cannot be washed off. Besides, it has a brighter appearance than one mixed with lime and ochre, and is cheaper than the latter. It makes an admirable background for large letters in black or purple.

FAULTS OF TELEPHONES.

Few persons, when their telephone gets out of order, know what is the matter with it. The best telephone made will often become impaired. Here are a few points that will doubtless enable you to determine where the fault lies when such trouble occurs :

1. Can hear but cannot be heard—This fault is frequently caused by leaving the receiver off the switchhook, after the conversation is ended, the neglect resulting in the premature exhaustion of the battery.

2. Can hear at both ends, but can ring one way only—This may result from a weak battery at one end, or the bell at the faulty end may be out of adjustment.

3. Can ring in both directions, but cannot hear at either station—This may result from a broken receiver cord, or from a disconnected wire in some other part of the secondary (or speaking) circuit at one end only.

4. Ringing and speaking alike unsatisfactory—This may result from weak batteries at both ends, or from a bad joint or bad earth connections.

5. Hearing bad, with rasping noises—This may result from either of several causes—a loose joint, rust or buckled diaphragm, or excessive battery power in microphone circuit.

Noises in one receiver only—This will probably result from one or more particles of iron having been attached to the poles of the magnet, the diaphragm's vibrations being interfered with in consequence. To remedy this, unscrew receiver cap and wipe off magnet cap.

Badly soldered joints, loose terminals, dirty contacts, broken battery jars, and terminals short circuited, are also frequently causes of local faults.

Line making partial earth will cause ringing and speaking to be alike unsatisfactory.

Line faults may be caused by two or more lines in contact, by the line making partial or dead earth or by a broken wire or insulator.

Lines in contact will result in cross talk and bells ringing when not required.—Ex.

APOLLO BEST BLOOM
GALVANIZED IRON

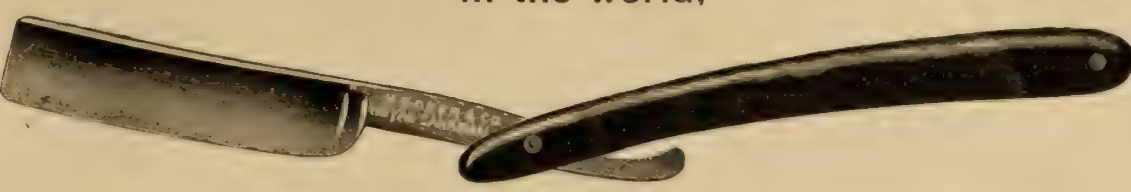
Whatever advantage belongs to galvanized iron and liberal dealing goes with Apollo.

Costs not a cent, and relieves you of much anxiety.

American Sheet Steel Company, New York

Representatives for Canada
B. & S. H. Thompson & Company
88 St. Sulpice Street
Montreal

If you want to sell a FIRST-CLASS RAZOR, concaved by the best grinders in the world,



H. Boker & Co.'s "ROYAL CANADIAN"

is the thing. No line will give you better satisfaction.

CURRENT MARKET QUOTATIONS.

June 12, 1903.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

TIN.

Lamb and Flag and Straits - 56 and 28-lb. ingots, 100 lb.	$33 00	$34 00

TINPLATES.

Charcoal Plates—Bright.

M L.S., equal to Bradley—		Per box.
I C, usual sizes	....	$6 75
I X "	....	8 25
I X X "	....	9 75
Famous, equal to Bradley—		
I C	....	6 75
I X	....	8 25
I X X	....	9 75
Raven and Vulture Grades –		
I C, usual sizes	....	5 00
I X "	....	6 00
I X X "	....	7 00
I X X X "	....	8 00
D C, 12½x17	....	4 50
D X	....	5 25
D X X	....	6 00

Coke Plates—Bright.

Bessemer Steel -		
I.C., usual size, 14x20	....	4 00
I.C., special sizes, base	....	4 50
20x28	....	9 00

Charcoal Plates -Terne.

Dean or J. G Grade –		
I.C., 20x28, 112 sheets	....	8 50
IX., Terne Tin	....	10 50

Charcoal Tin Boiler Plates.

Cookley Grade—		
X X, 14x56, 50 sheet bxs. / " 14x60, " / " 14x65, "	....	7 00

Tinned Sheets.

72x30 up to 24 gauge	....	8
" " 26 "	....	8 50

IRON AND STEEL.

Common bar, per 100 lb.	....	2 05
Refined " "	....	2 45
Horseshoe Iron "	....	2 40
Hoop steel, 1½ to 3-in. base	....	2 90
Sleigh shoe steel, "	....	2 10
Tire steel	2 30	2 50
Reeled machinery	....	3 00
Toe calk steel	2 85	3 00
T. Firth&Co.'s tool steel, per lb	0 12½	0 13
Jessop's tool steel	....	0 14
Morton's tool steel	0 12½	0 13
Black Diamond and "B.C." tool steel	0 10	0 11
Chas. Leonard's tool steel	0 08	0 09
Park's "Silver" tool steel	0 12	0 14
" "Special"	0 15	0 20
Jonas & Colver's tool steel	0 10	0 20
" "Air Hardening"	....	0 70
Drill steel, per lb	0 08	0 10

BOILER TUBES.

		Per foot.
1¼, 1¾ and 4 inch	....	....
2½ in	....	....
3 in	....	....
3½ in	....	....
4 in	....	....

STEEL BOILER PLATE.

¼ in	2 50	2 60
3-16 in	2 60	2 70
⅜ in. and thicker	2 50	2 60

BLACK SHEETS.

	Com.	D.Fl.
10 and 12 gauge	2 55	2 75
18 gauge	2 85	3 00
20 "	2 85	3 00
22 to 24 gauge	2 95	3 25
26 "	3 05	3 50
28	3 15	....

COPPER WIRE.

Discount, 50 per cent.

CANADA PLATES.

All dull, 52 sheets	2 90	3 00
Half-polished	3 00	3 10
All bright	3 75	3 85

IRON PIPE.

Black pipe—		Per 100 feet.
⅛ inch	3 00	3 25
¼ "	2 30	2 40
⅜ "	....	2 65
½ "	....	2 85
¾ "	....	3 65
1 "	....	5 20
1¼ "	....	7 35
1½ "	....	8 95
2 "	....	12 55
2½ "	....	21 00
3 "	....	25 00
3½ "	....	32 00
4 "	....	38 50
4½ "	....	45 00
5 "	....	48 00
6 "	....	63 00
Galvanized pipe—		
¼ inch	....	3 20
⅜ "	....	3 45
½ "	....	3 85
¾ "	....	5 00
1 "	....	7 20
1¼ "	....	10 05
1½ "	....	12 20
2 "	....	16 85

Malleable Fittings—Discount 15 p.c.
Cast Iron Fittings—

On unions, 55 per cent. ; on nipples, 60 per cent.; on all others, 50 per cent.

GALVANIZED SHEETS.

	G.C.	Comet	Bell.	Queen's Head
16 gauge	....	....	....	....
18 to 24 gauge	4 05	3 75	3 75	4 05
26 "	4 25	4 00	3 90	4 25
28 "	4 50	4 25	4 05	4 50

American brands, $4.40 for 28 gauge.
Less than case lots 10 to 15c. extra.

CHAIN.

oof coil, 3-16 in., per 100 lb.		....	....
" ¼ "		7 85	8 10
" 5-16 "		5 25	5 50
" ⅜ "		4 50	4 75
" 7-16 "		4 25	4 50
" ½ "		4 20	4 50
" 9-16 "		4 05	4 50
" ⅝ "		4 00	4 50
" ¾ "		4 00	4 50

Halter, kennel and post chains, 40 to 40 and 5 per cent.

Cow ties	40	p.c.
Tie out chains	65	p.c.
Stall fixtures	35	p.c.
Trace chain	45	p.c.

Jack chain, iron, single and double, discount 35 p.c.
Jack chain, brass, single and double, discount 40 p.c.

COPPER.

Ingot.		Per 100 lb.
Casting	....	15 50
Lake Superior	....	....
Bars.		
Cut lengths, round, ½ to ¾ in.	23 00	25 00
" round and square, 1 to 2 inches	23 00	25 00
Sheet		
Plain, 14 oz., and light, 16 oz., 14x48 and 14x60	22 00	22 50
Plain, 14 oz., and light, 16 oz., irregular sizes	22 50	23 00
Tinned copper sheet	....	24 00
Planished	....	32 00
Braziers' (in sheets).		
4x6 ft., 25 to 30 lb. each, per lb.	...	0 23
" 35 to 45 " "	....	0 22
" 50-lb. and above "	....	0 21

BOILER AND T.K. PITTS.

Plain tinned, per lb	....	0 28
Spun, per lb	....	0 32

BRASS.

Rod and Sheet, 14 to 30 gauge, 15 per cent

Sheets, hard-rolled, 2x4		0 23
Tubing, base, per lb		0 23½

ZINC SPELTER.

Foreign, per 100 lb	6 25	6 50
Domestic " "	....	....

ZINC SHEET.

5-cwt. casks	6 25	6 50
Part casks	6 75	7 00

LEAD.

Imported Pig, per 100 lb.	....	3 50
Bar, per lb	....	0 05
Sheets, 2½ lb. sq. ft., by roll	....	0 06¼
Sheets, 3 to 6 lb. "	....	0 06

NOTE. Cut sheets ½c per lb., extra. Pipe, by the roll, usual weights per yard, lists at 7c. per lb. and 30 p.c. dis. f.o.b. Toronto

NOTE. Cut lengths, net price, waste pipe 8-ft. lengths, lists at 8c.

SHOT.

Common, $6.50 per 100 lb.; chilled, $7.00 per 100 lb.; buck, seal and ball, $7.50. Discount, 15 p.c. Prices are f.o.b. Toronto, Hamilton, Montreal, St. John and Halifax. Terms, 3 p.c. cash, freights equalized.

SOIL PIPE AND FITTINGS.

Light soil pipe, discount, 45 and 5 per cent.
" " fittings, discount 50 and 5 p.c.
Med. and Extra heavy pipe and fittings, dis. 55 and 5 per cent.
7 and 8-in. pipe, discount 40 and 5 per cent.

SOLDER.

		Per lb.
Bar, half-and-half, guaranteed	....	0 20
Bar, half-and-half, commercial	0 19	0 19½
Refined	....	0 19
Wiping	0 17	0 18½

ANTIMONY.

Cookson's per lb.	9 00

WHITE LEAD.

		Per 100 lb.
Pure	5 00	5 25
No. 1	4 62½	4 87½
No. 2	4 25	4 50
No. 3	3 87½	4 12½
No. 4	3 50	3 75
Munro's Select Flake White	....	5 75
Elephant and Decorators' Pure	....	5 25
Brandram's Genuine	....	6 50
" Decorative	....	6 00
" " No. 1	....	5 50
"Monarch" brand	....	6 12½
Decorator's Pure	....	5 50
Essex Genuine	....	5 25

RED LEAD

Genuine, 560 lb. casks, per cwt	$4 75	$5 00
Genuine, 100 lb. kegs, "	5 25	5 50
No. 1, 560 lb. casks, per cwt	4 00	4 25
No. 1, 100 lb. kegs, per cwt	4 25	4 50

WHITE ZINC

Extra Red Seal	0 06	0 08
No. 1	0 05½	0 07
No. 2	0 05	0 06

DRY WHITE LEAD.

Pure, casks	5 25
Pure, kegs	5 75
No. 1, casks	5 00
No. 1, kegs	5 25

PREPARED PAINTS.

In ¼, ½ and 1-gallon tins.

Pure, per gallon	....	1 20
Second qualities, per gallon	....	1 00
Barn (in bbls.)	0 60	0 90
The Sherwin-Williams paints	....	1 40
Canada Paint Co.'s pure	....	1 25
Toronto Lead & Color Co's pure	....	1 25
Sanderson Pearcy's pure	....	1 20
Standard Paint Co.'s "New Era"	....	1 30
"Globe"	....	1 30
" barn	60	70
The Francis-Frost Co.'s "Ark" Brand	....	1 25
The Francis-Frost Co.'s British Navy deck	....	1 50
Hollywood paste paint	....	1 40
" liquid paint	....	1 25
" floor paint	....	1 25
Henderson & Potts's "Anchor" Brand	....	1 35
Globe Paint Co.'s mixed	....	1 30
Globe Paint Co.'s barn and bridge	....	0 75

COLORS IN OIL.

25-lb. tins, Standard Quality.

Venetian red, per lb.	0 03½	0 05
Chrome yellow	0 12	0 14
Golden ochre	0 07	0 10
French "	....	0 06
Marine black	....	0 04
Chrome green	....	0 10
French Imperial green	....	0 14
Signwriters black	....	0 16
Umber	0 04	0 06
Sienna	0 04	0 07

COLORS, DRY.

Common ochre, bbls	1 15	1 30
Yellow ochre (J.F L.S.), bbls.	..	2 00
Brussels ochre	.	2 00
Venetian red, bbl	1 50	2 25
English oxides, per cwt	3 00	3 25
American oxides, bbls	1 2[illegible]	2 [illegible]
Canadian oxides, bbls	1 [illegible]	1 75
Super magnetic oxides, 33 p.c.	2 00	2 25
Burnt sienna, pure, per lb		0 10
" umber, " "	0 08	0 10
Raw umber	0 08	0 10
Drop black, pure		0 10
Chrome yellow, pure		0 18
Chrome greens, pure per lb	0 09	0 10
Golden ochre	0 03	0 04
Ultramarine blue, in 28-lb boxes, per lb	0 06	0 12
Fire proof mineral, per 100 lb		1 00
Genuine Eng. Litharge, per lb		0 07
Mortar color, per 100 lb	1 25	1 50
Pure Indian red, No. 45, lb	0 08	0 10
Whiting (common), bbl	0 55	0 60
English vermilion in 30 lb. bgs.		0 85

BLUESTONE.

Casks for spraying	5 50
100-lb. lots, do per lb	0 [illegible]

WADE & BUTCHER'S "SPECIAL" Razors

Are unequalled for quality and finish.

JAMES HUTTON & CO., - MONTREAL

Sole Agents for Canada.

PUTTY.

Bulk in bbls	1 70
Bulk in less quantity	1 95
Bladders in bbls	2 00
Bladders in kegs, boxes or loose	2 25
25 lb. tins	2 25
12½ lb. tins	2 50
Bladders in bulk or tins less than 100 lb.	2 50

VARNISHES.

In 5-gal. lots.	Per gal.	Net.
Carriage, No. 1	1 50	1 60
Pale durable body	4 10	4 25
" rubbing	2 85	3 20
Gold size, japan	1 50	1 60
No. 1 brown japan	0 85	0 90
Elastic oak	....	1 50
Furniture, extra	1 10	1 25
" No. 1	0 90	1 00
Hard oil finish	1 35	1 50
Light oil finish	1 60	1 70
Damar	1 75	2 00
Shellac, white	2 40	2 50
" orange	2 30	2 40
Turpentine, brown japan	1 10	1 20
" black japan	1 10	1 20
" " No. 1	0 85	0 90
Elastilite varnish, 1 gal. can, each		2 00
Granitine floor finish, per gal		2 75

Maple Leaf coach enamels; size 1, $1.20; size 2, 70c.; size 3, 40c. each.
Sherwin-Williams' kopal varnish, assorted case, from ½ pts. to 1 gal., $2.50.

CASTOR OIL.

British, 1st qual, in cases, per lb	0 08½	0 09½
" " small lots	0 10	0 10½

COD OIL, ETC.

Cod oil, per gal	0 50	0 55
Pure olive	....	1 40
" neatsfoot	....	0 90

GLUE.

Common	0 08	0 09
French medal	0 10	0 14
White, extra	0 18	0 22
Gelatine	....	....
Strip	0 18	0 20
Coopers	0 19	0 20
Huttner	....	....
Ground	0 12	0 16
Cologne, genuine	....	....

HARDWARE.

AMMUNITION.

Cartridges.

B. B. Caps Dominion, 50 and 5 per cent.
Rim Fire Pistol, discount 40 p.c., American.
Rim Fire Cartridges, Dominion, 50 and 5 p.c.
Central Fire Pistol and Rifle, 10 p.c., Amer.
Central Fire Cartridges, pistol sizes, Dominion, 30 per cent.
Central Fire Cartridges, Sporting and Military, Dominion, 15 per cent.
Central Fire, Military and Sporting, American, add 5 per cent. to list. B.B. Caps, discount 40 per cent., American.
Loaded and empty Shells, "Trap" and "Dominion" grades, 25 per cent. Rival and Nitro, 10 per cent. advance on list.
Brass Shot Shells, 55 per cent.
Primers, Dom., 30 per cent.; American, $1.60.

Wads.	per lb.
Best thick white felt wadding, in ½-lb. bags	$1 00
Best thick brown or grey felt wads, in ½-lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 99
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 each, 8 gauge	0 55
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10 gauge	0 25
Thin card wads, in boxes of 1,000 each, 8 gauge	....

Chemically prepared black edge grey cloth wads, in boxes of 250 each	Per M.
11 and smaller gauge	0 60
9 and 10 gauges	0 70
7 and 8 "	0 90
5 and 6 "	1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 "	1 65
5 and 6 "	1 90

ADZES.

Discount 20 per cent.

ANVILS.

Wright's, 80-lb. and over	0 10¾
Hay Budden, 80-lb. and over	0 09¼
Brook's, 80-lb. and over	0 11¼

AUGERS.

Gilmour's, discount 65 and 5 per cent. off list.

AXES.

Chopping Axes		
Single bit, per doz.	7 00	10 00
Double bit, "	10 00	18 00
Bench Axes, 40 per cent.		
Broad Axes, 25 per cent.		
Hunters' Axes	5 50	6 00
Boys' Axes	6 25	7 00
Splitting Axes	7 00	12 00
Handled Axes	7 50	10 00

AXLE GREASE.

Ordinary, per gross	5 75	6 00
Best quality	13 00	15 00

BATH TUBS.

Zinc	6 00

Copper, discount 15 per cent. off revised list.

BATHS.

Standard Enameled.

5½-inch rolled rim, 1st quality	24 00
5½ " " " 2nd "	20 00

BABBIT METAL.

"Tandem," A	per lb.	0 27
" B	"	0 21
" C	"	0 11½
Frictionless Metal	"	0 23

Syracuse Smelting Works:

Aluminum, genuine	0 45
Government, "	0 44
Tough, "	0 40
Hard, "	0 40
Dynamo	0 30
Special	0 25
Harmony	0 22
Car Box	0 20
Extra	0 15

The Canada Metal Co.:

Imperial, genuine	0 40
Metallic	0 30
Hercules	0 20
Star	0 15
No. 1	0 12
No. 2	0 10
No. 3	0 06
No. 4	0 05

BELLS.

Hand.

Brass, 60 per cent.
Nickel, 55 per cent.

Cow.

American make, discount 63⅓ per cent.
Canadian, discount 45 and 50 per cent.

Door.

Gongs, Sargant's	5 50	8 00

" Peterboro', discount 46 per cent.

Farm.

American, each	1 25	3 00

House.

American, per lb.	0 35	0 40

BELLOWS.

Hand, per doz	3 35	4 75
Moulders', per doz	7 50	10 00

Blacksmiths', discount '0 per cent.

BELTING.

Extra, 60 per cent.
Standard, 60 and 10 per cent.
No. 1, not wider than 6 in., 60, 10 and 10 per cent.
Agricultural, not wider than 4 in., 75 per cent.

BITS.

Auger.

Gilmour's, discount 60 and 5 per cent.
Rockford, discount 50 and 10 per cent.
Jennings' Gen., net list.

Car.

Gilmour's, 47½ to 50 per cent.

Expansive.

Clark's, 40 per cent.

Gimlet.

Clark's, per doz	0 65	0 90
Diamond, Shell, per doz	1 00	1 50
Nail and Spike, per gross	2 25	5 20

BLIND AND BED STAPLES.

All sizes, per lb.	0 07¾	0 12

BOLTS AND NUTS.

	Per cent.
Carriage Bolts, common ($1 list)	50 and 10
" " full sq. ($2.40 list)	55 and 10
" " Norway Iron ($3 list)	55 and 10
Machine Bolts, all sizes	50, 5 and 10
Plough Bolts	50, 5 and 10
Blank Bolts	50, 5 and 10
Bolt Ends	50, 5 and 10
Sleigh Shoe Bolts	65, 5 and 10
Coach Screws, cone point	66⅔ and 10

Nuts, square, all sizes, 3¾c. per lb. off.
Nuts, hexagon, all sizes, 4c. per lb. off.
Stove Rods, per lb., 5½ to 6c.

BOOT CALKS.

Small and medium, ball	per M.	4 25
Small heel	"	4 50

BRIGHT WIRE GOODS.

Discount 62½ per cent.

BROILERS.

Light, discount 65 to 67½ per cent.
Reversible, discount 65 to 67½ per cent.
Vegetable, per doz., discount 37½ per cent.

Henis, No. 8	per doz.	6 00
Henis, No. 9	"	7 00
Queen City	"	7 50

BUTCHERS' CLEAVERS.

German	per doz.	6 00	11 00
American	"	12 00	20 00

BUTCHER KNIVES.

Bailey's	per doz.	0 60	6 30

BUILDING PAPER, ETC.

Tarred Felt, per 100 lb.		1 75
Ready roofing, 2-ply, not under 45 lb., per roll		0 90
Ready roofing, 3-ply, not under 65 lb., per roll		1 15
Carpet Felt	per ton	45 00
Heavy Straw Sheathing	per ton	35 00
Dry Sheathing	per roll, 400 sq. ft.	0 40
Tar	" 400 "	0 50
Dry Fibre	" 400 "	0 55
Tarred Fibre	" 400 "	0 60
O. K. & I. X. L.	" 400 "	0 70
Resin-sized	" 400 "	0 45
Oiled Sheathing	" 600 "	1 00
Oiled "	" 400 "	0 70
Roof Coating, in barrels	per gal.	0 17
Roof " small packages	"	0 25
Refined Tar	per barrel	5 00
Coal Tar	"	4 00
Coal Tar, less than barrels	per gal.	0 15
Roofing Pitch	per 100 lb.	1 00

BULL RINGS.

Copper, $2.00 for 2½-inch, and $1.90 for 2-inch.

BUTTS.

Wrought Brass, net revised list.

Cast Iron.

Loose Pin, discount 60 per cent.

Wrought Steel.

Fast Joint, discount 65, 10 and 2½ per cent.
Loose Pin, discount 65, 10 and 2½ per cent.
Berlin Bronzed, discount 70, 70 and 5 per cent.

Gen. Bronzed	per pair	0 40	0 65

CARPET STRETCHERS.

American	per doz.	1 00	1 50
Bullard's	"	....	6 50

CASTORS.

Bed, new list, discount 55 to 57½ per cent.
Plate, discount 52½ to 57½ per cent.

CATTLE LEADERS.

Nos. 31 and 32	per gross	8 50	9 50

CHALK.

Carpenters' Colored, per gross	0 45	0 75
White lump, per cwt.	0 60	0 65
Red	0 05	0 06
Crayon, per gross	0 14	0 18

CHISELS.

Socket, Framing and Firmer.

Broad's, discount 60 and 10 per cent.
Warnock's, discount 50 and 10 per cent.
P. S. & W. Extra, discount 60 and 10 per cent

CHURN

Revolving Churns, metal frames—No. 0, $8 No. 1, $8.50; No. 2, $9.00; No. 3, $10.00 No. 4, $12.00; No. 5, $16.00 each. Ditto wood frames, 20c. each less than the above. Discounts: Factories, 53 per cent.; delivered from stock in Montreal, 51 per cent. Terms 4 months or 3 per cent. cash in 30 days.
Churn frames, including bearings, levers, etc. Nos. 0, 1, 2 and 3, wood, $2.40; and 4 and 5, $2.65. Metal frames, 25c. extra. Discount 15 per cent., net 30 days.

CLIPS.

Axle, discount 65 per cent.

CLOSETS.

	Net.
Plain York or Ontario Syphon Jet	$9 60
Emb. " " "	10 20
Fittings	1 00
Plain Elgin or Teu. Syphon Washout	6 00
Emb. " " "	6 60
Fittings	1 25
Low Down Elgin or Teutonic, plain	6 00
Low " " " emb.	6 50
Plain Richelieu	4 25
Emb. "	4 50
Connections	1 25
Low Down Ontario Syphon Jet, plain	11 70
Low " " " emb'd.	12 30
Closet connection	1 25
Basins, P.O., 14-in	0 70
Basins, oval, 17 x 14-in.	1 50
Basins, " 19 x 15-in.	2 25

COMPASSES, DIVIDERS, ETC.

American, discount 62½ to 65 per cent.

CONDUCTOR PIPE.

Plain or Corrugated.

2-inch	per 100 feet	3 00
3 "	" "	4 00
4 "	" "	5 25
5 "	" "	6 75
6 "	" "	9 00

CRADLES, GRAIN.

Canadian, discount 20 to 25 per cent.

CROSSCUT SAW HANDLES.

S. & D., No. 3	per pair	0 17½
S. & D., " 5	"	0 22½
S. & D., " 6	"	0 15
Boynton pattern	"	0 20

DOOR SPRINGS.

Torrey's Rod (15 p.c.), per doz.	....	2 00
Coil "	0 88	1 60
English "	2 00	4 00

DRAW KNIVES.

Coach and Wagon, discount 50 and 10 per cent.
Carpenters', discount 60 and 10 per cent.

We Make the Goods You Want

because your customers want the goods we make. Send us your orders for BUILDING PAPERS, ROOFING FELTS, WIRE EDGED READY ROOFING, and all parties will be satisfied.

The Paterson Mfg. Co., Limited

Toronto and Montreal.

DRILLS.

Hand and Breast.

Millar's Falls, per doz., net list.

DRILL BITS.

Morse, discount 37½ to 40 per cent.
Standard, discount 50 and 5 to 55 per cent.

FAUCETS.

Common, cork-lined, discount 35 per cent.

EAVETROUGHS.

10-inch . ...per 100 ft. 3 10

ELBOWS (stovepipe.)

and 6-inch, common.......	per doz.	1 20
7-inch......................	"	1 35

Polished, 15c. per dozen extra.

ESCUTCHEONS.

Discount 40 per cent.

ESCUTCHEON PINS.

Iron, discount 40 per cent.

FACTORY MILK CANS.

Discount off revised list, 40 per cent.

FILES AND RASPS.

Great Western............	70	and 10	per cent.
Arcade....................	70	" 10	"
Kearney & Foot	70	" 10	"
Disston's..................	70	" 10	"
American..................	70	" 10	"
J. Barton Smith	70	" 10	"
McClellan	70	" 10	"
Eagle	70	" 10	"
Nicholson, 60 and 10 to 60,	10	and 5	"
Royal	80		"
Globe	70	to 75	"

Black Diamond, 60 and 10 to 60, 10 and 5 per cent.
Jowitt's, English list, 25 to 27½ per cent.
Nicholson File Co.'s "Simplicity" file handle, per gross 85c. to $1.50.

GLASS.

Window. Box Price.

Size United Inches.	Star Per 50 ft.	Star Per 100 ft.	D. Diamond Per 50 ft.	D. Diamond Per 100 ft.
Under 26......	2 0	3 80	....	6 75
26 to 40......	2 10	4 00	....	7 25
41 to 50......	....	4 50	....	8 75
51 to 60......	....	4 75	....	10 00
61 to 70......	....	5 00	....	11 51
71 to 80......	....	5 50	....	12 50
81 to 85......	....	....	....	14 00
86 to 90......	....	....	....	16 50
91 to 95......	....	....	....	18 00
96 to 100......	....	....	...	20 00

A dis ount of 25 per cent. is offered on "Double Diamond."

GAUGES.

Marking, Mortise, Etc.

Stanley's, discount 50 to 55 per cent.

Wire Gauges.

Winn's, Nos. 26 to 33 ....each 1 65 2 40

HALTERS.

Rope, ⅜-inch ....per gross	....	....
Rope, ½ " .... "	....	9 00
Rope, ⅝ to ¾-inch .... "	....	14 00
Leather, 1-inch......per doz.	3 87½	4 00
Leather, 1¼ " ...... "	5 15	5 20
Web................ "	1 87	2 45

HAMMERS.

Nail.

Maydole's, discount 5 to 10 per cent. Canadian discount 25 to 27½ per cent

Tack.

Magnetic ....per doz. 1 10 1 20

Sl ge.

Canadian..............per lb. 0 07½ 0 08½

Ball Pean.

English and Canadian, per lb. 0 22 0 25

HANDLES.

Axe, 2nd growth, per doz. net	3 00	4 00
tore door........ ...per doz.	1 00	1 50

Fork.

C. & B., discount 40 per cent., revised list.

Hoe.

C. & B., discount 40 per cent., revised list.

Saw.

American............per doz 1 00 1 25

Plane.

American .... per gross 3 15 3 75

Hammer and Hatchet.

Canadian, discount 40 per cent.

Cross-Cut Saws.

Canadian............per pair 0 13½

HANGERS.		doz. pairs.
Steel barn door...............	5 85	6 00
Stearns, 4-inch	....	5 00
" 5-inch	....	6 50
Lane's covered—		
No. 11, 5-foot run	....	8 40
No. 11½, 10-foot run	....	10 80
No. 12, 10-foot run..........	....	12 60
No. 14, 15-foot run..........	....	21 00
Lane's O.N.T. track, per foot	....	0 04½

HARVEST TOOLS.

Discount 60 per cent.

HATCHETS.

Canadian, discount 40 to 42½ per cent.

HAT ENAMEL.

Hen derson & Potts' "Anchor Brand'

HINGES.

Blind, Parker's, discount 16⅔ per cent.

Heavy T and strap, 4-in., per lb.......	0 06½
" " 5-in., "	0 06¼
" " 6-in., "	0 06
" " 8-in., "	0 05¾
" " 10-in., "	0 05½

Light T and strap, discount 65 and 5 per oent.

Screw hook and hinge—		
6 to 10 in........ per 100 lb.	....	4 50
12 in. up.......... "	....	3 25
Spring.......... per gro. pairs	....	10 50

HOES.

Garden, Mortar, etc., discount 60 per cent.
Planter............. per doz. 4 00 4 50

HOLLOW WARE.

Discount 45 and 5 per cent.

HOOKS.

Cast Iron.

Bird cage........... per doz.	0 50	1 10
Clothes line.......... "	0 27	0 63
Harness........ ..... "	0 72	0 88
Hat and coat .. .. per gro.	1 00	3 00
Chandelier ....per doz.	0 50	1 00

Wrought Iron.

Wrought hooks and staples, Canadian discount 47½ per cent.

Wire.

Hat and coat, discount 45 per cent.
Belt ....per 1,000 .... 0 60
Screw, bright, discount 55 per cent.

HORSE NAILS.

"C" brand, 40, 10 and 7½ per cent. off list } Oval
"M" brand, 50, 10 and 5 per cent. } head
Countersunk, 65 per cent.
"Monarch," 65 per cent.
"Peerless" 50 and 7½ per cent. dis.

HORSESHOES.

Iron Shoes.	F.O.B. Montreal No. 2 and larger.	No. 1 and smaller.
Light, medium and heavy....	3 35	3 60
Snow shoes	3 60	3 85
Steel Shoes.		
Light	3 45	3 70
Featherweight (all sizes)......	4 85	4 85

F.O.B. Toronto, Hamilton, London and Guelph, 10c. per keg additional.
Toe weight steel shoes........ .... 6 70

JAPANNED WARE.

Discount 45 and 5 per cent. off list, June 1899

ICE PICKS.

Star... ....per doz. 00 3 25

KETTLES.

Brass spun, 7½ per cent. discount off new list.
Copper .... per lb. 0 30 0 50
American, 60 and 10 to 65 and 5 per cent.

KEYS

Lock, Canadian dis. 40 to 40 and 10 per cent.
Cabinet, trunk and padlock, American .... per gross 0 60

KNOBS.

Door, japanned and N.P., per doz....................	1 50	2 50
Bronze, Berlin....... per doz.	2 75	3 25
Bronze, Genuine .... "	6 00	9 00
Shutter, porcelain, F. & L. screw .... per gross	1 30	4 00
White door knobs....per doz.	....	1 00

HAY KNIVES.

Net prices.

LAMP WICKS.

Discount, 60 per cent.

LANTERNS.

Cold Blast....................	per doz.	7 00
No. 3, "Wright's"	"	8 50
Ordinary, with O burner. ...	"	4 00
Dashboard, cold blast........	"	9 00
No. 0	"	5 75

Japanning, 50c. per doz. extra.

LEMON SQUEEZERS.

Porcelain lined...... per doz.	2 20	5 60
Galvanized.......... "	1 87	3 85
King, wood.......... "	2 75	2 90
King, glass.......... "	4 00	4 50
All glass .... "	0 50	0 90

LINES.

Fish .... per gross	1 05	2 50
Chalk .... "	1 90	7 40

LAWN MOWERS.

Woodyatt, 12-in. wheel	7 50
Star "	5 50
Daisy "	4 90
Philadelphia, 12-in. wheel...........	6 50
Ontario, "	14 25

Discount, 50 per cent.

Maxwell & Sons :

10½-in. high wheel...........	7 50	10 00
9-in........................	5 50	6 25
8-in........................	49 0	5 50

Discount 50 per cent.

LOCKS.

Canadian, 40 to 40 and 10 per cent.
Russell & Erwin......per doz. 3 00 3 25

Cabinet.

Eagle, discount 30 per cent.

Padlocks.

English and Am..... per doz. 0 50 6 0
Eagle, discount 20 to 25 per cent

MACHINE SCREWS.

Iron and Brass.

Flat head, discount 25 per cent
Round head, discount 20 per cent.

MALLETS.

Tinsmiths'............per doz.	1 25	1 50
Carpenters', hickory, "	1 25	3 75
Lignum Vitae........ "	3 85	5 00
Caulking, each	0 60	2 00

MATTOCKS.

Canadian........... per doz. 5 50 6 50

MEAT CUTTERS.

American, discount 33⅓ per cent.
German, 15 per cent.
Gem . ...each 1 15

MILK CAN TRIMMINGS.

Discount 25 per cent.

NAILS.	Cut.	Wire.
2d and 3d	3 45	3 45
3d	3 10	3 12
4 and 5d	2 85	2 95
6 and 7d	2 75	2 80
8 and 9d	2 60	2 60
10 and 12d	2 55	2 55
16 and 20d	2 50	2 50
30, 40, 50 and 60d (base)	2 45	2 45

Cut nails in carlots 5c. less.
Wire nails in carlots are $2.40.
Steel cut nails 10c. extra.
Miscellaneous wire nails, discount 75 per cent.
Coopers' nails, discount 30 per

NAIL PULLERS.

German and American 1 75 3 50

NAIL SETS

Square, round and octagon, per gross...	3 38	4 00
Diamond	1 00	2 00

POULTRY NETTING

2-in. Mesh, 19 w.g., dis. 60 per cent
2-in. Mesh, 16 w g and heavier, 50 p c

OAKUM.

U. S. Navy ....per 100 lb.	...	6 75
Plumbers .... "	....	3 00

OILERS.

McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 00
Zinc and tin, discount 50, 50 and 10 per cent

Copper .... per doz.	1 25	3 50
Brass.......... "	1 50	3 50

Malleable, discount 25 per cent

GALVANIZED PAILS.

Dufferin pattern pails, discount 45 per cent
Flaring pattern, discount 45 per cent
Galvanized washtubs, discount 45 per cent

PIECED WARE.

Discount 40 per cent off list, June, 1899.
10-qt. flaring sap buckets, discount 40 per cent
6, 10 and 14-qt. flaring pails, dis 40 per cent
Creamer cans, discount 40 per cent.

PICKS.

Per dozen 6 00 9 00

PICTURE NAILS.

Porcelain head ......per gross	1 35	1 50
Brass head.......... "	0 40	1 00

PICTURE WIRE.

Tin and gilt, discount 75 per cent.

PINE TAR.

½ pint in tins ....per gross	..	7 80
1 " " .... "	....	9 60

PLANES

Wood bench, Canadian discount 40 per cent., American discount 50 per cent
Wood, fancy Canadian or American, 37½ to 40 per cent.

PLANE IRONS.

English ....per doz. 2 00 5 00

PLIERS AND NIPPERS.

Button's genuine, per doz. pairs, discount 37½ to 40 per cent.

Button's imitation....per doz.	5 00	9 00
German .... "	0 60	2 60

PLUMBERS' BRASS GOODS.

Standard Compression work, dis 60 per cent.
"J.M T." Cushion work, discount 50 per cent.
Fuller work, discount 65 per cent
6 dozen lots and over of the above, extra discount 10 per cent.
Lever handle Stops and Waste, discount 60 per cent. With, in lots of 2 dozen and over, an extra discount of 10 per cent
"J M T. Globe, Angle and Check Valves, discount 55 per cent
Standard Globe, Angle and Check Valves, discount 65 per cent.
"J.M T." Radiator Valves, discount 55 per cent.
Standard Radiator Valves, discount 65 per cent.
Patent Quick-Opening Valves, discount 70 per cent.

No 1 compression bath cock .	net	2 00
No. 4 " " ..	"	2 00
No. 7 Fuller's	"	2 20
No. 4½, "	"	2 35
Patent Compression Cushion, basin cock, hot and cold	per doz	15 00
Patent Compression Cushion, bath cock, No. 2208		2 25

Square head brass cocks, discount 60 per cent.
" " iron " " 60 "
Competition Globe, Angle and Check Valve discount 70 per cent
Thompson Smoke-test Machine $25.00

Our New

GLASS CATALOGUE

The most complete work ever issued.

Containing much useful and important information and instruction on all kinds of glass—which you ought to know—as well as a numerous variety of designs and illustrations of glass now used in modern buildings.

EVERY KIND OF PLATE AND WINDOW GLASS IN STOCK.

TORONTO PLATE GLASS IMPORTING CO.,

Hill & Rutherford

Warerooms and Offices—135 to 143 Victoria St.
Bending Works—209 to 213 Victoria St.

TORONTO

PRESSED SPIKES.

Discount 20 per cent

PULLEYS

Hothouse	per doz.	0 55	1 00
Axle	"	0 22	0 33
Screw	"	0 27	1 00
Awning	"	0 35	2 50

PUMPS

Canadian cistern		1 80	3 60
Canadian pitcher spout		1 40	2 10

PUNCHES

Saddlers	per doz	1 00	1 85
Conductors	"	9 00	15 00
Tinners, solid	per set	....	0 72
" hollow	per inch	....	1 00

RANGE BOILERS.

Dominion, 30 gallon	net		6 00
" 35 "	"		7 00
" 40 "	"		8 00
Ronald's Galvanized, 30 gallon,	"		7 40
" " 35 "	"		8 40
" " 40 "	"		9 60
Copper, 30 gallon	"		22 00
" 35 "	"		24 00
" 40 "	"		28 00

Discount off copper boilers 15 per cent.

RAKES.

Wood..... per doz. net 1 20 up.

RAZORS. per doz.

Elliot's	4 00	18 00
Geo. Butler's & Co.'s	4 00	18 00
Boker's	7 50	11 00
" King Cutter	12 50	15 00
Wade & Butcher's	3 60	10 00
Thiele & Quack's	7 00	12 00
Bailey's	6 00	12 00
Bailey's Brantford	10 00	11 00
Carbo Magnetic	....	15 00
Griffon Barber's Favorite	....	10 75
Griffon No. 65	....	13 00
Griffon Safety Razors	....	13 50
Griffon Stropping Machines	....	13 50
Lewis Bros " Klean Kutter	8 50	10 50

REGISTERS.

Discount 40 per cent.

RIVETS AND BURRS.

Iron Rivets, black and tinned, discount 60 and 10 per cent

Iron Burrs, discount 55 per cent

Extras on Iron Rivets in 1 lb. cartons, ½c. per lb

Extras on Iron Rivets in ½-lb cartons, 1c. per lb.

Copper Rivets, with usual proportion burrs, 45 per cent. discount. Cartons, 1c. per lb. extra, net

Copper Burrs only, discount 30 and 10 per cent.

Extras on Tinned or Coppered Rivets, ½ lb. cartons, 1c per lb

RIVET SETS

Canadian, discount 35 to 37½ per cent

ROPE, ETC.

Sisal	9 10½
Pure Manilla	9 14
"British" Manilla	9 11½
Cotton, 3 inch and larger	9 16
" 5-32 inch	9 21
" ¼ inch	9 22
Russia Deep Sea	9 15
Jute	9 08
Lath Yarn, single	9 10½
" double	9 10½

Sisal bed cord, 48 feet	per doz	9 60
" " 60 feet	"	9 80
" " 72 feet	"	9 95

RULES

Boxwood, discount 35 per cent

Ivory, discount 37½ to 40 per cent

SAD IRONS

Mrs. Potts, No 55, polished	per set	0 70
" No. 50, nickle-plated,	"	0 80

SAND AND EMERY PAPER.

B. & A. sand, discount, 40 and 5 per cent

Emery, discount 40 per cent

Garnet (Burton's) 5 to 10 per cent advance on list

SAP SPOUTS.

Bronzed iron with hooks ....per 1,000 9 50

SAWS.

Hand, Disston's, discount 12½ per cent.

S & D, discount 40 per cent.

Crosscut, Disston's....per foot 0 35 0 55

S & D, discount 35 per cent. on Nos. 2 and 3.

Hack, complete.....each 0 75 2 75

" frame only 0 75

SASH WEIGHTS.

Sectional	per 100 lb.	2 50	2 75
Solid	"	1 75	2 00

SASH CORD.

Per lb..... 0 24 0 30

SAW SETS. per doz.

Lincoln and Whiting	4 75
Hand Sets, No. 1 Woodyatt (Morrill)	4 25
X-Cut Sets, No. 3 Woodyatt (Morrill)	9 50

SCALES.

Gurney Standard, 40 per cent.

Gurney Champion, 50 per cent.

Burrow, Stewart & Milne—
Imperial Standard, discount 40 per cent.
Weigh Beams, discount 35 per cent.
Champion Scales, discount 50 per cent.

Fairbanks standard, discount 35 per cent.
" Dominion, discount 55 per cent
" Richelieu, discount 55 per cent.

Warren's new Standard, discount 40 per cent.
" Champion, discount 50 per cent.
" Weighbeams, discount 35 per cent.

SCREW DRIVERS.

Sargent's .....per doz. 0 65 1 00

SCREEN DOORS.

Common doors, 2 or 3 panel, walnut stained, 4-in. style.....per doz. 6 80

Common doors, 2 or 3 panel, yellow and green stained, 4-in. style....per doz. 7 00

Common doors, 2 or 3 panel, in natural colors, oil finish .....per doz. 8 15

3-in. style 20c. per dozen less.

SCREWS.

Wood, F. H., bright and steel, discount 87½ per cent.

Wood, R. H., bright, dis. 82½ per cent.
" F. H., brass, dis. 80 per cent.
" R. H., " dis. 75 per cent.
" F. H., bronze, dis. 75 per cent.
" R. H., " dis. 70 per cent.

Drive Screws, dis. 87½ per cent.

Bench, wood	per doz.	3 25	4 00
" iron	"	4 25	5 00

Set, case hardened, dis. 60 per cent.

Square Cap, dis. 50 and 5 per cent.

Hexagon Cap, dis. 45 per cent.

SCYTHES.

Per doz. net..... 6 00 9 00

SCYTHE SNATHS.

Canadian, discount 40 per cent.

SHEARS.

Bailey Cutlery Co., full nickeled, discou and 2½ per cent.

Bailey Cutlery, Japan Handles, discount 67½ per cent.

Seymour's, discount 50 and 10 per cent.

SHOVELS AND SPADES.

Canadian, discount 45 per cent.

SINKS.

Cast iron, 16 x 24		....	0 85
" 18 x 30		....	1 00
" 18 x 36		....	1 40

SNAPS.

Harness, German, discount 25 per cent.

Lock, Andrews 4 50 11 50

SOLDERING IRONS.

1, 1½-lb.	per lb.	....	37
2-lb. or over	"	....	0 34

SQUARES.

Iron, No 493	per doz.	2 40	2 55
" No. 494	"	3 25	3 40

Steel, discount 60 to 60 and 5 per cent.

Try and Bevel, discount 50 to 52½ per cent.

STAMPED WARE

Plain, discount 75 and 12½ per cent. off revised list

Retinned, discount 75 per cent. off revised list.

STAPLES.

Galvanized	3 25	3 50
Plain	2 90	3 15

Coopers', discount 45 per cent.

Poultry netting staples, discount 40 per cent.

STOCKS AND DIES.

American discount 25 per cent.

STONE.

Washita	per lb.	0 28	0 60
Hindostan	"	0 06	0 07
" slip	"	0 09	0 09
Labrador	"	....	0 13
" Axe	"	....	0 15
Turkey	"	....	0 50
Arkansas	"	....	1 50
Water-of-Ayr	"	....	0 10
Scythe	per gross	3 50	5 00
Grind, 2-in., 40 to 200 lb., per ton		....	25 00
" " under 40 lb.,	"	....	28 00
" under 2 in. thick,	"	....	29 00

STOVEPIPES.

5 and 6 inch, per 100 lengths	....	7 00
7 inch	....	7 50

ENAMELINE STOVE POLISH.

No. 4, 3 doz. in case..net cash	....	4 80
No. 6, 3 doz. in case.. "	....	8 40

TACKS, BRADS, ETC.

Carpet tacks, blued	80 and 15
" " tinned	80 and 20
" " (in kegs)	40
Cut tacks, blued, in dozens only	80
" ¼ weights	60
Swedes cut tacks, blued and tinned—	
In bulk	80 and 10
In dozens	75
Swedes, upholsterers', bulk....85, 12½ and 12½	
" brush, blued and tinned bulk	70
Swedes, gimp, blued, tinned and japanned	75 and 12½
Zinc tacks	35
Leather carpet tacks	55
Copper tacks	50
Copper nails	52½
Trunk nails, black	65 and 5
Trunk nails, tinned	65 and 10
Clout nails, blued	65 and 5
Chair nails	35
Patent brads	40
Fine finishing	40
Lining tacks, in papers	10
" " in bulk	15
" " solid heads, in bulk	75
Saddle nails, in papers	10
" " in bulk	15
Tufting buttons, 22 line, in dozens only	60
Zinc glaziers' points	5
Double pointed tacks, papers	90 and 10
" " " bulk	40
Clinch and duck rivets	45

TAPE LINES.

English, ass skin .....per doz.	2 75	5 00
English, Patent Leather	5 50	9 75
Chesterman's .....each	0 90	2 85
" steel.....each	0 80	8 00

TINNERS' SNIPS.

Bailey's, discount 25 per cent.

THERMOMETERS.

Tin case and dairy, discount 75 to 75 and 10 per cent.

TRAPS (steel.)

Game, Newhouse, discount 25 per cent.

Game, H. & N., P. S. & W., 65 per cent.

Game, steel, 72½, 75 per cent.

TROWELS.

Disston's, discount 10 per cent.

German.....per doz. 4 75 6 00

S. & D., discount 35 per cent.

TWINES.

Bag, Russian	per lb.	....	0 27
Wrapping, cotton, 3-ply		....	0 19
" " 4-ply		....	0 23
Mattress	per lb.	0 33	0 45
Staging	"	0 27	0 35

VISES.

Wright's	....	0 13½
Brook's	....	0 12½
Pipe Vise, Hinge, No. 1	....	3 50
" " " No. 2	....	5 50
Saw Vise	4 50	9 00

ENAMELLED WARE.

White, Princess, Turquoise, Blue and White discount 50 per cent.

Diamond, Famous, Premier, discount 50 and 10 per cent.

Granite or Pearl, Imperial, Crescent, discount 50, 10 and 10 per cent.

WIRE.

Smooth Steel Wire.

No. 0-9 gauge		$2 50
10 "	6c.	extra.
11 "	12c.	"
12 "	20c.	"
13 "	30c.	"
14 "	40c.	"
15 "	55c.	"
16 "	70c.	"

Add 60c. for coppering and $2 for tinning.

Extra net per 100 lb.—Oiled wire 10c., spring wire $1.25, special hay baling wire 30c., best steel wire 75c., bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb. hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.

Fine Steel Wire, discount 25 per cent. List of extras: In 100-lb. lots: No. 17, $5—No. 18, $5.50—No. 19, $6—No. 20, $6.65—No. 21, $7—No. 22, $7.30—No. 23, $7.65—No. 24, $8—No. 25, $9—No. 26, $9.50—No. 27, $10—No. 28, $11—No. 29, $12—No. 30, $13—No. 31, $14—No. 32, $15—No. 33, $16—No. 34, $17. Extras net—tinned wire, Nos. 17-25, $2—Nos. 26-31, $4—Nos. 32-34, $6. Coppered, 5c.—oiling, 10c.—in 25-lb. bundles, 15c.—in 5 and 10-lb. bundles, 25c.—in 1-lb. hanks, 25c.—in ½-lb. hanks, 38c.—in ¼-lb. hanks, 50c.—packed in casks or cases, 15c.—bagging or papering, 10c.

Brass wire, discount 62½ per cent. off the list.

Copper wire, discount 62½ per cent. net cash 30 days, f.o.b factory.

Galvanized wire, per 100 lb.—Nos. 4 and 5, $3.70 to $3.90—Nos. 6, 7, 8, $3.15 to $3.35—No. 9, $2.50 — No. 10, $3.20 to $3.40—No. 11, $3.25 to $3.45 — No. 12, $2.6[illegible]—No. 13, $2.75—No. 14. $3.75 to $3.95—No 15, $4.30—No. 16. $4.30. Base sizes, Nos. 6 to 9, $2.27½ f.o.b. Cleveland. In carlots 12½c. less.

Clothes Line Wire, regular 7 strand, No. 17, $4.65; No. 18. $2.90; No. 19, $2.60. Hollow 6 strand, No. 17, $4.30; No. 18, $2.70; No. 19, $2.35; No. 20, $2.30, f.o.b. Hamilton, Toronto, Montreal.

WIRE FENCING.

Galvanized barb	....	2 80
Galvanized, plain twist	....	2 90

Galvanized barb, f.o.b. Cleveland, $2 55½ in less than carlots, and $2 45 in carlots.

COILED SPRING WIRE.

High Carbon, No. 9	$2 75
" No. 11	3 40
" No. 12	2 95

WIRE CLOTH.

Painted Screen, per 100 sq. ft., net	1 50

Terms, 3 per cent. off 30 days.

WASTE COTTON.

Colored.....per lb.	0
White..... "	0 08

WRENCHES.

Acme, discount 35 to 37½ per cent.

Agricultural, discount 60 per cent.

Coe's Genuine, discount 20 to 25 per cent.

Towers' Engineer	each	2 00	7 00
" S.	per doz.	5 80	6 00
G. & K.'s Pipe	"	....	3 40
Burrell's Pipe	each	....	3 00
Pocket	per doz.	0 25	2 90

WRINGERS.

Leader	per doz.	30 00	33 00
Royal Canadian	"	....	24 00
Royal American	"	....	24 00
Sampson	"	....	24 00
Lightning	"	....	27 00

Terms, 4 months, or 3 per cent. 30 days.

WROUGHT IRON WASHERS.

Canadian make, discount 40 per cent.

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Representing British and American Manufacturers. Correspondence invited from firms wishing to be represented in Canada.

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Makers of High Grade
Varnishes, Japans,
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"Bailey Brand" Cutlery is lowest in price.
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"Bailey Brand" Cutlery is most profitable to Merchant.
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"Bailey Brand" Cutlery is all fully warranted.

Razors, Shears, Scissors, Tinners' Snips, Butcher Knives and Razors.

BAILEY CUTLERY CO.
BRANTFORD, ONT. Limited

LUFKIN MEASURING TAPES

Steel, Metallic, Linen, Pocket, Ass Skin,
Pat. Leather, Bend Leather, Etc.

ARE THE BEST AND MOST POPULAR TAPES IN THE WORLD.
YOUR STOCK IS NOT COMPLETE WITHOUT THEM.

LUFKIN RULE CO., Saginaw, Mich, U.S.A.

New York City Branch—280 Broadway.

For sale by ALL PROMINENT CANADIAN HARDWARE JOBBERS.

"QUALITY FIRST AND ALWAYS."

The Chances to Make Money

in business life are greater than ever. There are more opportunities, but the battle is sharper and keener. Being posted and well informed is one of the prime requisites to success in actual business life.

You should know about **HURON** Stoves and Ranges. They are the modern line of the twentieth century.

Every line a specialty with us, and a profit earner and trade bringer for you.

Write to-day and secure the agency.

The WESTERN FOUNDRY CO., Wingham, Ont.
Limited

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G. & H. Barnett Company

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Twelve Medals

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Water	Air	Suction
Steam	Acids	Fire Protection
Gas	Brewers	Pneumatic Tools

SUPERIOR IN QUALITY.
SATISFACTORY IN SERVICE.

"Redstone" Sheet Packing

for High Pressures.

Does not Burn out or Blow out and requires no following up.

THE GUTTA PERCHA AND RUBBER MFG. CO.

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Head Office and Warerooms—
45-47-49 West Front St.

TORONTO,

Factories—115-165 West Lodge Ave.
124-148 O'Hara Ave.

CANADA.

We are prepared to quote lowest prices for the following:

Black and Galvanized Sheets	Tinned Sheets
Black Canada Plates	Copper Sheets
Galvanized Canada Plates	Sheet Zinc
Polished Canada Plates	Sheet Brass
Tin Plates	Brass Rods
Terne Plates	Brass Cased Tubing
Black Plates	Ingot Copper
	Ingot Tin
	Spelter

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53 St. Sulpice Street, MONTREAL.

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McCASKILL, DOUGALL & CO.

Manufacturers MONTREAL

Standard Railway and Carriage Varnishes
Standard Boat and Spar Varnishes
—Won't turn white from the effects of water and sun
Standard Piano, Furniture and Decorative Varnishes
Zanzerine Transparent Wood Finishes and Varnishes
Architectural Varnishes

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30 St. John St., MONTREAL.

Unsurpassed for Value and Service.
Use LANGWELL'S BABBIT, - MONTREAL.

CANADIAN
HARDWARE
AND METAL MERCHANT

The Weekly Organ of the Hardware, Metal, Heating, Plumbing and Contracting Trades in Canada.

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ANVILS BITS
HENRY BOKER
MANUFACTURER OF
ARROW BRAND
REGISTERED TRADE MARK
HARDWARE
SPECIALITIES OF ALL DESCRIPTIONS
PLYERS VICES
For Sale by Leading Wholesale Hardware Houses.

"QUEEN'S HEAD"
GALVANIZED IRON.
Works best,
Lies flattest,
Lasts longest.

JOHN LYSAGHT, Limited, Makers, BRISTOL, ENG.
A. C. LESLIE & CO., MONTREAL
Managers Canadian Branch.

"Safford" Radiators

Manufactured for Heating all classes of Buildings by Hot Water or Steam. Made in different heights, beautiful designs. Plain or Ornamental.

THE DOMINION RADIATOR CO., Limited
Head Office and Works: DUFFERIN ST. TORONTO, CAN.

ICE CREAM FREEZERS

HOT WEATHER SELLERS

ICE TONGS SHREDDERS PICKS

ICE HATCHETS CHIPPERS BREAKERS

ICE HAMMERS CRUSHERS CHISELS

Write For Prices.

RICE LEWIS & SON

LIMITED

Cor. King and Victoria Streets, TORONTO.

SAMUEL, SONS & BENJAMIN, - - London and Liverpool, England.

M. & L. SAMUEL, BENJAMIN & CO.

General Importers and Exporters and Metal Merchants

27 Wellington St. West, TORONTO, ONT.

We carry in stock a full line of the following goods:

Antimony.

Brass—Sheets, Soft and Hard.
Rods and Tubes.

Canada Plates.

Copper—Bar and Ingot.
Pitts.
Rods and Tubes.
Sheathing, Roofing and Brazier's.

Copperine and Babbitt.

Cotton Waste.

Crucibles.

Eave Trough—Also Spikes and Cond. Hooks.

Iron—Band, Hoop and Rod.
Black and Tinned Sheet.
Galvanized, "Gordon Crown."
Russia, Genuine and Imitation.

Iron Pipe—Black and Galvanized.

Lead—Bar, Pig and Sheet. **Lead Pipe**

Solder—Half and Half and Standard.

Steel Sheets—Common and Dead Flat.

Tin Plates—Charcoal and Coke.

Tin—Bar. Ingot, "L & F" and Straits.

Wire—Brass and Copper.
Bright Iron and Coppered Iron.

Zinc—Sheets and Block.

FOR IMPORT—Pig Iron, Structural Iron and Steel, Angles, Beams, Channels, etc.

INQUIRIES SOLICITED. PLEASE WRITE FOR QUOTATIONS.

ALWAYS READY FOR USE
NO HONING
NO GRINDING

The CARBO MAGNETIC Razor.

No Hard Blades
No Soft Blades
No Temper Streaks
No Returned Blades to the dealer—Will Shave for Years Without Requiring Honing

Retail Price $2.00

BOOKLET COMING—
if you'll ask for a copy with trade discount.

Firm of A. L. SILBERSTEIN
Mfrs. of "Griffon" Cutlery
453-461 Broadway, New York City.

RUBBER BELTING

"Your 'Para' Rubber Belting has proved in every way quite satisfactory."
CANADA PAPER CO.,
Montreal.

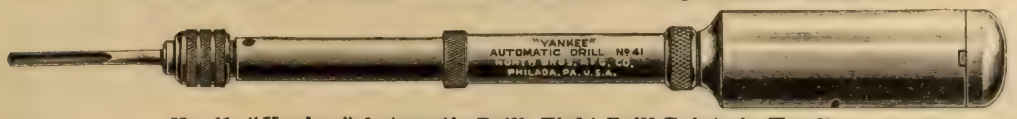
THE CANADIAN RUBBER Co.
MONTREAL ✣ TORONTO
WINNIPEG

Other Tools are very good Tools, but

"YANKEE TOOLS" ARE BETTER

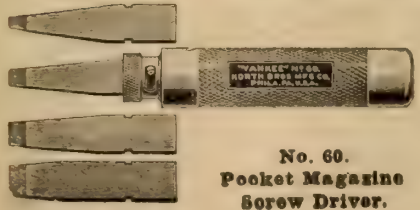
No. 15. "Yankee" Ratchet Screw Driver, with Finger Turn on Blade.

No. 30. "Yankee" Spiral-Ratchet Screw Driver, Right and Left Hand.



No. 41. "Yankee" Automatic Drill, Eight Drill Points in Handle.

No. 50. "Yankee" Reciprocating Drill for Iron, Steel, Brass, Wood, etc.



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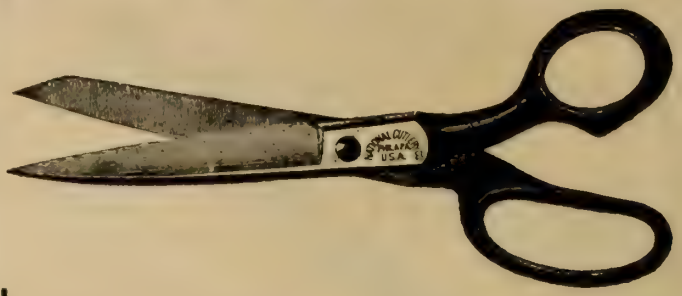

they exceed all others, because the steel is laid the full length of the shear blade, consequently the thread for the screw is cut into steel, instead of only into malleable iron. This gives, not only a purchase to the screw that stands forever, but also an easy, smooth ride between the two blades. For quality, try them, we guarantee them, that's all.

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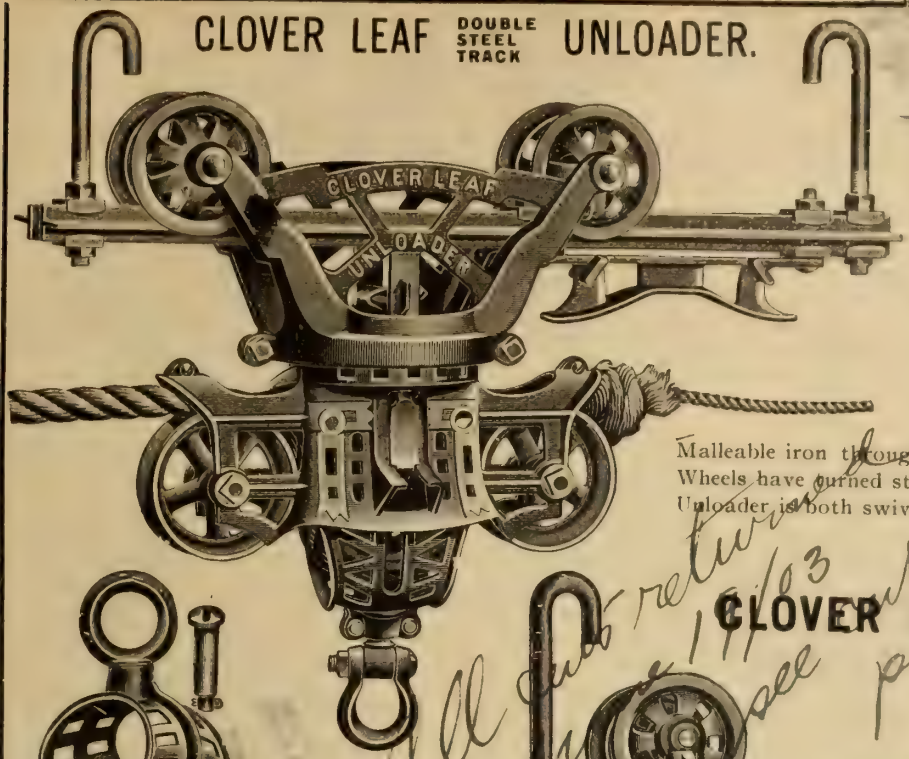

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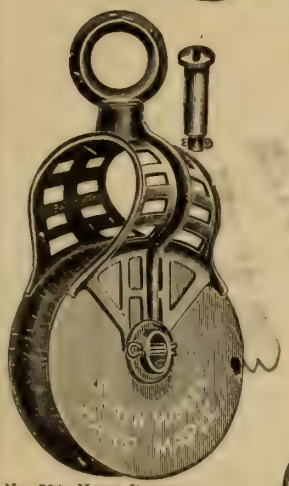
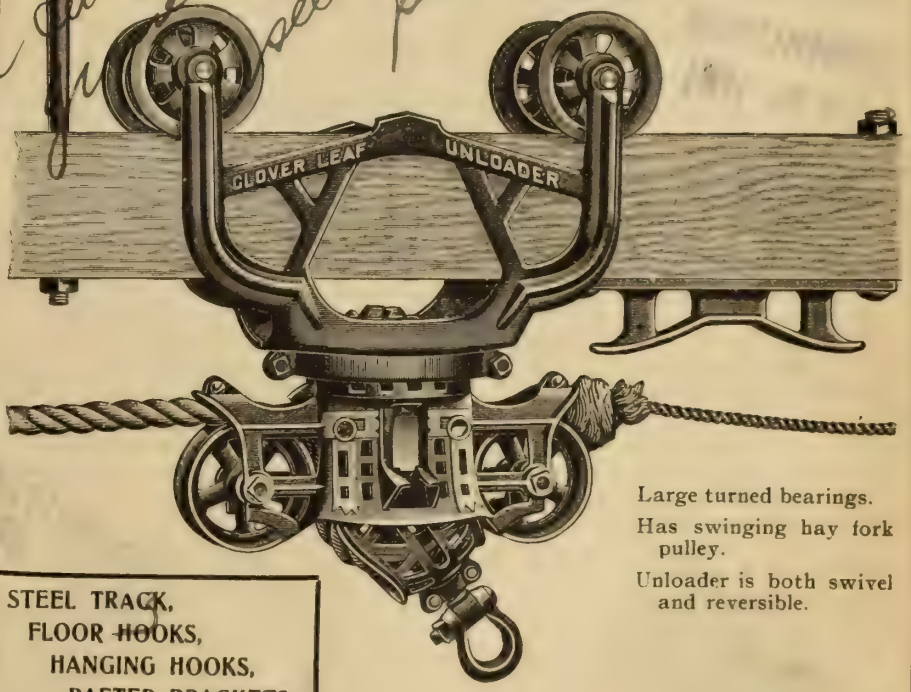


No. 796. KNOT PASSING

CLOVER LEAF WOOD TRACK UNLOADER.



Large turned bearings.
Has swinging hay fork pulley.
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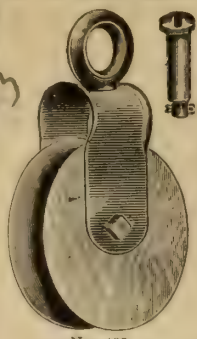

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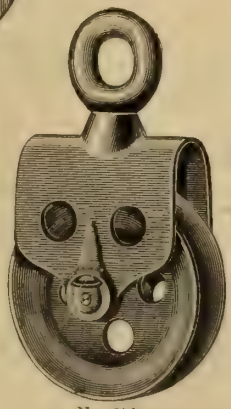

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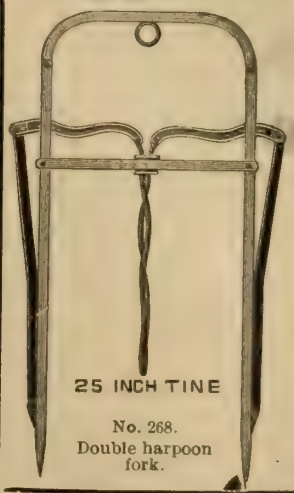

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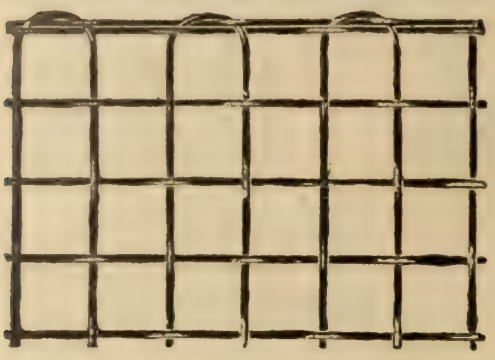

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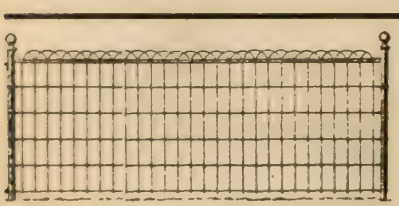

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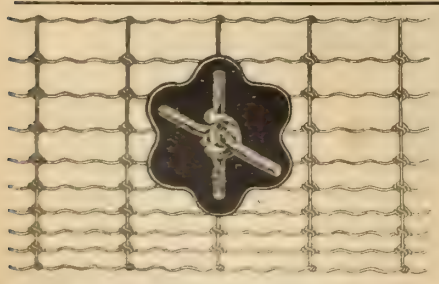

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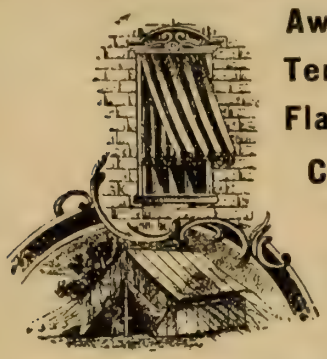

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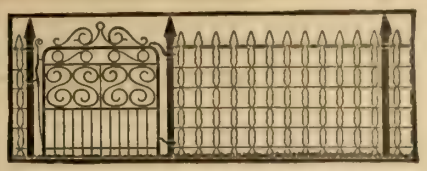

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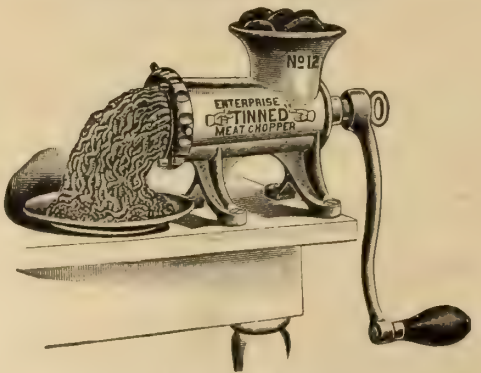

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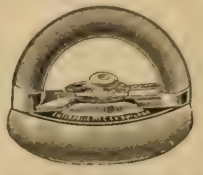

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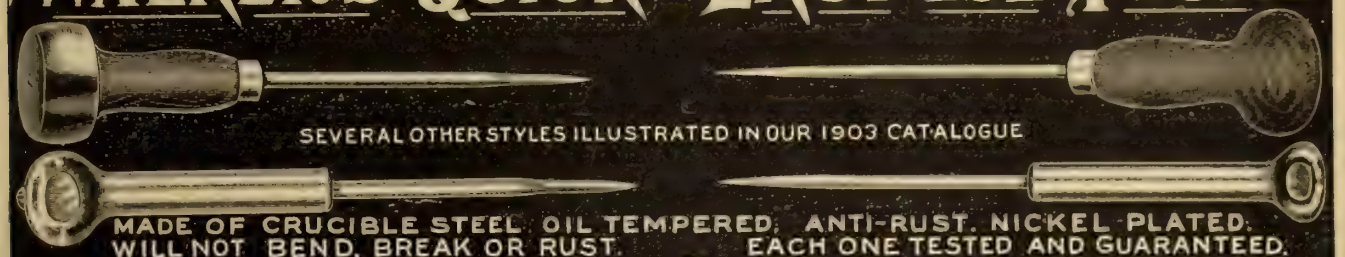

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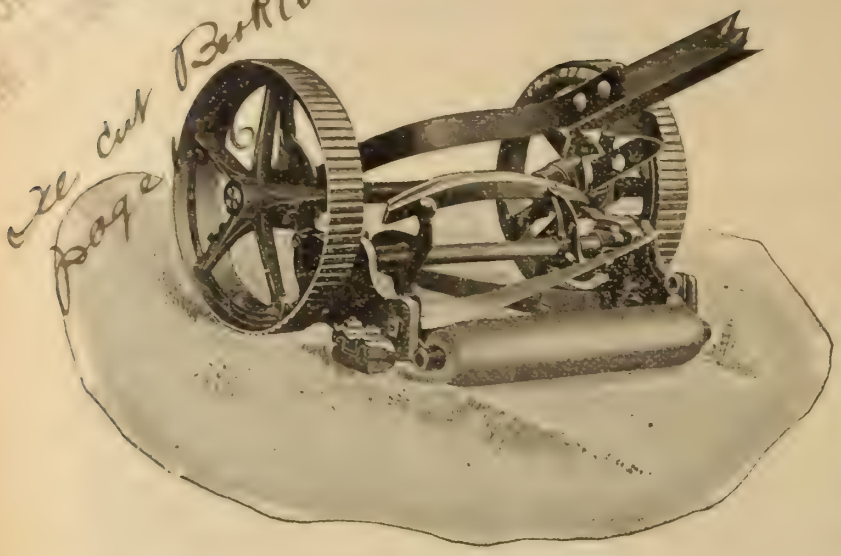

You all know the great difficulty there has been in securing labor and raw material, but we have gone to considerable expense to overcome this difficulty, and we are now in a position to fill all orders the same day as received. When ordering direct name the jobber you wish them charged through, as we only sell through the jobbing trade.

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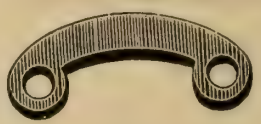
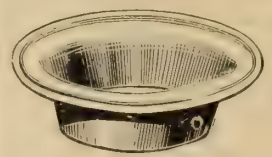


Brass Sail Eyelet and Ring



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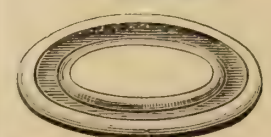

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"Utile" Curtain Hook.

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HARDWARE AND METAL

VOL. XV. MONTREAL AND TORONTO, JUNE 20, 1903. NO. 25.

Subjects Being Discussed at Ottawa

Written for Hardware and Metal by a Member of Parliament.

House of Commons,
Ottawa, June 15, 1903.

VERILY Ottawa politicians have no reason to complain of lack of variety in their parliamentary bill-of-fare. Last week the corridors and committee-rooms were buzzing with discussions as to a new transcontinental line, with an expenditure in connection therewith ranging from eighty millions for a Government road, all the way down through various proposed subsidies, to nothing but a bare, a very bare, charter; and this week Mr. Fielding starts the ball rolling with a bill for the establishment of penny banks. Needless to say, the object of these new institutions in the field of commerce is to encourage small savings, and no depositor is allowed to have more than $300 in the bank at any one time. As a penny is two cents, we can accurately estimate that an energetic contributor can deposit 15,000 times before he loses further privilege, and as, eliminating Sundays and holidays, he has about 300 days in the year, he can keep on doing business for just 50 years. Surely, this should satisfy the most demanding.

* * *

When we remember how many among the Captains of Coin in the great Republic to the south of us have started their capitalistic ventures by the saving of half-dimes arising from polishing their clients' shoes—later in life they usually polish their clients pocket-books with much larger resultant profit to themselves—we cannot overestimate the immense advantage likely to accrue to Canada from the establishment of this new financial collecting agency. In the course of his explanatory remarks, Mr. Fielding very modestly gave the credit for his proposed measure to a "Toronto philanthropist." He tells us that this gentleman moved in the matter a year ago, but that, for reasons of state, his wishes could not be carried out at that time. Surely this gentleman was not only a philanthropist; he was also a seer. He must have foreseen the slump in Canadian stocks, with special reference to his home, Toronto. There are at present very few in the "Queen City of the West" who would find it convenient to use for deposit purposes any but a penny bank. To these gentleman our assurance that on each banking day for 50 years to come they may walk solemnly up and lay their penny on the counter without let or hindrance will come as a reassuring truth, for we think they will agree with us that in half a century the stock market will have become so buoyant as to justify us in the withdrawal of our $300, and its investment in a ground-floor purchase on a margin, to which our attention has been called by the sure tip of one of the directors who knows. Let us not be misunderstood. In our 50-year calculation we are not considering the subject of interest—we expect the depositor to draw this for running expenses—a man must live.

But the Minister of Finance was not to have it all his own way as a philanthropist. Scarcely had he resumed his seat after answering the numerous profound questions elicited by his announcement, when the Minister of Justice sprang to his feet. His was a scheme for the betterment of women. No self-proud measure his, but a plan more philanthropic. Just a little bill to give the fallen sisters of St. John, N.B., the same chance enjoyed by those of their class in the Andrew Mercer Reformatory in Ontario. Marvellous to relate, no prolonged discussion followed, and the honorable gentleman was granted leave to introduce his bill.

* * *

And then from being fishers of men, or rather, of women, the members turned to the fishers of mackerel, their attention being called to the incursions of certain smart Yankees who followed the schools to the coast of that famous county which sends as its representative the genial, eloquent, and, at times (like all Highlanders), really poetic "Giant of Guysborough." The Minister of Marine having given satisfactory assurance that our tricky cousins would be better watched in future, the uproar subsided, and the Ministers proceeded to answer, so far as unto them seemed good, the questions put by members thirsting for information. And it then did appear that Sir John Boyd had "no sons or relatives" in the employ of the Government, as well as sundry other matters of equally absorbing interest and usefulness to the country.

Among these other matters, the question of that staunch Independent, Mr. Jabel Robinson, of Elgin, is worthy of passing notice, but before dealing with it, we cannot refrain from recounting a little anecdote characteristic of the interlocutor. When in the Session of 1900 the sessional indemnity of the members was raised by Act of Parliament, Mr. Robinson nobly voted against the measure, which it was a foregone conclusion

would carry and be alone so recorded his opinion. One of the supporters of the bill, rather a wag, after the vote was taken, made it a point to ask Mr. Robinson what he would do now that the resolution had carried. "What shall I do?" said Mr. Robinson. "What can I do? Aint it the law of the land now? Why, I must take the increase!" and so he was. But to his question. After making a speech in the House a member may have it printed in as many copies as he wishes in the Government printing Bureau at cost price. Having made what he considered a brilliant speech, which the stupid dailies have scarcely noticed, it is but natural that a representative should wish his constituents to sample the output of his genius, and so he orders many copies, and the side-lines of his county are speedily illumined. So far so good. But it doth appear that several gentlemen having gotten the goods have forgotten to settle for the same. It was with regard to these recalcitrants that Mr. Robinson uprose and spoke, and the purport of his question was, what treatment is meted out to these men? Are they made to pay? By whom? How soon, and how? To which the Premier replied that the matter had been dealt with so far back as 1897, the Treasury Board ordering a suspension of credit in all such cases, on the well-known principle of the country store-keeper: "You'll get no more till you've paid for the last you got."

* * *

After questions, Mr. Blair moved a motion with regard to railway aid to a portion of the system of Mackenzie & Mann, which is of vast interest and importance as an earnest of future Government policy along these lines. A guarantee of the principal and interest of the first mortgage bonds is to be given. We use the word "given" in that loose sense which has led to so much inane discussion in connection with railway aid—"exchanged" would be a better word; better in sense if not in sound. To give, suggests very strongly the handing over of something, receiving nothing in return. In Mr. Blair's scheme this is very far from the facts. The road, it is true, receives a guarantee which will sell its bonds at a high price and enable it to finance its schemes, but in return the country receives (1) a railway which will open up and develop new country, to the increase of the best elements of our population, and of our purchasing power, which latter, since a percentage of our consumption will always be from foreign goods, means in time an increase of revenue with the further possibility of development which money gives; (2) a claim upon the road when built if ever the Government is forced, on default of the company, to pay either principal or interest, in whole or in part; (3) the control of rates and tolls, not only upon that portion of the line to which the guarantee applies, but upon the whole system of the Canadian Northern Railway, such control to be exercised by the Governor in Council, "or of such authority, commission or tribunal as is designated or constituted under any act of the Parliament of Canada for the regulation or control of the business of railways." The clause quoted will let in Mr. Blair's Railway Bill of this session, so that we may consider this regulation of rates as something very real, not a mere empty formality to cloak a gift, but a condition of immense value, as in all human probability the Government will not be out one cent in the long run in actual cash, since the subsidized road will pass through a country where freight will in time be plentiful. It means we are to get a valuable concession in exchange for the use of our credit and at no monetary sacrifice to ourselves; (4) the right to grant running powers over any portion of the lines aided to any other railway company on terms which seem equitable to the Governor in Council. This insures a fair measure of competition in large sections of the West where influx of settlers will produce new roads in the future, and the same end is further served by (5) the right to prohibit lease or sale to the Canadian Pacific Railway, or any arrangement with that road for the pooling of rates. Aid granted under conditions such as these cannot surely be very much objected to even by those who take the extreme ground against all kinds and conditions of subsidies, and to whom anything of a railway character is as a red flag to a bull.

* * *

Probably no debate since that on the budget, and that, of course, we confine to its early stages, has aroused such wide-spread interest in Canada, as has that on the resolution of Mr. R. L. Borden that in the opinion of the House the tariff of customs duties should be so amended as to secure the Canadian market for Canadian producers of iron and steel. The reason for this is not far to seek. Patriotism is not dead in Canada, but it requires something in the nature of a national crisis to call it forth. On the other hand, self-interest is an ever-present active force, and self-interest was nearly affected by the motion of the Leader of the Opposition. While no specific case was mentioned in connection with his resolution, everyone acquainted with commercial affairs associated it with the great industry of The Dominion Iron & Steel Company, at Sydney, the common stock of which, representing at par value 17 millions of dollars, has fallen in the market from 79 to from 10 to 15 per share. During the stock market boom of last year fortunes large and small were made with marvellous rapidity; financial successes were freely chronicled in the press, and thousands of people who had never before "played the markets," invested the savings of years in the purchase of industrial securities upon a margin. The knowing ones gave it forth that "Iron & Steel" was the next going to par, and on this tip the public went in. In every hamlet in the Maritime Provinces someone can be found who has put money in the stock of this company, while hundreds further west, notably in Montreal and Toronto, have invested heavily. With the recent heavy slump, wide-spread ruin has resulted, but while many have dropped their all, others have been able by great financial strain to margin down, and these have been looking with hungry eyes towards Ottawa in hope of a raise in tariff, which would so improve the prospects of the company as to send stocks back somewhere towards their old level. While for these unfortunates we have nothing but sympathy, their case must, nevertheless, be disregarded in the consideration of the iron trade of Canada. The question is not what will recoup the losses of the brokers and their following, but what are the requirements of this great industry in Canada?

* * *

Mr. Borden's speech was a good one, containing many valuable statistics, and his points were lucidly and logically made, but the arguments were not new, and scarcely could be; they were as old as protectional propaganda itself. He stated, as reported in the unrevised Hansard of June 9, 1903, that in the year ending June 30, 1902, we imported of iron and steel goods and manufactures thereof, over 33 millions worth, as against a little more than 10 millions in 1896, and he asks why not so protect the native industry as to produce all or nearly all these goods in Canada, etc. He argues that since wire, put on the free list of the Liberals, costs more now than when under an import duty, therefore, duty does not enhance price. With this argument we cannot agree. In a

WIRE NAILS
TACKS
WIRE

Prompt Shipment

The ONTARIO TACK CO.
Limited
HAMILTON, ONT.

free market price is determined by supply and demand. Impose duties and you interfere with the rule, and those behind the tariff wall can assuredly raise prices to the extent of their protection, so that the point is not how high is a certain article on the free-list, but how much higher would it be but for being on that free-list? We are disposed not to worship the consumer as does the out-and-out free-trader, but we must admit the economic truth, that he pays more for his goods under a high tariff than under a low tariff or no tariff. The question is how much of a burden should the consumer (and in the case of such a staple as iron the consumer is everybody) be saddled with to procure the advantage of the establishment of a great industry? Feeling as we do that Canada possesses the economic condition necessary to produce iron cheaply and well, we think the people are willing to pay a little more for their goods to set the industry on a firm footing, but we do not close our eyes to the fact that a little more will have to be paid if protection be increased, notwithstanding Mr. Borden's argument founded on the price of free iron.

* * *

While the motion was voted down, it must be noted that the Government did so on the ground that it was a vote of want of confidence, and not on the ground that no further aid be given. In the speeches of both Sir Wilfrid and Mr. Fielding there is a notable absence of refusal to increase the iron duties, and we believe from the sentiment of the members and from what seems to be "in the air," that something will before a great while be done towards further protection for the iron industry.

Working Together.

Next to the recognized high quality of ***The Sherwin-Williams Paints and The Sherwin-Williams Varnishes,*** the principal reason why S.-W.P. agents are more successful than other paint dealers is the way we work with them.

To get a good agent is only half our aim, the other half is to help him build up his paint business. We work with all our agents from the very moment they place our goods on their shelves. We believe that it is an essential part of our duty to help keep our products moving off the agents' shelves. It is by practising that belief that we have been able to build up the largest paint and varnish business in the world.

Our booklet "B—13" describes fully the way we shall work with you if you will take the agency for our products. Write for copy to-day.

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HEADQUARTERS & PAINT FACTORY
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147 Banatyne St., East.

THE MINUTE MAN.

AT a recent Sunday school convention in Toronto the president announced a hymn. But there was no one to play the little organ.

"Will some one come?" he asked, "there must be 150 players here."

There was an awkward pause, said a reporter in describing it, and a short fat man jumped up and made a bee line for the stool.

"I don't know how she goes, but I'll do the best I can."

That's what he said when he sat down. He did his best, and his best was good. That fellow, I learned, is a success in life. He does his best at anything he undertakes.

He is a Minute Man.

We want Minute Men in Canada.

By Minute Men I mean fellows who can jump into a gap, who can pull success out of defeat; chaps with gall enough, but not too much; utility men, who, if they haven't got a hammer, will take a stone.

We need them.

There are enough people in the world like those 150 players who can, but won't; who are afraid to get up. Afraid of what? Afraid of themselves.

This Minute Man said, "Here goes."

Minute Men are rare birds.

"Good men are scarce, and money is a secondary consideration when we land one." That is what a manager in one of the largest departmental stores in the world told me.

He meant Minute Men when he said good men.

He meant men who can think for themselves, men who can and do, men who are sixteen ounces of get there to the pound, who have an emphasis on their No and another on their Yes.

Supposing that fat chap had not played the organ. He might have sat there and said to his soul: "Here now, I'm not used to that pesky little organ. I play a piano. I wonder if my tie is on right? Is my hair brushed down behind?"

He didn't wait to talk to his soul, but got up and played.

He might have said: "Why didn't they have an organist ready? That's stupid on some one's part."

But his body wiggled as he pumped with his feet, and his face shone and he sang all over.

You can go into any office, store, or factory of any size in Toronto, Canada, America, or the wide world, and you will find men and women who say: "That ain't my work, let him do it himself. Who said I had to do that? It will soon be six o'clock."

Give a Minute Man a job and he will do it if there is any do to it.

Give the average man a job, and he will try and get the other fellow to do it.

The average man has a horizon bounded on the north by his nose.

The Minute Man looks away out with eye almost prophetic. Then he digs in. If he can, he does. The average man is handicapped by besetting sins. So is the Minute Man. But he hustles to beat out the handicapper, the Devil.

He is like the fellow at the organ.

32 Years of Experience

have taught us how to scientifically produce the best revolver the world has ever known for the least money. It has taught us how to make hard, accurate-shooting weapon and combine with it the heretofore unknown feature of **impossible accidental discharge.** It has the experience reflected in every

Iver Johnson Revolver **Catalog mailed free upon application.**

Iver Johnson's Arms & Cycle Works,

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WINDSOR RETAILERS.

THE Windsor, Ont., retail merchants held their regular monthly meeting on the 9th inst. There was a good attendance of the members, and a lot of business went through with a rush. The principal business of the evening was the appointing of the various sub-committees to carry out the details of the first annual outing of the association to be held on August 3 next, that date having been set as the Civic Holiday in Windsor, Walkerville and Sandwich. The following are the names of the gentlemen appointed :

Reception Committee.—Frank Hutton, J. E. Davignon, C. C. Schumacker, J. W. Drake (Mayor), A. H. Nelson, Geo. B. Lodge, B. G. Davis and W. J. Fielding, chairman.

Sports and Prizes Committee—A. J. McTavish, Alex. Gow, Bruce Allison, W. A. Sweet, B. G. Davis, W. H. Everett and A. D. Bowlby, chairman.

Tickets Committee.—James Penington, Geo. B. Lodge and Nelson J. Clinton, chairman.

Printing and Advertising Committee.—For which the sum of fifty dollars was appropriated. Geo. H. Nairn, Geo. H. Wilkinson, President A. E. Edgar, chairman.

The secretary was instructed to write to the Retail Clerks' Union in regard to the early closing movement, which was forced upon part of the merchants only some six months ago. This matter has caused a great deal of discussion at the association's meetings, and if the Retail Clerks' Union do not take some action toward withdrawing their threat of boycotting those merchants who refuse to close their stores at six oclock in the evening, the union or the association will see their finish before long. Several communications from the Dominion secretary were read. One of these told of the establishment of a most successful branch at Ottawa.

A vigorous protest from the merchant tailors of Windsor against the passage of the bill now before Parliament, which if passed would compel the tagging or labelling of each garment, showing the grade or quality of the cloth in the garment, was sent to the Dominion secretary in order that it might be sent to the proper committee of the House who have the abnoxious measure in charge. Some other matters of a minor nature were disposed of by reference to committees.

The meeting adjourned after each chairman of committees had pledged himself to make an effort to secure the success of the excursion.

TORONTO "HOME-COMERS'" FESTIVAL.

THE great "Home-Comers'" Festival, promoted by the Board of Trade of Toronto, is close at hand. Since the preliminary announcement was published, considerable changes have been made in the programme, which has been considerably elaborated and added to. As it reads now there are to be :—Dominion Day, July 1st —Arrival of contingents from Detroit, Rochester, Buffalo, Cleveland, Chicago, Milwaukee, Pittsburg, Boston, Philadelphia, New York and other United States cities, hundreds strong, some with bands, some in uniforms, some with singing choruses, and all with banners, badges, and other emblems ; amateur regatta, open to all, lacrosse matches, baseball matches, etc., reception at the King Edward Hotel and at various clubs, and open house everywhere. Thursday, July 2nd —Old Boys' parade with banners and badges, huge garden party on the University lawn. Evening—grandest Venetian fete ever held on this continent, and brilliant illumination of the bay and harbor, with fireworks and innumerable beacon fires. This fireworks fete is to cost thousands of dollars. Friday, July 3rd—Magnificent open air horse show and parade, many receptions and garden parties and entertainments at the Island. Saturday, July 4th—Demonstrations in honor of United States visitors, drives around the city, canoe regatta, championship lacrosse match, and farewell gatherings. Between forty and fifty thousand dollars will be expended on these various entertainments, fetes and receptions. Reduced rates have been secured on all lines of travel, particulars of which can be had of local station agents.

THE WORLD'S COPPER PRODUCTION.

According to the annual report prepared by Henry R. Merton & Co., Limited, London, the production of copper continues to expand. The output for the past sixteen years is given below, with the average price of merchantable copper in London :

	Tons.	Average price per ton.
1886	217,086	£40 6s 0d
1887	223,798	42 3 0
1888	258,026	76 0 0
1889	261,205	49 10 6
1890	269,455	54 1 0
1891	279,391	51 3 0
1892	310,472	46 9 6
1893	303,530	43 6 9
1894	324,505	40 2 6
1895	334,565	42 17 6
1896	373,363	47 4 8
1897	399,730	49 10 0
1898	429,626	51 7 10
1899	472,244	72 16 6
1900	484,799	73 10 7
1901	518,788	67 19 3
1902	542,470	52 13 5

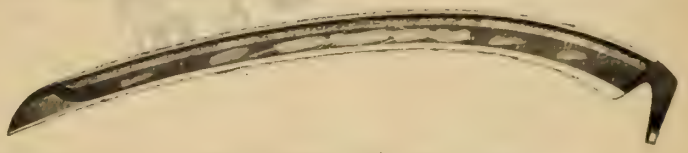
Of this amount the largest producer is the United States, with an output of 294,600 tons, as compared with 267,410 tons in 1901 and 69,805 tons in 1886. Canada's production has decreased slightly, being 17,485 tons against 18,800 tons the previous year. Mexico and Japan show small increases, but other countries producing any amount worth considering, show a reduced output.

H. S. HOWLAND, SONS & CO.,

WHOLESALE ONLY — 37-39 West Front Street, **Toronto.** — LIMITED ONLY WHOLESALE

Scythes and Snaths.

Grass Scythes (narrow)



Grass Scythes (wide heel).

No. 3 Loop Solid Plate.

Bush Scythes.

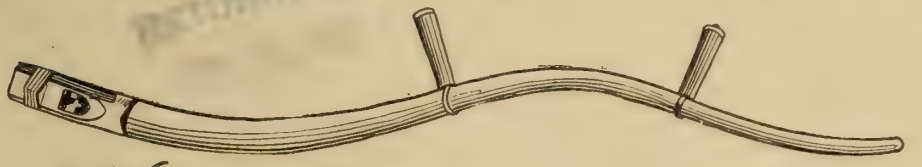
Double Ring, Bush Snath.

No. 3 Drive Ring.

No. 2 Drive Ring.

Z Drive Ring

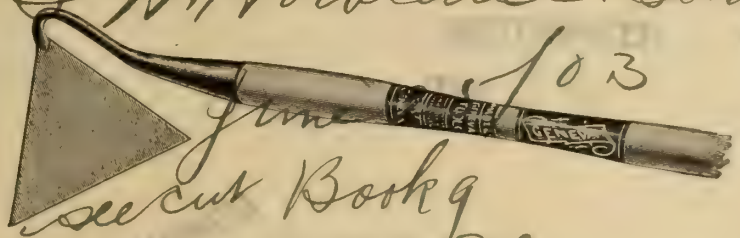
No. 1 Loop and Bolt.



No. 00 Loop and Bolt
Swing Socket.

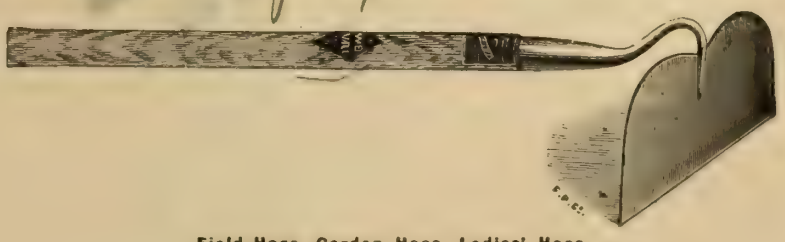
All (15) cuts returned to S. H. Howland & Sons

Hoes.



Beet Hoe

see cut Book 9 page 80.



Field Hoes, Garden Hoes, Ladies' Hoes

Carrot Hoe

Turnip Hoe

FOR HAY RAKES, HAY FORKS AND CRADLES, SEE OUR HARDWARE CATALOGUE.

H. S. HOWLAND, SONS & CO. LIMITED, Toronto.

OUR PRICES ARE RIGHT. — **Graham Nails are the Best.** — WE SHIP PROMPTLY.

Factory: Dufferin Street, Toronto

Window and Interior Displays

Timely Hints and Suggestions.

It has become a recognized fact in almost every merchant's mind, that to a great extent the success of his business depends upon the use he makes of his windows. He realizes that a well-arranged window means increased sales, both through the advertising it gives him and through the attractive way in which a certain article is displayed.

That he may not sell much of the article displayed, is by no means any proof that that window was a failure.

He may spend a great deal of time and attention and even money on the arrangement of a window, and may not sell $5 worth of the article displayed during the next week. But it is decidedly rash to jump to the conclusion that he has gained nothing from that display, and that it has been a waste of energy and money.

The advertising he may receive by that tastefully decorated window may amount into the hundreds of dollars, if a valuation could be put on it.

His fellow townspeople may have been well supplied at the moment with the article over which he spent so much time or it may even have been a little unseasonable in its nature, but he can rest assured that when anyone needs that ware he will not forget that Blank carries it in great variety and good prices.

In addition comes the immediate result, that the window will stop people, and the carefulness displayed will not only make or sustain a reputation for the firm, but will attract the passers-by into the store for anything they may need in the lines handled by that store.

It is practically impossible to estimate correctly the benefits derived from a certain window. A customer may see an article in a window to-day and may not buy it until some months from now. And yet it will have been the display of it that kept before his mind just where that article is sold.

It is very much similar to advertising. An advertiser fills his space attractively, pays his bill and then sits down to watch for results. Simply because people don't immediately rush to his store and clamor for the thing advertised, and exclaim that they saw it in the advertisement, many fairly thoughtful merchants conclude that the results have not paid for the cost of the advertisement.

The results from a window display or advertisement may extend over months, or may do nothing more than present the name of the firm to a few people who have never had their attention called to it. In either case it pays, and pays well.

The merchants who employ in their window mechanical displays or attractions not in their line of business, are aware of the fact that results from show windows cannot be based entirely on the direct sales. Although it is a debatable question whether such exhibits bring the trade they are often supposed to bring it cannot be denied that much good is done by stopping pedestrians and drawing the name of the firm to their attention.

The writer has for years passed back and forward on a certain street and never noticed or knew of the existence of a certain cigar store, and yet, only two days ago, he suddenly became aware of it by noticing a crowd looking at a well set up collection of coins in the window.

To a new or small store, such attractions are of particular value, and to any store they are worthy of trial.

ECONOMIES OF SPACE.

The hardware dealer should ever have in mind the desirability of economizing every foot of floor and wall space possible. It is always wise to give customers ample room to walk about in, yet ingenuity might ever be exercised to arrange goods so as to display as much as possible in an attractive manner.

A DISPLAY OF BUILDERS' SUPPLIES.

A CHARMING ART POSTER CALENDAR.

The progress of lithographic art is being manifested in many ways, but in no way more so than in the production of art poster calendars. The collection of posters has become a fad throughout America, so, especially in the large cities of the United States, lithographing houses devote much attention to this class of work. An exquisite specimen of such calendar has been received by HARDWARE AND METAL from W. F. Powers, 23 City Hall Place, New York. It is about four feet long, and shows in rich coloring a full-length drawing of a summer maiden, so charming as to attract every eye.

LINE

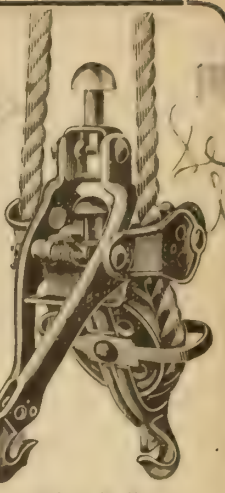
THE DEAD LOCK

THE "Green Book" GIVES PARTICULARS.

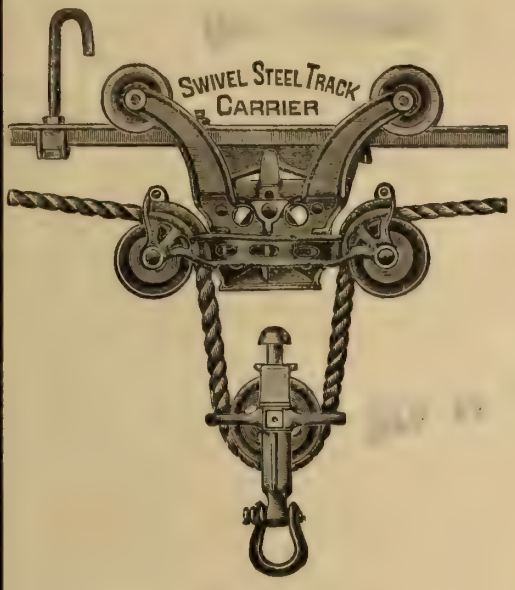
HAY TOOLS

ALL MALLEABLE IRON SWIVEL CARRIERS

NEVER OUT OF ORDER.



Sling Pulley.



No. 7 Carrier

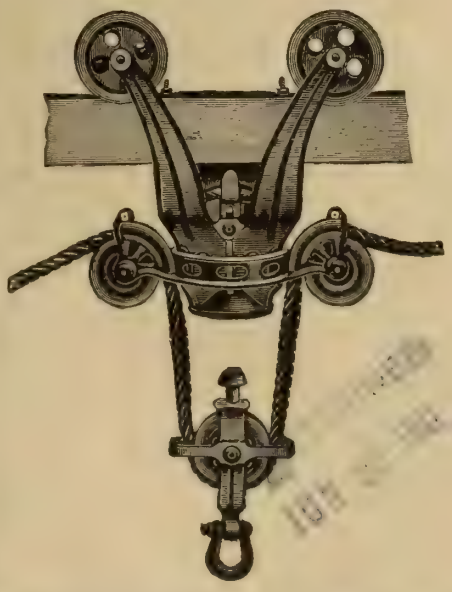
Simplest and Strongest on the Market.

Unloaded.
The Improved Harris Double Harpoon Hay Fork

Full Line in Stock, Including

Hay Slings
Pulleys
Floor Hooks
Hangers
Steel Track
Etc.

Swivel Rope Hitch



No. 5 Carrier — Runs on 4 x 4 Wood Track

Manilla
British
Sisal
ROPE

FULL LINE

HARVEST TOOLS

FORWARD YOUR ORDERS TO

Steel Frame Knot-Passing

Caverhill, Learmont & Co.

LOWEST PRICES — ST. PETER ST., — QUICK SHIPMENTS

MONTREAL.

MACHINERY

MAKING TOOLS FROM OLD FILES.

ONE of the most practical ends to which science is devoted to day is the utilization of old materials, of articles which have served their purpose in one capacity and are useless until by some further process they are adapted to new usefulness.

As a matter of convenience, chisels, drills, punches, and tools of a light character are often made from old files, and while some answer well, others fail, and fail chiefly because they were not properly treated, says Walter J. May, in The Practical Engineer. In selecting the files to work up, squares usually are the best, and the fine-cut kinds are to be preferred as the metal is not bruised so deeply as with first cut and rough files. Of course, in a workshop where files are plentiful, no very great care is taken in making up chisels, but where they are wanted good a lot of time is taken, and eventually it is cheaper to buy hexagon or octagon tool steel than to work up scrap files, unless the smith has "nothing to do and plenty of time to do it in."

The first thing to be done is to soften the files, and this is most easily done by placing them in a flue where they will remain at a dull red heat for from five to twelve hours, the object being to anneal them right through. Or make them slowly, but thoroughly, hot right through in the forge, drawing to a bright cherry-red, and then allowing to cool slowly; but this leaves the metal rather more brittle than when the first process can be adopted.

Having the files annealed, they should be ground until the cuts are removed, as this gives the best metal to work with; but this grinding is not absolutely necessary, and in the trade workshop is rarely done, save to kill time, as with proper tools at the forge, and skilled men to use them, the metal is worked up decently. Still, where there is time, one may as well do things well. In forging, the files should be made to a full red, being careful to heat with a low blast, and take time to get the centre of the steel hot, or you will split it up when you commence to use the hammer, high carbon steel being very different to iron, and can be melted on the outside under a strong blast while the centre is hardly red hot. Cut off the tang of the file to get it out of the way first, then draw the bar down to an octagon shape with the hammer, and finish with a safe hammer or flatter if you have a striker, but if not the hand hammer must do all the work. The blows of the hammer must be dead ones given with some force, and while not having the metal above a cherry-red it must not be hammered back, or it will split, and the cracks will probably not show until the tool is tempered and maybe ground. Having drawn the metal into the right section, the cutting end, if a chisel, of the shaped end, if a punch, must be drawn down, after which the tool should be cut off to the right length and the head finished. Drills will have the heads made square, or of the shape best fitted for the chuck or stock in which they are to be used, and those for use in a ratchet brace should fit properly without packing.

When the tools are forged they should be filed or ground up preparatory to hardening and tempering, and then very carefully examined to see if any cracks exist, and if the work has been properly done, filing will be quite an easy job comparatively; but, of course, all kinds of filing are hard work when persisted in. In all tools a bright side should be made for the color to run on, as it is thus more surely seen.

In tempering, the tool should be made a full blood-red for a sufficient distance from the end to enable the heat to cause the color to run, and this heating should be slow enough to cause the centre of the tool to be practically as hot as the outside—there is always a slight difference, perhaps a dozen degrees—and dip in hot water to blacken the surface. Rub the brightened side at once with a piece of dry sandstone, and watch the bands of color move down until the purple band just reaches the end, and then quench at once in hot water. If you have the yellow shades on the edge of tools made from files, you will find them very liable to split and chip off, but with many of the tool steels the yellow shades are right. Carpenters' and shoeing-smiths' rasps, when made into tools, should be tempered to the yellow shades, as the steel is usually of a milder quality than that used for ordinary files, and consequently the higher tempering is necessary.

In hardening and tempering high carbon steel, always use hot water, to reduce the shock given to the metal, and dip the article steadily and not too rapidly into the water with a circular motion. If you dip high carbon steel to a given point into cold water and hold it there, you will in all probability get water cracks, and with chisels, punches, and the like kinds of percussion tool such cracks are often dangerous, as the tool breaks off suddenly and the fingers get more or less smashed or damaged.

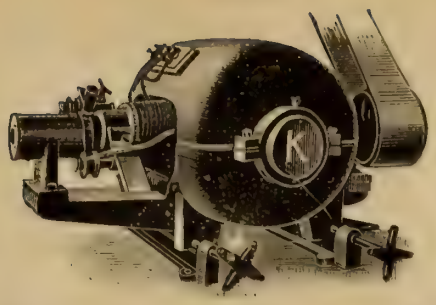
Be careful also that you do not overheat or "burn" the steel in forging, or about a couple of blows will smash the tool; and in annealing, if you must plunge the metal into anything, use thoroughly burned ashes free from carbon or sulphur. If you use ashes holding carbon, the steel in cooling will absorb some and become harder; if you have sulphur present, its brittleness will be increased; and if you use lime on the carbon, the surface tends to burn out, and thus soften the outside of the steel and make it awkward to work with.

As a rule round files do not forge well, but with some makes they work worse than with others, and decidedly, round files are inferior to square ones, for punches, as there is a tendency to avoid forging sufficiently, and this alone is a point which is often fatal to many tools made from scrap steel.

Thin flat files, when annealed and ground, may often be drawn down and made into stiff hacksaws, but the hardening and tempering presents a considerable amount of difficulty. The teeth are cut with a three-cornered file, and the blades ground thinner at the back than at the front. After hardening, the temper should be drawn to a purple on a plate heated bright red, the blades being turned over from time to time to keep them equally heated. Unless the color is equal from end to end the saws are not up to much, and in this lies the difficulty.

CAST IRON FLY WHEELS.

THE results of a series of experiments carried on by Professor Banjamin, of the Case School of Applied Science, Cleveland, Ohio, with small cast iron fly wheels of various forms of construction, are given in the last report of Inspectors of Factories of Ontario. The wheels were revolved at high speed and



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½ inch, ⅝ inch, ¾ inch and 1 inch.
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A CONTINUOUS Metal Strap with a series of raised bosses along the edges, to strengthen same and protect nail heads. Put up in coils of 300 feet each, and packed 20 coils in a case. On each coil we put our patent metal reel frame, making it a complete reel.

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WE can supply any kind of scale from the smallest postal scale up to the largest Railroad Track Scale.

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MONTREAL **WINNIPEG** **VANCOUVER**

their bursting points and eccentricities noted. The conclusions arrived at are briefly as follows: For wheels of moderate size, correctly proportioned, the solid rim is by far the safest form and will require a speed of from 350 to 400 feet per second to produce rupture. Jointing the arms at the rims and bracing the rim by internal webs have no important effects on the strength.

Joints in the rims are the principal source of weakness, especially if located between the arms. Probably no joint can be made for a rim of solid cross section which will be more than one third as strong as the rim itself.

Hollow rims will permit of a much more efficient joint, as has previously been shown by John Frith. In his wheel the joints are practically as strong as the rest of the rim, but this construction is hardly possible in wide faced band wheels such as are used on most shop engines. If the joints are located midway between the arms they should be reinforced by tie rods leading to the hub.

The report is illustrated with cuts, showing the fractures of wheels bursting on being revolved at high speed.

A LARGE SAFE.

What is claimed to be the largest safe manufactured in Canada has just been shipped from the J. & J. Taylor Company's safe works, Toronto, Ont., to the Bank of Montreal headquarters in Montreal, Que. The safe weighs in all nearly 330,000 lb., and it requires 11 of the largest capacity cars owned by the Canadian Pacific Railway to hold this monstrous affair. It is 22 ft. long, 20 ft. wide and 17 ft. high, and is a "double decker," having two flats, only communicating with each other by an emergency door in the floor. The vestibule, to which two doors are fastened, weighs, complete, 30,000 lb. The whole safe is made of hardened steel and is beautifully polished throughout. Each set of doors is fitted with eight combination locks, four on the inside and four on the outside; it is also fitted with three special chronometer clock locks, by which it is arranged that the safe will only open at certain times.

TO AMALGAMATE CANADIAN WORKS.

The well known Westinghouse people of the United States propose to amalgamate their Canadian air brake business with that of the new Canadian Westinghouse Electric Company. A meeting of the Organization Committee was held recently at Hamilton, and the following gentlemen were present: H. M. Westinghouse, vice-president Air Brake Co.; J. F. Miller, secretary of the same company; L. A. Osborne, fourth vice president of W. E. and Manufacturing Co.: Warren Y. Soper of Ahern and Sopher, of Ottawa; and Paul J. Myles of Hamilton.

The Westinghouse people send electrical apparatus to the value of about $2,000,000 to Canada annually and this business has now grown to such an extent as to warrant the establishment of a factory on this side of the line. The new company will be capitalized at $2,500,000 and it is rumored that Hamilton is to be the site of the new industry.

CARBORUNDUM AS A REFRACTORY MATERIAL.

Capable of preparation only in a powerful electric furnace, where silica and carbon are fused together in presence of sawdust and common salt, carborundum is highly refractory; and it has been observed that a thin layer of the same substance applied to any other material of which furnaces are usually constructed, protects it from the heat and renders it almost equally refractory, says an exchange. Finely powdered carborundum is made up into a paste with water glass, i. e., sodium silicate, or some similar binding substance; the paste is applied by means of a brush or otherwise to the bricks which are intended to be used for building a furnace, or those bricks are actually immersed in the viscid liquid for a certain time. If the furnace has already been built, the paste can be painted on to the exposed surfaces, giving one or more coats as may be desired. It is stated that a layer one thirty-second of an inch thick will protect the bricks from the attacks of the highest temperature which is ever produced by combustion methods in ordinary work. Examination of the bricks in such a furnace has shown that they had not suffered in the least.

AUTOMATIC ELECTRIC RAILWAY.

Our attention is drawn to a very interesting underground electric railway in operation in the Stassfurt salt-mine district in Germany, which is worked automatically, says Kuhlow's German Trade Review. It is used to carry the salt from the mines on a tunnel line at a depth of between 20 and 30 ft. An ordinary train consists of about 30 trucks, and is drawn by an electric locomotive, which takes current from an overhead trolley line. The locomotives have two motors, each of 12 h.p. maximum, on the axles. The interesting feature of the line is that the trains are run automatically, with attendants only at the terminal switchboards. The line is divided into five sections. Each station forms one section, the track portion next to it another section, and the fifth section is formed by the central portion, which alone has a length of over a mile. Only this central section is permanently under current. Each of the other sections is controlled from the terminal switchboards by the attendants. When a train arrives at either of the termini, an attendant jumps on the locomotive, and, with the help of a controller, shunts it so that it is again in front of the train for the return journey. The locomotive is provided with a hand brake, and there is also an electric brake. Should the speed of a train become excessive on the central section of the line which is permanently under current, an automatic switch throws in resistance. In order to enable the attendant to watch the train on its journey, the central section is fitted with 12 contacts, under which the locomotive passes. These contacts work an indicator at the terminus. There are also signal bells, and every care appears to have been taken to prevent accidents. The successful working of this railway for a little over a year tends to show that no special risk is connected with its operation automatically.

SOUND ADVICE.

At the annual conference of the Associated Iron and Steel Workers of Great Britain on June 1, Ex-president Wm. Whitewall, of the Iron and Steel Institute, drew attention to the fact that steel is steadily becoming a stronger competitor with iron, but expressed the opinion that it would be many years before good iron would be replaced by steel. He congratulated the men on the harmony that had existed between them and their employers for many years. What he would like to see—and he was glad that the leaders of the men's association agreed with him—was the men avoiding the temptation that beset them at every street corner. If they embraced the principles of sobriety, even to the absolute rejection of drink, he was sure the workmen would become better off, and would take higher positions than they could at present.

THE FAIRBANKS POWER-HAMMER.

THE Fairbanks Company are presenting a new power-hammer that is especially adapted for the sort of work required in carriage factories, carworks, edge-tool and general shops. The hammer, as it will be seen by the accompanying illustration, is operated by an adjustable crank, the crank-pin sliding in a groove in the crank-plate, allowing the operator to lengthen or shorten the stroke at will. Motion is applied to the head or ram by means of a circulating rod in a sleeve or collar supplied with a large set-

DO NOT GO HUNTING ALL OVER CHRISTENDOM when you want steel stamps, stencils, stencil inks, burning brands, name plates for manufactured articles, machines, etc., brass labels for lanterns, tinware, etc., Pew number plates, hotel key tags, hat badges, police badges, time checks, badges for railroads, baggage checks, etc., but send to the

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8 to 65 H. P. Jewel Engines always in stock.

WOOD WORKING TOOLS.

Nos. 1, 2 and 3 Wood Top Rip Saw Tables, American Make, new.
No. 2 Self Feed Rip Saw Table, Defiance, new.
No. 1 Variety Saw Table, Clement, new.
Champion Cut Off Saw Table, new.
26 in. Pedestal Band Saws, silver, new.
32 in. " " " "
36 in. " " " American.
Single Spindle Frizzer, Berlin, new.
20 in Combined Disk and Drum Sander, new
24 in. Major Harper Planer and Matcher.
24 in. Endless Bed Surfacer, Berlin, new.
24 in. Heavy Planer and Smoother, Berlin, new.

HOISTING ENGINES.

6½ x 8 Double Cylinder, Single Drum, new,
6 x 8 " " Double " "

Send for prices and catalogue of factory supplies.

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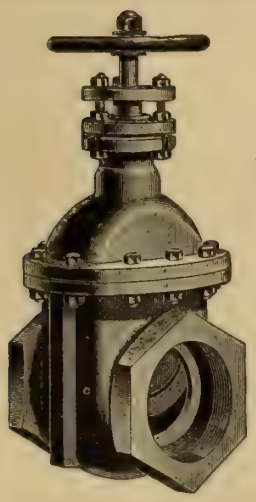

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They give satisfaction every time,

Catalogue on application.

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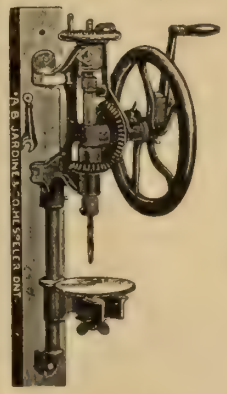

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Tailors' Shears,
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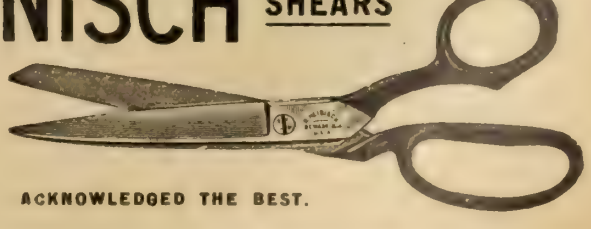
Tinners' Snips, etc.



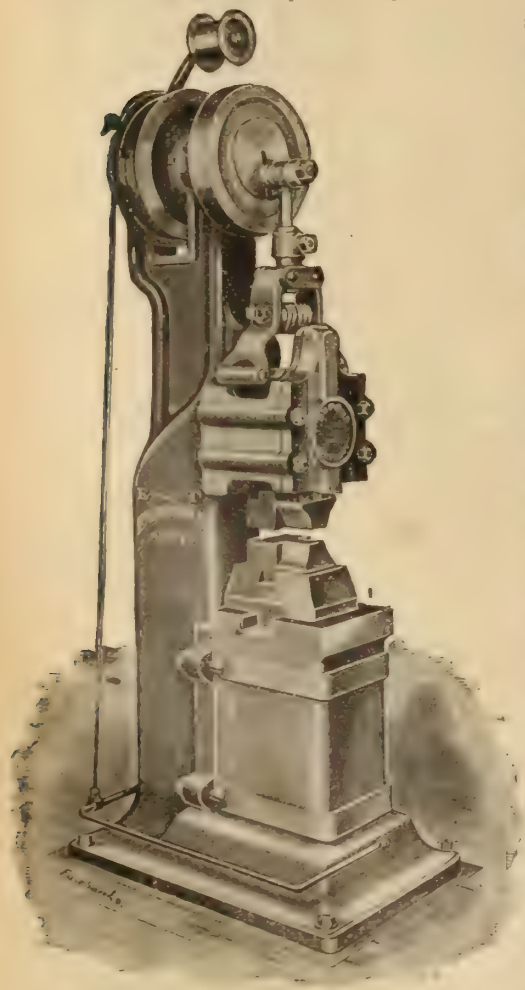
ACKNOWLEDGED THE BEST.

R. HEINISCH'S SONS CO. NEW YORK OFFICE, 168 Chambers St. NEWARK, N.J., U.S.A.

screw, or, as in the large sizes, a clamp to hold the rod in position, and to this sleeve are hinged two side-arms, those in turn being connected to the ram by metal links.

By the use of a steel spiral spring, carefully adjusted between these arms, the force and weight of the blow are many times multiplied, but with an elasticity that removes all danger of breakages, and at the same time the jar is so thoroughly cushioned that it is not noticeable in the machine when the blow is struck. The head strikes a quick, sharp blow at the rate of 250 to 500 blows per minute, according to the size of the machine, and instantly gets away from the work, thereby avoiding any chilling of the stock. The entire working parts of the hammer are at the top in full view of the operator; every part is readily accessible, being easily operated by inexperienced men. Raising or lowering the hammer is accomplished by loosening the bolt and, when at the required place, tightening again.

Another feature claimed for the machine, is the small amount of power required to



n it, and a saving of power means money saved. The entire machine is constructed with a view to durability, the best material being used throughout.

The Fairbanks Company are thoroughly reliable in every respect and can be depended upon. Their business is conducted on a line that is pleasing to each and every customer, and promptitude is a special feature of their business methods. We fully appreciate the difficulty the prospective buyer finds in edeavouring to acertain the best make of power hammer, as he himself cannot know all the different kinds, and is therefore unable to decide for himself.

HARDWARE AND METAL interested readers will do well to correspond with The Fairbanks Company, Montreal, for descriptive circulars of this machine.

A NEW STEEL PLANT FOR CANADA.

MR. WILLIAM JESSOP, of the big English steel firm of William Jessop & Son, Sheffield, has just passed through Canada on a trip round the world. Mr. Jessop speaks highly of Canada's future as a steel producing country; he thinks the conditions here are as favorable for the manufacture of steel as anywhere in the world. He did not think the British manufacturers had anything to fear from the establishment of a steel plant in Canada by the United States Steel Trust. They might supply us with cheap steel, but the source of the finest quality would remain in England, and Canadians would soon get tired of the inferior grade produced by the American manufacturers.

There is every probability that the firm he represents will start a steel plant in Canada before long. As soon as business conditions warrant the establishment of such a plant, and they are rapidly approaching such a state, the erection of it will be commenced. "A great deal of our steel is now used in Canada," said Mr. Jessop, "and when I return to England I will discuss the subject fully with my directors. It is likely that they will give it their approval, and if so, some definite action will be immediately taken."

Mr. W. H. Monsell, who represents the Jessop steel, said to a HARDWARE AND METAL reporter that the question of establishing a plant in Canada had been thought of for some time by the firm, and there was no doubt but that it would be carried out in the near future. They have already a plant in the United States, at Washington, Pa., not far from Pittsburg, which has been in operation for seven weeks, and sheets are being rolled there for the American trade. They feel no competition from the Steel Trust except in the cheaper grades of steel.

A NEW ELECTRIC RUNABOUT.

The Canada Cycle and Motor Co., Limited, Toronto, state that the demand for all kinds of automobiles has been eminently satisfactory. They are kept busy turning out victorias and broughams and have just started a large tally-ho for the service of tourists in Toronto, which makes daily calls at the hotels, visiting the chief centres of interest. Their new electric runabout, just placed on the market, has already won general approval, being both substantial, neat and light in appearance. A detailed description, accompanied by illustration, will be given in a later issue.

MACHINERY NOTES.

A. WEISKOPF, 67-69 Canal street, Chicago, is issuing to the trade a neat catalogue of his thermometers and hydrometers.

The C. P. R. have about completed new machine shops at Nelson, B. C.

Wm. Mason, a former hardware merchant of Kincardine, Ont., has again taken up his abode in that town.

Korff, Housberg & Co., Mexico City, are about to place some substantial orders for agricultural machinery, etc., in the United States.

The Crosby Works, Sarnia, Ont., are making extensive improvements in the machinery for unloading vessels at the iron ore docks.

The Amalgamated Society of Railway Servants have handed a cheque for £23,000 to The Taff Vale Railway Company, being the amount agreed upon in full settlement of the litigation which resulted from the strike of 1900.

G. A. Mountain, Ottawa, chief engineer of the Canada Atlantic Railway, has procured for inspection work on the railway a gasoline motor car. It is stated that such cars may be introduced for the use of section men on the railways.

The annual meeting of The Laurie Engine Co., Montreal, was held last week. The old Board of Directors was re-elected, namely: C. E. L. Porteous, president; Wm. Yuile, vice-president; John Laurie, F. L. Wanklyn, C. W. Davis, Walter H. Laurie and W. G. Ross.

The B. R. Seabrook Machinery and Supply Company have opened offices in Victoria and Vancouver, B. C., to carry on the business of handling all classes of machinery and supplies, hardware, automobiles and steam launches, and acting as manufacturers' agents and appraisers as well.

Eclipse Snow Shovel Round Handle | Eclipse Snow Shovel T Top | Eclipse Steel Shank Snow Shovel | Eclipse Shank D Top | Eclipse Railroad Snow Shovel | Eclipse Grain Shovel

No. 19. No. 21. No. 24. No. 25. No. 26. No. 27

The Eclipse Manufacturing Co., Limited, - Ottawa, Ont.

Manufacturers of STEEL SNOW SHOVELS, GRAIN SHOVELS, Etc. Only Wholesale Trade Supplied.

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We KNOW it and can make it so for you.

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We can give you cheap glass.
We will give you big value
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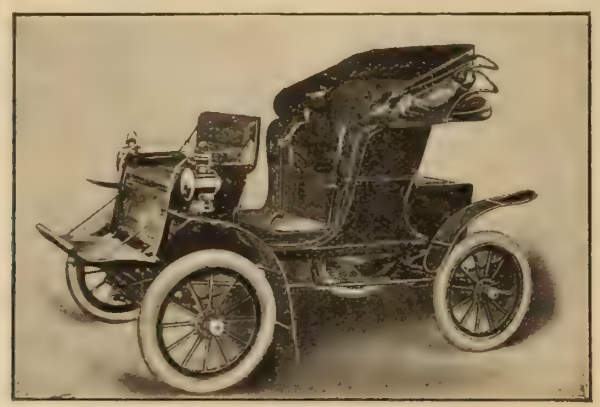
"STEVENS-DURYEA" AUTOMOBILE.

THE J. Stevens Arms and Tool Co., Chicopee Falls, Mass., have issued an exceedingly attractive booklet showing drawings of their "Stevens-Duryea" two-cylinder opposed-type gasoline automobiles; also of the chief working parts, showing its modern construction and fine appearance. This "auto." is equipped with a seven-horse-power, two-cylinder opposed motor of the four cycle type. It has three speeds and reverse, all operated by the same lever; is a two passenger carriage with a drop seat, which can be instantly converted into a four-passenger carriage; is of the Stanhope type with artillery wheels, fitted with either Fisk or Diamond double tube tires, victoria or buggy top and full equipment.

A few of the special advantages of the car are, namely, that it starts from the seat; has an individual clutch system making it practically noiseless and free from the vibration that is so noticeable in all other gasoline cars; it is a powerful hill climber and, although not built for a racing car, will readily speed 30 miles an hour.



THE STEVENS-DURYEA AUTOMOBILE.

Regular stock cars made by the Stevens company have won the records noted:

September 24.—Providence, R.I. 5 miles in 7.42. Track record for 1 to 5 miles for gasoline machines, under 1,300 lbs.

October 9 to 14.—500 miles. New York-Boston-New York. "Scarritt Cup." Two machines entered, both awarded first-class certificates.

November 27.—Orange, New Jersey—Eagle Rock Hill. Time 3.45. Gasoline car record.

April 20.—Boston, Massachusetts—Commonwealth Avenue Hill. Time-.43 1/5. Gasoline car record, under 2,000 lbs.

The price of this car is $1,300 f.o.b. factory, Chicopee Falls, Mass.

AMERICAN ENTERPRISE.

The world is used to hear of the progressiveness of United States' manufacturers, but seldom is a more striking instance of this given than has just been shown by The Pullman Mfg. Co., Rochester, N.Y. On Thursday, last week, the plant of that company was entirely destroyed by fire. Within two hours new offices had been rented, raw material ordered, and arrangements being made for buying a new plant. A fully equipped running plant was purchased within 24 hours, so that there will not be any delay whatever in filling orders, as all patterns, etc., were in the foundry.

AN EXPERT'S OPINION OF GRANBY MINES.

JOHN STANTON, the New York authority on copper, recently paid a visit to the Granby mines and smelters, and seems to have been impressed with what he examined. The mining and milling methods in vogue he classes as being as modern as any he has seen in his fifty years experience. The Granby ore-body is, he says, the largest sulphide ore deposit he ever examined, it being analagous to the famous Rio Tinto, of Spain. It is lower in copper but larger in both gold and silver than the latter. It is larger than the Tennessee deposit; in fact, larger than anything he has ever seen. The magnitude of the ore deposit permitted exceedingly cheap methods of quarrying, which method could be maintained for generations.

"British Columbia," Mr. Stanton concludes, "has yet hardly assumed the position in the mining world to which it is entitled. On my return to New York I shall not hesitate to say that the copper-gold ore bodies of the Boundary District are the largest in the world, and that it is already being conducted at a very handsome profit.

"I believe the Granby can operate at a profit, no matter to what figure copper might fall. With that corporation it is only a question of increasing or diminishing profit. I think the Granby, with the advantage of gold and silver in its ores, can produce copper at a price that would put less favored mines out of business. Certain Michigan mines now operating at a profit would be compelled to close down if copper fell below 12 cents. The Granby has not yet begun to extract ore on a large scale. When the capacity of the smelter is increased copper will be produced at a much lower figure. I think I am well within the mark when I state that it is practicable for the Granby to produce and market the metal at a cost of 7c. per lb., and possibly lower. There are very few mines that could do likewise."

BUSINESS CHANGES.

ONTARIO.

The Grundy Stove Company, Guelph, have obtained a charter.

George Woods, blacksmith, Wallaceburg, has removed to Dover Centre.

The Barrie Carriage Company, Limited, Barrie, have obtained a charter.

G. W. King, painter, Ottawa, is about to add groceries to his business.

M. J. Wilson Cordage Company, Limited, Chatham, have obtained a charter.

The Loon Lake Iron Company, Limited, Sault Ste. Marie, have obtained a charter.

Tolton Bros., manufacturers of agricultural implements, Guelph, were burnt out.

The stock of R. S. Hannah, hardware merchant, London, is advertised to be sold by auction on June 19.

A meeting of the creditors of the estate of The Paulin Co., tinware merchants, Simcoe, was held on June 18.

QUEBEC.

Petit & Frere, tinsmiths, Montreal, have dissolved partnership.

The McDonald Mfg. Company, plumbers, Granby, have registered.

Alex. McArthur, of the firm of Alex. McArthur & Company, manufacturers of paper and roofing materials, Montreal, is dead.

BRITISH COLUMBIA.

Andrews & Dodds, paint dealers, Victoria, have dissolved partnership.

MANITOBA.

A. J. McPherson, hardware merchant, has admitted his son into his business, and the firm name will now read A. J. McPherson & Son.

Mr. Westman, retail hardware merchant, reports heavy sales of harvest tools during this month; and the purchasing of poultry netting and wire fencing still continues.

Hammocks

A post card will bring you our prices on Croquet Sets, Hammocks, Baseball, Tennis Goods, Toy Garden Tools, Paper Lanterns, Flags, etc.

Nerlich & Co.

146-148 FRONT ST. WEST, (Opposite Union Station) **Toronto.**

Wise Buyers

Want...

Best Values.

Be Wise and Buy

PERFECTION WIRE CHAINS

"Every Link Guaranteed"

—MADE IN—
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HALTER CHAINS,
DOG CHAINS,
TRACE CHAINS,
HOBBLE CHAINS.

Smoothest Strongest
HENCE THE
BEST MADE

SPREADER CHAINS and for STALL FIXTURES.

WE STAND BEHIND OUR GUARANTEE.

McKINNON DASH & METAL WORKS CO.,

ST. CATHARINES, ONT. Limited

FOR SALE BY LEADING JOBBERS.

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see Cut Book page 70.

In Stock:

GALVANIZED SHEET IRON

BLACK SHEET IRON.

CANADA PLATES.

TIN PLATES.

BARB WIRE.

HAY BALING WIRE.

BAR IRON AND STEEL.

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HARVEST TOOLS, SHOVELS AND SPADES.

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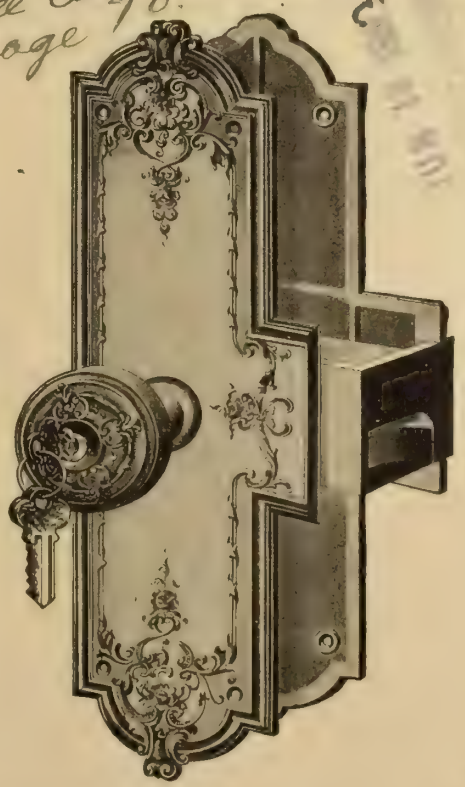

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LEFEVER ARMS CO., SYRACUSE, N.Y.

CUTLERY AND SILVERWARE.

TINWARE AND GRANITEWARE.

CONTRACTORS' SUPPLIES.

CEMENT.

Wareroom and General Offices:
10 De Bresoles St.

WAREHOUSE:
45 Common St.

"UNIT LOCK" is the best on the market to-day.

THE CANADA HARDWARE CO., Limited, WHOLESALE MERCHANTS, ...MONTREAL.

THE BALANCE WHEEL OF CANADA.

As a rule unusual industrial activity and expansion develops excessive hope and leads to "boom" conditions, with the almost inevitable reaction and depression. The remarkable expansion of the Canadian Northwest has not, in the opinion of R. C. Steele, of The Steele-Briggs Co., Ltd., Toronto, who has just returned from a trip through Manitoba, led to such conditions.

"Instead of being a factor likely to cause disturbances, I have been impressed with the belief that the west is the balance wheel of Canada's industrial and commercial mechanism," said Mr. Steele to "Hardware and Metal."

"It is the west which is keeping our factories, mills and business concerns of Eastern Canada so busy. The pace here is so fast, the production increasing so rapidly, that the wonderful extension of our outlet in the west is the saving factor in the situation. The expansion there seems to be just about sufficient to keep everything running smoothly; it is the justification for the activity in the east."

"What evidence of this expansion is shown to the visitor to that part of the country?"

"First, and foremost, the undeniable fact of the large immigration to the west. Not only is this immigration great, but it is clearly of superb quality. In the early days we were contented with Mennonites and Doukobors, people who had no means and less knowledge of conditions there; who had to be helped financially, instructed in their work and have yet to be educated to Canadian ideals. The men who are now going in there are Americans and British people who have means and who are acquainted with the needs of the country. They are bringing in equipment and stock, in some cases thoroughbred cattle, and are getting right to work. In fact, some of the American farmers are not following the beaten track of 'back setting' the land (not taking a crop off it, but preparing it for the next season) their first year but are immediately sowing flax.

"I would prefer to see 500 Ontario, American or British immigrants come in than 1,000 foreigners, not merely from the standpoint of national spirit, but also of their value to the rest of Canada industrially and commercially."

"It is clear that Manitoba and the Northwest Territories have passed the experimental stage; the fear of grasshoppers and frost does not now hang like a cloud over the outlook for the future. One has but to see the enormous and substantially built warehouses in Winnipeg and at other centres to be convinced that the business men, not only of the west, but of all houses doing business there, are satisfied as to its future.

"Nearly every bank in Canada is now represented in Winnipeg and their premises are such as would be a credit to any city in Canada. The justification for this is shown in the statement of bank clearings for Winnipeg during May, which were over 50 per cent. above those of last year and double those of two years ago. Winnipeg now stands third among the cities of Canada in this regard.

"Yet after all I was more impressed by my visits to retail stores than by anything else, the surprising feature being the quality of goods handled. In the furniture, the dry goods stores—everywhere household furnishings are offered for sale one cannot fail to be impressed by the substantial and costly nature of goods bought by the ordinary resident. This was explained to me in a measure when I met one farmer who had just returned from a three months' visit to Montreal and later another farmer who last fall sold a wheat crop of 7,000 bushels and straightway left to spend the winter in California. It is unquestionably a big country, of big crops, and big ideas. A Montreal wholesale dry goods man told me on my way home of receiving an order in Edmonton from a store-keeper who had travelled 25,000 miles from the north to reach that place, bringing $10,000 worth of furs and leaving money in the bank to pay for his stock of wares for the next season.

"The crop prospects appeared unexcelled to me. It is a glorious sight to see the great wheat fields gently swayed by the summer breeze. Flax is going to be an important crop there, if present indications prove anything. There are, I believe, 55,000 acres sowed in flax in Manitoba this year and as the quality produced there is of the best, superior in its proportion of oil, it commands higher prices. The possibilities of the future in this crop may be judged from the fact that one of the Dakotas produced last year 14,000,000 bushels of flax-seed. When we reach a production approaching such figures our output of linseed oil will soon be in excess of our requirements and Canada will then export this oil, which she now imports.

"Thus it is; the west produces what the east consumes; it also consumes what the east produces. Take canned goods for instance. There are no canning factories in the west; consequently the people there buy ten-fold per capita what the residents of the east need. Thus the balance wheel works."

CHAT

J. A. REID, of the hardware department of the "Bee Hive" departmental store, Winnipeg, with his brother, J. A. Reid, of Smith's Falls, Ont., has purchased a general store at Paris Siding, Manitoba.

S. Taylor is opening a hardware store in Indian Head, N.W.T.

A. E. West, of N. B. Gerry's hardware store, of Blyth, Ont., has secured a position in the hardware store of A. Young & Son, Wingham.

Miss Pauline Boudreault and Charles Doddridge, of the hardware establishment of H. & J. Young, Quebec, were united in marriage on June 1.

Campbell & Ferguson, builders' supplies and lumber merchants, Melita, N.W.T., have established a branch of their business at Waskada.

The marriage of Miss Pauline Charlebois and J. H. A. Lemieux, of the hardware firm of Lemieux & Sons, was celebrated in Quebec recently.

The marriage of C. F. R. Taylor, of the firm of Taylor Bros. & Co., hardware merchants, Carleton Place, to Miss M. Cram, of the same town, was celebrated recently.

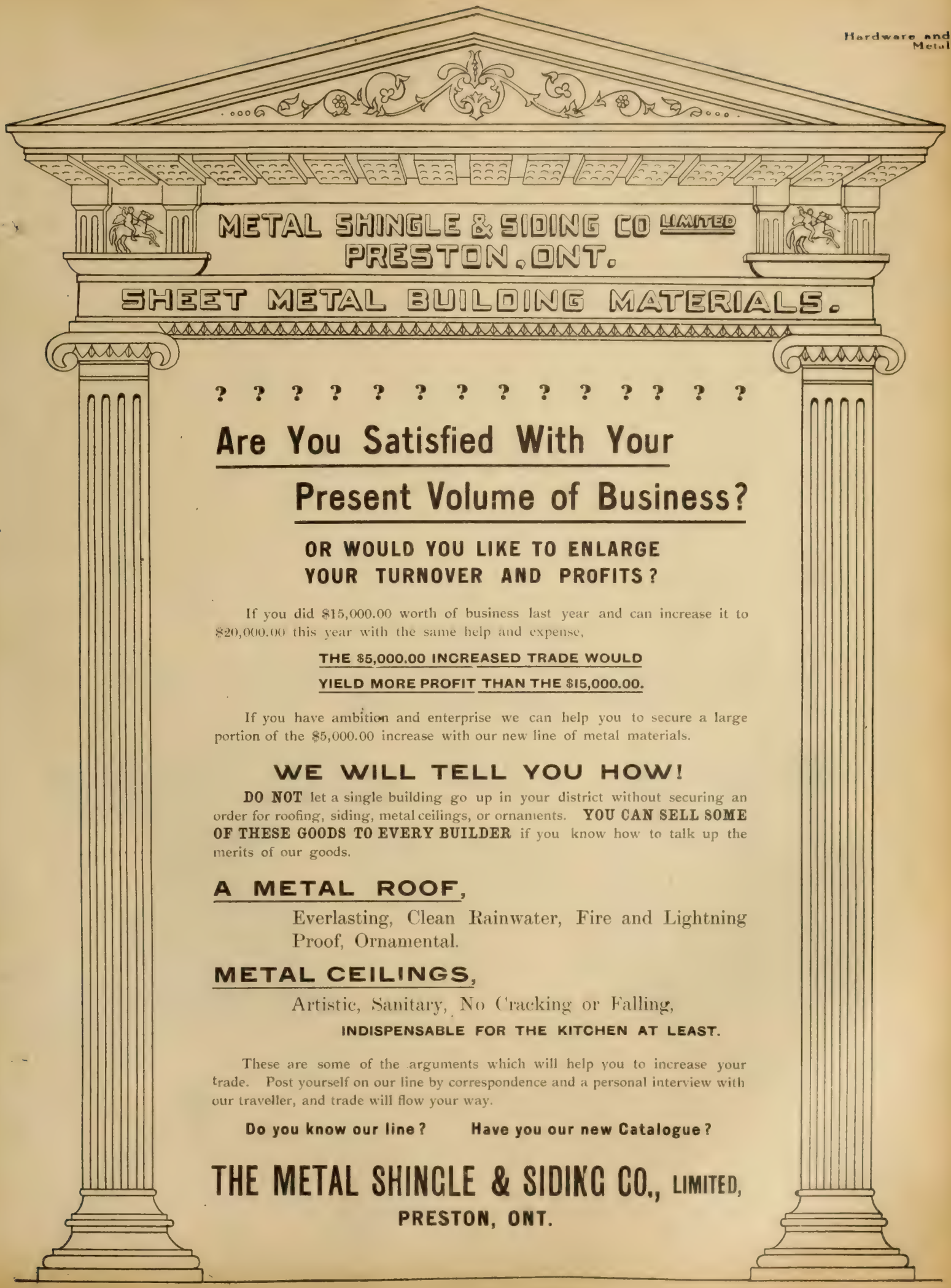
The hardware store of McDougal & Cuzner, Queen street west, Ottawa, was damaged by fire recently to the extent of $1,000. The fire started from a glowing cigar stub thrown into a wooden spitoon.

NEW LOCOMOTIVE EQUIPMENT.

The locomotives of the Canada Atlantic Railway are being fitted with patent fuel economisers and smoke consumers. The device is now being used on a number of their freight engines, and works satisfactorily. It does away with all the black, heavy smoke, soot and cinders, making summer travelling much pleasanter, and also minimizes the danger of setting buildings near the railway on fire.

A WELDED-JOINT WIRE FENCE.

The Dominion Fence Co., of Toronto, are makers of a meritorious wire fence, the unique feature of which is that the cross and upright wires are firmly welded together at every point of contact. This is accomplished by electricity. The fence is sure to meet with large favor. The economical and rapid production of this fence has been a big problem, but this has been successfully solved. The company is already in possession of more orders than it can conveniently fill. The company are seeking to increase their capital, in order to extend their works.



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Are You Satisfied With Your Present Volume of Business?

OR WOULD YOU LIKE TO ENLARGE YOUR TURNOVER AND PROFITS?

If you did $15,000.00 worth of business last year and can increase it to $20,000.00 this year with the same help and expense,

THE $5,000.00 INCREASED TRADE WOULD YIELD MORE PROFIT THAN THE $15,000.00.

If you have ambition and enterprise we can help you to secure a large portion of the $5,000.00 increase with our new line of metal materials.

WE WILL TELL YOU HOW!

DO NOT let a single building go up in your district without securing an order for roofing, siding, metal ceilings, or ornaments. **YOU CAN SELL SOME OF THESE GOODS TO EVERY BUILDER** if you know how to talk up the merits of our goods.

A METAL ROOF,

Everlasting, Clean Rainwater, Fire and Lightning Proof, Ornamental.

METAL CEILINGS,

Artistic, Sanitary, No Cracking or Falling,

INDISPENSABLE FOR THE KITCHEN AT LEAST.

These are some of the arguments which will help you to increase your trade. Post yourself on our line by correspondence and a personal interview with our traveller, and trade will flow your way.

Do you know our line? Have you our new Catalogue?

THE METAL SHINGLE & SIDING CO., LIMITED,

PRESTON, ONT.

THE LONDON FIRE!

To the Hardware Trade of Canada:

The undersigned, being desirous to correct any wrong impressions regarding the extent of the damage done to their stock and premises on the night of the 11th inst., state, that the Granite Block looked as if doomed for a time; the extreme heat played havoc with plate glass windows, and several times in different parts of the building the fire broke out.

Although the dry goods warehouse adjoining was completely gutted and suffered a total loss, the heavy fire-walls prevented the destruction of the warehouses on each side. Owing to the fire-proof doors being closed, the stock of shelf and other goods suffered but lightly from either water or smoke.

Business has not been so active for many years, and realizing that much loss to customers and the general trade would occur through delay, our staff with their usual promptitude and energy, set vigorously to work, and this week business is running along without interruption. Travellers' and letter orders are being promptly executed. The undersigned are very grateful to their many friends for offered assistance. Friends in need are friends indeed, and they find them more numerous than supposed.

Thanking the trade for many past favors, we are

Respectfully yours,

JOHN BOWMAN HARDWARE COMPANY,

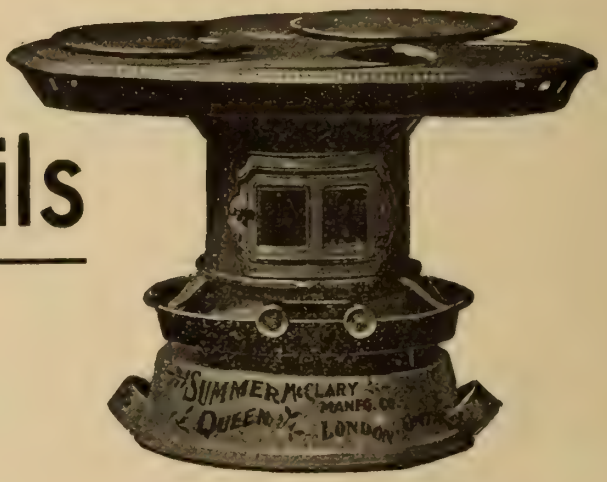
LONDON, CANADA.

Summer Camping Stoves

and

Utensils

JAPANNED ICE CHEST.



"SUMMER QUEEN" OIL STOVE.

Sheet Steel Cook Stoves of all kinds. Small Cast-iron Cook Stoves for cottages. Ice Chests, etc.

Everything for the Camper.

The McClary Manufacturing Co.,

London, Toronto, Montreal, Winnipeg, Vancouver, St. John, N.B.

"EVERYTHING FOR THE TINSHOP."

HARDWARE AND METAL

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"DOING" THE CUSTOMS.

THE eagerness displayed by some American manufacturers to obtain a foothold on the Canadian market for their goods leads them sometimes to adopt peculiar tactics towards that end. An instance of this came to light a short time ago, when the Montreal customs officers refused to pass a certain brand of horsenails originating in the United States, until the proper duty was paid.

The American manufacturer of the nails had colored a well known brand blue-black, by the usual heating process, and sold them at half their United States market price to Canadian buyers. In order to get them through the customs so that the duty paid would only be on the price they were purchased at, and not on their full value in the United States, the manufacturer sent his travellers through the Southern States, and in the poorest districts sold them at the price he received from the Canadian purchasers; that was, half the price he received for the same nails throughout the Northern States and in the leading American cities. Then, when their right to enter under the smaller duty was disputed, he pointed to the sales made in the South, where the same price had been received for them.

At Montreal they were stopped, but we are informed that they were brought in under the above conditions through other ports, and sold to the trade here at low prices. A traveller for a Canadian house, who has recently arrived from a trip through the Northern States, calling at Buffalo, Detroit, Rochester and other cities near the line, says that he saw these same nails in many hardware establishments, and not once were they offered at the price quoted to the Canadian trade.

The manufacturer of them threatened to make trouble for the customs officers at Montreal about them, but nothing has been done so far. Nor is it at all likely that there will be.

CANADA AS AN IMPLEMENT BUYER.

STATISTICS relating to the exports of agricultural implements from the United States during 1902, which have just been issued, are instructive, showing in a remarkable manner the relative value of the Canadian market to United States manufacturers as compared with the other countries of the world.

It has been pointed out more than once that Canada buys more manufactured goods from the United States than does any other country, but it has not frequently been possible to get sufficient detail in the figures to make the point indisputable. In this case, however, there is no possibility of question. The largest buyers of agricultural implements from the United States during the year were:

Canada	$3,123,660
Russia	2,294,440
France	2,101,697
Argentine Republi	1,939,822
Germany	1,868,672
United Kingdom	1,187,649
Australasia	964,512
Denmark	429,105

To make another comparison: Canada has been a more extensive buyer than all South America, Africa, Asia and North America (except Canada) combined. Yet the United States Government has paid double the attention to South American markets than has been given to this one, the nearest to hand.

The magnitude of Canada's purchases is doubtless due to the wonderful expansion in the Canadian Northwest and to the enterprising manner in which United States manufacturers have "gone after" Canadian business. It is also noteworthy that Canadian implement manufacturers have at the same time had as much business to do as they could handle.

TRADING STAMPS IN MONTREAL.

THE by-law prohibiting the use of trading stamps has been passed by the Montreal City Council, but in order not to incommode those who are engaged in their sale or distribution, it will not come into force till May 1, 1904. As it is expected that other municipalities in Quebec Province will also pass similar by-laws, it was thought that this extension of time would be a good thing, as they could all be brought into force at once.

During the discussion of the question, Ald. N. Lapointe, of N. Lapointe & Fils, grocer, gave some interesting information regarding his experience with trading stamps. He had been allotted a district by the company, and for a time used the stamps. He found that if he gave the stamps he could not give customers the value of their money besides. "I found that it was a case of either robbing my customers, or throwing out the trading stamps," he said, "and I threw them out. I was threatened with a suit for damages for breach of contract, but I never got any action."

The two principal clauses of the by-law read as follows:

> No person, in the city of Montreal, shall give, sell, distribute or receive any trading stamps or coupons, nor shall any person employ similar means nor resort to similar devices, which may be construed as equivalent to or as having the same effect as the said trading stamps or coupons.
>
> No person, firm, company or corporation shall, in the said city of Montreal, carry on or pursue the trade of such stamps or coupons or other similar devices, or their equivalent, or that which may be construed as having the same effect.

CANADA'S PROSPEROUS CONDITION.

ONE of the most reassuring features of the trade situation in Canada at the present time is the bright crop outlook in the grain-growing provinces of the country. In both Ontario and in the Great West the conditions are of a most promising nature. The acreage under wheat in Manitoba is this year close to the 2,500,000 mark. The official report puts the figures at 2,442,873 acres, which is 402,933 more than last year, or an increase of over 19 per cent. Based on the average of 1901, which, it will be remembered, was smaller than that of last year, it means an increase of about 10,000,000 bushels in the yield of wheat. But the increase is not confined to wheat ; everything except barley shows a greater acreage. Taking everything into consideration, something like 500,000 acres more than last year are under cultivation.

The official figures for the Territories have not yet been issued, but as the increase in immigration into that part of the Great West has been much larger than into Manitoba, it naturally follows that the increase in the acreage there will be proportionately greater.

Taking agriculture in all its ramifications—cereals, fodder, cheese, butter, etc. —it may be expected, on a moderate estimate, that the earning powers of the farms of Manitoba and the Northwest Territories will this year be increased by at least $1,000,000. This divided among a population of about 600,000 is by no means insignificant.

The statistical estimates for the Province of Ontario have not yet been issued, but the report in regard to the condition of the crops is on the whole of a most satisfactory character, and the bountiful rains which have fallen since the report was issued have certainly greatly improved the situation from what it was a month ago.

At present there is every prospect of 1903 being a prosperous year for Canada. The agricultural prospects, as we have already shown, are most promising. They certainly were never more so. The unusually large influx of immigrants and the expanding of railway construction in the Great West must necessarily mean a large increase in the consumptive requirements of the country, both in the way of constructive material as well as in food products.

Besides the home market, however, it must be remembered that there is a demand abroad for everything that our fields and farms can produce, while in all our staples there is a gratifying increase in the export trade. In farm products of all kinds the increase during the nine months of the present fiscal year, compared with the same period last year, was $16,398,-585 ; in products of the forest over $2,-500,000, and in manufactured goods nearly $2,000,000.

All told, the export trade in domestic produce for the nine months was $162,-420,763, or nearly 8,000,000 more than during the same period in 1902.

In imports there was an increase of nearly $15,000,000 during the same period, showing that our ability to buy as well as to sell is greater than it was a year ago.

Our factories are still busily employed, and the most important of them have orders for several months ahead ; in fact, notwithstanding the rapidity with which our manufacturing industries have expanded during the past decade, the consumptive capacity of the country has increased in a greater ratio.

There is also a scarcity of skilled labor, and in fact unskilled labor as well, in nearly every part of the Dominion.

The mining industry in British Columbia, on account of the labor disputes, has been in an unsatisfactory condition for some time. This has been the only cloud on the Canadian trade horizon for a long time, but even in this particular the conditions are improving. In the coal mining industry on the Atlantic coast, on the other hand, the conditions were never as favorable as they are to-day. The lumber industry in all parts of Canada is in a flourishing condition and there is every indication of an active trade in this line for some time to come.

The general favorable condition of trade in Canada is also reflected in the earnings of the railways, which continue to increase. During the five months of the present year ending May, the earnings of the Grand Trunk Railway and the Canadian Pacific Railway show an aggregate increase of over $1,000,000, compared with the same period last year.

The bank clearings for the same period also show an increase, notwithstanding the tendency to the curtailment of trade on account of the falling off in business in the speculative market. The fact that the failures during May were very much less than for the corresponding month of 1902 is also a favorable evidence of the condition of trade in this country.

The lack of confidence in the stock market, which is the outcome of the collapse of the speculative boom, cannot of course be expected to un-influence the general trade and commerce of the country. In reality, however, this should not seriously affect the general trade of the country, for it must be remembered that the chartered banking institutions were never in a healthier or better condition, while back of all this is the generally prosperous state of the country.

LOYALTY IN TRADE.

IS there as much loyalty to each other on the part of the retail and wholesale trade as there should be ? Does the jobber do his best to protect his customers from the competition of catalogue concerns, or price-cutting firms? Is it not too often the reverse, that the jobbers, after receiving an order from a retailer in a town, follow this up by selling goods to a manufacturer or a mill-man who had been the retailer's customer, at wholesale prices ?

On the other hand, do retailers appreciate loyalty on the part of the jobber, and are they loyal to those who protect them, who stand by them? There are two sides to the question, and in many cases both retailers and jobbers can, without disadvantage to themselves, show greater regard for the interest of the other.

In a letter to an exchange, E. C. Atkins & Co., Indianapolis, Ind., state that they make it a rule not to solicit or even take orders from catalogue houses. They have taken this stand in deference to the interest of the regular retailer. If retail dealers throughout Canada took note of the goods that are offered at cut prices by the catalogue houses and were loyal to the jobbers and manufacturers whose goods are not so advertised, a strong influence would be ever at work toward the preservation of fair prices for the regular retailers.

TRADE IN COUNTRIES OTHER THAN OUR OWN.

Iron Situation in the United States.

IT is still a waiting market, with the advantage generally in favor of the buyer. As long as specifications on existing contracts are good, the mills may be expected to be complacent while the market drifts. The test is yet to come. Meantime the United States Steel Corporation has canvassed the situation on its leading products, and in conjunction with other manufacturers of rails will probably make early announcement of the basis for 1904. Unless some unfavorable development not now in sight should intervene, the probabilities are that plates and structural material will remain at 1.60c. at Pittsburg mill for 1904 business. The effect of strikes in cutting off consumption cannot now be measured; but the disposition of workmen in many lines and districts to carry wages still farther upward when the wave of prosperity is manifestly reflowing, is certain to bring complications. Statistically the iron trade is still in a strong position. Pig iron production is at record figures, and all the iron made is entering into consumption, while the present month is expected to bring the end of the importations apart from straggling lots. Some furnaces are facing prices for iron that on the higher basis for ore and coke, as compared with their contracts in the early part of 1903, leave them less leeway, and if the downward movement goes much farther some of these will be out of the reckoning. Foundrymen do not appear ready to take hold, as yet, and the price fixed by Southern furnaces has not attracted buying.—Iron Trade Review, June 12.

United States Nail Market.

Wire Nails.—There is a fair quantity of nails being distributed on contract specifications and new orders, under the present condition of labor strikes in building trades. It is also the season when demand usually falls off. The market is firm and more free from irregularities owing to jobbers underselling the manufacturers. Quotations are as follows, f.o.b. Pittsburgh, 60 days, or 2 per cent. discount for cash in 10 days:

Jobbers, carload lots	$2 00
Retailers, carload lots	2 05
Retailers, less than carload lots	2 15

Cut Nails.—The output now is about equal to the demand, so that the difficulty of obtaining prompt shipments is practically over. The market is firm and quotations are as follows: $2.15, base, in carloads and $2.20 in less than carloads, f.o.b. Pittsburgh, plus freight in Tube Rate Book to point of destination; terms, 60 days, less 2 per cent. off in 10 days.—Iron Age, June 11.

United States Barbed Wire Market.

The bulk of demand appears to be about over for the season. Current orders are light, but specifications on contract orders are being received by the mills in fair volume. Quotations are as follows, f.o.b. Pittsburgh, 60 days, or 2 per cent. discount for cash in 10 days:

	Painted.	Galv
Jobbers, carload lots	$2 30	$2 60
Retailers, carload lots	2 35	2 65
Retailers, less than carload lots	2 45	2 75

—Iron Age, June 11.

Liverpool Tinplate Market.

The market during the past week has been very quiet. Of course, the holidays have interfered with business to a certain extent, but apart from this, the trade at present is in a very depressed state. A "stop week" is talked of, but unless all the mills close down, and we doubt if many of them can do so owing to existing contracts, it will not help matters very much. Values of most lines are again a shade lower on the week. Full weight Bessemer cokes in I C 14 by 20 have been booked at 11s. 9d. and 11s. 10½d. per box, f.o.b. Wales, and 12s. 3d. per box, f.o.b. Liverpool. Makers' quotations range as follows:—Bessemer cokes, I C 14 by 20, 112 sheets, 108 lb., 11s. 10½d. to 12s. 1½d. per box; Siemens Martin steel, 1½d. extra; 100 lb. substance at 1½d. to 3d.; 95 lb. at 3d. to 4½d.; 90 lb. at 4½d. to 6d. reduction.

Blackplates are in fair demand, and for this class of plate prices keep fairly steady. For ordinary specifications of pickled, cold rolled and annealed, 30 gauge, works quote £9 2s. 6d. to £9 5s. per ton, f.o.b. Welsh ports.

Terneplates have been sold as low as 22s. per box (I C 28 by 20, 112 sheets, 216 lb.). Some of the favorite brands, however, command more money. The inquiry is moderate, and a small trade is reported. Quotations at present stand:—I C 28 by 20, 22s. 3d., 22s. 6d., and upwards, f.o.b. Wales.—Iron and Coal Trades Review, June 5.

Pig Iron Position in Germany.

Advices from Germany say that the less favorable reports from the United States have created a certain amount of disquietude in the Rhenish Westphalian iron industry, and, as a consequence, the concluding week of May was characterized by a slight diminution in the general demand. In the case of pig iron business continues active, and the iron works are able to rely upon sufficient employment for several months to come, owing to the considerable quantity of work on hand as afforded by orders already on the books and those resulting from the increased inland demand. Too much emphasis, however, cannot be laid upon the fact that the further development of the pig iron market entirely depends upon the question as to whether America will continue to be receptive in the future, or whether a setback will take place.

The Pittsburg Metal Market.

Iron Trade Review, June 17, 1903.

THE striking feature of the iron and steel market is the great strength shown in the face of very light transactions in both raw and finished materials. Furnaces show no signs of being under pressure; offerings of crude steel are very light, and finished material is moving slowly, being affected by strikes in various sections. The pig iron market is still a waiting one, but indications for good business are more reassuring. Buying of steel-making pig continues to be of small lots for early shipment, and while this does not show a great deal of confidence in the future, it indicates that steel works are short of pig iron, so that the position is statistically very sound. In foundry iron there is a noteworthy increase in inquiries, and buying is likely to be resumed very shortly.

The arrangement between the leading sheet interest and the roofing and corrugating association is to be terminated next week at the instance of the former, because, as reported, it has worked a discrimination against other large buyers not included in the association. The agreement will be replaced by another which will take cognizance of the relative importance of the volume of business of different buyers.

There is phenomenal activity in the tin plate industry, the current production being much the heaviest on record, while tin plate for any delivery up to August commands a premium of from 15 to 25 cents a box, or $3 to $5 a ton. We find 299 tin mills in full operation, broken only by a shortage of steel here and there, the leading interest having every one of its mills in operation, and the independents also running wherever they get steel. The leading interest has five plants idle, but they are not regularly operative plants, being in some cases nearly dismantled. Not a single mill which it is ever expected to operate is now idle. The usual fall dullness will of course come, but only after the canning season is over. The canning season is the best for several years.

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

Montreal, June 19, 1903.

HARDWARE.

THERE has been a good volume of trade in general hardware during the week, and jobbers and shippers generally are now in better shape regarding their orders, though there is still something to be desired in regard to promptitude from the railways in the matter of forwarding shipments. There have been few changes in value during the week, about the only important one being an advance in certain descriptions of horseshoe nails, which are quoted higher below. Cotton rope has also made another advance. Other lines record no special change, but there is a fair quantity of galvanized wire moving, while cut and wire nails contribute business of noticeable volume. Horseshoes are fairly active and without change, while there is a fair inquiry experienced for rivets and burrs, bolts, screws, and similar material. Cordage is strongly held all round, and there is a good movement in building paper and cement.

LAWN MOWERS.—Do not furnish any feature. We quote: 10-in. wheel x 12-in. cutter, $7.50; by 14-in. cutter, $8.00; by 16-in. ditto, $8.50; by 18-in. ditto, $9.00; by 20-in. ditto, $10.00. Star, 9-inch wheel by 12-inch cutter, $5.50; by 14-inch do, $5.75; by 16-inch do, $6. Daisy, 8-inch wheel by 12-inch cutter, $4.90; by 14-inch do, $5.10; by 16-inch. do, $5.30. Philadelphia pattern, 7½-inch wheel by 10-inch cutter, $6; by 12-inch do, $6.50; by 14-inch do, $7; by 16-inch do, $7.50. Grass boxes are quoted as follows: 12-inch, $2.25; 14-inch, $2.25; 16-inch, $2.50; 18-inch, $2.50; 20-inch, $2.75. The discount on all the above is 50 per cent. off.

BARB WIRE.—Business is of smaller volume. We quote: $2.80 per 100 lb. f.o.b. Montreal, and $2.55 f.o.b. Cleveland. Carlots of 15 tons are quoted f.o.b. Cleveland at $2.45.

GALVANIZED WIRE.—There is a quiet trade noted. We quote as follows: No. 5, $3.70; No. 6, 7 and 8, $3.15; No. 9, $2.55; No. 10, $3.20; No. 11, $3.25; No. 12, $2.65; No. 13, $2.75; No. 14, $3.75. In carlots, f.o.b. Cleveland: No. 5, $2.20; Nos. 6, 7, 8 and 9, $2.15; No. 10, $2.20; No. 11, $2.25; No. 12, $2.30; No. 13, $2.40; No. 14, $2.50. In less than carlots, 12½c. per 100 lb. extra is charged.

SMOOTH STEEL WIRE.—The movement is restricted to small lots. We quote: Bright and annealed, $2.50 per 100 lb. f.o.b. Montreal, Toronto, Halifax, London, Hamilton and St. John. Net extras per 100 lb. are now as follows: Coppered wire, 60c.; tinned wire, $2; oiling, 10c.; spring wire, $1.25; best steel wire, 75c.; bright soft drawn, 15c.; special hay-baling wire, 30c.

FINE STEEL WIRE.—Without change. We quote: 25 per cent., with extras: 1 and 2-lb. hanks, 25c. per 100 lb.; ½-lb. hanks, 37½c. and ¼-lb. hanks, 50c.

BRASS AND COPPER WIRE.—Only a small business is noted with discounts 60 per cent.

PRESSED SPIKES.—A few small orders are coming in. Discount remains at 20 per cent. f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax.

FENCE STAPLES.—There is a moderate demand for these. We quote: $3 per 100-lb. keg for galvanized and $2.80 for bright, with 25c. extra for 25 and 50-lb. packages.

CUT NAILS.—New business is small, as buyers are not anxious. Prices remain at $2.45 per keg f.o.b. Montreal.

WIRE NAILS.—Trade is moderately active in these, with prices steady. We quote carlots at $2.40 and small lots at $2.45 per keg f.o.b. Gananoque, Montreal, London, Hamilton, Toronto, Brantford, Windsor, Ont., and St. John.

HORSE NAILS.—Are held somewhat firmer for certain descriptions, and there is a fair trade between first and second hands. We quote: "M" brand, "Oval" and "New City" heads, 55 per cent.; "Countersunk" heads, 57½ per cent.; "C" brand, 40, 10 and 7½ per cent. off; "Monarch," 50 and 7½ per cent., and "Peerless," 50 per cent.

HORSESHOES.—Furnish a fair trade. We quote: Iron shoes, light and medium pattern, No. 2 and larger, $3.65; No. 1 and smaller, $3.90; snow pattern, No. 2 and larger, $3.90; No. 1 and smaller, $4.15; X L steel shoes, new, light pattern, sizes 1 to 5, No. 2 and larger, $3.80; No. 1 and smaller, $4.05; featherweight, all sizes, 0 to 4, $5.35; toe weight, all sizes, 1 to 4, $6.60. Shoes, more than one size in a keg, 10c. per keg extra f.o.b. Montreal only.

RIVETS AND BURRS.—These are quiet and prices unchanged. Discounts are as follows: Best iron rivets, section carriage and wagon box, black rivets, tinned do., coopers' rivets and tinned swedes rivets, 60 and 10 per cent.; swedes iron burrs are quoted at 55 per cent. off; copper rivets, with the usual proportion of burrs, 45 per cent. off, and coppered iron rivets and burrs, in 5-lb. carton boxes are quoted at 60 and 10 per cent. off list.

BOLTS AND NUTS.—A fair jobbing demand is experienced. Discounts are as follows: Norway carriage bolts, 55 per cent.; common, 50; full square carriage bolts, 55 per cent.; machine bolts, 50, and 5; coach screws, 66 2-3; sleigh shoe bolts, 65 and 5 per cent.; blank bolts, 50 and 5; bolt ends, 50 and 5; plough bolts, 50 and 5; tire bolts, 67½ per cent.; stove bolts, 67½ per cent. Nuts, square, 3½c. per lb. off list; hexagon nuts, 3¾c. per lb. off list.

SCREWS.—Quiet business passing. Discounts are: Round head bright, 82½ per cent.; flat head bright, 87½ per cent.; brass, round head, 75 per cent.; brass, flat head, 80 per cent.

CORDAGE.—Cotton rope continues firm and other cordage is strongly held also. We quote: Pure manila, 14½c.; British pure manila, 12c.; sisal, 11½c.; double lathyarn, 11½c.; cotton rope, 16½c.; cotton twine, 17 and 20c. for 3 and 4 ply.

BUILDING PAPER.—There is a fair movement in this material. We quote as follows: Tarred felt, $1.85 per 100 lb.; 2-ply ready roofing, 90c. per roll; 3-ply, $1.15 per roll; carpet felt, $2.25 per 100 lb.; dry sheathing, 40c. per roll; tar sheathing, 50c. per roll; dry fibre, 55c. per roll; tarred fibre, 65c. per roll; O K and I X L, 70c. per roll; heavy straw and sheathing, $35 per ton; slaters' felt, 65c. per roll.

SHOT.—Still asked for in a sorting way. We quote: Ordinary drop shot, A.A.A. to dust, $6.50 per 100 lb.; chilled, Nos. 1 to 10, $7.00 per 100 lb.; buck and seal, $7.50 per 100 lb.; ball, $8 per 100 lb. Trade discount, 15 per cent. f.o.b. Montreal, Toronto, Hamilton, London, St. John, N.B., and Halifax.

FIREBRICK.—Firmly held. We quote: $16 to $22 per 1,000 for English and $17 to $22 for Scotch, as to brand.

CEMENT.—Still moving freely We quote: Canadian cement, $1.90 to $2.25; German, $2.25 to $2.40; English, $2.15 to $2.25; Belgian, $1.70 to $1.95 per bbl. ex-store, and American, $2.20 to $2.40 ex-cars.

METALS

a generally cautious attitude on the part of buyers, which position is largely based upon the unsettled feeling lately displayed at primary points in the States, especially in regard to pig iron. At the same time it may be as well to

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remark that makers do not worry over the fact, pointing out that buyers are as liable to lose as profit by holding off in view of the fact that iron from most reliable indications is being consumed as fast as it is being produced. In tin plate the situation in the States is a peculiar one, as, despite the heavy production there, they stand with a scarcity existing for spot and early deliveries of coke tin in spite of the fact that every available mill in the Pittsburg district is being run to its full capacity. In fact, many signs point to the condition that the turn has not yet been reached in the general iron situation. Cables from England and Wales do not record anything new in regard to Canada plate, tinplate or galvanized iron. In copper consumers are beginning to show an increased interest, and recent cables regarding the European situation have been firmer, which tends to make buyers more confident. The same can be said of spelter and also of pig tin, the shipments for the first half of June being much less than the bears estimated they would be, so that the metal has a distinctly stronger tendency for prompt and nearby delivery.

PIG IRON.—Foundrymen have been running on very low stocks, and it is not at all certain whether the policy will be as profitable as they expect it to be. Of late, some buyers have shown some desire to purchase from stocks in store here at quoted prices, but there is nothing doing in large way on forward account. We quote: Carron, No. 1, $21; do., No. 3, $19.75; Middlesboro', No. 3, $17.75; Ayersome, No. 1, $20; do., No. 3, $19.40.

BAR IRON.—There is no change. We quote as follows: Merchants' bar $2; horseshoe iron, $2.25 and forged iron, $2.30.

BLACK SHEETS.—These are going forward well with prices steady. We quote: 28 gauge, $2.45; 26 gauge, $2.40; 22 to 24 gauge, $2.35; 18 to 20 gauge, $2.30 and 8 to 10 gauge, $2.40.

GALVANIZED IRON.—A good movement is in progress. Quotations are: 28, Queen's Head, $4.40; Apollo, 10¾-oz., $4.30; Fleur-de-Lis, $4.15; Comet, $4; Bell brand, $4.05. In less than case lots, 25c. extra.

LEAD PIPE.—Without alteration with trade quiet. We quote 8c. for composition waste and 7c. for ordinary, with 30 per cent. discount.

IRON PIPE.—Remains the same. We quote as follows: Standard pipe, per 100 ft., in lengths under 19 ft.: Black, ¼, $2.40; ⅜, $2.65; ½, $2.85, ¾, $3.65; 1-in., $5.20; 1¼, $7.35; 1½, $8.95; 2-in., $12.55. Galvanized, ¼, $3.20; ⅜, $3.45; ½, $3.85; ¾, $5; 1-in., $7.20; 1¼, $10.05; 1½, $12.20; 2-in., 416.85. Extra heavy pipe,

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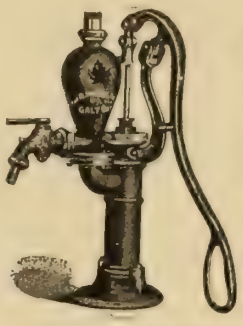

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plain ends, are quoted per 100 ft. as follows: Black, ½, $4.20; ¾, $5.25; 1-in., $7.55; 1¼, $10.55; 1½, $12.75; 2-in., $17.60. Galvanized, ½, $5.20; ¾, $6.65; 1-in., $9.55; 1¼, $13.25; 1½, $16; 2-in., $21.90. For threads and couplings on extra heavy 5 per cent. net is added. Trade discount, 5 to 7½ per cent.

TINPLATE.—There is nothing very special over the cable this week, and prices are held unchanged under a fair demand at $4.25 for charcoal and $4 for cokes, the latter figure having been shaded in some cases for round lots.

INGOT COPPER.—Strength is still the feature on outside markets in this metal, and values here rule strong at $15.50 to $15.75.

INGOT TIN.—This metal has exhibited a firmer tone since last report, but there has been no change in spot prices, which range from $33 to $33.25.

PIG LEAD.—Has ruled somewhat easier and the range is now quoted at $3.15 to $3.25.

STEEL.—In fair request. We quote: Mild, $2.05; sleighshoe, $2.10 to $2.20; tire, $2.15 to $2.25; spring, $2.85 to $3; reeled machinery, $2.75 to $3; toecalk, $2.60 to $2.75; machinery (iron finish), $2.10; mild steel, $2.05; square harrow, $2.50.

TOOL STEEL.—Remains unchanged. We quote: Black Diamond, 8 to 9c.; Sanderson's, 8 to 9c., according to the grade; Jessop's, 13c.; Leonard's, 7½c.; Jonas & Colver's, 10 to 20c.; "Air Hardening," 50 to 65c. per lb.

CANADA PLATE.—There is a good movement in these; prices steady. We quote: 52s, $2.60 to $2.70; 60s, $2.70 to $2.80; 75s, $2.80 to $2.85; full polished, $3.75 and galvanized, $4.25 to $4.35; galvanized, 60s, $4.15 to $4.55.

TERNE PLATE.—Continues unchanged at $7.25.

COIL CHAIN.—As last reported. We quote: No. 6, 10c.; No. 5, 9c.; No. 4, 8½c.; No. 3, 7c.; ¼-in., 6½c.; 5-16-in., $4.90; ⅜-in., $4.20; 7-16-in., $1; ½-in., $3.90; 9-16-in., $3.75; ⅝-in., $3.60; ¾-in., $3.50; ⅞-in., $3.45, and 1-in., $3.40, with 10c. allowance on carlots.

SOLDER.—Steady as last quoted at 20c. for bar and 19c. for wire.

ZINC SPELTER.—Firm in tone at $6.25 to $6.50.

SHEET ZINC.—Remains as last quoted at $6.75 to $7 as to gauge.

SCRAP METALS.

The tendency has been heavier on some lines of iron, but on others prices are unchanged. We quote: Heavy copper and wire, 10c. per lb.; light copper, 9c.; heavy red brass, 10c.; heavy yellow, 8½c.; light brass, 5c.; lead, 2 to 2¼c.; zinc, 2½ to 2¾c.; iron, No. 1 wrought, $16 to $16.50; No. 2, $7.50 per ton; machinery scrap, $16 to $16.50; stove plate, $13; malleable and steel, $6; mixed country rags, 60 to 70c. per 100 lb.; old rubbers, 6¼ to 6¾c. per lb.

RAW FURS.

Cables from London quote mink, lynx and otter 5 to 10 per cent. lower. Prospects in raw furs are for other declines, although the declines will not be large. Spring muskrats have now about ceased to arrive. A number of changes will be noticed in our quotations this week. We quote:

		Large	Medi m	Small	Kitts	Fall Beave $2.00 to $2.50 per pound.		Spring Beav $3.00 to $3.25 per pound.	
BEAVER	Labrador and choice Eastern	$6.00	$5.00	$2.75	$1-1.50				
"	Territory Rocky Mountains and Western								
	Strictly Prime, or, No 1	6.00	4.00	2.00	.50-.75				
	Partly Prime, or, No 2	4.00	3.00	2.00	.50				
	Unprime, or, No. 3	3.00	2.00	.75	.40				
	Flat, weak, or poor, or, No. 4	2.50	.50	.25	.25				
		Large	Medi'm	Small	2	3	4	Cubs.	Yearl's
BEAR	Black Choice only	15.00	10.00	7.50	6.00	3.00	.50	$2.00 to $8.00	
"	Brown "	12.00	7.00	5.00	....	......	......	1.00 to 5.00	
		1	2	3	4				
BADGER	Of all sections	.50	.25	.10	.05				
		Dark	Brown	Pale	2	3	4		
FISHER	Eastern and far North Eastern	6.50	5.00	5.00	3.00	1.75	.50		
	Territory and Western	6.50	5.00	3.50	2.00	1.00	.50		
		Large	Small	2	3	4			
FOX	Red North Eastern and similar fine bright red kinds	4.00	2.75	1.25	.75	.20			
"	Territory and Western	4.00	2.75	1.40	.50	.20			
		Dark	Fair	Pale	2	3	4		
"	Cross Value principally as to beauty, also size & richness	10.00	7.00	4.00	2.50	1.50	.50		
"	Silver Eastern and far Northern	75.00	50.00	25.00	20.00	9.00	4.50		
"	Pacific Coast, Territory and Western	50.00-60	35.00	20.00	15.00	5.00	2.50		
		Large	Medi m	Small	2	3			
LYNX	Far North Eastern	4.00-8.00	6.00	4 to 5.00	2 to 4.00	1.00	.25		
"	Territory and Western	4.00-8.00	6.00	4 to 5.00	2.00	.60	.20		
		Dark	Brown	Pale	2	3	4		
MARTEN	British Columbia, Northern Pacific and similar	7.00	5.00	3.50	1.75 to 2.50	1.00	.25		
"	Territory and Western	7.00	2.25	1.50	1.00	.60	.20		
"	Quebec and Ontario	3.00-3.50	2.25 3.00	2 to 2.25	1.00	.50	.25		
		Large	Medi m	Small	2 Large	2 Small	3		
MINK	Halifax, far North-Eastern and choice	4.00	3.25	2.50	2.25	1.50	.40	.25	
"	Territory and Western	1.50-2.00	1.50	1.00	.75		.25	.15-25	
		Spring	Winter	Fall	Kitts				
MUSKRAT	Eastern, best large	[illegible]	10 to 13	8 to 10	2 to 5				
"	Territory and Western	[illegible]	5 to 10	07	2 to 4				
		Large	Small	2	3	4		Cubs	
OTTER	Labrador and far North-Eastern	$10	7.00-10	10.00-12	2.50-5	2 to 4.00		$1.00 to $2.00	
"	Territory and Western	4.00	4.50	3.50 to 5	2.25	.50		.25 to .50	
		Large	Small	2	3	4			
RACOON		.75-1.25	.60-.75	.33-.50	.25	.15			
"	Black Value according to darkness, size and beauty	2.25	2.00	1.00	.50	.25			
		Black	Sh'rt St	Long St	White				
SKUNK		.75-1.25	.75	.40-.50	.05-.15	....			
		Dark	Brown	Pale	2	3	4		
WOLVERINE	Value according to darkness, size and beauty	5.00	4.00	2.50	1.50	.75	.25		
CASTOREUM		$5.00 to $6.00 per pound.							

ONTARIO MARKETS.

Toronto, June 19, 1903.

HARDWARE.

IN spite of the healthy commercial conditions prevailing, the market has been to some degree affected by the financial crisis of the past few weeks. It is clear, however, that the feeling of hesitation, almost pessimism, that resulted from these conditions, has been to a large degree cleared away, and the more the situation is examined the more satisfactory the verdict. The consumption of practically every line has been so much in excess of expectations, that manufacturers of such lines as spades and shovels, cheap locks and knobs, hinges of all kinds, some lines of churns, washing machines, some sizes of screws, bolts, nuts and washers and other staple goods have been and are unable to fill orders promptly. Manufacturers of bolts are refusing orders for some sizes of bolts for delivery within six weeks. The same conditions seem to prevail in both the United States and Great Britain—the two countries which most closely affect Canada. The fact seems to be that manufacturers have not had the confidence in the season that events have proved they might well have had. It seems, moreover, from the metal market reports, that a similar hesitation and lack of confidence seem to prevail at the moment. Manufacturers are now buying their raw material from hand to mouth, thus running the risk of another shortage of supplies, such as they complained of early this year. In short, the market conditions seem to warrant a greater feeling of confidence than apparently exists. The tendency of prices is still upwards. Horse nails have advanced; countersunk discounts now being 57½ per cent. Other lines show no change.

BARB WIRE.—Some orders are still coming in. The base price is $2.55 from Cleveland and 10c. less in carlots. From stock, Toronto, $2.80.

GALVANIZED WIRE.—There is a fair movement; prices same. We quote as follows: Nos. 6, 7 and 8, $3.15 to $3.35 per 100 lb.; No. 9, $2.50; No. 10, $3.20 to $3.40; No. 11, $3.25 to $3.45; No. 12, $2.65; No. 13, $2.75; No. 14, $3.75 to $3.95; No. 15, $4.30; No. 16, $4.55. Nos. 6 to 9 base from Cleveland are quoted at $2.27½ in less than carlots and at $2.15 in carlots.

SMOOTH STEEL WIRE.—A fair trade is doing. The base price is $2.50 per 100 lb. Oiling 10c.; coppering 60c.; and tinning, $2 per 100 lb. extra. Shipping points, Toronto, Hamilton, London and Montreal, with freights equalized on those points.

COIL SPRING WIRE.—A moderate business is still reported. Prices firm. We quote as follows: No. 9, $2.75; No.

11, $3.40; No. 12, $2.95. Freight up to 25c. per 100 lb. allowed on 500 lb. or over. Carlots of 15 tons, 5c. less, with freight up to 20c. allowed.

WIRE NAILS. A good demand is noted; deliveries more liberal. We quote: Carlots, $2.40 and small lots, $2.45 per keg f.o.b. Gananoque, Montreal, London, Hamilton, Toronto, Brantford, Windsor, Ont., and St. John.

CUT NAILS.—An excellent demand keeps up at $2.50 per keg f.o.b. Toronto.

HORSE NAILS.—The market is decidedly strong. The discount on "Countersunk" head is reduced to 57½ per cent. We quote as follows: "C" brand, oval head, 40 and 10 and 7½ per cent.; on "Monarch," 60 per cent., and "Countersunk" head, 57½ per cent.; on "Peerless," 45 and 7½ per cent.

HORSESHOES.—Steady trade reported. We quote, f.o.b. Toronto: Iron shoes, No. 2 and larger, $3.80; No. 1 and smaller, $4.05. Steel, new light shoes, No. 2 and larger, $3.95; No. 1 and smaller, $4.20. Snow shoes, No. 2 and larger, $4.05; No. 1 and lighter, $4.30. If shipped from factory, 10 to 15c. less.

SCREWS.—There is still a scarcity. A good demand is reported. We quote: Flat head bright, 87½ per cent. discount; round head bright, 82½ per cent.; flat head brass, 80 per cent.; round head brass, 75 per cent.; round head bronze, 70 per cent.; flat head bronze, 75 per cent.

RIVETS AND BURRS.—In steady demand. We quote: Iron rivets, 60 and 10 per cent. discount; iron burrs, 55, per cent.; copper rivets, with usual proportion of burrs, 45 per cent

BOLTS AND NUTS.—The shortage has become so acute that at least two of the strongest mills are refusing orders for delivery within six weeks. We quote as follows: Carriage bolts, common ($1 list), 50 and 10 per cent.; carriage bolts, full square ($2.40 list), 55 and 10 per cent.; carriage bolts, Norway iron, ($3 list), 55 and 10 per cent.; machine bolts, all sizes, 50, 5 and 10 per cent.; coach screws, cone points, 66 2-3 and 10 per cent.

BINDER TWINE.—The market is stiff, with a good demand. Quotations are: 650 ft., 13c.; 600 ft., 12c.; 550 ft., 11¼c.; 500 ft., 10½c.

CORDAGE.—An active trade in rope, especially for hay forks. We quote: Pure manila, 14½c.; British pure manila, 12c.; sisal, 11½c.; double lathyarn, 11½c.; single lathyarn, 11c.; double shingleyarn, 11½c.; single shingleyarn, 11c.; sashcord, 25 to 30c.

LAWN MOWERS.—Trade about done, but some orders still coming in. We quote: Woodyatt, 12-in., $7.50; 14-in., $8; 16-in., $8.50; 18-in., $9; 20-in., $10; Star, 12-in., $5.50; 14-in., $5.75; 16-in., $6; Daisy, 12-in., $4.90; 14-in., $5.10; 16-in., $5.30; Ontario, 12-in., $11.25; 14-in., $15.80; 16-in., $16.80; 18-in., $18.90; 20-in., $20.50; Philadelphia, 12-in., $6.50; 14-in., $7; 16-in., $7.50. Discount, 40 and 10 to 50 per cent.

SOIL PIPE AND FITTINGS. — A steady demand keeps up. Prices are unchanged, discounts being as follows: Light soil pipe, 45 and 5 per cent.; light soil pipe fittings, 50 and 5 per cent.; medium and extra heavy pipe and fittings, 55 and 5 per cent.; 7 and 8 in. pipe, 40 and 5 per cent.

BRASS GOODS. All lines in excellent demand. Discounts unaltered.

BUILDING PAPER.—A steady trade is doing at the advance. We quote as follows: Tarred felt, $1.85 per 100 lb.; 2-ply ready roofing, 95c. per roll; 3-ply, $1.20 per roll; carpet felt, $2.30 per 100 lb.; dry sheathing, 40c. per roll; tar sheathing, 50c. per roll; dry fibre, 50c. per roll; tarred fibre, 65c. per roll, O K and I X L, 70c. per roll, heavy straw and sheathing, $35 per ton; slaters' felt, 65c. per roll.

SCREEN DOORS.—A fair sorting trade is reported. We quote as follows: Screen doors, common, 2 or 3 panel, walnut stained, 4-in. style, $6.80; stained, yellow or green, $7; in natural colors, oil finish, $8.15; 3-inch style, 20c. per dozen less.

PLUMBING FIXTURES.—The demand keeps active, and some lines of earthenware stocks are light. Prices are steady.

RUBBER HOSE. — A shortage is threatened, so the advance is maintained. Lawn standard is now quoted at 5½c. per ft. for ½-in. and 6½c. per ft. for ¾-in.

FORK HANDLES.—There is a brisk business at the new discount, 50 per cent.

PRESSED SPIKES.—A fair trade is doing at the new prices. We quote per cwt. as follows: ¼-in. x 4, 4½-in., $4.75; 5-16-in. x 5, 6-in., $4.50; ⅜-in. x 6, 7, 8-in., $4.25; 7-16-in. x 7, 8-in., $4.10; ½-in. x 9, 10, 12-in., $3.90. The discount is 20 per cent.

TINWARE AND ENAMELWARE.—The demand keeps up excellently, all lines being in demand.

MILK CAN TRIMMINGS.—An excellent trade continues. Prices are unchanged.

CEMENT.—The demand continues active, absorbing all offerings, both of foreign and domestic production. A big demand is noted. We quote in carlots, Toronto, as follows: Canadian Portland, $2.50; German, $2.40 to $2.50; English, $2.30 to $2.50; hydraulic, $1.50. Small quantities are 15 to 25c. higher.

METALS.

The volume of trade being put through at the moment is unprecedented, but there seems to be a disposition on the part of many buyers to hold off in plac

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Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:

JOHN FORMAN, 644 Craig Street

MONTREAL

COVERT MFG. CO.

West Troy, N.Y

Auto Screw Jack

Harness Snaps, Chain, Rope and Web Goods, etc.

FOR SALE BY JOBBERS AT MFRS. PRICE

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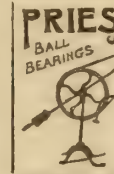
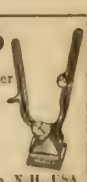


Largest Variety. Toilet, Hand, Electric Power

ARE THE BEST.

Highest Quality Grooming and Sheep-Shearing Machines.

WE MAKE THEM.



SEND FOR CATALOGUE TO

American Shearer Mfg. Co., Nashua, N.H., U.S.A.

Oneida Community Goods

HALTERS, COW TIES, SNAPS, etc., etc.,

in all sizes and styles. May be had of all jobbers throughout Canada.

Factory—NIAGARA FALLS, ONT

NEWMAN'S PATENT

INVINCIBLE FLOOR SPRINGS

Combine all the qualities desirable in a Door Closer. They work silently and effectually, and never get out of order. In use in many of the public buildings throughout Great Britain and the Colonies.

MADE SOLELY BY

W. NEWMAN & SONS, Birmingham.

?

You will be asked for Dundas Axes next fall. Are you preparing to meet the inquiry by being able to show the goods?

Dundas Axe Works, Dundas, Ont.

W. L. Hahlmann, Jr., Eastern Agent, Montreal

The demand is enormous for

"Kearney & Foot"

—AND—

"Globe" Brand

RASPS

Full Weight, Elastic Teeth. Highly Tempered.

PRONOUNCED BY EXPERTS TO BE THE BEST.

For sale everywhere. Ask your Merchant for the "Kearney & Foot" or "Globe" Brand Horse Rasp.

WALTER GROSE, Selling Agent, Montreal.

Nicholson File Co.,
DOMINION WORKS, PORT HOPE, CANADA.

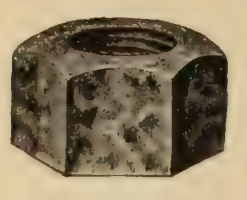
ing their orders for the last half of the year. Labor troubles have, by stopping several Toronto works, led to an accumulation of stocks in some lines, notably pig iron. Canadian smelters are consequently making concessions to bring buyers into the market. They are holding off, however, and some authorities claim that when they start buying there will be a rush, that there may even be trouble in meeting all requirements. However, at the moment prices are easy at 50c less than last week. At the same time prices have dropped 50c at Pittsburg. Copper and tin have strengthened during the week; lead is easier. Locally prices are unchanged except in iron.

PIG IRON.—Notwithstanding a strong statistical position and the knowledge that many buyers have not yet placed their orders for the last half of the year, the market is easy, both locally and in the United States. English prices seem to remain steady. A big business is doing for immediate requirements. We quote f.o.b. Toronto, Hamilton and Midland No. 1, $22; Sydney No. 1, $20; No. 1 Jarrow, $21; No. 2 Summerlee, $25.

BAR IRON.—Importations have been large and prices are being shaded somewhat, though no change is quoted. The base price is now $2. For extras, cut to length while rolling: 2 ft. and over, 10c. per 100 lb.; 1 ft. and under 2 ft., 15c.; under 1 ft., 20c.; over 20 ft., by special agreement, according to length and size.

STEEL BOILER PLATES.—A steady trade is doing with the base price still $1.96 f.o.b. Toronto.

TOOL STEEL.—A big business is doing with prices firm: "B C" and "Black Diamond," 10 to 11c.; Jessop's, Morton's and Firth's, 14c.; Jonas & Colver's, 10 to 20c.; ditto, "Air Hardening," 70c. per lb.; Chas. Leonard's, 8 to 9c.; Park's "Silver," 12 to 14c.; Park's "Special," 15 to 20c.



THE JOHN MORROW MACHINE SCREW COMPANY, Limited

Manufacturers of

Set and Cap Screws, Special Milled Work, Engine Studs, Etc. Cold Punched Nuts of every variety of finish.

INGERSOLL, ONT.

NEW LIGHT STEEL RAILS ALL WEIGHTS, ALL SECTIONS

We offer for immediate shipment from stock, all sections from 12 up to 56 pounds to the yard with fastenings. CORRESPONDENCE SOLICITED.

Sessenwein Bros., 103 Shannon St., Montreal.

Linseed Oils, Turpentine

and all other heavy or non-lubricating oils are handled easily and without waste of oil, time and labor, by the

BOWSER

SELF-MEASURING
FOUR-MEASURE

Oil Outfit

FIRST FLOOR OUTFIT

We guarantee them not to "gum up" and to save their cost in less than one year. They keep on saving, too. That's why you should buy. Write to-day for Catalog "A." It's free.

S. F. BOWSER & CO.

FORT WAYNE, IND.

TORONTO OFFICE: 65 Front St. East.

MACHINERY STEEL.—The activity continues, with prices firm at $2 to $2.05 f.o.b. Toronto.

COKE.—In good demand. Quotations range from $6.75 to $7.15 for 72-hr., and $5.50 for 48-hr. furnace coke, f.o.b. Toronto.

BLACK SHEETS.—Still in good demand. We quote: Common, $3.15 for 28 gauge and dead flat, $3.50 for 26 gauge.

CANADA PLATES.—Buying is more liberal and prices are well maintained. Import orders are coming forward freely. Prices are steady. We quote as follows: All dull, $2.90 to $3; half polished, $2.85 to $3.10 and all-bright, $3.75 to $3.85.

GALVANIZED SHEETS.—An excellent demand continues, though strikes are, no doubt, affecting this line locally. Prices are steady and unchanged throughout. We quote as follows: Queen's Head, $4.50 for 28 gauge; American, $4.40 for 24 gauge; Bell brand, $4.30 for 28 gauge; Gordon Crown, $4.50 for 28 gauge.

TIN.—There is still fluctuation, but the market is stronger owing to the strong statistical position. We quote $33 to $33.25.

TINPLATES.—Unchanged in both price and demand. We quote as follows: Charcoals, $4.75 to $5 and cokes, $4.25 to $4.50 per box.

COPPER.—The outside market continues to strengthen, but no change is noted locally. A good business is being done in both ingot and sheet. We quote as follows: Ingot copper, $15, and sheet copper, $21 to $22 per 100 lb.

BRASS.—Unchanged in price and in good demand. Discount, 10 per cent.

LEAD.—An active trade is reported. Outside markets are slightly easier. We quote: $3.50 per 100 lb. for pig lead and $3.75 for bar lead.

IRON PIPE.—An excellent trade continues, with prices steady. Our quotations are as follows: Per 100 ft.: Black pipe, ⅛-in., $3.15; ¼-in., $2.40; ⅜-in., $2.65; ½-in., $2.85; ¾-in., $3.65; 1-in., $5.25; 1¼-in., $7.35; 1½-in., $8.95; 2-in., $12.55; 2½-in., $20; 3-in., $23; 3½-in., $30; 4-in., $36.

ZINC SPELTER.—Outside markets are stiffening, but no change is reported locally. Prices are steady at 6¼ to 6½c per lb.

ZINC SHEETS.—We quote base price as follows: Cask lots, $6.75 to $7, and part casks, $7 to $7.25.

SOLDER.—In good demand. Prices are unchanged. Guaranteed half-and-half is quoted at 18 to 19c., and wiping 17 to 18c.

OLD MATERIAL.

This market is in very much the same condition as last week. The demand is fair. Prices remain firm at last week's quotations. We quote as follows: Heavy copper and wire, 11½c per lb.; light copper, 10c per lb.; heavy red brass 10½c per lb.; heavy yellow brass, 8½c per lb.; light brass, 6c; lead, 2½c; scrap zinc, 3¼c; iron, No. 1 wrought, $14 per net ton; No. 2 wrought, $5; machinery cast scrap, $16; stove plate, $11; malleable and steel, $7; old rubbers, 6¼c per lb., and country mixed rags, 50c per 100 lb.

THE POPULAR GOODS FOR PROGRESSIVE PEOPLE

SUITED TO ALL CLASSES OF BUILDINGS—NOT TO BE EQUALLED FOR PRACTICAL MERIT AND ENDURING RELIABILITY.

Our Metallic Ceilings and Walls

Give the acme of satisfaction at moderate cost.

They please the most aesthetic as well as practical tastes.

Artistically beautiful, almost indestructible, sanitary, easily applied, with countless designs to select among.

THERE'S BIG BUSINESS FOR YOU IN HANDLING THESE GOODS.

Metallic Roofing Co., Limited

TORONTO MONTREAL WINNIPEG

HIDES, SKINS AND WOOL.

Hides, Skins and Wool. ££lblblblb

There is no change in the market this week; prices are firm at last week's quotations. The hide market is fairly active. The calfskin market is quiet. The wool season is coming in, and an active market is expected. We quote:

HIDES.—No. 1 green, 8c.; No. 2 green, 7c. per lb.; No. 1 green, steers, 8½c.; No. 2 green, steers, 7½c. per lb.; cured, per lb., 8 to 8½c.

CALFSKINS.—Veal skins, No. 1, 6 to 14 lb. inclusive, 9c.; No. 2, 7c.; No. 1, 15 to 20 lb. inclusive, 8c.; No. 2, 6c. Deacons (dairies), each, 60 to 70c.; sheepskins, 40c. to $1.10.

WOOL.—Unwashed wool, per lb., 8 to 9c.; fleece wool, 14½ to 15½c.; pulled wools, super, per lb., 15c.; extra, 18c.

TALLOW.—We quote 5 to 5¼c. per lb.

PETROLEUM.

There is no change in the petroleum situation. The market is very quiet. Prices are unchanged. We quote: Lily White, Canadian, 18c. in bbls.; Silver Light, American, 19½c. in bbls.; Crystal Spray, water white, American, 21c. in bbls.; Pennoline, best American imported, 22c. in bbls. In bulk, 2c. less.

MANITOBA MARKETS.

WINNIPEG, June 15.

TRADE in all lines continues steady and active, but no change in price is reported for the week. The lines mainly in demand at present are building, hardware and structural iron of all kinds. We quote:

Barbed wire, 100 lb.		$3 25
Plain galvanized	6 to 8	3 25
"	9	2 90
"	10	3 50
"	12	3 10
"	13	3 20
"	14	3 90
"	15	4 45
"	16	4 60
Barbed wire, 100 lb.		$3 25
Plain twist		3 25
Staples		3 65
Oiled annealed wire	10	3 42
"	11	3 48
"	12	3 56
"	13	3 66
"	14	3 76
"	15	3 91

Annealed wires (unoiled) 10c. less.

Horsenails, 40 per cent. discount.

Horseshoes, iron, No. 0 to No 1	4 75
No. 2 and larger	4 45
Snow shoes, No. 0 to No. 1	4 60
No. 2 and larger	4 45
Steel, No. 0 to No. 1	4 45
No. 2 and larger	4 20

Cut Nails—		Wire Nails—	
2d 1 in.	$4 10	1 in.	$4 25
3d Fin. 1⅛ in.	4 10	1⅛ in.	4 20
3d 1¼ in.	3 75	1¼ "	3 80
4d 1½ in.	3 50	1½ "	3 60
5d 1¾ in.	3 50	1¾ "	3 60
6d 2 in.	3 40	2 "	3 50
8d 2½ in.	3 25	2½ "	3 35
10d 3 in.	3 20	3 "	3 30
20d 4 in.	3 15	3½ "	3 25
30d 4½ in.	3 10	4 "	3 20
40d 5 in.	3 10	4½ "	3 20
50d 5½ in.	3 10	5 "	3 20
60d 6 in.	3 10	5½ "	3 20
		6 "	3 20

Bar iron, $2.70 basis.

Swedish iron, $4.75 basis

Sleigh shoe steel	2 85
Spring steel	3 25
Machinery steel	3 50

Tool steel, Black Diamond, 100 lb	8 50
Jessop	13 00
Sheet iron, black, 10 to 16 gauge, 100 lb.	3 50
18 to 22 gauge	3 75
24 gauge	3 90
26 gauge	4 00
28 gauge	4 10
Galvanized Iron Apollo 16 gauge	4 00
18 and 20 gauge	4 00
22 and 24 gauge	4 25
26 gauge	4 25
28 gauge	4 50
30 gauge or 10¾ oz	4 75
Extra sheets, 36 in. wide an advance of 25 p.c. per 100 lb.	
Queen's Head 24 gauge	4 25
26 gauge	4 50
28 "	4 75
Extra sheets, 30-in. wide, an advance of 25 p.c. per 100 lb.	
Genuine Russian, per lb	11
Imitation " "	07 to 08
Tinned, 24 gauge, 100 lb	8 00
26 gauge	8 50
Tinplate, IC charcoal, 20 x 28, box	10 00
" IX "	12 00
" IXX "	14 00
Ingot tin	35
Canada plate, 18 x 21, 18 x 24 and 20 x 28.	3 25
Canada plate, full polished	4 00
Sheet zinc, cask lots, 100 lb	7 50
Broken lots	8 00
Pig lead, 100 lb	5 50
Black iron pipe, ⅛ inch	3 30
" ¼ "	3 30
" ⅜ "	3 40
" ½ "	3 75
Black iron pipe, ¾ inch	4 30
" 1 "	6 25
" 1¼ "	8 75
" 1½ "	10 50
" 2 "	14 50
Rope, sisal, 7-16 and larger, basis	$12 25
Manila, 7-16 and larger, basis	15 25
Lathyarn	11 75
Solder	20
Axes, chopping	$ 6 75 to 12 00
" double bitts	12 00 to 18 00
Bluestone	5 75
Screws, flat head, iron, bright	85 and 10 p.c.
Round " "	80 p.c.
Flat " brass	75 and 10 p.c.
Round " "	70 and 10 p.m.
Coach	65 p.c.
Bolts, carriage	50 p.c.
Machine	50 and 5 p.c.
Tire	60 and 5 p.c.
Sleigh shoe	65 p.c.
Plough	50 p.c.
Flat head stove	60 and 5 p.c.
Round head	60 and 5 p.c.
Elevator	60 p.c.
Rivets, iron	50 and 10 p.c.
Copper, No. 8	32
" No. 12	36
Coil chain, 3-16 inch	10½
" ¼ inch	8¼
" 5-16 inch	5½
" ⅜ inch	5¼
" 7-16 inch	5
" ½ to ¾ inch	4¾
Spades and shovels	40 and 5 p.c.
Harvest tools	60 p.c.
Axe handles, turned, s. g. hickory, doz.	$2 50
No. 1	1 50
No. 2	1 25
Octagon extra	1 75
No. 1	1 25

Files common	70, and 10 p.c.
Diamond	60
Ammunition, cartridges, Dominion R.F.	50 p.c.
Dominion, C.F., pistol	30 p.c.
" military	15 p.c.
American R.F.	30 p.c.
C.F. pistol	5 p.c.
C.F. military	10 p.c. advance.
Loaded shells:	
Eley's soft, 12 gauge black	16 50
chilled, 12 gauge	18 00
soft, 10 gauge	21 00
chilled, 10 gauge	23 00
Shot, Ordinary, per 100 lb	6 20
Chilled	6 60
Powder, F.F., keg	4 75
F.F.G.	5 00
Tinware, pressed, retinned.	70 and 10 p.c.
" " plain	75 and 2½ p.c.
" pieced	
Japanned ware	37½ p.c.
Enamelled ware, white	45 p.c.
" Famous	50 anp 10 p.c.
" Imperial	50 end 10 d.c.
Green Wire Cloth	1 50

PETROLEUM.

Water white American	26½c.
Prime white American	24½c.
Water white Canadian	24c.
Prime white Canadian	22½c.

SCRAP.

No. 1 cast iron	$16 per ton.
No. 2 "	8 "
Wrought iron scrap	5 "
Copper (heavy)	7c. per lb.
Yellow brass (heavy)	7½c.
Light brass	5c. to 6c. "
Lead pipe, or tea lead	2c. to 2½c. "
Zinc scrap	1c. "

PAINTS, OILS AND GLASS.

Turpentine, pure, in barrels	$ 0 84
Less than barrel lots	0 86
Linseed oil, raw	66
Boiled	69
Lubricating oils, Eldorado castor	28½
Eldorado engine	27½
Atlantic red	33½
Renown engine	42
Black oil	19½ to 21½
Cylinder oil (according to grade)	55 to 74
Harness oil	56
Neatsfoot oil	1 00
Steam refined oil	85
Sperm oil	2 00
Pure castor oil, first pressure	10
Lubricating	10

BINDER TWINE.

Jute, per lb	$0 10¼
Sisal, per lb	0 11
Standard, per lb.	0 11
Manila, per lb., 550 ft	0 12
Manila, per lb., 600 ft	0 12½
Manila (pure), per lb	0 13½

F.O.B. Chicago; discount ⅛c. on 5-ton lots and ¼c. on car lots.

PARIS GREEN IN NEW YORK.

Weather conditions have not been conducive to an increased demand. This state of affairs has continued for some weeks, and has obviated the necessity of duplicate orders. Manufacturers are now filling contract orders as specifications are received. In the absence of demand former quotations fairly represent the market, as follows:

Less than 1 ton.	Per lb.
Arsenic kegs or casks	13½c.
Kegs, 100 to 175 pounds	14c.
Kits, 14, 28, 56 pounds	15c.
Paper boxes, 2 to 5 pounds	15c.
Paper boxes, 1 pound	15½c.
Paper boxes, ½ pound	16c.
Paper boxes, ¼ pound	17c.

One to 5 tons, 1c. per pound less; 5 tons and over, 1½c per pound less.

—Iron Age, June 11.

WANT ASH AND HICKORY HANDLES.

EDITOR HARDWARE AND METAL,—

We would like to learn the names of the principal manufacturers of ash and hickory handles, for export to all parts of the world. We have labored under the impression that Canada is not largely wooded with hickory and ash. What can you tell us about it? What also is the quality of Canadian timber. Should think it would be tough and heavy, being grown in cold climate.

SURPLESS, DANN & CO.

New York, June 10, 1903.

Remarks:—Four of the largest manufacturers of ash and hickory handles in Canada are Cameron & Dunn, Strathroy; J. H. Still & Co., St. Thomas; W. C. Crawford, Tilbury; The Columbia Handle Co., London. The bulk of their product, we understand, is used for domestic consumption, yet there is a considerable export, Canadian handles bearing an excellent reputation on account of their superior quality.—Ed. HARDWARE AND METAL.

NEW TIN PLATE CLEANSER.

SUPERINTENDENT A. J. MASKREY, of the Laughlin tin plant, has just been granted a patent upon a new appliance that will do away with the brander in the tin house, says The American Manufacturer. The brander, or, as it is more commonly known, the cleaner, is a great cause for annoyance as a result of the large amount of dust it raises, thereby producing a very unsanitary condition that has much to do with the scarcity of tinners. Mr. Maskrey goes about the matter in an entirely different manner, cleaning the plates as they come from the tinning pot and producing no dust. In place of a dry process he uses the opposite. As the plates come from the tinning pot they pass through a box arrangement containing a set of disc rolls, around which circulates a stream of water, which is in reality a soapy solution. This is heated to 180 degrees and plays upon both sides of the plate. This completely eats away the grease and the dirt. The sheets next pass through a pair of gum rolls and over a natural gas burner, which thoroughly dries them.

By this process there is resulting no plates with bad corners or edges, which will mean a big saving in a year's time. The next few weeks will probably see one of the machines attached to one of the pots in the Laughlin tin house and a practical test given the apparatus.

JOHN MILLEN & SONS

MONTREAL & TORONTO

KEYS

SPECIAL JUNE OFFER

No. 1 Assortment, 3 Gross, put up in neat wooden box, $5.35, express prepaid to any point in Canada for orders received before June 30th.

Heretofore, many Hardware Merchants have been disinclined to handle Keys, owing to the difficulty of obtaining the proper assortment of lines. To meet this need we are placing our No. 1 assortment on the market.

This assortment contains three gross of the leading patterns of Rim, Mortise, Till, Chest, Cabinet, Trunk and Wardrobe Keys, all of which will be found ready sellers.

Our price is ridiculously low, only $5.35 per box, or less than 1¼c. per key, and, as the average selling price would be 10c. or more, the profits are large, and the cost of the entire investment would be met by the sale of fifty keys.

Your stock can be replenished from time to time as required, and keys can easily be made your most PROFITABLE side line. Send a postal request for our complete 1903 catalogue, 262 pages and over 1,200 illustrations.

INDUSTRIAL GOSSIP

THE Delta Upsilon Chapter House, Limited, have been incorporated with $15,000 capital to acquire and maintain a residence and library for its members. The directors are, R. J. Younge, R. V. Le Sueur, G. W. Ballard, H. E. Dupuis, and S. P. Biggs.

* * *

The Phoenix Bridge Company, of Phoenixville, Que., have 200 men at work on the construction of the large bridge over the St. Lawrence at Quebec. Mr. Dean, the chief engineer, has stated that the company would, in order to complete the work, be compelled to expend fully a million dollars themselves in building a special workshop and in making other preparations.

* * *

The People's Heat, Light & Power Company, Fredericton, N.B., have secured power to acquire the franchises of similar companies doing business in New Brunswick. The only company named as likely to be acquired, is The Fredericton Gas Light Company. The New Brunswick Legislature, Public Works Department, is calling for tenders for a line of steel bridge at Buctouche, N.B.

* * *

John McKay, Sault Ste. Marie, Ont., has organized the Hermina Mining Co., Limited, and is applying to the Ontario Government for a charter, the intention being to seek copper in Ontario. Mr. McKay maintains there is a great future for copper mining in Ontario. The Osborne-Gates strike in Hutton township has, he states, been a great advertisement for Canada.

* * *

The Standard Drain Pipe Co., Limited, is erecting plant and installing machinery at New Glasgow, N.S. About 100 persons will be employed, and the finished product will be ready for the market about September. Drain pipe, drain tile, firebrick, red brick, culvert pipes, inverts, flue and stove linings, gully traps, electric conduits and fireclay goods of all kinds will be manufactured. Their main building will be 108 x 101 ft.

* * *

The Dominion Iron & Steel Company, Sydney, N.B., are not able to operate all their furnaces owing to the scarcity of coke, yet they are now producing 615 tons of iron daily out of the total capacity of 750 tons; also 700 tons of steel billets, out of a total capacity of 800 tons. Fifty additional coke ovens have now been completed, and it is expected that the company will soon be producing to its limit 750 tons of pig iron a day.

* * *

The Jarvis Concrete Machines, Limited, Toronto, have been incorporated with $40,000 capital to manufacture and sell concrete stone and foundations, cement and products thereof and machines for use in connection with the production of the above, and, for such purposes, to acquire the business, properties, patent rights, designs, patents and inventions of The Jarvis Concrete Block Machine Company. The directors are Edgar Beaumont Jarvis, William O. Watson, and William R. T. Parker, of Toronto.

* * *

C. S. Archibald, representing the Maritime Nail Co., Limited, and The Portland Rolling Mills Co., Limited, of St. John, N.B., has been in Montreal during the past few days. Mr. Archibald reports satisfactory crop conditions in the Maritime Provinces, where they have had several good showers. The people are much interested in the discussion of the steel duties in the House of Commons, and seem to be a large majority for raising the tariff in order to give the Canadian steel industry higher protection.

* * *

John Dixon, carriage builder in Toronto, has issued a writ against The Globe to compel it to cease publishing the following small advertisement: "Carriage and wagon workers, keep away from Toronto; strike on. (Signed) H. Thompson." This makes the fifth action of this description begun within a few months. None have as yet gone to judgment, but in one case an interim injunction was granted restraining The Mail from publishing the notice objected to until the case should be heard.

NOTES.

The Steele Furniture Co., Winnipeg, are erecting a five-storey factory on Fort street.

On their last pay day the Crow's Nest Pass Coal Co., Fernie B.C., paid $103,266.80 in wages.

A small new steel bridge with stone abutments will be erected over the West Branch, near Bolton, Ont. This will cost about $500.

It is reported that The Canadian Pacific Railway Co. will extend the Guelph Junction Railway to Goderich, Ont.

The Durham Mfg. Co., Durham, Ont., are erecting a plant 100 x 100 ft., the walls being built of cement blocks.

The Ladysmith Lumber Co.'s mill at Fiddick's Junction, B. C., has been destroyed by fire, the loss being placed at $25,000.

The Vokes Hardware Company, Toronto, have been awarded the contract for additional ventilation in St. Lawrence Market, at a cost of $775.

Considerable excitement has been created in the Rossland, B.C., district over the discovery of a rich pocket of gold ore. One chunk of gold found was valued at $7,000.

On account of the difficulty of obtaining good coke for fuel, the Crofton Smelter, Vancouver Island, has shut down for a time. However, the smelter has not ceased purchasing ore.

The Harrison asbestos mine, near Bridgewater, Ont., has been opened by an American company, who are milling day and night by water power. Additional machinery will be installed.

The Copper King Mine, Kamloops, B.C., has a thousand tons of ore ready for shipment, so a siding two miles long is being built from the C.P.R. for shipment of the ore to the Crofton, B.C., smelter.

The Britannia mines, Howe Island, B.C., have been sold to Geo. H. Robinson, Butte, Montana. It is reported that Mr. Robinson will develop the properties on a large scale, even to the possible erection of a smelter.

One of the most important transactions in coal areas which has taken place in Nova Scotia for some time was made recently when The Cumberland Coal and Railway Co. purchased 31 square miles in the immediate neighborhood of Spring Hill.

Mr. Archibald says that in their own mills his firm have used Dominion steel and found it perfectly satisfactory. He feels sure that it only needs a trial of the products of The Dominion Steel Co. to convince all Canadian iron and steel manufacturers that the domestic raw material is as good as can be obtained elsewhere.

The South Valley copper-gold mine, Howe Island, B.C., has been sold to a syndicate of London and Paris capitalists, the purchase price being, according to report, $250,000. The properties are to be developed at once. F. J. Cleary, of Vancouver, who formerly had an interest in the mine, had spent $16,000 in developing it.

The Vermillion Bay Mines Company, incorporated in Delaware, U.S., have been licensed to carry on business in Ontario, the capital used there not to exceed $50,000.

About $7,000 will be spent on a building for the plant which the White Bear Mining Company are erecting at their works near Rossland, B.C. Machinery is being sent forward to it from Montreal

A London, Eng., company, known as The Nova Scotia Collieries Co., Limited, with a capital of $1,000,000, has secured 26 square miles of coal areas at Inverness, Cape Breton. The property will be developed at once.

A power plant is to be erected on the Wahnapitae River, two miles below the station. A 1,000-h.p. generator will transmit electric power to Sudbury, Copper Cliff and elsewhere. The estimated cost is $100,000.

It is stated in Vancouver that Thomas Jones, of Sandon, B.C., has been instrumental in furthering a scheme by which a zinc smelter or refinery will be erected in Vancouver. Ores from the Slocan and Lynn Creek districts would be treated.

Geo. E. Drummond, of The Canada Iron and Furnace Company, Radnor, Que., states that the ore from an extensive magnetic iron property near Eganville, Ont., has been found to be of very high grade and will be well adapted for mixing with the ore from the company's property at Radnor.

The Barrie Carriage Co., Limited, Barrie, Ont., have been incorporated with $40,000 capital to manufacture and sell carriages, wagons and other vehicles. The directors are Fred A. Lett, John C. Irwin, H. H. Strathy, John R. Hambly, Fred. N. Warren, D. Bunker, N. Dyment, W. C. Hunter, all of Barrie.

The Standard Oil Company have declared a quarterly dividend of 20 per cent. on their capital stock. John D. Rockefeller, who owns $40,000,000 worth of stock, receives $8,000,000 income for the three months, which, if kept up for the year, would be equivalent to three per cent. on a capital of $1,000,000,000

The Loon Lake Iron Company, Limited, Sault Ste. Marie, Ont., have been incorporated with $3,000,000 capital to carry on a mining business in Ontario. The directors are John F. Carey, Escanaba, Mich.; Geo. Wagner, Marquette, Mich.; Samuel B. Martin, Patrick J Harte, and John L. O'Flynn, Sault Ste. Marie, Ont.

The Imperial and General Agencies, Limited, Toronto, have been incorporated with $50,000 capital to carry on a manufacturers' agency business, taking over the Corporation of Colonial and General Agencies. The directors are John I. Davidson, Edward Stanger, Robert D. Harling, Edward Still, and James R. Adamson, all of Toronto.

The King Edward Mine, Limited, Bruce Mines, Ont., have been incorporated with $200,000 capital to carry on mining and reduction operations. The directors are, A. S. Burrows, J. S. Dobie, W. R. Smyth, C. J. Brown, and B. G. Coryell.

A new experiment in road building is proposed in Washington, D.C., by brick manufacturers. Owing to the prevalence of heavy mud between their works and the city, great difficulty has been experienced in sending the wagons to their destination, especially in rainy weather.

The M. J. Wilson Cordage Co., Limited, Chatham, Ont., have been incorporated with $55,000 capital to manufacture and sell binder twine, rope and cordage. The directors are, Michael J. Wilson and George McGarvin, Harwich, Ont.; Thomas Wilson, Richard Cochran and Richard W. Baldwin, of New York.

The Cluxton Gas & Oil Co., Limited, Chatham, Ont., with a capital of $100,000 are incorporated to produce petroleum oil and natural gas and to transport and market them. The directors are Fred C. Cluxton, Albert B. Booth, Robert J. Gaffney, and Peter D. McKellar.

Pig Iron in Great Britain.

This market is dull, but its general conditions are not less favorable than those of last week, allowing for the diminution in business caused by the holidays. On the contrary, although warrant prices are irregular, makers' quotations show little change, and are, in some cases, a trifle firmer; for example, the lower qualities of Cleveland iron. While No. 3 foundry remain at about 46s., the price we quoted last week, forge iron is in somewhat short supply, and whereas it could be bought a short time ago at 3s. or 4s. below No. 3, the difference is now the normal one of only 1s. Another favorable feature of the pig iron situation is to be found in the exports. Although the shipments to America have practically ceased, the exports to other countries have gone up. Last month the continental shipments from the Tees showed a considerable increase on the May figures for last year, and the deliveries to Scotland from that centre were also heavy. In fact, the total deliveries were almost as good as when the United States were taking large quantities. Weaker prices are, however, noticeable in some directions, and there is a good deal of underselling in Manchester. With the commencement of this month, Lancashire makers have discontinued the 2½ per cent. discount on their present list quotations. —Iron and Coal Trades Review, June 5.

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion; cash in advance. Letters, figures, and abbreviations each count as one word in estimating cost.

SITUATIONS VACANT.

TINSMITH — Good general hand; at once; state wages and experience. Boxall & Matthie, Lindsay. f

TINSMITHS—Jobbing and furnace work; $2.75 to $3.00 per day; steady employment to good hands. McClary Manufacturing Co., Winnipeg.

TINSMITH—A first-class man; accustomed to furnace and jobbing work. Apply, stating age, experience and salary expected. Geo. W. Ecclestone, Bracebridge, Ont. f

TINSMITH—For general tinsmithing and furnace work; highest wages and steady work; state experience. Apply to Joseph Potts, Dorchester Station, Ont. f

TINSMITH—Immediately; steady employment; state age, experience and wages expected. Jeffery & Co. Midland, Ont. f

WANTED—Seven first-class plumbers; wages 30c. per hour for steady work. Apply to F. C. Hunt, 521 Richmond St., London, Ontario. (25-2)

FOR SALE.

HARDWARE BUSINESS. (old established) in rapidly growing town of Collingwood, Ont., owner retiring. Apply to J. Henderson, Collingwood. (21-5)

SITUATION WANTED.

RELIABLE young man with six years' experience, desires situation at once in hardware. Box 35, HARDWARE AND METAL. (25-1)

GUELPH
Business College
The Broadest Curriculum of Studies. The Highest Standard of Excellence. The Best Practical Results.
MALCOLM MACCORMICK, B. A., Principal, GUELPH, ONT.

HARDWARE MEN,
IF IT IS MADE OF COPPER OR BRASS, WE HAVE IT OR MAKE IT.
THE BOOTH COPPER CO., Limited
119-123 Queen St.
TORONTO.

PAINT, OIL AND BRUSH TRADES

SYSTEM IN PAINT SELLING.

By Henry Dexter Smith, Manager Promoting Department, The Sherwin-Williams Co.

There is probably no old-established line of merchandizing that has developed and improved to so great an extent in the last decade as the paint business. The old time paint store, with its unattractive and unbusinesslike exterior and its dark, cluttered up interior, has been gradually dying out ever since the advent, some 20 years ago, of prepared paints, ready for use. Before then the major part of the stock, being lead, oils, "turps," colors, etc., in bulk, made the business anything but pleasant, and put down all attempts at system, orderliness, or cleanliness even. But prepared paint brought attractively labeled packages, a stock conveniently handled and easily arranged, cleanliness, and, best of all, profit. It also brought advertising and wide awake business methods, so that before long the paint dealer swept down the cob webs, cleaned his windows, changed the copy of his newspaper ad, and began to be prosperous.

It took about 20 years to lay the foundations. In the last ten the results have been more apparent and widespread. To day it's a pleasure and a privilege to sell paint. Prepared paint is firmly established on its merits and has made conditions such that the paint dealer is most often the most progressive merchant in his town. The modern paint man is a successful business man, with good system, and good methods backed up by a good line of goods.

There is no end to the part system plays in paint selling. It begins with the choice and arrangement of the stock and doesn't stop even after the customer has been sold.

The man who means to put his paint business on a systematic, money making basis must start with the firm determination to stick unswervingly to good quality goods. The day of "cheap" paints is past. The consumer has learned, from bitter experience often, that true economy isn't found in the paint that sells at the lowest price per gallon, and the dealer has learned that best paints sell best. Good quality is the only safe foundation to build your paint system on.

After quality come many necessary methods—the purchasing system, the arrangement and movement of stock, the training of clerks to become paint experts, the handling of the window displays and the advertising furnished by the manufacturer—these and many others are important factors in the success of a paint store, but to talk about them adequately would require a separate story for each one, and would still leave untold the more detail system which is desirable. As it is there's space for only a brief description of a few of these details.

The slogan of one well known company of paint manufacturers is, "The way to get business is to go after it, and the way to go after it is to get it." It's the principle of the present day push and aggressiveness, and has taught the paint dealer he must come from behind his counter, and outside his store if he wants to win success. Paint selling has this advantage over the selling of many other articles at retail—you can legitimately go out after the business, solicit it personally; you don't have to confine your efforts to the newspaper or the mail.

Houses that need painting, houses that are planned or being built, houses that are being repaired and improved, all need paint. The wise dealer doesn't wait for the owners to come to him, he goes to them; and in doing so the more system he uses the bigger the results.

A trial card system outfit, the "tickler" plan, should be used by every paint dealer in following up the possible buyers. On April first he learns that John Jones expects to paint his house. He sends his outside man to call on him and learns that the painting will probably be done on May first. He also learns the name of the probable painters. The dealer wants that order and doesn't mean to leave anything undone that will land it. He first tries to interest John Jones; he next sees the painters; he notifies the manufacturer of the paint he handles. But he can't risk the order on the work of one day only, and so uses a card (Figure I) in his "tickler."

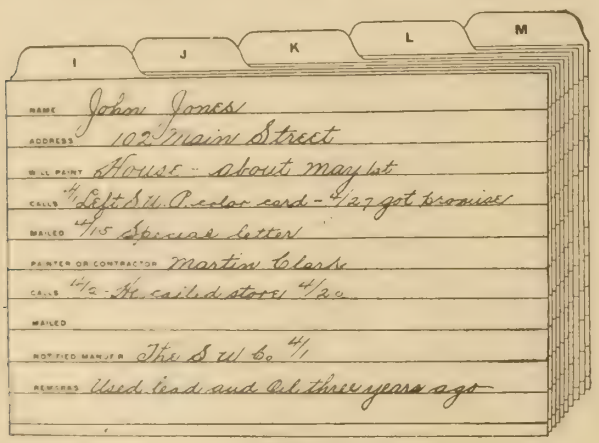


FIGURE I

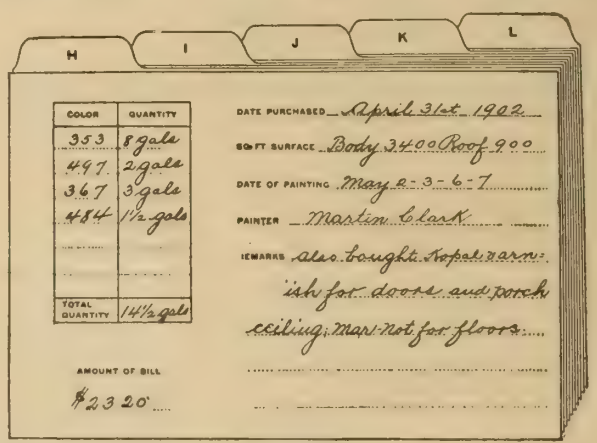


FIGURE II

It's the simple method so well known to all

Held up for Your Approval

A poor article is no bargain at any price. Doubtless the expert painter realizes this truism about as much as anybody in the world; with him a poor out-of-date brush, upon which he has to spend time in winding by old fashioned methods, means loss of money and inferior work to his detriment.

Boeckh's Flexible Bridled Paint Brushes

are the kind that are stocked by progressive Dealers, because they are demanded now by all progressive Painters.

—The bridle can be easily removed and replaced; it is not affected
—by water, oil or paint; it works on a pivot, and keeps the
—bristles elastic.

OPERATING:
Boeckh's Toronto Factories.
Bryan's London Factories.
Cane's Newmarket Factories.

UNITED FACTORIES,

Head Office: TORONTO. LIMITED.

MONTREAL BRANCH: 1 and 3 DeBresoles St. LONDON BRANCH: 71 Dundas St.

Canada Linseed Oil Mills LIMITED

MONTREAL.

Manufacturers of

"GUARANTEED PURE"

Raw and Boiled

LINSEED OIL

N.B.—We are always in the market to buy good, sound, oak Linseed Oil, Turpentine, Varnish and Machine Oil Barrels.

McArthur, Corneille & Co.

MONTREAL

Glue and Gelatine

An extensive assortment, to suit all requirements.
WILL BE PLEASED TO SUBMIT SAMPLES AND PRICES.

MANUFACTURERS AND IMPORTERS OF . . .

White Lead, Oils and Colors, Prepared Paints, Window Glass, Varnishes, Etc.

SELLING AGENTS IN CANADA

For the GENUINE
Imperial French Green
of JOHN LUCAS & CO., PHILADELPHIA.

And CELEBRATED
English Varnishes
of CHAS. TURNER & SON, LONDON.

systematic manufacturers, but not often applied by the small retailer.

With the order landed the reverse side of the card (Figure II.) comes into play. Here is entered the amount of paint purchased, the colors used, the number of square feet of surface to be covered, actual date of painting, total amount of bill and name of painter. The card is then alphabetically filed under the owner's name. It forms a record that will be of great value for future reference in many ways, as any paint dealer will readily recognize.

Many dealers supplement this record by obtaining a photograph of the house after it is painted. Such photographs—they need only be photographs taken by a clerk—if mounted in a book, or in a frame under glass, make the best of evidence to present to prospective customers. A number of dealers known to the writer have collections covering many years, each picture and its original bearing undisputed evidence that the paint sold gives the right results.

Another simple system, one that dove tails nicely with the card record, consists of a daily weather report covering the painting seasons. The successful application of good paint depends upon the condition of the surface and the state of the weather immediately before and during the painting. It is well, therefore, for the paint dealer to know just what the conditions were when the paint he sold was applied. By referring to the card record for the date of painting and to his weather report for the state of weather, he is in a position at any time in the future to make positive statements regarding adverse painting conditions.

The paint dealer who puts these systems into operation will soon find that they develop and amplify themselves in ways that make them applicable to a great part of his business. He will soon be keeping his mailing list on cards, with a record below each name of the advertising that has been sent, whether by himself or the manufacturers to whom he furnishes duplicate copies in sheet form. He may even discard his old ledger system and substitute cards or loose leaf ledgers.—System.

INFORMATION ABOUT BENZINE.

The official definition of benzine is "a transparent, colorless, diffusive liquid, of a strong characteristic odor, slightly resembling that of petroleum." It is manufactured in two ways, one by distilling coal tar and the other by the distillation of crude petroleum. The latter process produces 1½ per cent. of gasoline, 10 per cent. of refined naphtha, 1 per cent. of benzine, 55 per cent. of refined petroleum or kerosene, 17½ per cent. of lubricating oil, 2 per cent. of paraffine, and 10 per cent. is lost in gas, etc.

One of the peculiarities of benzine is that it is non freezable. Its uses are many. It is used largely by printers and by cleaners, and as a substitute for turpentine is also used in the manufacture of cheap varnishes. Being a good solvent for rubber, it is much used in manufacturing rubber cement.

Benzine, naphtha and gasoline differ only in volatility, the latter being the most volatile. Gasoline is much used for running motors for launches and automobiles. The higher grades of naphtha are also used for motors. Benzine can be used for this purpose on a pinch, but is not very satisfactory.

The person who can invent a perfect substitute for benzine that will do the work and cost as little has a large fortune awaiting him. A number of things have been tried, but none has proved satisfactory. A mixture some time ago was invented that was cheap and satisfactory, but unfortunately it could not be kept liquid.

A VARNISH SUBSTITUTE.

A German invention consists in boiling for some time size and kerosene, and dissolving colophony in the liquid which has been separated from the residue. Six parts of size are boiled with 50 parts of kerosene until the forming scum, which has to be removed from time to time, assumes a brown tint; the solution is then filtered and 25 parts of rosin are dissolved in it. Colors incorporated with this mixture give a homogeneous and stable varnish, yielding a glossy and lasting coating, when applied to wood, iron, walls, glass, etc.

PAINT AND OIL MARKETS.

MONTREAL.

THERE has been an easier feeling in linseed oil, which has declined 2c. all round on previous quotations, while turpentine has had a further decline, in fact, the range is a wide one, ranging from 68 to 72c. in different instances as to quality. The movement of business has decreased somewhat now that makers have caught up with their orders, but there is still a fair volume of trade in progress. We quote:

There has been a good movement in these, and no further change in prices are to report in any line. Makers here are now gradually catching up with their orders, and the situation generally is more satisfactory. We quote:

GROUND WHITE LEAD.—Best brands, Government standard, $5 to $5.25; No. 1, $4.27½ to $4.87½; No. 2, $4.40 to $4.50; No. 3, $4.02½ to $4.12½; No. 4, $3.65 to $3.75, all f.o.b. Montreal. Terms, four months, or 3 per cent. off for cash in 30 days.

DRY WHITE LEAD.—$4.75 in casks and in kegs, $5.

DRY WHITE ZINC.—Pure dry, in casks, 6¼c.; in 100-lb. kegs, 6¾c.; No. 1, zinc, in casks, 5¼c.; in 100-lb. kegs, 5¾c.

WHITE ZINC (ground in oil)—Pure, 25-lb. irons, 8c.; No. 1, 7c.; No. 2, 6c.

PUTTY.—We quote: Bulk, in barrels, $1.60; bulk, in 100-lb. packages, $1.85; bladders, in barrels, $1.90.

LET'S TALK IT OVER

YOU ARE desirous of securing the paint trade in your locality.
YOU CAN do it if you handle the best paint.
WE ARE desirous of helping you.
WE CAN supply you with the best paint.
It's NAME is "Anchor" Brand.
It CONTAINS the best white lead in the world--Brandram's B. B. Genuine.
YOU MIGHT write and ask us all about it.
WE WILL be pleased to tell you.

ANCHOR BRAND H&P REGISTERED TRADE MARK

HENDERSON & POTTS

ESTABLISHED 1874.

Halifax and Montreal.

BRANDRAM BROS & CO BRANDRAM'S B. B. WHITE LEAD REGISTERED TRADE MARK MANUFACTURERS LONDON ENGLAND

DON'T PAY THE SAME PRICE !

When you order "C" brand Horse Nails, insist upon getting them and no other. Don't accept any other brand which may be substituted, and sent at the same price. Some dealers do this, we are sorry to say, because they can buy any other brand of Horse Nails than the "C" brand at a lower price and make a little more profit by substituting, and sending you at the price for "C" brand.

When you want the best Horse Nails, you want the "C" brand, and expect to pay the best price.

You don't want any other brand except at a considerable reduction in price. The Manufacturers are pretty good judges of the value of their own goods, and none of them value their Horse Nails, as judged by their own quotations, as being equal to "C" brand. Why should you pay any dealer the same price?

We get more for the "C" brand because they are worth more, and to you as a buyer, and to the Farrier as a consumer, they are worth more and will be found, by reason of their superior quality and greater durability, to be the most economical. We will appreciate your future orders for the "C" brand through any Wholesale Merchant.

Canada Horse Nail Company,

MONTREAL.

ORANGE MINERAL.—Casks, 7c.; 100-lb. kegs, 7¼c.; smaller quantities, 8¼c.

RED LEAD.—Genuine red lead, in casks, $4.50; in 100-lb. kegs, $4.75; in less quantities, $5.75 per 100 lb. No. 1 red lead, casks, $4.25; kegs, $4.50 and smaller quantities, $5.50.

LITHARGE.—Ground casks, 5c.; in less quantities, 5½c.; flake litharge, casks, $5.25; smalls, $5.75 per 100 lb.

LINSEED OIL.—Raw, 1 to 4 bbls., 57c.; boiled, 60c.; raw, 5 to 9 bbls., 56c.; boiled, 59c. Terms, net cash in 30 days. Delivered in Ontario, between Montreal and Oshawa, at 2c. per gallon advance.

TURPENTINE.—Single bbls., 71c.; 2 to 4 bbls., 72c. Terms, net casg in 30 days.

BENZINE.—25 to 26c.

SHELLAC VARNISH.—Pure white, $2.20 to $2.35; orange, $2.10 to $2.25.

MIXED PAINTS.—$1.20 to $1.40 per gallon.

CASTOR OIL.—8¾ to 9¼c. in wholesale lots, and ½c. additional for small lots.

SEAL OIL.—48 to 50c.

COD OIL.—35 to 37½c.

PURE CANADIAN PARIS GREEN.—Petroleum barrels, 15¼c. per lb.; arsenic kegs, 15½c.; 50 and 100-lb. drums, 16c.; 25-lb. drums, 16½c.; 1-lb. packages, 17c.; ½-lb. packages, 19c.; 1-lb. tins, 18c.; ½-lb. tins, 20c.

PURE ENGLISH PARIS GREEN.—Petroleum barrels, 14½c.; arsenic kegs, 14½c.; 50 and 100-lb. drums, 15c.; 25-lb. drums, 15½c.; 1-lb. paper boxes, 16c.; 1-lb. tins, 17c.

TORONTO.

There is an excellent demand for sun dries, but staples are dull. Turpentine is 1c higher at Savannah, but as the stocks which are now to hand were bought by jobbers at the lower figures, a reduction of 1c is reported here. Linseed oil is firm in England and although flaxseed is cheaper in Chicago a firm feeling is manifested here. The season so far has been a poor one for Paris green and repeat orders have not yet started to come in. White lead is not in brisk demand, but prices are fairly steady. Shellac is unusually firm, an advance of 3c being reported in New York, where the market is reported cleaned out of spot goods of all descriptions, which will consequently be firm for the next two or three months. Other prices are unchanged. We quote:

WHITE LEAD.—Ex-Toronto, pure white lead, $5.10 to $5.25. No. 1, $4.62½ to $4.87½; No. 2, $4.25 to $4.50; No. 3, $3.87½ to $4.12½; No. 4, $3.50 to $3.75 in packages of 25-lb. and upwards; ½c. per lb. extra will be charged for 12½-lb. packages; genuine dry white lead, in casks, $5.02½.

RED LEAD.—Genuine, in casks of 560 lb., $4.75 to $5; ditto, in kegs of 100 lb., $5.25 to $5.50; No. 1, in casks of 560 lb.,

THE CANADA PAINT COMPANY

LIMITED

MONTREAL AND TORONTO.

MANUFACTURERS OF

PAINTS AND VARNISHES

—FOR—

CARRIAGE MAKERS,
IMPLEMENT MAKERS,
CABINET MAKERS,
CHAIR MAKERS,
PIANO AND ORGAN MAKERS,
FURNITURE MAKERS,
WALL PAPER MAKERS,
RAILWAY CORPORATIONS,
PAINTERS AND DECORATORS,
BRIDGE BUILDERS.

WE ARE SPECIALISTS IN THESE LINES.

THE SAINT JOHN BRIDGE & RAILWAY EXTENSION CO.,
SAINT JOHN, NEW BRUNSWICK.
14TH APRIL, 1903.

F. S. MURDOCH, ESQ.,
AGENT THE CANADA PAINT COMPANY, LIMITED,
ST. JOHN, N.B.

DEAR SIR,—

REPLYING TO YOUR ENQUIRY, I BEG TO SAY THAT THE ST. JOHN BRIDGE & RAILWAY EXTENSION CO. IN 1898 PAINTED THE CANTILEVER BRIDGE AND OTHER STEEL WORK WITH THE DIAMOND GRAPHITE PAINT, MANUFACTURED BY THE CANADA PAINT COMPANY, LIMITED, OF MONTREAL. THIS PAINT HAS WORN WELL AND GIVEN VERY GOOD SATISFACTION.

YOURS TRULY,
T. BARCLAY ROBINSON,
SECTY.

THE CANADA PAINT COMPANY LTD

[illegible] $1.25 ; 6-lbs. in kegs of 100 lb., [illegible] $4.50.

[illegible] Genuine, 6 to 6½c.

WHITE ZINC.—Genuine, French V.M., in casks, 86 to $6.25 ; Lehigh, in casks, 85 to $6.25.

SHINGLE STAIN.—In five-gallon lots, 50 to 55c. per gallon.

PARIS WHITE.—90c. to $1 per 100 lb.

WHITING.—65c. per 100 lb ; Gilders' whiting, 80c.

GUM SHELLAC.—In cases, 35 to 37c.; in less than cases, 40 to 42c per lb.

LIQUID SHELLAC.—Pure orange, in bbls., $2.30 to $2.40 ; white, $2.35 to $2.45 per gallon ; in less quantities, 10c. extra.

GLUES.—Broken sheet, in 200-lb. bbls., 8 to 8½c. per lb ; cabinet glue, in bbls., 11½ to 12c.; emery glue, in bbls., 17c. ; bookbinders', ground, 10½c.; finest American, white, 19c. ; No. 1 American white, 15c. per lb.

PUTTY.—Bladders, in barrels, $2.10 ; bladders, in 100-lb. kegs, $2.25 ; bulk in barrels, $1.80 ; bulk, less than barrels, and up to 100 lb., $2.05 ; bladders, bulk or tins, less than 100 lb., $2.75.

PARIS GREEN.—Petroleum bbls., 13 to 15½c. per lb.; arsenic kegs, 13½ to 15½c.; 50 and 100-lb. drums, 14 to 16c.; 25-lb. drums, 14½ to 16½c.; 1-lb. packages 15½ to 17c.; ½-lb. packages, 17 to 18c. ; 1-lb. tins, 16 to 18c.; ½-lb. tins, 17 to 19c.

PLASTER PARIS.—New Brunswick, $2 per barrel.

PUMICE STONE.—Powdered, $2.50 per cwt. in bbls. and 4 to 5c. per lb. in less quantity ; lump, 10c. in small lots and 8c. in bbls.

LIQUID PAINTS.—Pure, $1.20 to $1.40 per gallon ; No. 1, $1.10 per gallon.

BARN PAINTS.—65 to 70c. per gallon.

CASTOR OIL.—English, in cases, 8 to 9c. per lb. ; and 9 to 10c. for single tins.

LINSEED OIL.—Raw, 1 to 2 bbls., 61c.; boiled, 64c.; 3 to 5 barrels, raw, 60c. ; boiled, 63c.; 6 to 9 barrels, raw, 58c. ; boiled, 61c. delivered. To Toronto, Hamilton and London, 2c. less. All quantities of 10 barrels and over of linseed oil sold only f.o.b., Toronto, Hamilton, London and Guelph.

TURPENTINE.—Single barrels, 74c ; 2 to 3 bbls., 73c delivered Toronto, Hamilton and London, 1c less. For less quantities than barrels, 5c. per gallon extra will be added, and for 5-gallon packages, 50c. and 10-gallon packages, 80c. will be charged.

WINDOW GLASS.

MONTREAL.

There is a quiet movement in this material ; prices unchanged. We quote : First break, 50 ft., $2 ; second, $2.10 for 50 ft.; first break, 100 ft., $3.80 ; second break, $4 ; third break, $4.50 ; fourth break, $4.75.

TORONTO.

A fair stock trade is doing. Import orders are about in. We quote as follows: First break, 50 ft., $2 ; second, $2.10 for 50 ft.; first break, 100 ft., $3.80 ; second break, $4 ; third break, $4.50 ; fourth break, $4.75.

FIRM COPPER MARKETS.

The London market continues to rise, the closing quotation on spot yesterday being 12s. 6d. above that of Monday. Futures showed a more decided gain, closing £1 5s. higher than on the previous day. The New York market responded but feebly, the extent of the advance here being 5 points. A sale of 15 tons spot was made at 28.80c., and the market closed quiet at 28.80 to 29c. Powell's cable made the Straits' shipments for the first half of June 1,965 tons, of which 580 tons were to the United States, 1,075 tons to England and the remaining 310 tons to the Continent. The smallness of this showing was attributed in part to the fact that the steamer Hudson was at Singapore too late to have her cargo included in the figures for the half. According to conservative estimates, the total shipments in June will aggregate 5,000 tons.—N.Y. Journal of Commerce, June 17.

SHARP BREAK IN COPPER.

As expected, the London copper market broke sharply yesterday on the news of the decline in copper shares here. The English copper market appears to be more sensitive to fluctuations in the shares than to actual trade conditions, and its ups and downs are having little influence upon the metal market on this side. The latter, however, is distinctly weak as a result of the continued indifference of large buyers, and while as yet no change has been made in the official quotations, it is understood that they are being shaded. So far as can be learned there is no demand for large lots. An offer to sell 200,000 lb. electrolytic for July delivery at 14¼c. found no takers and did not elicit a bid. The nominal quotations on electrolytic as well as Lake are 14 to 14¾c., and casting is "officially" quoted at 14c., though desirable brands are obtainable at 13¾c.—N.Y. Journal of Commerce, June 17.

Manufacturers of FINE READY-MIXED PAINTS FLOOR PAINTS and VARNISHES, and WHITE LEAD. Full line of best DRY COLORS, OILS, and all PAINTER REQUISITES always in stock. Send for prices.

The Globe Paint Co., Limited

422-424 Adelaide St. W., Toronto.

TRADE

MARK

Nobles & Hoare.

CORNWALL ROAD STAMFORD STREET.

LONDON, ENG.

Manufacturers of

HIGH-CLASS VARNISHES ONLY

Which can be obtained direct from the works or from the principal Color Dealers in Canada.

VISITORS and VACATIONISTS

are liberal buyers throughout the Summer of bric-a-brac, novelties, silverware, etc. It may be a gift to the hostess, a wedding gift, a birthday gift. And very likely something will be taken home for the household. Every merchant who has an attractive line of gift goods adds to his profits and acquires reputation worth having.

We have a most appropriate line for the Country and City Merchant. No need, either, to stock heavily. We suggest that you write us for a catalogue.

E. W. GILMORE & BRO.,

80 BAY STREET, TORONTO

Paint

— THAT —

PAINTS

THAT'S THE

"Island City" Paint

It's carefully prepared, only the best materials used in manufacture.

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MONTREAL and TORONTO

1903

BANK OF MONTREAL

ANNUAL GENERAL MEETING

HELD 1ST JUNE, 1903

(From The Gazette, June 2nd, 1903)

THE eighty fifth annual meeting of the shareholders of the Bank of Montreal was held in the Board Room of the institution at 1 o'clock yesterday.

There were present: Hon. George A. Drummond, Vice President; Sir William C. Macdonald, Messrs. E. B. Greenshields, James Ross, Charles Alexander, W. H. Evans, T. Irving, F. S. Lyman, K.C., James Kirby, K.C., G. F. C. Smith, James Tasker, Henry Dobell, R. Hampson, Michael Burke, E. K. Greene, Lieut.-Col. Prevost, A. W. Hooper, A. T. Taylor, Albert Piddington, M. S. Foley, D. Morrice, James Skeoch, and John Morrison.

On the motion of Mr. F. S. Lyman, Hon. George A. Drummond, Vice-President, was unanimously voted to the chair, in the absence of the President, Rt. Hon. Lord Strathcona and Mount Royal.

On the motion of Mr. Henry Dobell, seconded by Mr. James Tasker, it was agreed "That the following gentlemen be appointed to act as scrutineers: Messrs. F. S. Lyman, K.C., and G. F. C. Smith; and that Mr. James Aird be secretary of the meeting."

DIRECTORS' REPORT.

The report of the directors to the shareholders at their 85th annual general meeting was then read by Mr. E. S. Clouston, general manager, as follows:

The directors have pleasure in presenting the 85th annual report, showing the result of the bank's business of the year ended 30th April, 1903:

Balance of Profit and Loss Account April 30, 1902		$165,856 09
Profits for the year ended April 30, 1903, after deducting charges of management, and making full provision for all bad and doubtful debts		1,813,483 66
Premiums on new stock		965,468 00
		$2,944,807 75
Dividend 5 per cent., paid December 1, 1902	$600,000 00	
Dividend 5 per cent., payable June 1, 1903	620,000 00	
		1,220,000 00
Amount credited to Rest Account		1,000,000 00
Balance of Profit and Loss carried forward		$724,807 75

Since the last annual meeting, branches of the bank have been opened at Birchy Cove, Bay of Islands, Newfoundland; Raymond, Alta.; Collingwood, Ont.; Paris, Ont.; and Spokane, Wash., U.S.

The bank has acquired the property at the corner of Hollis and Prince streets, Halifax, and went into occupation in May last; and has also purchased the premises it has been occupying, under lease, at Amherst, N.S.

A special general meeting of the shareholders was held on January 7, 1903, at which authority was taken for the following purposes:

To increase the bank's capital by $2,000,000, making it $14,000,000.

To apply for an Act of Parliament to sub-divide the shares of the bank into shares of the par value of $100 each;

To appoint the first Monday of December as the date upon which the annual general meeting of the shareholders of the bank is to be held in future, instead of the first Monday in June, as heretofore.

The head office and all the branches have passed through the usual inspection during the year.

STRATHCONA AND MOUNT ROYAL,
President.

Bank of Montreal, head office, June 1, 1903.

ADOPTION OF THE REPORT.

Hon. George A. Drummond moved:—"That the report of the directors now read, be adopted and printed for distribution among the shareholders."

It is usual, he observed, for the presiding officer to make some remarks at this particular stage of the proceedings, but in view of the fact that we shall have another meeting in six months, under the new and altered date, it seems to me unnecessary to detain you with any observations of mine. I can only say that the statement now in your hands is, I

THE GENERAL STATEMENT.

LIABILITIES.

Capital stock		$13,379,240 00
Rest	$9,000,000 00	
Balance of profits carried forward	724,807 75	
	$9,724,807 75	
Unclaimed Dividends	3,940 01	
Half-yearly dividend, payable June 1, 1903	620,000 00	
		10,348,747 76
		$23,727,987 76
Notes of the Bank in circulation	$7,968,972 00	
Deposits not bearing interest	21,699,154 27	
Deposits bearing interest	71,698,765 04	
Balance due to other Banks in Canada	453,231 41	
		101,820,122 72
		$125,548,110 48

ASSETS.

Gold and silver coin current		$3,196,245 10	
Government demand notes		4,719,861 75	
Deposit with Dominion Government required by Act of Parliament for security of general bank note circulation		360,000 00	
Due by agencies of this bank and other banks in Great Britain	$2,429,755 41		
Due by agencies of this bank and other banks in foreign countries	4,552,248 82		
Call and Short Loans in Great Britain and United States	24,043,278 00		
		31,025,282 23	
Dominion and Provincial Government securities		435,697 46	
Railway and other Bonds, Debentures and Stocks		8,136,235 53	
Notes and cheques of other banks		2,032,005 14	
			$49,905,327 21
Bank premises at Montreal and branches			600,000 00
Current Loans and Discounts in Canada and elsewhere (rebate interest reserved) and other assets		$74,767,257 28	
Debts secured by mortgage or otherwise		141,500 51	
Overdue debts not specially secured (loss provided for)		134,025 48	
			75,042,783 27
			$125,548,110 48

Bank of Montreal,
Montreal, April 30, 1903.

E. S. CLOUSTON,
General Manager.

am sure, one which you will all agree is extremely satisfactory. It shows the largest profits of any of the bank's statements for the last 25 years, although some indication may be drawn from the fact that in earning that profit, the business of the bank has enormously increased. In 1876, when the profit to which I have referred was realized, the assets of the bank—an indication of the business done—stood at $37,500,000, and to-day, according to the statement in your hands, they stand at $125,500,000 so that the old story is repeated, which is, that to earn an equal amount of profit, you must now do a very much larger business; in this case, three times or more. With these remarks I put before you the motion I have already made.

The motion was seconded by Mr. E. B. Greenshields, and it was carried unanimously.

Mr. B. A. Boas moved:—

"That the thanks of the meeting be presented to the president, vice-president and directors for their attention to the interests of the bank."

This was seconded by Mr. Charles Alexander, and was unanimously agreed to.

BY-LAWS ADOPTED.

It was moved by Mr. A. W. Hooper, seconded by Mr. A. T. Taylor:—

"That by-law No. 3 shall read as follows:—

"'III. For the management of the affairs of the bank, the shareholders, at each annual general meeting, shall elect, by ballot, a Board of nine directors, who shall be capable of serving as directors during the ensuing 12 months, or until they shall be replaced by their duly elected successors. Every such director at the time of his election shall be, and during the then immediately preceding 30 days shall have been, and during his service as director shall continue to be, the holder and absolute owner in his own and sole name and right (and not in any other right, or in trust for any purpose, person or party, or in trust simply), of not fewer than 100 of the paid-up shares of the capital stock of the bank. At every annual general election the outgoing directors, and each of them, shall be eligible for re-election.'

"And that by-law No. 11 shall read as follows:—

"'XI. The Board of Directors may, from time to time, appoint local directors for the management of the affairs of the branches of the bank, and may fix their qualifications and remuneration, define their powers and duties, and revoke their appointment; but no such local director shall at any time be appointed or serve as a local director unless he be, and during his service continue to be, a holder in his own and sole name and right (and not in any other name or right, or in trust for any purpose, person or party, or in trust simply), of not fewer than 20 paid-up shares of the capital stock of the bank.'"

This was unanimously concurred in, after which it was resolved, on the motion of Mr. R. Hampson, seconded by Mr. J. Kirby, K.C.

"That by-laws Nos. 3 and 11, as amended, shall go into effect on September 1, 1903."

Sir William C. Macdonald moved:—

"That the thanks of the meeting be given to the general manager, the inspector, the managers and other officers of the bank for their services during the past year."

This was seconded by Mr. James Ross, and was unanimously carried, the general manager acknowledging the compliment.

Mr. John Morrison moved, seconded by Mr. Albert Piddington:—

"That the ballot now open for the election of directors be kept open until three o'clock, unless 15 minutes elapse without a vote being cast, when it shall be closed, and until that time, and for that purpose only, this meeting be continued."

This was unanimously concurred in, and a hearty vote of thanks was then accorded the chairman, who acknowledged the same.

THE DIRECTORS.

The ballot resulted in the election of the following directors:—

R. B. Angus, Esq.
Hon. Geo. A. Drummond.
A. F. Gault, Esq.
E. B. Greenshields, Esq.
Sir William C. Macdonald.
A. T. Paterson, Esq.
R. G. Reid, Esq.
James Ross, Esq.
Rt. Hon. Lord Strathcona and Mount Royal, G.C.M.G.

At a meeting of the new Board on Tuesday, June 2, The Right Hon. Lord Strathcona and Mount Royal, G.C.M.G., was re-elected president, and Hon. Geo. A. Drummond, vice-president.

FOREST CITY GOSSIP.

Office of "Hardware and Metal,"
London, Ont., June 16, 1903.

IT is putting it quite mildly, and well inside the lines of truth and verity, to say that all branches of the hardware and metal trades in this city are having a record-breaking year. Tinsmiths, plumbers and steamfitters, brassfounders, nail and wire manufacturers, metal workers, iron founders, stove manufacturers, boilermakers, machine builders, and even the retail gunsmiths and locksmiths, are all briskly engaged at their various occupations, and executing orders received from far and near. There are no idle men in this city at present; the veriest clodhopper, who cannot lay claim to knowledge of any particular trade, can be found a job, either as laborer amongst the workers in the larger establishments, or as a hod carrier on some of the numerous tenements at present under construction. Skilled labor is at a premium, the demand being much greater than the supply, and thus intelligent, sober, industrious workmen are sharing in the profits of these abnormally good times.

* * *

A new representative for The McClary Manufacturing Co. has been appointed for the Lower Provinces. J. J. Foot, the manager of the firm for that part of the Dominion, has selected J. R. Arthur to travel in New Brunswick. Mr. Arthur will reside in St. John, N.B.

* * *

D. H. Howden & Co.'s stock of oils, glass, etc., stored in Tanton's storage building when it was burned, was all covered by insurance. The glass was damaged by the extreme heat, but the oils were untouched, otherwise the blaze and smoke would have been something to remember.

* * *

The "Pandora" range, the most recently designed stove put on the market by the McClary Company of this city, is apparently being well received by the trade over the Dominion. Orders for this range are coming to hand very freely. This is the famous stove that so many thousands were anxious to give a name to at the guessing contest.

* * *

Since your last going to press a rather serious fire took place in the Granite Block on York street. The firms occupying the block were: A. M. Smith & Co., wholesale grocers; McMahen, Granger & Co., wholesale dry goods; John Bowman Hardware Co., and the Hastings Hat Co. The dry goods premises were entirely gutted, only the cellar being filled with bales and cases of goods, that are burned, blackened and water-soaked, and covered over with building materials of the roof and different flats that fell in during the course of the conflagration. The John Bowman Hardware Co., who have in another page told the trade of the occurrence, and the A. M. Smith Co., both escaped serious damage, the heavy fire-walls undoubtedly stopping the extension of the fire. The Hastings Hat Co. had little or no loss.

* * *

The newly-formed Empire Manufacturing Co., of this city, have everything going like a steam engine. Forty-four skilled mechanics of the very best type are hustling to fill the numerous orders that have come rolling in, and every order demanded forthwith—brass goods, and white metal goods, such as are needed by plumbers and for engine supplies—are turned out here by the best workmen in the best style. The demand for all this class of metal goods has greatly increased in recent years. All new towns in our western sections build houses after modern plans with baths, electric lights and steam heating. The apparatus and fittings necessary for these are giving a wonderful impetus to such industries as this firm is engaged in. Messrs. Stevens, J. R. Minhinnick and Trudel are the managing partners of The Empire Manufacturing Company.

W.H.L.

HEATING AND PLUMBING

STUDY THOROUGHNESS IN TENDERING.

As a rule, master plumbers are not numbered among philanthropists: they are not given credit of running their business for the benefit of their customers; on the contrary, they are mostly associated with extortionists. This is greatly owing to the fact that the class of work that a plumber has to perform is not estimated at its true value. If the general public could be brought to realize the great responsibility that rests upon a master plumber, who fully appreciates the trust imposed upon him, there would be more respect shown him, and a plumber would then be placed in his true position.

One who knows the true state of affairs would say that those who are familiar with how things stand would not call the plumbers philanthropists, nor would they call them extortionists, but rather that they were either very unwise or careless.

The public seem to imagine that a plumber's profit is anywhere from 50 to 75 per cent on his work. On that assumption they resort to all sorts of schemes and dodges to entice the poor fellow to disgorge, if not all, a goodly share of what they claim he is making. It is hard to convince such as these that the general rule for figuring is 10 per cent. In fact, in quite a few cases, it does not reach that much. When it is taken into consideration the risks a master plumber has to take, it will at once be conceded that such a policy is suicidal. It would appear that a margin on contracts should be at least 25 per cent. profit.

There was a firm of Toronto plumbers doing the work in 20 houses, taking the full risk, giving of their experience, taking their chances of receiving their pay, for the magnificent sum of $5 profit on each house. Why, one closet bowl broken would have wiped out the margin! The firm are not now in business. Of course not! They lived for others.

The question of figuring on all contracts is a serious one. There are so many reasons why there is such a small profit. One of the main reasons is the over keen desire to increase trade; the aim seeming to be to "do a large volume of trade; never mind the consequence." The fact of the matter is that most of the master plumbers are afraid to put confidence in their fellow craftsmen, preferring to take the statement of their customers, who are interested parties, and who will, unfortunately, often make statements that cannot be borne out by facts. These assertions should not be considered.

It stands to reason that a practical man, who is doing similar work all the time, should be in a position to know within a very small margin just what a job is going to cost; and after such a man has gone carefully over the plans and specifications, taken off all the material required, estimated the labor, ascertained his cost, then added 10 per cent. for his profit, he should not entertain the statement: "Why, I have a much lower price than this; I wish to give you the preference, and I will do so, providing you meet their price." Yet, this practical man, who knows that the job cannot be done at a lower figure, will not even ask to see the tender or who the competitor is, but will console himself by saying, "Well, if the other fellow can do the work at the lower price I can." So he bites at the alluring bait held out to him. If he would only have a little more confidence in his competitor's wisdom, cases like this would not occur. After the work has been started and the material is being charged against the job, then the poor dupe finds that the work is being done at a loss; there is not even interest on the money that has been locked up in the material that has been on hand for some time.

Would it not be wiser to do a business of $20,000 a year with a 10 per cent. profit than try and reach $40,000 on a 5 per cent. basis? Your customers would appreciate the 10 per cent. margin just as well. They are under the delusion that your profit is much larger than that.

Another reason for low prices is the careless manner in which some take off work from the plans and specifications, and do not familiarize themselves with the requirements. This may be all right from your standpoint. You may be willing to take that risk. You may only be in business to pass away the time. Do you not think you should study the interest of your less fortunate craftsman? Are you not doing him an injustice in careless or intentional low figuring? Remember he ought to have your consideration. He is still paying wages, still paying rent, still trying to pay for his goods. If you are in the plumbing business for pleasure, there are many more pleasant occupations than carrying on a plumbing business. In other work you would not have so many worries; no labor troubles to settle; where you would not have to meet your men's demands for shorter hours or more pay. You would not have to consider whether their demands were just or not. You would not have to worry over city by-laws. If you are simply in the business to pass the time away, retire from it at once, and leave the work for some one else who needs to earn his daily bread. Judging you by your acts you are chock-full of benevolence. Pity 'tis that you should waste it in unappreciative quarters. Change about for a while and try a little of it on your less fortunate craftsman. He will be able to judge your acts at their true value. Perhaps you are not looking for your reward here. You had better get a little taste now; the deluge bye and bye may overwhelm you.

Another thing that is responsible for low prices is careless figuring. After care has been excercised in ascertaining the quantities of material required, at the critical moment your careful spirit leaves you. Don't imagine because you bought an article a month ago at a certain figure that you can buy it to-day at the same price. Remember the uncertainty of the labor market. This affects the cost of your goods. Don't think because you did a similar job a year or two ago for say $150, you can do the same to-day. Remember the increase of wages you are paying; remember that your workmen are scarcely turning out as much work as they formerly did.

Of course you would expect that with the increased wage and the shorter work hours that more could be performed in eight hours now than formerly, but it doesn't seem to work that way.

After you have satisfied yourself as to the actual cost at which the articles can be purchased, then be careful in your extensions and additions. How many times after you have submitted your tender has it flashed upon you that the work is being done too cheap, and you again go over your figures, only to find some glaring and stupid error in your extensions or additions. Take a few minutes longer in preparation. Don't get

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takes it off "while you wait," and a short wait; takes it off clean, without injury to the wood, without injury to the hands or anything it touches, (except the varnish or paint !) no unpleasant odor, easy to work, and a nice profit to the dealer—a sample for the asking.

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Scrap Rubber of all kinds.

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—Rubber Bicycle Tires.
—Rubber Carriage Tires.
—Rubber Hose.
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We buy

Drosses of all kinds.

—Tin,
—Lead,
—Type Metal,
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Brass Ashes.
Metal Residues.

We buy

Scrap Metal

—Iron,
—Copper,
—Brass,
—Zinc,
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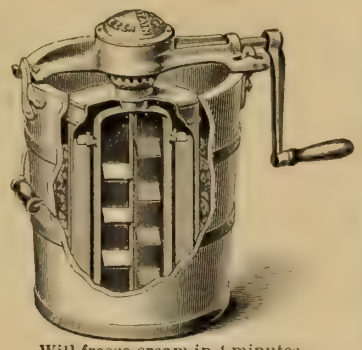

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24 Front St. West, **TORONTO**

[illegible] the knack of giving estimates off hand? The rest of us are liable to make mistakes.

How often does it occur that a customer will drop in just to get some little idea as to the probable cost of a contemplated job, and you hurriedly jot down just what comes to your mind will be required, and give an estimated figure. Later your customer comes back for a bona fide price, and you now go into the matter more thoroughly, only to find that what you had thought could be done for $100, comes to $150. Then, rather than tell your customer the true state of affairs, you say, I will tender at $125 and take chances. Is this fair to yourself? Is it fair to the man who is figuring against you? Scarcely. Remember that material you use won't stretch. It is not like dry goods. There is a chance there of making 34 inches go a yard; or, like groceries; sometimes 14 ounces can be made go a pound. Just touch your finger to the scales; it has a weighty effect. Fortunately, our goods won't elongate: it takes 100 full feet of pipe to carry your waste, water or vent pipes that distance. Did you ever notice that it seems to take a few feet over?

Moreover, watch against carelessness in adding. It is said that a firm of master plumbers in the city of Toronto, who were considered to be one of the most careful and prudent firms engaged in the business, made a mistake of no less than $1,000 in their additions, and that not on a very large job. The error was not discovered until the work was well under way and the material was being charged against the work. Of course it was then too late, and the loss had to be borne.

Master plumbers should supply themselves with books with perforated leaves, on which are printed the various articles that go to make up a job. None are so practical or so perfect that they are beyond mistakes. It is not because you do not know what is required, but because you overlook some things. The use of such a book would obviate mistakes of that nature.

If we mistake not, the idea of issuing a book for this purpose was discussed at a former meeting of the national association and a committee appointed to devise the best form it should take. Possibly President Frank Powers will see that the committee are ready to report at the forthcoming convention, and the use of this book of convenience become an established fact.

Remember that charity begins at home. Be just before you are generous. While there should not be any need of guess work or very much question what material will be required with a practical plumber, there is always room for a certain amount of doubt. If you do not take the full benefit of the doubt, have the one who is going to get the most lasting benefit out of the work share it with you. Your responsibility does not end when the job is completed and you have made your last draw. To a certain extent you feel that you are required to keep the fixtures in good condition for a time at least.

Remember you are not only supplying so much material, or furnishing so much labor on your contracts; you are giving of yourself; your years of experience. If you are conscientious, this is a big item. The question with you should be, not how cheaply can this job be done, but how perfect from a workmanship point of view and from a sanitary point of view? Think of the lives depending on the sanitary condition of the work you leave behind.

M.

AUSTRALIA WANTS SANITARY GOODS.

According to an exchange, a correspondent writing from Melbourne, Australia, states that it would be in the interests of manufacturers of sanitary appliances to watch keenly the large demand for these goods that is being created in various parts of Australia. Some English firms are carrying fair stocks out there, and are ready to step in to meet the demand and give quotations on short notice. The City of Brisbane, Queensland, with a population of 150,000, is just considering sanitary matters. The City of Newcastle, N.S.W., is also contemplating some reforms in its sanitary arrangements, to cost about £180,000. It would be a good idea for Canadian manufacturers of sanitary fittings and fixtures to ascertain the probable requirements.

BUILDING PERMITS ISSUED.

TORONTO.

W. Frith, dwelling, 160 Simpson avenue, to cost $1,000.

R. L. Gibson, additional storey to factory, 88 Wellington street west, to cost $1,500.

W. H. Shaw, stable at 185 Crescent road, to cost $2,000; F. H. Herbert, architect.

E. J. McNamara, six two-storey dwellings, Stafford street, south of King, to cost $7,000; H. Simpson, architect.

T. T. Smith, a pair of semi-detached dwellings, 371 and 373 Wilton avenue, to cost $3,200; Thos. M. Smith, architect.

Toronto Carpet Mfg. Co., five-storey brick factory east side of Mowat avenue, to cost $60,000; Wm. Steel & Son, architects.

E. Galley, alterations to drug store and dwelling, south west corner of Spadina avenue and Harbord street, to cost $1,500.

H. F. Squires, two two-storey-and-attic semi-detached dwellings, west side of Albany avenue, near Barton avenue, to cost $7,000; A. J. Harvey, architect.

Church wardens, St. James' Cathedral, two-storey brick rectory, south side of Adelaide street near Church street, to cost $14,000; Darling & Pearson, architects.

OTTAWA.

Mrs. A. Fortier, frame dwelling, Poplar street, $600.

D. MacVicar, frame dwelling, Blackburn avenue, $600.

Maxime Lavigne, frame dwelling, Willow street, $600.

J. A. Grierson, brick veneered dwelling, Somerset street, $800.

Jas. Curry, row of solid brick houses, Third avenue, $12,000.

Corporation of Ottawa, public library, Metcalfe street, $85,000.

Andrew Fogarty, brick veneered dwelling, Lisgar street, $1,500.

John Sutherland, brick addition to residence, Cooper street, $800.

Amos Lawrence, the Sackville plumber, has done his work so well during the years he has been receiving the patronage of the Sackville people, that now he can barely keep up with the large amount of work coming his way. He is off hand and appreciates the trade of his patrons. —Sackville, N.B., Tribune.

BUILDING NOTES.

The Public School Board of Toronto have let tenders amounting to over $35,000 for alterations and repairs to the different schools. This includes plumbing.

A large warehouse is being erected for J. Clark & Son on Germain street, St. John, N.B. When completed it will be among the best warehouses in the province.

Elford and Smith have secured the contract for the erection of the Rostein block on Government street, Victoria, B. C. The building will cost about $13,000. Hooper & Watkins are the architects.

Plans have been prepared by Herbert E. Gates, Halifax, N.S., for the new College of Agriculture at Truro, N.S. The same architect has also prepared plans for bank

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This is not "hot air." Our machines are ready to make good every statement we make concerning them. We believe in them. Our business is to make you believe in them.

JUST A LITTLE { Better than the best. Quicker than the rest. Handier than them all.

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The New Century Ball-Bearing Washing Machine.

Not the cheapest but decidedly the best Washing Machine made.

Five to seven minutes only required for a tubful.
The operator need not stand when using it, and there is practically no wear on garments.
Full information given on application.

THE DOWSWELL MANUFACTURING CO., Limited.
Hamilton, Ont.
W. L. HALDIMAND & SON, Montreal, - Eastern Agents.

[illegible] at Farrstore, for the Union Bank of Halifax.

It is said [illegible] will erect a new hotel at Brandon, Man., at a cost of $60,000.

The contract for the erection of the new market building at Charlottetown, P.E.I., has been let to The Maritime Contracting and Mining Co., at $36,47[illegible].

The main machinery building being erected in New Glasgow, N.S., by McQuarrie & Grant for The Standard Drain Pipe Co., Limited, is well advanced. The building is 105x101 feet. There are six modern cottages being built near the town for workmen. These will be followed by more in the near future.

There are quite a lot of buildings being erected in Morrisey Mines, B.C. The Crow's Nest Pass Co., Limited, are having erected twenty-five large dwelling houses for their employes. The foundation is being put in for Hanson's Hotel, which is to cost $20,000. Stephens' Hotel is in course of construction and Farrell's Hotel is well under way. There are quite a few stores being erected. The Great Northern Railway Co. are having built a passenger depot and freight sheds.

PLUMBING AND HEATING NOTES.

H. A. KNOX, of Knox Bros., Ottawa, was in Toronto this week. He reports that trade is very good in Ottawa, and that there is every prospect of a busy fall. Mr. Knox was staying with his uncle, Mr. Williams, permanent secretary of the A.O.F. He took in a trip to the Falls. The Ottawa association expect to send five delegates to the National Convention in Montreal, including Past President John McKinley and Ex-Secretary H. A. Knox.

A. B. Dowswell, Claremont., Ont., has the contract for plumbing in the Pickering, Ont., College.

Manufacturers of boilers were in Toronto last week attending a meeting of the association. It is understood that it was decided not to make any change in prices just at present.

The Toronto association will hold their next meeting on Monday night, June 22. There will be some very important matters discussed. The Grievance and other committees will bring in reports. Delegates to attend the National Convention will be selected.

P. E. Rouiller, manager of The Star Iron Co., Limited, Montreal, was in Hamilton during the week looking in on the trade. He also was in attendance at the C.O.F. Convention. It was Mr. Rouiller's first visit to Hamilton. He was quite pleased with the city.

The effects of the strike amongst the various trades unions in Toronto is being felt considerably by the master plumbers. While many buildings contemplated will not be erected this fall, it is still felt that sufficient will be carried out to make the work somewhat of a rush a little later.

A joint meeting of the Grievance Committees representing the masters' association and the journeymen's union, of Toronto, was held on Wednesday evening to adjust a difference between them as to the reading of a clause in the agreement. It is expected that a satisfactory conclusion will be arrived at.

Owing to the wet grounds the baseball team of the Toronto association did not meet for practice last Saturday. If fine, they will assemble next Saturday at the same time and place. The captain went fishing and claims to have caught five. If he could have bought more he would have given one each to his team.

The Bennett & Wright Co., Limited, are keeping busy. They are doing the plumbing and heating in the Alexander apartment building, on University avenue. It is said that the contract for this is over $50,000. The firm have also other contracts under way. They are making considerable alterations to their premises on Queen street.

W. J. Burroughes, one of Toronto's former master plumbers, is visiting friends in Toronto. Mr. Burroughes has been in England for some time. The craftsmen will be glad to extend a welcome hand. None were more active than Mr. Burroughes in the organization of the National Association, he being a past vice-president of that association. Through his efforts quite a few of Toronto plumbers became interested in the local association.

W. H. Meredith was in Hamilton one day last week and called on some of the trade up there. The general report was that trade was in good condition. All spoken to fell in with the idea of a joint picnic with the Toronto association. When mention was made of a challenge from the Toronto association baseball nine to play a match, a sympathetic smile came over their features. They say that at one time they could play ball. We give them the benefit of any doubt. Mr. Walsh is arranging to attend the National Convention in July.

GOOD TIMES FOR U. S. PLUMBERS.

W. M. Merrick, General President of the United Association of Plumbers, Gas and Steam Fitters, says: "Never in the history of the plumbing trade have the plumbers of this country enjoyed better and more prosperity than they are enjoying at the present time. The organization is growing rapidly, the members are in receipt of good wages, work is plentiful, and everything points to continuance of present prosperity for at least another year. The United Association of Journeymen Plumbers, Gas Fitters, Steam Fitters and Steam Fitters' Helpers has taken part in bringing about this prosperity and will endeavor to maintain present conditions. Of course we have our troubles in spots, there are strikes on in a few places, but they are immaterial and we expect they will all be settled shortly. Our association has now about 20,000 members, scattered all over this country wherever the American flag floats. We are adding new locals right along. In the three months ending March 31 over 100 new local unions were added to our association, and I have not the slightest doubt but that this year will be a record breaker in point of growth for our organization. We are proceeding along conservative lines and find that this policy is the one which succeeds.

"The average wages of the plumbers of the United States is about $3.50 per day. In some cities the men get as high as $5 and $6 per day, while in most of the larger towns and cities the wages are $1 per day. The general average, however, is brought down considerably by the low wages which prevail in the smaller towns, where as low as $2.50 and $3 per day is the prevailing figure. This low wage, however, is to a large extent compensated for by the difference in the cost of living. In a great many small places the cost of living is not more than one-third to one-half to what it is in Pittsburg and cities of its class. Consequently wages in those cities are not as high, neither in the plumbing trade or other lines. Take, for instance, the cotton manufacturing districts of New England. Lowell, Mass., is one of the cheapest towns in the United States. The class of people there, cotton mill operatives, are paid such low wages in the mills that they cannot afford to pay high rents. They being in the majority, prices for everything are low and wages in other lines are small as well. For instance, board can be secured in Lowell for $2.50 per week. Plumbers get $3 per day there; and are therefore high-priced men in that city."—Plumbers' Trade Journal.

THE CARE OF LAMPS.

The following hints regarding the care of lamps, given by The Crockery and Glass Journal, would be appreciated by the average householder. Cut them out and give them to your local newspaper:

"In lighting a lamp the wick should be turned down and left down until the chimney and shade are replaced; then gradually turned up. This will save the chimney.

"A few bubbles of air in the oil tank of a student lamp will often prevent a free flow of oil through the narrow pipe which carries the oil from the tank to the burner, causing the lamp to give a dim, yellow light. When filling the student lamp bear this in mind and fill the tank to the top, and if any air bubbles appear, break them."

Portland Cements

BEST

German, Belgian and English Brands.

Fire Bricks,
Fire Clay,
Flue Linings,
Drain Pipes,
Hard Wall Plaster.
Calcined Plaster,
Wheelbarrows,
Mortar Stains.

A FULL STOCK OF

BUILDERS' and CONTRACTORS' SUPPLIES.

W. McNALLY & CO.

40 to 52 McGill Street,
Corner Wellington St.,
MONTREAL.
Write for our quotations.

BUILDERS' SUPPLIES

Fire Bricks, Fire Clay, etc.

ALEX. BREMNER, 50 Bleury Street, Montreal, Que.

STEVENS

FIREARMS

STANDARD FOR EXCELLENCE

THEY ARE THE MOST PROFITABLE LINE FOR THE RETAILER.

YOUR JOBBER CAN SUPPLY OUR LINE. | SEND FOR OUR LATEST CATALOGUES.

J. STEVENS ARMS & TOOL CO., Chicopee Falls, Mass., U.S.A.

H. & R. SINGLE GUN AUTOMATIC AND NON-EJECTING.

12, 16 and 20 Guage.
Steel and Twist Barrels
Superior in Design, Workmanship and Finish, and the most popular Gun on the Market.

Simplest "Take Down" Gun Made

HARRINGTON & RICHARDSON ARMS CO.
Also makers of H. & R. Revolvers.
Catalog on request. Worcester, Mass., U.S.A.

Will Hold Up a Shelf!

That's what a shelf bracket is for.

For this purpose there can be NOTHING BETTER, NOTHING CHEAPER than the BRADLEY STEEL BRACKET. It is well Japanned, Strong and Light. The saving in freight is a good profit, aside from the lower price at which the goods are sold. Order direct or through your jobber.

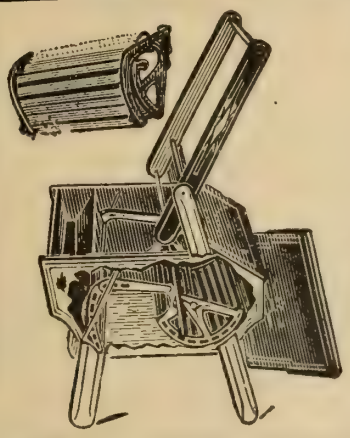
ATLAS MFG. CO.,
New Haven, Conn., U.S.A.

Figure it Out

and see if it wouldn't pay you to have your Printing and Advertising done by a Specialist in an up-to-date city office. Style and finish, that's it.

Special 1,000 Bond Statements, $2.00; Extra quality Billheads, 1,000, $1.50; Envelopes, 1,000, $1.00 up.

WEESE & CO., 54 Yonge Street, - Toronto.



Vollmar Improved Perfect Washer

It has a most enviable record. A perfection of its kind—will wash more clothes in less time, do it better and easier, with less wear and tear, than any other machine. Prices on application.

COLBORNE, Sept. 10th, 1902,

Messrs. WORTMAN & WARD MFG. CO., LONDON,

DEAR SIRS,—We have used the washer again and find that further use increased its value to us. The girls are simply delighted with it, as they can do the washing and be presentable for callers if need be.

MRS. R. WEEKS.

The above is a sample of the many kind words said about the Vollma (Use the street No. when addressing us.)

The Wortman & Ward Mfg. Co., Limited

No. 1500 William Street, London, Ont.

G. A. Crosby & Co. of Ontario,

SARNIA, ONT. LIMITED

Manufacturers of

Patent Automatic Can Making Machinery, Presses, Dies and Special Machinery for Working Sheet Metal.

H. W. Petrie, 141-145 Front Street West, TORONTO - Selling Agent.

Want Ads.

In this paper cost 2 cents per word each insertion, payable strictly cash with order. Many large business deals have been brought about through advertisements of 20 or 30 words. Clerks can be secured, articles sold and exchanged, at small expenditure. Don't forget to send stamps or postal order when sending in copy. When replies come in our care 5 cents additional must be included for forwarding same.

MacLEAN PUBLISHING CO., Limited
Montreal and Toronto

When ordering your stock of Whips, remember that

THE MORGAN WHIPS

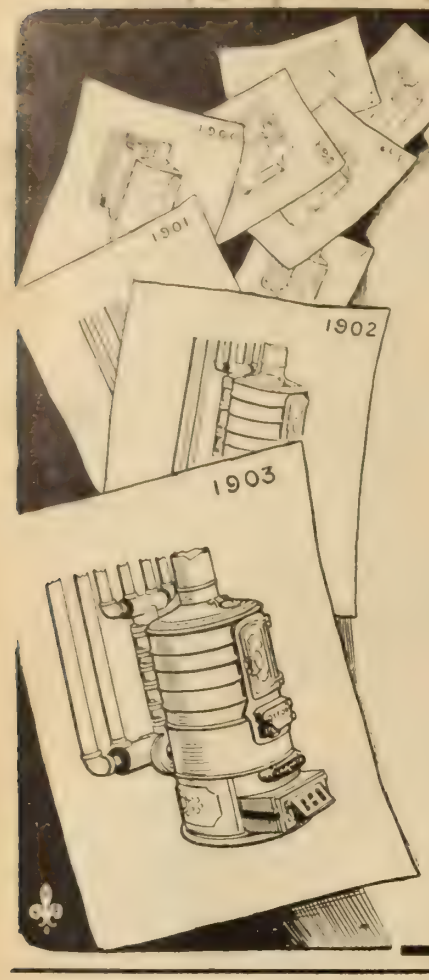
Are the standard for

Quality, Workmanship, Durability,

LOOK FOR THE MORGAN LABELS.

Manufactured by **THE MORGAN COMPANY, Limited**

Ask your dealer for them. **TORONTO, ONT.**



THE OXFORD

Hot Water Heater was the first boiler of this type. We placed it on the market after years of study and experience in house heating. It is not only the original idea, but in it that idea has been brought to the greatest perfection. In spite of all kinds of competition and imitation, the

Oxford Hot Water Heater

has continually held its place in the front rank with an ever-increasing business. It is keeping Canadian homes at a more comfortable temperature than all other makes combined.

In connection with Oxford Radiators it makes the best heating system in the World. Let us send you particulars about it.

The **Gurney Foundry Co.,** Limited.

Toronto **Winnipeg** **Vancouver**

The Gurney-Massey Co., Limited, 385 & 387 St. Paul St., Montreal.

It's certainly a smooth one.

DAVIDSON'S

Standard Flat Telescope Pleated Elbow

is the

STRONGEST
SMOOTHEST
NEATEST
PRETTIEST
EASIEST

SELLING ELBOW ON THE MARKET.

It has a continuous "Telescope Pleat," giving it all the strength of "Corrugated Iron" without the raised obstructions.

It has **TWENTY PLEATS,** making it as **SMOOTH** inside and out as a length of stove pipe.

It is especially adapted for air tights.

It will not leak creosote.

It is "long in the throat," making easy work putting up.

Packed in special crates, ensuring delivery in perfect condition.

Made in blued black steel, of best quality, prices **"LOW AS THE LOWEST."**

YOU'LL BE SORRY IF YOU DON'T HANDLE IT.

The THOS. DAVIDSON MFG. CO., Limited, MONTREAL, P.Q.

STOVES AND TINWARE

OPENING OF McCLARY MFG. CO.'S NEW WORKS.

THE opening of the large new works of The McClary Mfg. Co., London, Ont., a description of which has already been given in "Hardware and Metal," was celebrated in royal fashion.

This company is enjoying the most cordial relations with their employes and so marked the opening of the works by a mammoth picnic at Chelsea Green, the site of their new plant. To this picnic the employes, their wives, families and lady friends were invited. All arrangements were carried out with great care and judgment and the day will linger long in the memory of all present.

The new works are on new ground, where there is abundant room for further expansion. Already a large territory is covered by the new works, but in choosing the location the management had in mind the enormous growth of the past, that has swallowed up the great part of a large block in the very heart of London—a process that when the first buildings were erected, now many years ago, was doubtless never dreamed of as a possibility of the future. And what the McClary company's plant in the not distant future may be, who can foretell?

An immense crowd participated in the affair, and fun and laughter was a feature of the day.

Prior to the holding of the sports in the afternoon, there was a demonstration in the city, at which the antics of the clown band produced much merriment.

The sport passed off very successfully. The customary races were dispensed with, and instead there were tub races in the river, the chasing and capture of a greasy pig, and the disporting of a "rube" band, whose instruments were strong reminders of the workshops, consisting as they did of teapots, pieces of conductor pipe, and so on. Then there was the comic song contest, and the waterpail and wheelbarrow events each of them amusing and out of the ordinary. A ball-throwing contest for the ladies demonstrated an accuracy and strength of arm that was creditable.

More than two thousand people sat down to the supper, which was spread in the mounting shop of the new plant. The shop was gaily decorated for the occasion. All were more than pleased with the fare provided. It is estimated that 3,200 sandwiches were provided; that half a ton of cake was consumed, and 400 boxes of strawberries, requiring 50 gallons of cream, were done away with.

The amusements of the day were brought to a suitable close by an enjoyable dance in the evening. The immense space of the second floor was turned into a dancing hall.

Back of successful events some moving spirit is generally found. In this case it was Col. Gartshore, vice-president and manager of the company, who was, however, ably and enthusiastically aided by the various committees, the chairmen of which were J. K. H. Pope, J. H. Herrick, Joseph Nicholson and R. S. Wilson.

ENGLISH RANGES IN CANADA.

A DESCRIPTION of the new works of B. & S. H. Thompson, Limited, Bermingham, Eng., appears in Ironmonger. A paragraph of particular interest to the Canadian trade is extracted: "The business of this firm, it is interesting to record, was established nearly 100 years ago by a member of the well-known Chance family, and was carried on under the style of Wm. Chance & Son for rather more than half a century. A little over 10 years ago, Stephen Thompson, who had served his apprenticeship in the horse, acquired the business, and carried it on in partnership with his brother, Benjamin Thompson. The new firm succeeded in building up a large connection with our Australasian colonies, with Canada, and, more recently, with South Africa, while, in addition, they did a good general trade with the West Indies, and also with various markets in the Far East. Upon the death of Benjamin Thompson, which occurred some 20 years ago, the business devolved upon S. H. Thompson, with whom G. F. Patterson was associated as partner for ten years, and under whose supervision it so expanded that a couple of years ago it was deemed advisable to secure its incorporation under the Limited Liability Act. The Canadian business of the concern is now transacted by their former branch house, which was established some years ago in Montreal, and which is now converted into a private limited-liability company, under the style of B. & S. H. Thompson & Co., Limited, with G. A. Kohl, late managing partner, as managing director.

CATALOGUES FOR STOVE DEALERS

It is not too early for the hardware man to lay his plans for next winter's stove, range and heating trade. In order to be thoroughly posted he should read all he can on the subject and study the matter in every way, not placing his order until he is convinced that he has secured the best line for his particular class of trade.

"JEWEL" STOVES, RANGES, ETC.

THE Burrow, Stewart & Milne Co., Limited, Hamilton, have not yet issued their catalogue for the coming winter, but have ready for the trade a comprehensive book containing illustrated descriptions of "Jewel" stoves, ranges, hollow ware, etc. This firm manufacture steel ranges and range cooks, cast coal and wood ranges, cast wood ranges, steel coal and wood cook stoves, cast coal and wood cook stoves, cast wood cook stoves, coal heaters, wood heaters, laundry stoves, pots, spiders, bowls, dampers, sad irons, etc. Their stoves are sold with a guarantee good for 12 months from date of purchase from dealer. In addition to the large catalogue for the trade, this firm have also booklets ready for the retailer to distribute among his customers. A useful one for the summer months is now ready, entitled, "What the Cook should Know," which gives information about "Jewel" gas ranges; also many recipes for dishes appreciated at this time of year.

DOHERTY STOVES.

The Doherty Mfg. Co., Limited, Sarnia, Ont., have ready for distribution a catalogue describing their decarbon steel stoves and ranges, the good qualities of which are that they will not warp or crack with fire. Their weight, workmanship and construction give them many points of superiority. Their catalogue is well illustrated and contains full information. A copy will be sent to any reader of "Hardware and Metal" requesting one.

GURNEY-TILDEN HEATING GOODS.

Not many catalogues issued in Canada are superior in either appearance or general utility to catalogue No. 58, issued by The Gurney Tilden Co., Limited, Hamilton. This firm manufacture all lines of stoves and ranges, which are described in thorough detail in this catalogue.

[illegible] its publication, however, several [illegible] have been added, so a supplementary catalogue has been prepared. This can be had at any time. This firm [illegible] an excellent reputation for their [illegible] furnaces and registers. While [illegible] literature regarding these has been issued lately, any of the trade desiring to secure information concerning them will find their catalogue "D" to contain all information essential to a thorough understanding of the good points of this line. This firm also issue dainty booklets for the use of the trade in [illegible] their customers. One is at present ready for distribution, which shows to advantage the good points of their gas stoves and ranges.

DIRECTIONS FOR SETTING UP STOVES.

The following hints for setting up stoves are given by The Doherty Mfg. Co., Sarnia, Ont.: The first essential in setting up a range or cook stove is to examine the chimney and see that it has sufficient flue space and is of proper height. It is the chimney alone that furnishes the draft and not the stove (as many suppose) and it must, therefore, be of good size and clear of all obstructions in order to furnish draft enough to operate the stove properly. The flue should be round or square, at least eight inches in the clear and as high as the main part of the house or any wall near it. If not high enough, it should be extended with brick, if possible, but if a sheet iron cap is found necessary, have the pipe at least eight inches in diameter, and see that it fits the chimney tight. If any air is admitted around the top of the chimney, it will decrease the draft rather than help it. It should be straight, not angular; should not have any bends or turns; should be even or flat at top; and all chinks should be well filled with mortar. It should never have two openings into it. The flue that is used for the stove should not be used for ventilating the cellar, and all openings into it, above or below the stove, should be tightly closed. A new or green chimney will never have a perfect draft. It will not draw perfectly until it is perfectly dry, which sometimes requires two to four weeks' time.

Use as little pipe and as few elbows as possible. See that it fits tightly together and into the chimney and on to the collar of the stove properly. See that it is not shoved into elbows or chimney too far. Always have pipe and opening into chimney full size of collar on stove. Do not set two stoves in same flue, or use a "T" joint if you can possibly avoid it. See that all the flues are open and clear. See that the damper and flue stops are in place and closed tightly. Be sure you know how the dampers operate: that they may not be open when you think they are closed: and bear in mind that almost all stoves having reservoir have two dampers, both of which must be properly turned to bake.

SANITARY DINNER PAIL.

E. T. Wright & Co., Hamilton, Ont., are introducing on the Canadian market Ehle's patent food carriers, which are built in compartments, enabling the owner to take his dinner to shop or factory, keeping each class of food away from the other, so that the taste of one will not be affected in any way by the rest. It can also be nested, so that it can be taken home in quite small compass. Further particulars may be had on enquiry.

NOTES OF THE TRADE.

A. B. Ormsby & Co., contracting roofers and metal workers, Queen and George street, Toronto, have fitted up new premises which are a credit to themselves and are now branching out as manufacturers. They are now making a new design in metallic skylights, which is guaranteed to be absolutely wind and dust proof. This skylight, which will be offered for sale to the trade, will be described in a later issue.

The marriage of Miss Lou S. Fawcett, daughter of Mrs. Hibbert Fawcett, to T. A. Treen, traveller for The Enterprise Foundry Co., is announced to take place in the Main street Baptist church at 7 o'clock next Tuesday evening.—Sackville, N.B., Tribune, June 11.

The Toronto iron moulders' strike has not yet been settled, though some of the foundries have given in and taken the men back at a nine-hour day and higher wages. The largest firms in the city are not affected by the strike.

A report has gone the rounds of the daily press to the effect that The Canada Radiator Co., Ltd., Port Hope, Ont., has accepted a site at Outremont, Que., and would move their works to that place. In reply to an enquiry, J. J. Travers, managing director of the company, authorizes "Hardware and Metal" to deny the report, as no decision has yet been reached in regard to the matter.

La Founderie de Plessisville, Que., are busy preparing their patterns for the coming season.

The Grundy Stove Company, Limited, Guelph, Ont., have been incorporated with $40,000 capital to manufacture and sell stoves, ranges, furnaces and water boilers, and all description of grey ironware and malleable iron and brass castings. The directors are: R. N. Grundy, Irvine Tovell, Joseph Carter, G. G. Moore, Nelson Moore, and Frank Frank, all of Guelph.

W. J. Copp, Son & Company, Fort William, Ont., have secured George Anderson, foreman with The McClary Mfg. Co., London, Ont., as foreman in their moulding shop. Mr. Anderson has wide experience and bears an excellent reputation for the quality of his work.

The Guelph Foundry Co. have made a shipment of "New Idea" stoves to Jamaica. Mr. Jas. Francis, the well known jelly manufacturer and coffee grower, Cedar Hurst, made the purchase for his own use. The "New Idea," now famous in Canada, will soon become famous throughout the West Indies.—Guelph Herald.

THE DANGER OF SUCCESS

A man profound and seeming wise,
Who made a name
And bus'ness fame
With printer's ink
That made folks think,
Went heretic. "Why advertise,
And, day by day,
Just throw away
The hard-earned rocks?
My name now talks;
My growing trade and store's vast size,
Will draw the crowd,
And talk more loud,
Than columns wasted every day
On 'Ads.' I'm sure no longer pay."
He cut the printers down one-half;
The saving made the old man laugh;
But day by day
Trade fell away.
Success had made the old man mad.
His bus'ness soon got "awful bad;"
But still he wouldn't advertise,
And "store for sale" caused no surprise.

—J. Yort.

PERSONAL MENTION.

Mr. Wilburt Westran, formerly with Fennell & Co., Berlin, Ont., and Mr. George Horsman, lately with Stanley Mills, Hamilton, have accepted positions with The Smith & Ferguson Co., Regina, N.W.T.

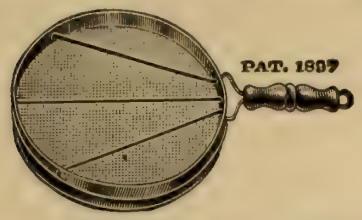
Mr. John Sanson, who has been engaged with White Bros., Collingwood, Ont., for the past six years, has resigned to accept a position with The Fairbanks Co., Montreal, whom he will represent in Northern Ontario.

Mr. E. B. Ryan, formerly representing H. S. Howland, Sons & Co., Limited, is now on the travelling staff of The Kennedy Hardware Co., Limited, Toronto.

THE "SUN" BRAND PORTLAND CEMENT.

We make only one quality and that the best.
Ask us for quotations.

The Sun Portland Cement Co., Limited
OWEN SOUND
JAS. A. CLINE, Managing Director.



The FAIRGRIEVE GAS TOASTER

Retails at 25c. The only Toaster guaranteed to toast on gas, gasoline or blue flame oil stoves without taste or smell. Write for prices.

THE FAIRGRIEVE MAN'FG. CO.,
295 COLLEGE ST., TORONTO.
U. S. Branch: 289 Jefferson Ave., DETROIT.

STANDARD TIN WORKS

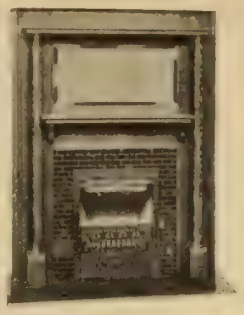
MANUFACTURERS OF

TINWARE AND TIN CANS

Fruit Cans, Meat Cans,
Jacketed Oil Cans,
Baking Powder Cans,
Lard Pails, Etc.

JAS. A. McGOLPIN
156-162 Duke Street, TORONTO.

Mantels, Grates, Tiles, Etc.



Sell MANTELS as well as Hardware—it will pay you.

The Batty Stove & Hardware Co.
76 YORK ST., TORONTO.

Slaw Cutter.

A POPULAR COMBINE

Pat applied for

Corn Grate

J. M. MAST MFG. CO., Lititz, Pa.

Edwin H. Grenfell & Co., London, Ont.,
CANADIAN AGENTS.

THE ADAMS STOVE PIPE REGISTER.

Design Patented June 29, 1897.

Design Patented August 31, 1897.

Made by

The Adams Company
Dubuque, Iowa, U.S.A.

MADE IN CANADA

No. 175. Steel—Ebony finish.

Jewel Gas Ranges

Experience has proved that **Jewel** Gas Ranges are not only more ECONOMICAL, but are more STRONGLY BUILT and BETTER FINISHED and have more GENUINE GOOD FEATURES than any other line of Gas Ranges made.

Jewel Gas Ranges are CLEAN, and are more easily kept clean than any other kind.

WE MAKE OUR OWN **Valves,** and the latest and best **1903 Jewel Needle Valve** is supplied on all Ranges and Hot Plates.

Improved Slotted Burners, with removable thimble caps, or Drilled Burners as required.

Spring Balanced Drop Doors and Valves, Air Regulators, Front Supply Pipes, Door Plates and Spring Guards, Polished and Nickel-Plated.

Hot Plates

1 BURNER
2 BURNERS
3 BURNERS

No. 362—With Pilot Light and three-section Reversible Burner for Broiler—Asbestos Lined Oven.

THE BURROW, STEWART & MILNE CO., Limited

HAMILTON, ONT.

DEPARTMENT OF ADVERTISING SUGGESTION AND CRITISISM

Edited by **W. Arthur Lydiatt,** TORONTO.

NOTE. Herein are discussed the principles and practice of advertising. Subscribers are invited to send Mr. Lydiatt specimens of their newspaper and other advertising, for the purpose of review in this department. Address care of Department of Advertising, HARDWARE AND METAL.

Are People Talking About Your Store? They Should Be.

I have been away for a couple of weeks and find on my return a number of letters from subscribers enclosing ads for criticism. It is certainly encouraging to know that HARDWARE readers are taking such an interest in this department, and that so many of them are anxious to improve their advertising.

I wish some readers would write and tell me a little of their experience in advertising—what plans or methods they have found to be most successful and what, if any, they have found to be a failure. Most of us are continually doing something or other to extend trade and gain new customers. I would like to know what the more enterprising HARDWARE readers have done or are doing in this connection.

Ads which have been sent in for criticism will receive attention each in turn, and I hope those readers who have not already sent in specimens of their advertisements will do so, that we may make this department of as much real practical value as possible.—THE EDITOR.

ON MAKING EXTRAVAGANT CLAIMS

TO write of your own store, or of your own wares, as if you were really "the only pebble on the beach," is to promote unbelief. To make extravagant claims—to say things that you really wouldn't expect people to believe, if you or they gave it a second thought—has anything but the desired effect.

An advertisement, if it is to sell goods, must be convincing, and to be convincing it must wear an air of candor and truth. The public is a shrewd critic and will not believe or be persuaded that perfection of purchase is to be found in only one place.

Makes little difference how much you tell them, or how loud you proclaim it, people won't believe that yours is the only store on earth, or that you have the best of this or the cheapest of that. If you undertake to claim it, the elements of truth that form a part of your advertisement will themselves be discredited. The immediate inference will only be accentuated that yours is not a probable story, as there is nothing in existence of which it can not, or will be said: "There are others."

Do not, therefore, claim everything. The manner in which "best," "wonderful," extraordinary," and such superlatives, have been overdone in the wildcat style of advertising, has altogether destroyed their value. It has, instead, given a force to an understatement of facts—to the quiet reasoning of "value for money"—which makes the rather ordinary practice of racking the brain for "big" words unnecessary work.

The most discreet and shrewd advertisers, therefore, use mild and temperate phrases. They admit that their rivals serve the public well; but they gently insinuate their desire to see and serve you in such a captivating way that the public are much more easily influenced.

Too much pretension in an advertisement always revolts the audience addressed, and they make the necessary discount. To claim less than might be claimed, invites the reader, and leaves an impression that results in the advertiser's profit.

By making your arguments sound reasonable—by making them believable—you create an impression in the minds of the public that more than doubles the force of your daily announcements.

We cannot, in fact, overestimate the force and value of a few modest words well phrased. When a would-be customer comes to the store time after time and finds that the articles advertised are really just as good, or even better, than what was claimed in the advertisement, he or she is liable to become a little enthusiastic over it.

We read in an advertisement of some special bargain—perhaps a half-price one,—or one of those very frequent "below cost" offerings,—and we wonder if the articles advertised are really as they are claimed to be. This is almost invariably the case, because we are so used to overstatement of facts. It is, then, something in the nature of a pleasant surprise if we find the articles just as good—or better—than represented.

After all, the basis of successful advertising is confidence. People get to know just what value to place on the statements of their local merchant, and always weigh the value of his advertised offerings accordingly.

Get to the point where people will readily believe that what you say is really so, or, that your offerings are even better than you claim, and your advertising will have a double value.

Ymir, B.C., 18th May, 1903.

Mr. W. Arthur Lydiatt,
HARDWARE AND METAL,
Toronto, Ont.

Dear Sir,—As invited, we beg to enclose circular which we are mailing to our customers. Advertising in the local paper, even when regularly changed, does not bring satisfactory results, and we find this method better instead to follow it up. We should be glad to have your criticism.

Yours truly,
SPENCER, SANDERSON & Co.

With this letter came a printed circular, gotten up in the form of a two-page letter, with blanks for the name, etc., of the party addressed, and for the signature of the firm, which, I presume, were filled in on those circulars sent to customers.

From the circular itself I cannot arrive at a definite conclusion as to just what the object was in sending it out. It is intended to sell goods, of course, but usually when we send out a circular or other announcement of this kind, it is to announce the arrival of new stock, or to tell of some special inducements which are being made to draw trade.

This circular is a combination of what might have been a half dozen or so newspaper ads. It starts off with: "We have this spring a large and well-assorted stock of seasonable hardware. Buying in the eastern markets, we are enabled to sell the goods at prices which will compare favorably with quotations from any other Kootenay point." Then follows some talk about the arrival of a consignment of paints and varnishes, with a few prices quoted, and mention of fly screens, ice cream freezers, oil stoves, hammocks and garden tools, in the order here given, prices being quoted in each case, and closing with, "We trust to receive your patronage, and all orders will receive our prompt and careful attention. We shall be pleased to reply to all inquiries and quote prices on all goods in our line."

There is nothing unusual about the circular, unless it be the assortment of goods mentioned, in which there is certainly variety.

I would have gotten this up in the form of a little four-page paper, devoting a paragraph or two to each line of goods carried in stock, or, at least, the more important of them. I think if you had had the idea in mind in arranging the matter, that you would have been much better satisfied with its appearance, and with the results obtained. Try it next time.

"THE EMLYN" SAW BENCH

Made in 6 sizes. Best value obtainable. Specially designed for export With or without "Emlyn" Patent Guard. Sole maker—

CHARLES D. PHILLIPS,

Cables—"Machinery," Newport. Emlyn Engineering Works, NEWPORT, MON., ENGLAND.

ONTARIO SILVER CO.,

Limited,

NIAGARA FALLS, CANADA.

Manufacturers of **FLATWARE, CUTLERY and ELECTRO PLATE.** . . .

Ask for our Catalogue and Quotations.

Steward & Romaine Mfg. Co.

EXPANSION and TOGGLE BOLTS

For fastening all kinds of material to Brick, Stone or Cement,

124 North Sixth St., Philadelphia, Pa.

ONTARIO WIND ENGINE & PUMP CO., Limited.

GALVANIZING.

Park 822

Atlantic Ave., Toronto

STOVE BRICK

Fire Clay and Asbestos, Furnace Cement.

All kinds of Fire Clay products made to order from patterns. Write for Price List.

JONES BROS., BRACONDALE, P.O., ONT. (NEAR TORONTO)

POLICE DEPARTMENT,
CITY OF BALTIMORE.

To whom it may concern:

It affords us much pleasure to recommend SOLARINE to those that want a first-class polish. In our judgment it is the best article on the market for either inside or outside work. We use it on the Police Boat "Laurron" in preference to all other polish which we have given a fair trial

Respectfully,

Lieut. A.L. League, Commander.
Thos. E. Perry, Chief Engineer.

For further information, address, "Solarine," Toronto.

"Pullman" Lawn Sprinkler

IS YOUR ORDER IN?

Send for Folder No.14.

PULLMAN MNFG. CO.
Rochester, N.Y., U.S.A.

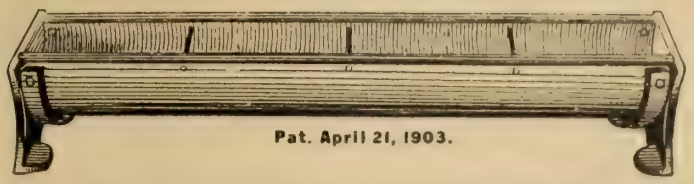
Good Wrapping Paper.

That's the only kind to buy. Something that can be relied upon. Our brown and manilla wrapping papers are manufactured with this end in view. Consequently they are extremely tough and durable.

CANADA PAPER CO., Limited

TORONTO and MONTREAL.

PATENT STEEL HOG TROUGHS



Pat. April 21, 1903.

Something new, something long wanted.

A fine line for Hardware trade.

Write for Prices and Agency.

I am placing on the market this Steel Hog Trough, made of No. 14 Steel Boiler Plate. A trough that it is impossible for the hogs to chew or destroy. Edges finished with ⅜ wrought iron pipe, slotted and driven on. Cross bars to prevent hogs from crowding or lying in trough.

Every hog raiser wants them and is going to have them when he finds out what they are. A great seller, as they are practically indestructible.

WILBER S. GORDON, - TWEED, ONT.

—SEE—

WRIGHT'S New Sprayer

before booking your order.

THE BEST ON THE MARKET PRICES RIGHT

E. T. WRIGHT & CO., Manufacturers Hamilton Ont.

CHAS. P. CLARK, President. **JARED CHITTENDEN, Treasurer.**

...ESTABLISHED 1849...

BRADSTREET'S

Capital and Surplus, $1,500,000. **Offices Throughout the Civilized World.**

Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

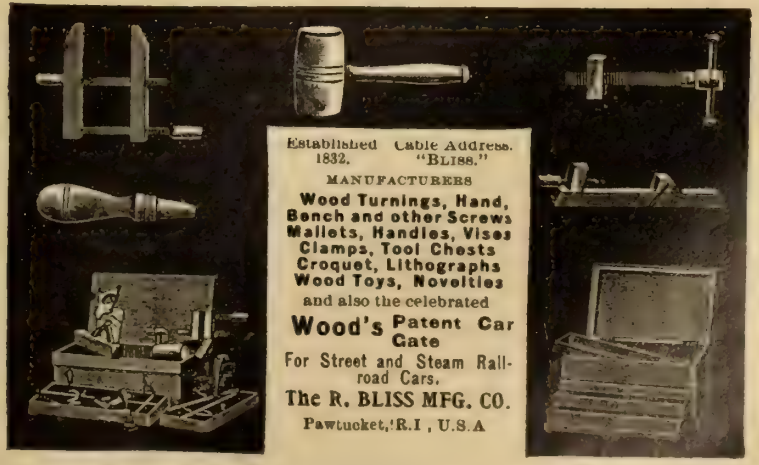
THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information, no effort is spared, and no reasonable expense considered too great, that the results may justify its claim as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

Subscriptions are based on the service furnished, and are available only by reputable wholesale, jobbing and manufacturing concerns, and by responsible and worthy financial, fiduciary and business corporations. Specific terms may be obtained by addressing the Company at any of its offices. **Correspondence Invited.**

——OFFICES IN CANADA——

HALIFAX, N.S. OTTAWA, ONT. VANCOUVER, B.C.
HAMILTON, ONT. QUEBEC, QUE.
LONDON, ONT. ST. JOHN, N.B. WINNIPEG, MAN.
MONTREAL, QUE. TORONTO, ONT.

THOS. C. IRVING, Gen. Man. Western Canada, Toronto.

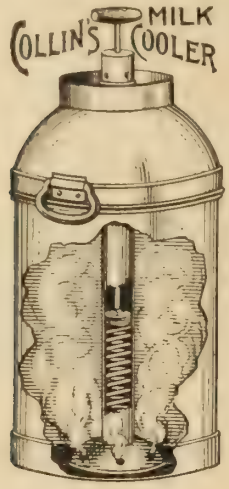


Canadian Representative: ALEXANDER GIBB, 13 St. John St., MONTREAL.

75 YEARS *ESTABLISHED 1825.* *75 YEARS*

AN EFFECTIVE MILK COOLER.

The great foe of sweet milk is animal heat. The quicker the fresh milk can be cooled the better. But cooling the milk through and through is not effected without a good deal of trouble. A new device on the market is the Collins milk cooler. This consists of a species of air pump, such as we are familiar with for inflating bicycle tires. The pump is placed inside the can and the air forced into the milk from the bottom, sideways.



The fresh, cool air filters upward, completely aerating the entire contents, at once arresting germ action and assuring sweet milk for a longer period than is ordinarily possible. This milk cooler is also made attached to the outside of a capital milk pail, the air being forced through a valve in the centre of the bottom of the can. This useful article is made by The Collins Mnfg. Co., Toronto, makers of a great variety of useful devices sold by hardware dealers.

A $25,000,000 STRIKE.

The strikes in the building trades and the shutdown in the building material and lumber yards in New York, which have thrown more skilled mechanics idle than any general strike ever did in that city, are now being looked upon by the labor unions themselves as one of the most costly experiences they have ever had. The skilled men who are idle, estimated at from 100,000 to 110,000, have nothing to gain for the loss of wages when the shutdown in the lumber and building material yards is over to compensate for the wages lost, as they had made no demands and were thrown idle because of the continued determination of the Board of Building Trades to support the demand of the Building Material Drivers' Union for recognition of the organization. Including the losses in profits by employers through the stopping of work, the loss of wages, the losses of small storekeepers and others dependent for custom on the workers, the losses have been figured at $25,000,000 up to date.

The shutdown in the lumber and building material dealers' yards began about May 5 and has lasted 32 days. The following are, according to The New York Journal of Commerce, the estimated wages lost by the different trades thrown idle by the shutdown: Carpenters, 10,000 men, at $4.50 a day, for 32 days, $1,440,000; bricklayers, 7,500 men, at $5.25, $1,324,000; plasterers, 1,000, at $5 a day, $640,000; plasterers' helpers, 4,000, at $3.50 a day, $448,000; iron workers, 8,000, at $4.50 a day, $1,152,000; laborers, 25,000, at $2, $1,600,000; electrical workers, 2,000, at $4, $286,000; stonecutters, 1,000, at $5, $1,600,000; plumbers, 2,500, at $4.25, $339,900; boilermakers, machinists, marble workers, tile layers, cement masons, marble polishers, wood lathers, stair builders, glaziers and others, $3,800,000; unskilled trades other than plasterers' laborers, 50,000, $2,000,000.

About two thousand building contractors are involved in the shutdown, and their loss of profits, office rent and other expenses foot up between $7,000,000 and $8,000,000. Merchants have lost a season's trade by not having buildings finished on time, and others more remotely affected, if they have not incurred losses already, will suffer.

THE "SOO" WORKS AND PROTECTION.

When interviewed regarding the recent discussion in the Dominion Parliament regarding protection for iron and steel, F. H. Clergue, of The Lake Superior Consolidated Co., stated: "Personally I have not given up hope that the Government will themselves take action on the question, and that they will do so during the present session. We at the Soo have not so much at stake as they have at Sydney, because we have a duty on steel rails that helps us. We are, of course, greatly interested, because injury to one branch of the industry is bound to affect the whole industry in Canada, especially in the financial aspect of the case. I hope that the Sydney people will get what they are asking for."

"SOO" COMPANIES TO CONSOLIDATE.

Cornelius Shields, president of the Consolidated Lake Superior Company, has announced that the new Board of Directors of the company have decided to apply for a special charter to enable them to incorporate all the subsidiary companies on which there is not any bonded debt under two principal companies. The two principal companies will be the Lake Superior Power Company, and in it will be included all companies that have been granted charters by the Dominion Government, and the Consolidated Lake Superior Company, in which will be included all the companies that have secured charters from the Government of different States.

It is expected that this will greatly simplify the management of the entire works as one whole.

THREE FISHERMEN.

Messrs. J. Harkness, of The Sherwin-Williams Co., Max Morrel and Chas. Smallpiece, of Lewis Bros. & Co., Montreal, who are members of the Good Times Fishing Club, are about to spend a few days on the Severn River. Their success is assured as Mr. Smallpiece is president of the foregoing club.

APOLLO GALVANIZED IRON

It costs less money to do a good job with Apollo than with "cheap" iron.

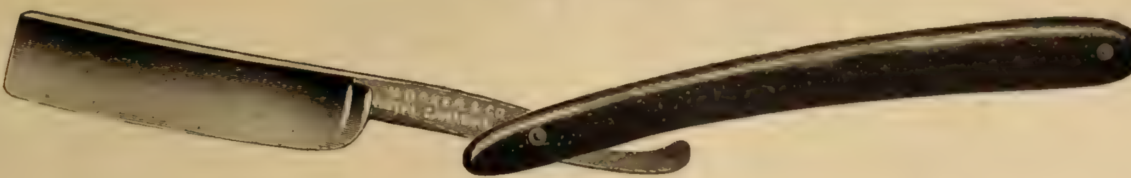
Apollo is so workable.

Quick service.

Return a whole sheet for an inch of fault.

American Sheet Steel Company
Battery Park New York

If you want to sell a FIRST-CLASS RAZOR, concaved by the best grinders in the world,



H. Boker & Co.'s "ROYAL CANADIAN"

is the thing. No line will give you better satisfaction.

CURRENT MARKET QUOTATIONS.

June 19, 1903.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

TIN.

Lamb and Flag and Straits - 56 and 28-lb. ingots, 100 lb.	$33 00	$34 00

TINPLATES.

Charcoal Plates - Bright.

M.L.S., equal to Bradley—		Per box.
I C, usual sizes	...	$6 75
I X "	....	8 25
I X X "	....	9 75
Famous, equal to Bradley—		
I C	....	6 75
I X	....	8 25
I X X	....	9 75
Raven and Vulture Grades—		
I C, usual sizes	....	5 00
I X "	....	6 00
I X X "	....	7 00
I X X X "	....	8 00
D C, 12½x17	....	4 50
D X	....	5 25
D X X	....	6 00

Coke Plates—Bright.

Bessemer Steel –		
I.C., usual size, 14x20	....	4 00
I.C., special sizes, base	....	4 50
20x28	....	9 00

Charcoal Plates—Terne.

Dean or J. G. Grade -		
I.C., 20x28, 112 sheets	....	8 50
IX., Terne Tin	....	10 50

Charcoal Tin Boiler Plates.

Cookley Grade—		
X X, 14x56, 50 sheet bxs.; " 14x60, "; " 14x65, "	....	7 00

Tinned Sheets.

72x30 up to 24 gauge	....	8
" " 26 "	....	8 50

IRON AND STEEL.

Common bar, per 100 lb.	....	2 05
Refined " "	....	2 45
Horseshoe Iron "	....	2 40
Hoop steel, 1½ to 3-in. base	....	2 90
Sleigh shoe steel, "	....	2 10
Tire steel	2 30	2 50
Reeled machinery	....	3 00
Toe calk steel	2 85	3 00
T. Firth&Co.'s tool steel, per lb	0 12½	0 13
Jessop's tool steel	....	0 14
Morton's tool steel	0 12½	0 13
Black Diamond and "B.C." tool steel	0 10	0 11
Chas. Leonard's tool steel	0 08	0 09
Park's "Silver" tool steel	0 12	0 14
" "Special"	0 15	0 20
Jonas & Colver's tool steel	0 10	0 20
" "Air Hardening"	....	0 70
Drill steel, per lb	0 08	0 10

BOILER TUBES.

		Per foot.
1¼, 1½ and 4 inch	....	....
2½ in.	....	....
3 in.	....	....
3½ in.	....	....
[illegible]	....	....

STEEL BOILER PLATE.

¼ in	2 50	2 60
3-16 in	2 60	2 70
⅜ in. and thicker	2 50	2 60

BLACK SHEETS.

	Com.	D.Fl.
10 and 12 gauge	2 55	2 75
18 gauge	2 85	3 00
20 "	2 85	3 00
22 to 24 gauge	2 95	3 25
26 "	3 05	3 50
28 "	3 15	....

COPPER WIRE.

Discount, 50 per cent.

CANADA PLATES.

All dull, 52 sheets	2 90	3 00
Half-polished	3 00	3 10
All bright	3 75	3 85

IRON PIPE.

Black pipe -	Per 100 feet.	
⅛ inch	3 00	3 25
¼ "	2 30	2 40
⅜ "	....	2 65
½ "	....	2 85
¾ "	....	3 65
1 "	....	5 20
1¼ "	....	7 35
1½ "	....	8 95
2 "	....	12 55
2½ "	....	21 00
3 "	....	25 00
3½ "	....	32 00
4 "	....	38 50
4½ "	....	45 00
5 "	....	48 00
6 "	....	63 00
Galvanized pipe—		
¼ inch	....	3 20
⅜ "	....	3 45
½ "	....	3 85
¾ "	....	5 00
1 "	....	7 20
1¼ "	....	10 05
1½ "	....	12 20
2 "	....	16 85

Malleable Fittings—Discount 15 p.c.
Cast Iron Fittings—

On unions, 55 per cent.; on nipples, 60 per cent.; on all others, 50 per cent.

GALVANIZED SHEETS.

	G.C.	Comet	Bell.	Queen's Head
16 gauge	....	....	....	....
18 to 24 gauge	4 05	3 75	3 75	4 05
26 "	4 25	4 00	3 90	4 25
28 "	4 50	4 25	4 05	4 50

American brands, $4.40 for 28 gauge.
Less than case lots 10 to 15c. extra.

CHAIN.

oof coil, 3-16 in., per 100 lb.	....	....
" ¼ "	7 85	8 10
" 5-16 "	5 25	5 50
" ⅜ "	4 50	4 75
" 7-16 "	4 25	4 50
" ½ "	4 20	4 50
" 9-16 "	4 05	4 50
" ⅝ "	4 00	4 50
" ¾ "	4 00	4 50

Halter, kennel and post chains, 40 to 40 and 5 per cent.

Cow ties	40 p.c.
Tie out chains	65 p.c.
Stall fixtures	35 p.c.
Trace chain	45 p.c.

Jack chain, iron, single and double, discount 35 p.c.
Jack chain, brass, single and double, discount 40 p.c.

COPPER.

Ingot.		Per 100 lb.
Casting	....	15 50
Lake Superior	....	....
Bars.		
Cut lengths, round, ½ to ¾ in.	23 00	25 00
" round and square, 1 to 2 inches	23 00	25 00
Sheet.		
Plain, 14 oz., and light, 16 oz., 14x48 and 14x60	22 00	22 50
Plain, 14 oz., and light, 16 oz., irregular sizes	22 50	23 00
Tinned copper sheet	....	24 00
Planished	....	32 00
Braziers' (in sheets).		
4x6 ft., 25 to 30 lb. each, per lb.	....	0 23
" 35 to 45 " "	....	0 22
" 50-lb. and above "	....	0 21

BOILER AND T.K. PITTS.

Plain tinned, per lb	....	0 28
Spun, per lb	....	0 32

BRASS.

Rod and Sheet, 14 to 30 gauge, 15 per cent

Sheets, hard-rolled, 2x4	0 23
Tubing, base, per lb	0 23½

ZINC SPELTER.

Foreign, per 100 lb	6 25	6 50
Domestic " "	...	....

ZINC SHEET.

5-cwt. casks	6 25	6 50
Part casks	6 75	7 00

LEAD.

Imported Pig, per 100 lb.	....	3 50
Bar, per lb	....	0 05
Sheets, 2½ lb. sq. ft., by roll	....	0 06½
Sheets, 3 to 6 lb. "	....	0 06

NOTE.—Cut sheets ½c. per lb., extra. Pipe, by the roll, usual weights per yard, lists at 7c. per lb. and 30 p.c. dis. f.o.b. Toronto.

NOTE.—Cut lengths, net price, waste pipe 8-ft. lengths, lists at 8c.

SHOT.

Common, $6.50 per 100 lb.; chilled, $7.00 per 100 lb.; buck, seal and ball, $7.50. Discount, 15 p.c. Prices are f.o.b. Toronto, Hamilton, Montreal, St. John and Halifax. Terms, 3 p.c. cash, freights equalized.

SOIL PIPE AND FITTINGS.

Light soil pipe, discount, 45 and 5 per cent.
" " fittings, discount 50 and 5 p.c.
Med. and Extra heavy pipe and fittings, dis. 55 and 5 per cent.
7 and 8-in. pipe, discount 40 and 5 per cent.

SOLDER.

		Per lb.
Bar, half-and-half, guaranteed	....	0 20
Bar, half-and-half, commercial	0 19	0 19½
Refined	....	0 19
Wiping	0 17	0 18½

ANTIMONY.

Cookson's ... per lb.	9 00

WHITE LEAD.

	Per 100 lb.	
Pure	5 00	5 25
No. 1	4 62½	4 87½
No. 2	4 25	4 50
No. 3	3 87½	4 12½
No. 4	3 50	3 75
Munro's Select Flake White	....	5 75
Elephant and Decorators' Pure	....	5 25
Brandram's Genuine	....	6 50
" Decorative	....	6 00
" " No. 1	....	5 50
"Monarch" brand	....	6 12½
Decorator's Pure	....	5 50
Essex Genuine	..	5 25

RED LEAD.

Genuine, 560 lb. casks, per cwt	$4 75	$5 00
Genuine, 100 lb. kegs, "	5 25	5 50
No. 1, 560 lb. casks, per cwt	4 00	4 25
No. 1, 100 lb. kegs, per cwt	4 25	4 50

WHITE ZINC.

Extra Red Seal	0 06	0 08
No. 1	0 05½	0 07
No. 2	0 05	0 06

DRY WHITE LEAD.

Pure, casks	5 25
Pure, kegs	5 75
No. 1, casks	5 00
No. 1, kegs	5 25

PREPARED PAINTS.

In ¼, ½ and 1-gallon tins.

Pure, per gallon	....	1 20
Second qualities, per gallon	....	1 00
Barn (in bbls.)	0 60	0 90
The Sherwin-Williams paints	....	1 40
Canada Paint Co.'s pure	....	1 25
Toronto Lead & Color Co's pure	....	1 25
Sanderson Pearcy's pure	....	1 20
Standard Paint Co.'s "New Era."	....	1 30
"Globe"	....	1 30
" barn	60	70
The Francis-Frost Co.'s "Ark" Brand	....	1 25
The Francis-Frost Co.'s British Navy deck	....	1 50
Hollywood paste paint	....	1 40
" liquid paint	....	1 25
" floor paint	....	1 25
Henderson & Potts's "Anchor" Brand	....	1 35
Globe Paint Co.'s mixed	....	1 30
Globe Paint Co.'s barn and bridge	....	0 75

COLORS IN OIL.

25-lb. tins, Standard Quality.

Venetian red, per lb.	0 03½	0 05
Chrome yellow	0 12	0 14
Golden ochre	0 07	0 10
French "	....	0 06
Marine black	....	0 04
Chrome green	....	0 10
French Imperial green	....	0 14
Signwriters' black	....	0 16
Umber	0 04	0 06
Sienna	0 04	0 07

COLORS, DRY.

Common ochre, bbls	1 15	1 30
Yellow ochre (J.F.L.S.), bbls.	....	2 00
Brussels ochre	....	2 00
Venetian red, bbl	1 50	2 25
English oxides, per cwt	3 00	3 25
American oxides, bbls	1 25	2 75
Canadian oxides, bbls	1 25	1 75
Super magnetic oxides, 93 p.c.	2 00	2 25
Burnt sienna, pure, per lb	....	0 10
" umber, " "	0 08	0 10
Raw umber	0 08	0 10
Drop black, pure	....	0 10
Chrome yellow, pure	...	0 18
Chrome greens, pure per lb	0 09	0 10
Golden ochre	0 03	0 04
Ultramarine blue, in 28-lb. boxes, per lb.	0 06	0 12
Fire proof mineral, per 100 lb	...	1 00
Genuine Eng. Litharge, per lb	...	0 07
Mortar color, per 100 lb	1 25	1 50
Pure Indian red, No. 45, lb.	0 08	0 10
Whiting (common), bbl	0 55	0 60
English vermilion in 30-lb. bgs.	...	0 85

BLUESTONE.

Casks, for spraying,	5 50
100-lb. lots, do per lb.	[illegible] 08

JOSEPH RODGERS & SONS Limited

SHEFFIELD, ENGLAND.

Each blade of our Goods bears the exact mark here represented.

REGISTERED TRADE MARK. GRANTED 1682

JAMES HUTTON & CO., MONTREAL SOLE AGENTS IN CANADA.

PUTTY.

Bulk in bbls	1 70
Bulk in less quantity	1 95
Bladders in bbls	2 00
Bladders in kegs, boxes or loose	2 25
25-lb. tins	2 25
12½-lb. tins	2 50
Bladders in bulk or tins less than 100 lb	2 50

VARNISHES.

In 5-gal. lots.	Per gal.	Net.
Carriage, No 1	1 50	1 60
Pale durable body	4 10	4 25
" rubbing	2 85	3 20
Gold size, japan	1 50	1 60
No 1 brown japan	0 85	0 90
Elastic oak	...	1 50
Furniture, extra	1 10	1 25
" No 1.	0 90	1 00
Hard oil finish	1 35	1 50
Light oil finish	1 60	1 70
Damar	1 75	2 00
Shellac, white	2 40	2 50
" orange	2 30	2 40
Turpentine, brown japan	1 10	1 20
" black japan	1 10	1 20
" " No. 1.	0 85	0 90
Elastilite varnish, 1 gal. can, each		2 00
Granitine floor finish, per gal		2 75

Maple Leaf coach enamels; size 1, $1.20; size 2, 70c; size 3, 40c. each

Sherwin-Williams kopal varnish, assorted case, from ½ pts. to 1 gal., $2.50.

CASTOR OIL.

British, 1st qual. in cases, per lb	0 08½	0 09½
" " small lots	0 10	0 10½

COD OIL, ETC.

Cod oil, per gal	0 50	0 55
Pure olive	....	1 40
" neatsfoot	...	0 90

GLUE.

Common	0 08	0 09
French medal	0 10	0 14
White, extra	0 18	0 22
Gelatine	.	...
Strip	0 18	0 20
Coopers	0 19	0 20
Huttner	....	. .
Ground	0 12	0 16
Cologne, genuine	....	....

HARDWARE.

AMMUNITION.

Cartridges

B B Caps Dominion, 50 and 5 per cent.

Rim Fire Pistol, discount 40 p.c., American

Rim Fire Cartridges, Dominion, 50 and 5 p.c.

Central Fire Pistol and Rifle, 10 p.c., Amer.

Central Fire Cartridges, pistol sizes, Dominion, 30 per cent.

Central Fire Cartridges, Sporting and Military, Dominion, 15 per cent.

Central Fire, Military and Sporting, American, add 5 per cent. to list. B B Caps, discount 40 per cent., American

Loaded and empty Shells, "Trap" and "Dominion" grades, 25 per cent. Rival and Nitro, 10 per cent. advance on list.

Brass Shot Shells, 55 per cent.

Primers, Dom., 30 per cent.; American, $1 90

Wads	per lb.
Best thick white felt wadding, in ½-lb. bags	$1 00
Best thick brown or grey felt wads, in ½-lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 99
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 each, 8 gauge	0 55
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10 gauge	0 25
Thin card wads, in boxes of 1,000 each, 8 gauge	....

Chemically prepared black edge grey cloth wads, in boxes of 250 each—	Per M.
11 and smaller gauge	0 60
9 and 10 gauges	0 70
7 and 8 "	0 90
5 and 6 "	1 10

Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 "	1 65
5 and 6 "	1 90

ADZES.

Discount 20 per cent.

ANVILS.

Wright's, 80-lb. and over	0 10¾
Hay Budden, 80-lb. and over	0 09¼
Brook's, 80-lb. and over	0 11¼

AUGERS.

Gilmour's, discount 65 and 5 per cent. off list.

AXES.

Chopping Axes		
Single bit, per doz.	7 00	10 00
Double bit, "	10 00	18 00
Bench Axes, 40 per cent.		
Broad Axes, 25 per cent.		
Hunters' Axes	5 50	6 00
Boys' Axes	6 25	7 00
Splitting Axes	7 00	12 00
Handled Axes	7 50	10 00

AXLE GREASE.

Ordinary, per gross	5 75	6 00
Best quality	13 00	15 00

BATH TUBS.

Zinc	6 00

Copper, discount 15 per cent. off revised list.

BATHS.

Standard Enameled.

5½-inch rolled rim, 1st quality	24 00
5½ " " " 2nd "	20 00

BABBIT METAL.

"Tandem," A	per lb.	0 27
" B	"	0 21
" C	"	0 11½
Frictionless Metal	"	0 23

Syracuse Smelting Works:

Aluminum, genuine	0 45
Government, "	0 44
Tough, "	0 40
Hard, "	0 40
Dynamo	0 30
Special	0 25
Harmony	0 22
Car Box	0 20
Extra	0 15

The Canada Metal Co.:

Imperial, genuine,	0 40
Metallic	0 30
Hercules	0 20
Star	0 15
No 1	0 12
No 2	0 10
No. 3	0 06
No 4	0 05

BELLS.

Hand.

Brass, 60 per cent.
Nickel, 55 per cent.

Cow.

American make, discount 63¾ per cent.
Canadian, discount 45 and 50 per cent.

Door.

Gongs, Sargant's	5 50	8 00

" Peterboro', discount 46 per cent.

Farm.

American, each	1 25	3 00

House.

American, per lb	0 35	0 40

BELLOWS.

Hand, per doz	3 35	4 75
Moulders', per doz	7 50	10 00

Blacksmiths', discount 40 per cent.

BELTING.

Extra, 60 per cent.
Standard, 60 and 10 per cent.
No. 1, not wider than 6 in., 60, 10 and 10 per cent.
Agricultural, not wider than 4 in., 75 per cent.

BITS.

Auger.

Gilmour's, discount 60 and 5 per cent.
Rockford, discount 50 and 10 per cent.
Jennings' Gen., net list.

Car.

Gilmour's, 47½ to 50 per cent.

Expansive.

Clark's, 40 per cent.

Gimlet.

Clark's, per doz	0 65	0 90
Diamond, Shell, per doz.	1 00	1 50
Nail and Spike, per gross	2 25	5 20

BLIND AND BED STAPLES.

All sizes, per lb.	0 07¾	0 12

BOLTS AND NUTS.	Per cent.
Carriage Bolts, common ($1 list)	50 and 10
" " full sq. ($2.40 list)	55 and 10
" " Norway Iron ($3 list)	55 and 10
Machine Bolts, all sizes	50, 5 and 10
Plough Bolts	50, 5 and 10
Blank Bolts	50, 5 and 10
Bolt Ends	50, 5 and 10
Sleigh Shoe Bolts	65, 5 and 10
Coach Screws, cone point	66⅔ and 10

Nuts, square, all sizes, 3¾c. per lb. off.
Nuts, hexagon, all sizes, 4c. per lb. off.
Stove Rods, per lb., 5½ to 6c.

BOOT CALKS.

Small and medium, ball	per M.	4 25
Small heel	"	4 50

BRIGHT WIRE GOODS.

Discount 62½ per cent.

BROILERS.

Light, discount 65 to 67½ per cent.
Reversible, discount 65 to 67½ per cent.
Vegetable, per doz., discount 37½ per cent.

Henis, No. 8	per doz.	6 00
Henis, No. 9	"	7 00
Queen City	"	7 50

BUTCHERS' CLEAVERS.

German	per doz.	6 00	11 00
American	"	12 00	20 00

BUTCHER KNIVES.

Bailey's	per doz.	0 60	6 30

BUILDING PAPER, ETC.

Tarred Felt, per 100 lb.	1 75
Ready roofing, 2-ply, not under 45 lb., per roll	0 90
Ready roofing, 3-ply, not under 65 lb., per roll	1 15
Carpet Felt ... per ton	45 00
Heavy Straw Sheathing ... per ton	35 00
Dry Sheathing ... per roll, 400 sq. ft.	0 40
Tar " ... " 400 "	0 50
Dry Fibre ... " 400 "	0 55
Tarred Fibre ... " 400 "	0 60
O. K. & I. X. L. ... " 400 "	0 70
Resin-sized ... " 400 "	0 45
Oiled Sheathing ... " 600 "	1 00
Oiled " ... " 400 "	0 70
Roof Coating, in barrels ... per gal.	0 17
Roof " small packages "	0 25
Refined Tar ... per barrel	5 00
Coal Tar ... "	4 00
Coal Tar, less than barrels ... per gal.	0 15
Roofing Pitch ... per 100 lb.	1 00

BULL RINGS.

Copper, $2.00 for 2½-inch, and $1.90 for 2-inch.

BUTTS.

Wrought Brass, net revised list.

Cast Iron.

Loose Pin, discount 60 per cent.

Wrought Steel.

Fast Joint, discount 65, 10 and 2½ per cent.
Loose Pin, discount 65, 10 and 2½ per cent.
Berlin Bronzed, discount 70, 70 and 5 per cent.

Gen. Bronzed	per pair	0 40	0 65

CARPET STRETCHERS.

American	per doz.	1 00	1 50
Bullard's	"	....	6 50

CASTORS.

Bed, new list, discount 55 to 57½ per cent.
Plate, discount 52½ to 57½ per cent.

CATTLE LEADERS.

Nos. 31 and 32	per gross	8 50	9 50

CHALK.

Carpenters' Colored, per gross		0 45	0 75
White lump	per cwt.	0 60	0 65
Red		0 05	0 06
Crayon	per gross	0 14	0 18

CHISELS.

Socket, Framing and Firmer.

Broad's, discount 60 and 10 per cent.
Warnock's, discount 50 and 10 per cent.
P. S. & W. Extra, discount 60 and 10 per cent

CHURN

Revolving Churns, metal frames—No. 0, $8 No. 1, $8.50; No. 2, $9.00; No. 3, $10.00 No. 4, $12.00; No. 5, $16.00 each. Ditto wood frames, 20c. each less than the above. Discounts: Factories, 53 per cent.; delivered from stock in Montreal, 51 per cent. Terms 4 months or 3 per cent. cash in 30 days.

Churn frames, including bearings, levers, etc. Nos. 0, 1, 2 and 3, wood, $2.40; and 4 and 5, $2.65. Metal frames, 25c. extra. Discount 15 per cent., net 30 days.

CLIPS.

Axle, discount 65 per cent.

CLOSETS.	Net.
Plain York or Ontario Syphon Jet	$9 60
Emb. " " "	10 20
Fittings	1 00
Plain Elgin or Teu. Syphon Washout	6 00
Emb. " " "	6 60
Fittings	1 25
Low Down Elgin or Teutonic, plain	6 00
Low " " " emb.	6 50
Plain Richelieu	4 25
Emb. "	4 50
Connections	1 25
Low Down Ontario Syphon Jet, plain	11 70
Low " " " emb'd.	12 30
Closet connection	1 25
Basins, P.O., 14-in.	0 70
Basins, oval, 17 x 14-in.	1 50
Basins, " 19 x 15-in.	2 25

COMPASSES, DIVIDERS, ETC.

American, discount 62½ to 65 per cent.

CONDUCTOR PIPE.

Plain or Corrugated.

2-inch	per 100 feet	3 00
3 "	" "	4 00
4 "	" "	5 25
5 "	" "	6 75
6 "	" "	9 00

CRADLES, GRAIN.

Canadian, discount 20 to 25 per cent.

CROSSCUT SAW HANDLES.

S. & D., No. 3	per pair	0 17½
S. & D., " 5	"	0 22½
S. & D., " 6	"	0 15
Boynton pattern	"	0 20

DOOR SPRINGS.

Torrey's Rod (15 p.c.), per doz.	....	2 00
Coil "	0 88	1 60
English "	2 00	4 00

DRAW KNIVES.

Coach and Wagon, discount 50 and 10 per cent.
Carpenters', discount 60 and 10 per cent.

We Make the Goods You Want

because your customers want the goods we make. Send us your orders for BUILDING PAPERS, ROOFING FELTS, WIRE EDGED READY ROOFING, and all parties will be satisfied.

The Paterson Mfg. Co., Limited

Toronto and Montreal.

DRILLS.

Hand and Breast.

Millar's Falls, per doz., net list.

DRILL BITS.

Morse, discount 37½ to 40 per cent.
Standard, discount 50 and 5 to 55 per cent.

FAUCETS.

Common, cork-lined, discount 35 per cent.

EAVETROUGHS.

10-inch ....per 100 ft. 3 10

ELBOWS (stovepipe.)

and 6-inch, common....... per doz. 1 20
7-inch........................ " 1 35
Polished, 15c. per dozen extra.

ESCUTCHEONS.

Discount 40 per cent.

ESCUTCHEON PINS.

Iron, discount 40 per cent.

FACTORY MILK CANS.

Discount off revised list, 40 per cent.

FILES AND RASPS.

Great Western............70 and 10 per cent.
Arcade....................70 " 10 "
Kearney & Foot ....70 " 10 "
Disston's..................70 " 10 "
American..................70 " 10 "
J. Barton Smith..........70 " 10 "
McClellan ....70 " 10 "
Eagle ....70 " 10 "
Nicholson, 60 and 10 to 60, 10 and 5 "
Royal ....80 "
Globe ....70 to 75 "
Black Diamond, 60 and 10 to 60, 10 and 5 per cent.
Jowitt's, English list, 25 to 27½ per cent.
Nicholson File Co.'s "Simplicity" file handle, per gross 85c. to $1.50.

GLASS.

Window. Box Price.

Size United Inches.	Star Per 50 ft.	Star Per 100 ft.	D. Diamond Per 50 ft.	D. Diamond Per 100 ft.
Under 26......	2 0	3 80	....	6 75
26 to 40......	2 10	4 00	....	7 25
41 to 50......	....	4 50	....	8 75
51 to 60......	....	4 75	....	10 00
61 to 70......	....	5 00	....	11 50
71 to 80......	....	5 50	....	12 50
81 to 85......	....	....	....	14 00
86 to 90......	....	....	....	16 50
91 to 95......	....	....	....	18 00
96 to 100......	....	....	....	20 00

A dis ount of 25 per cent. is offered on "Double D.amond."

GAUGES.

Marking, Mortise, Etc.

Stanley's, discount 50 to 55 per cent.

Wire Gauges.

Winn's, Nos. 26 to 33 ....each 1 65 2 40

HALTERS.

Rope, ⅜-inch ....per gross ....
Rope, ½ " .... " 9 00
Rope, ¾ to ⅞-inch .... " 14 00
Leather, 1-inch......per doz. 3 87½ 4 00
Leather, 1¼ " ...... " 5 15 5 20
Web................. " 1 87 2 45

HAMMERS.

Nail.

Maydole's, discount 5 to 10 per cent. Canadian discount 25 to 27½ per cent

Tack.

Magnetic ....per doz. 1 10 1 20

Sl ge.

Canadian..............per lb. 0 07½ 0 08½

Ball Pean.

English and Canadian, per lb. 0 22 0 25

HANDLES

Axe, 2nd growth, per doz. net 3 00 4 00
tore door........ ...per doz. 1 00 1 50

Fork.

C. & B., discount 40 per cent., revised list.

Hoe.

C. & B., discount 40 per cent., revised list.

Saw.

American............per do 1 00 1 25

Plane.

American .... per gross 3 15 3 75

Hammer and Hatchet.

Canadian, discount 40 per cent.

Cross-Cut Saws.

Canadian............per pair 0 13¾

HANGERS. doz. pairs.

Steel barn door............... 5 85 6 00
Stearns, 4-inch 5 00
" 5-inch 6 50
Lane's covered –
No. 11, 5-foot run 8 40
No. 11½, 10-foot run 10 80
No. 12, 10-foot run.......... .... 12 60
No. 14, 15-foot run.......... .... 21 00
Lane's O.N.T. track, per foot 0 04½

HARVEST TOOLS.

Discount 60 per cent.

HATCHETS.

Canadian, discount 40 to 42½ per cent.

HAT ENAMEL.

Hen derson & Potts' "Anchor Brand'

HINGES.

Blind, Parker's, discount 16⅔ per cent.
Heavy T and strap, 4-in., per lb....... 0 06½
" " 5-in., " 0 06¼
" " 6-in., " 0 06
" " 8-in., " 0 05¾
" " 10-in., " 0 05½
Light T and strap, discount 65 and 5 per cent
Screw hook and hinge -
6 to 10 in......... per 100 lb. 4 50
12 in. up.......... " 3 25
Spring.......... per gro. pairs 10 50

HOES.

Garden, Mortar, etc., discount 60 per cent.
Planter.............. per doz. 4 00 4 50

HOLLOW WARE.

Discount 45 and 5 per cent.

HOOKS.

Cast Iron.

Bird cage............ per doz. 0 50 1 10
Clothes line.......... " 0 27 0 63
Harness.............. " 0 72 0 88
Hat and coat .. .. per gro. 1 00 3 00
Chandelier ....per doz. 0 50 1 00

Wrought Iron.

Wrought hooks and staples, Canadian discount 47½ per cent.

Wire.

Hat and coat, discount 45 per cent.
Belt ....per 1,000 .... 0 60
Screw, bright, discount 55 per cent.

HORSE NAILS.

"C" brand, 40, 10 and 7½ per cent off list } Oval
"M" brand, 50, 10 and 5 per cent. } head
Countersunk, 65 per cent.
"Monarch," 60 per cent.
"Peerless" 50 per cent. dis.

HORSESHOES.

Iron Shoes.	F.O.B. Montreal No. 2 and larger.	No. 1 and smaller.
Light, medium and heavy....	3 35	3 60
Snow shoes	3 60	3 85
Steel Shoes.		
Light	3 45	3 70
Featherweight (all sizes)......	4 85	4 85

F.O.B. Toronto, Hamilton, London and Guelph, 10c. per keg additional.
Toe weight steel shoes........ .... 6 70

JAPANNED WARE.

Discount 45 and 5 per cent. off list, June 1899

ICE PICKS.

Star... ....per doz. 00 3 25

KETTLES.

Brass spun, 7½ per cent. discount off new list.
Copper .... per lb. 0 30 0 50
American, 60 and 10 to 65 and 5 per cent.

KEYS.

Lock, Canadian dis. 40 to 40 and 10 per cent.
Cabinet, trunk and padlock, American .... per gross 0 60

KNOBS.

Door, japanned and N.P., per doz.......................... 1 50 2 50
Bronze, Berlin....... per doz. 2 75 3 25
Bronze, Genuine .... " 6 00 9 00
Shutter, porcelain, F. & L. screw .... per gross 1 30 4 00
White door knobs....per doz. 1 00

HAY KNIVES.

Net prices.

LAMP WICKS.

Discount, 60 per cent.

LANTERNS.

Cold Blast....................per doz. 7 00
No. 3, "Wright's" .... " 8 50
Ordinary, with O burner. ... " 4 00
Dashboard, cold blast........ " 9 00
No. 0 .... " 5 75
Japanning, 50c. per doz. extra.

LEMON SQUEEZERS.

Porcelain lined...... per doz. 2 20 5 60
Galvanized.......... " 1 87 3 85
King, wood.......... " 2 75 2 90
King, glass.......... " 4 00 4 50
All glass .... " 0 50 0 90

LINES.

Fish .... per gross 1 05 2 50
Chalk .... " 1 90 7 40

LAWN MOWERS.

Woodyatt, 12-in. wheel 7 50
Star " 5 50
Daisy " 4 90
Philadelphia, 12-in. wheel 6 50
Ontario, " 14 25
Discount, 50 per cent.

Maxwell & Sons:

10½-in. high wheel............ 7 50 10 00
9-in......................... 5 50 6 25
8-in......................... 49 0 5 50
Discount 50 per cent.

LOCKS.

Canadian, 40 to 40 and 10 per cent.
Russell & Erwin......per doz. 3 00 3 25

Cabinet.

Eagle, discount 30 per cent.

Padlocks.

English and Am..... per doz. 0 50 6 0
Eagle, discount 20 to 25 per cent.

MACHINE SCREWS.

Iron and Brass.

Flat head, discount 25 per cent.
Round head, discount 20 per cent.

MALLETS.

Tinsmiths'............per doz. 1 25 1 50
Carpenters', hickory, " 1 25 3 75
Lignum Vitae........ " 3 85 5 00
Caulking, each 0 60 2 00

MATTOCKS.

Canadian............ per doz. 5 50 6 50

MEAT CUTTERS.

American, discount 33⅓ per cent.
German, 15 per cent.
Gem ....each 1 15

MILK CAN TRIMMINGS.

Discount 25 per cent.

NAILS.	Cut.	Wire.
2d and 3d	3 45	3 45
3d	3 10	3 12
4 and 5d.......................	2 85	2 95
6 and 7d	2 75	2 80
8 and 9d	2 60	2 60
10 and 12d	2 55	2 55
16 and 20d.....................	2 50	2 50
30, 40, 50 and 60d (base)	2 45	2 45

Cut nails in carlots 5c. less.
Wire nails in carlots are $2.40.
Steel cut nails 10c. extra.
Miscellaneous wire nails, discount 75 per cent.
Coopers' nails, discount 30 per

NAIL PULLERS.

German and American 1 75 3 50

NAIL SETS.

Square, round and octagon, per gross.................... 3 38 4 00
Diamond 1 00 2 00

POULTRY NETTING.

2-in. Mesh, 19 w.g., dis 60 per cent.
2-in. Mesh, 16 w.g. and heavier, 50 p.c.

OAKUM.

U. S. Navy ....per 100 lb. 6 75
Plumbers .... " 3 00

OILERS.

McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 00
Zinc and tin, discount 50, 50 and 10 per cent.
Copper .... per doz. 1 25 3 50
Brass................ " 1 50 3 50
Malleable, discount 25 per cent

GALVANIZED PAILS.

Dufferin pattern pails, discount 45 per cent
Flaring pattern, discount 45 per cent.
Galvanized washtubs, discount 45 per c

PIECED WARE.

Discount 40 per cent off list, June, 1899.
10-qt. flaring sap buckets, discount 40 per cent
6, 10 and 14-qt. flaring pails, dis. 40 per cent.
Creamer cans, discount 40 per cent.

PICKS.

Per dozen 6 00 9 00

PICTURE NAILS.

Porcelain head ......per gross 1 35 1 50
Brass head.......... " 0 40 1 00

PICTURE WIRE.

Tin and gilt, discount 75 per cent.

PINE TAR.

½ pint in tins ....per gross ... 7 80
1 " " .... " 9 60

PLANES.

Wood bench, Canadian discount 40 per cent., American discount 50 per cent.
Wood, fancy Canadian or American, 37½ to 40 per cent.

PLANE IRONS.

English ....per doz. 2 00 5 00

PLIERS AND NIPPERS.

Button's genuine, per doz. pairs, discount 37½ to 40 per cent.
Button's imitation....per doz. 5 00 9 00
German .... " 0 60 2 60

PLUMBERS' BRASS GOODS.

Standard Compression work, dis. 60 per cent.
"J.M.T." Cushion work, discount 50 per cent.
Fuller work, discount 65 per cent.
6 dozen lots and over of the above, extra discount 10 per cent.
Lever handle Stops and Waste, discount 60 per cent. With, in lots of 2 dozen and over, an extra discount of 10 per cent.
"J.M.T." Globe, Angle and Check Valves, discount 55 per cent.
Standard Globe, Angle and Check Valves, discount 65 per cent.
"J.M.T." Radiator Valves, discount 55 per cent.
Standard Radiator Valves, discount 65 per cent.
Patent Quick-Opening Valves, discount 70 per cent.
No. 1 compression bath co k .. .net 2 00
No. 4 " " .. . " 2 00
No. 7 Fuller's .... " 2 20
No. 4½, " .... " 2 35
Patent Compression Cushion, basin cock, hot and cold.. per doz 15 06
Patent Compression Cushion, bath cock, No 2208 .... 2 25
Square head brass cocks, discount 60 per cent.
" " iron " " 60 "
Competition Globe, Angle and Check Valve discount 70 per cent.
Thompson Smoke-test Machine $25.00

Our New

GLASS CATALOGUE

The most complete work ever issued.

Containing much useful and important information and instruction on all kinds of glass—which you ought to know—as well as a numerous variety of designs and illustrations of glass now used in modern buildings.

EVERY KIND OF PLATE AND WINDOW GLASS IN STOCK.

TORONTO PLATE GLASS IMPORTING CO.,

Hill & Rutherford

Warerooms and Offices—135 to 143 Victoria St.
Bending Works—209 to 213 Victoria St.

TORONTO

PRESSED SPIKES.

Discount 20 per cent

PULLEYS

Hothouse	per doz.	0 55	1 00
Axle	"	0 22	0 33
Screw	"	0 27	1 00
Awning	"	0 35	2 50

PUMPS.

Canadian cistern		1 80	3 60
Canadian pitcher spout		1 40	2 10

PUNCHES.

Saddler's	per doz.	1 00	1 85
Conductor's	"	9 00	15 00
Tinners', solid	per set		0 72
" hollow	per inch		1 00

RANGE BOILERS.

Dominion, 30 gallon	net		6 00
" 35 "	"		7 00
" 40 "	"		8 00
Ronald's Galvanized, 30 gallon,	"		7 40
" " 35 "	"		8 40
" " 40 "	"		9 60
Copper, 30 gallon	"		22 00
" 35 "	"		24 00
" 40 "	"		28 00

Discount off copper boilers 15 per cent.

RAKES.

Wood	per doz. net	1 20	up.

RAZORS.

	per doz.	
Elliot's	4 00	18 00
Geo. Butler's & Co's	4 00	18 00
Boker's	7 50	11 00
" King Cutter	12 50	15 00
Wade & Butcher's	3 60	10 00
Theile & Quack's	7 00	12 00
Bailey's	6 00	12 00
Bailey's Brantford	10 00	11 00
Carbo Magnetic		15 00
Griffon Barber's Favorite		10 75
Griffon No. 65		13 00
Griffon Safety Razors		13 50
Griffon Stropping Machines		13 50
Lewis Bros " Klean Kutter	8 50	10 50

REGISTERS.

Discount 40 per cent

RIVETS AND BURRS

Iron Rivets, black and tinned, discount 60 and 10 per cent.
Iron Burrs, discount 55 per cent
Extras on Iron Rivets in 1-lb cartons, ½c per lb.
Extras on Iron Rivets in ½-lb cartons, 1c. per lb.
Copper Rivets, with usual proportion burrs, 45 per cent discount. Cartons, 1c per lb extra net.
Copper Burrs only, discount 20 and 10 per cent
Extras on Tinned or Coppered Rivets, ½ lb cartons, 1c per lb.

RIVET SETS

Canadian, discount 35 to 37½ per cent

ROPE, ETC

Sisal	0 11
Pure Manilla	0 14
"British" Manilla	0 12
Cotton, 3-16 inch and larger	0 16
" 5-32 inch	0 21
" ¼ inch	0 22
Russia Deep Sea	0 15
Jute	0 08
Lath Yarn, single	0 11
" double	0 11
Sisal bed cord, 48 feet per doz	0 65
" " 60 feet "	0 80
" " 72 feet "	0 95

RULES

Boxwood, discount 55 per cent
Ivory, discount 37½ to 40 per cent

SAD IRONS

Mrs. Potts, No 55, polished	per set		0 70
" No 50, nickle plated,	"		0 80

SAND AND EMERY PAPER

B. & A. sand, discount, 40 and 5 per cent
Emery, discount 40 per cent.
Garnet (Ruston's) 5 to 10 per cent. advance on list.

SAP SPOUTS.

Bronzed iron with hooks	per 1,000	9 50

SAWS.

Hand, Disston's, discount 12½ per cent.
S. & D., discount 40 per cent.
Crosscut, Disston's per foot 0 35 0 55
S. & D., discount 35 per cent. on Nos 2 and 3.
Hack, complete each 0 75 2 75
" frame only 0 75

SASH WEIGHTS.

Sectional	per 100 lb.	2 50	2 75
Solid	"	1 75	2 00

SASH CORD.

Per lb		0 25	0 30

SAW SETS. per doz.

Lincoln and Whiting 4 75
Hand Sets, No. 1 Woodyatt (Morrill) 4 25
X-Cut Sets, No. 3 Woodyatt (Morrill) 9 50

SCALES.

Gurney Standard, 40 per cent.
Gurney Champion, 50 per cent.
Burrow, Stewart & Milne—
Imperial Standard, discount 40 per cent.
Weigh Beams, discount 35 per cent.
Champion Scales, discount 50 per cent.
Fairbanks standard, discount 35 per cent.
" Dominion, discount 55 per cent
" Richelieu, discount 55 per cent.
Warren's new Standard, discount 40 per cent.
" " Champion, discount 50 per cent.
" Weighbeams, discount 35 per cent.

SCREW DRIVERS.

Sargent's	per doz.	0 65	1 00

SCREEN DOORS.

Common doors, 2 or 3 panel, walnut stained, 4-in. style per doz. 6 80
Common doors, 2 or 3 panel, yellow and green stained, 4-in. style per doz. 7 00
Common doors, 2 or 3 panel, in natural colors, oil finish per doz. 8 15
3-in. style 20c. per dozen less.

SCREWS.

Wood, F. H., bright and steel, discount 87½ per cent.
Wood, R. H., bright, dis. 82½ per cent.
" F. H., brass, dis. 80 per cent.
" R. H., " dis. 75 per cent.
" F. H., bronze, dis. 75 per cent.
" R. H., " dis. 70 per cent.
Drive Screws, dis. 87½ per cent.

Bench, wood	per doz.	3 25	4 00
" iron	"	4 25	5 00

Set, case hardened, dis. 60 per cent.
Square Cap, dis. 50 and 5 per cent.
Hexagon Cap, dis 45 per cent.

SCYTHES.

Per doz net		6 00	9 00

SCYTHE SNATHS.

Canadian, discount 40 per cent.

SHEARS.

Bailey Cutlery Co., full nickeled, discount 2½ per cent
Bailey Cutlery, Japan Handles, discount 67½ per cent
Seymour's, discount 50 and 10 per cent.

SHOVELS AND SPADES.

Canadian, discount 45 per cent.

SINKS.

Cast iron, 16 x 24			0 85
" 18 x 30			1 00
" 18 x 36			1 40

SNAPS.

Harness, German, discount 25 per cent
Lock, Andrews 4 50 11 50

SOLDERING IRONS.

1, 1½ lb	per lb		37
2 lb. or over	"		0 34

SQUARES

Iron, No. 192	per doz.	2 40	2 55
" No. 194	"	3 25	3 40

Steel, discount 60 to 60 and 5 per cent.
Try and Bevel, discount 50 to 52½ per cent.

STAMPED WARE

Plain, discount 75 and 12½ per cent. off revised list.
Retinned, discount 75 per cent. off revised list.

STAPLES.

Galvanized		3 25	3 50
Plain		2 90	3 15

Coopers', discount 45 per cent.
Poultry netting staples, discount 40 per cent.

STOCKS AND DIES.

American discount 25 per cent.

STONE.

Washita	per lb.	0 28	0 60
Hindostan	"	0 06	0 07
" slip	"	0 09	0 09
Labrador	"		0 13
" Axe	"		0 15
Turkey	"		0 50
Arkansas	"		1 50
Water-of-Ayr	"		0 10
Scythe	per gross	3 50	5 00
Grind, 2-in., 40 to 200 lb., per ton			25 00
" " under 40 lb.,	"		28 00
" under 2 in. thick,	"		29 00

STOVEPIPES.

5 and 6 inch, per 100 lengths		7 00
7 inch	"	7 50

ENAMELINE STOVE POLISH.

No. 4, 3 doz. in case, net cash		4 80
No. 6, 3 doz. in case,	"	8 40

TACKS, BRADS, ETC.

Carpet tacks, blued	80 and 15
" " tinned	80 and 20
" " (in kegs)	40
Cut tacks, blued, in dozens only	80
" ¼ weights	60
Swedes cut tacks, blued and tinned—	
In bulk	80 and 10
In dozens	75
Swedes, upholsterers', bulk 85,	12½ and 12½
" brush, blued and tinned bulk	70
Swedes, gimp, blued, tinned and japanned	75 and 12½
Zinc tacks	35
Leather carpet tacks	55
Copper tacks	50
Copper nails	52½
Trunk nails, black	65 and 5
Trunk nails, tinned	65 and 10
Clout nails, blued	65 and 5
Chair nails	35
Patent brads	40
Fine finishing	40
Lining tacks, in papers	10
" " in bulk	15
" " solid heads, in bulk	75
Saddle nails, in papers	10
" " in bulk	15
Tufting buttons, 22 line, in dozens only	60
Zinc glaziers' points	5
Double pointed tacks, papers	90 and 10
" " " bulk	40
Clinch and duck rivets	45

TAPE LINES.

English, ass skin	per doz.	2 75 5 00
English, Patent Leather		5 50 9 75
Chesterman's	each	0 90 2 85
" steel	each	0 80 8 00

TINNERS' SNIPS.

Bailey's, discount 25 per cent.

THERMOMETERS.

Tin case and dairy, discount 75 to 75 and 10 per cent.

TRAPS (steel)

Game, Newhouse, discount 25 per cent.
Game, H. & N., P. S. & W., 65 per cent.
Game, steel, 72½, 75 per cent.

TROWELS.

Disston's, discount 10 per cent.			
German	per doz	4 75	6 00
S. & D., discount 35 per cent.			

TWINES.

Bag, Russian	per lb.		0 27
Wrapping, cotton, 3-ply			0 19
" 4-ply			0 23
Mattress	per lb.	0 33	0 45
Staging	"	0 27	0 35

VISES.

Wright's		0 13½
Brook's		0 12½
Pipe Vise, Hinge, No. 1		3 50
" " " No. 2		5 50
Saw Vise		9 00

ENAMELLED WARE.

White, Princess, Turquoise, Blue and White discount 50 per cent
Diamond, Famous, Premier, discount 50 and 10 per cent
Granite or Pearl, Imperial, Crescent, discount 50, 10 and 10 per cent.

WIRE.

Smooth Steel Wire.

No. 0-9 gauge		$2 56
10 "	6c.	extra.
11 "	12c.	"
12 "	20c.	"
13 "	30c.	"
14 "	40c.	"
15 "	55c.	"
16 "	70c.	"

Add 60c. for coppering and $2 for tinning.
Extra net per 100 lb.—Oiled wire 10c., spring wire $1.25, special hay baling wire 30c., best steel wire 75c., bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb. hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.
Fine Steel Wire, discount 25 per cent. List of extras: In 100-lb. lots: No. 17, $5 No. 18, $5.50. No. 19, $6 No. 20, $6.65 No. 21, $7—No. 22, $7.30—No. 23, $7,65—No. 24, $8—No. 25, $9—No. 26, $9.50—No. 27, $10—No. 28, $11—No. 29, $12—No. 30, $13—No.31, $14—No. 32, $15—No. 33, $16—No. 34, $17. Extras net—tinned wire, Nos. 17-25, $2—Nos. 26-31, $4—Nos. 32-34, $6. Coppered, 5c.—oiling, 10c.—in 25-lb. bundles, 15c.—in 5 and 10-lb. bundles, 25c.—in 1-lb. hanks, 25c.—in ½-lb. hanks, 38c.—in ¼-lb. hanks, 50c.—packed in casks or cases, 15c.—bagging or papering, 10c.
Brass wire, discount 62½ per cent. off the list.
Copper wire, discount 62½ per cent. net cash 30 days, f.o.b factory.
Galvanized wire, per 100 lb.—Nos. 4 and 5, $3.70 to $3.90 Nos. 6, 7, 8, $3.15 to $3.35—No. 9, $2.50—No. 10, $3.20 to $3.40—No. 11, $3.25 to $3.45—No. 12, $2.65—No. 13, $2.75—No. 14. $3.75 to $3.95—No 15, $4.30—No. 16. $4.30. Base sizes, Nos. 6 to 9, $2.27½ f.o.b. Cleveland. In carlots 12½c. less.
Clothes Line Wire, regular 7 strand, No. 17, $4.65; No. 18. $2.90; No. 19, $2.60. Hollow 6 strand, No. 17, $4.30; No. 18, $2.70; No. 19, $2.35; No. 20, $2.30, f.o.b. Hamilton, Toronto, Montreal.

WIRE FENCING.

Galvanized barb		2 80
Galvanized, plain twist		2 90

Galvanized barb, f.o.b. Cleveland, $2 55½ in less than carlots, and $2 45 in carlots.

COILED SPRING WIRE.

High Carbon, No. 9	$2 75
" No. 11	3 40
" No. 12	2 95

WIRE CLOTH.

Painted Screen, per 100 sq. ft., net		1 50

Terms, 3 per cent. off 30 days.

WASTE COTTON.

Colored	per lb.	0
White	"	0 08

WRENCHES.

Acme, discount 35 to 37½ per cent.
Agricultural, discount 60 per cent.
Coe's Genuine, discount 20 to 25 per cent.

Towers' Engineer	each	2 00	7 00
" S	per doz.	5 80	6 00
G. & K.'s Pipe	"		3 40
Burrell's Pipe	each		3 00
Pocket	per doz.	0 25	2 90

WRINGERS.

Leader	per doz.	30 00 33 00
Royal Canadian	"	24 00
Royal American	"	24 00
Sampson	"	24 00
Lightning	"	27 00

Terms, 4 months, or 3 per cent. 30 days.

WROUGHT IRON WASHERS.

Canadian make, discount 40 per cent.

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"Bailey Brand" Cutlery is lowest in price.
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"Bailey Brand" Cutlery is all fully warranted.

Razors, Shears, Scissors, Tinners' Snips, Butcher Knives and Razors.

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BRANTFORD, ONT. Limited

LUFKIN MEASURING TAPES

Steel, Metallic, Linen, Pocket, Ass Skin,
Pat. Leather, Bend Leather, Etc.

ARE THE BEST AND MOST POPULAR TAPES IN THE WORLD.
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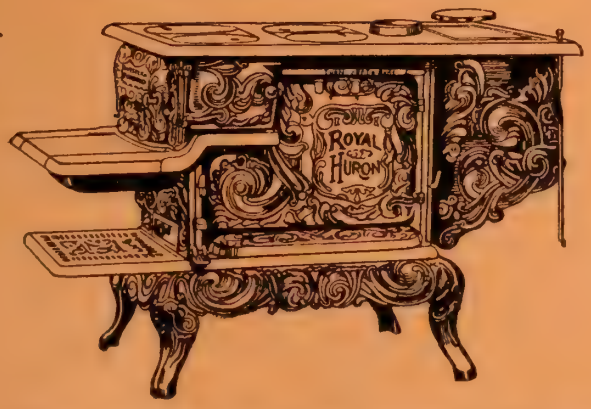
For sale by ALL PROMINENT CANADIAN HARDWARE JOBBERS.

"QUALITY FIRST AND ALWAYS."



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Every dealer who has this goal in view must expect to find plenty of hard, up-hill work on the way. But the profitable returns to be had from the sale of **"HURON"** Stoves and Ranges will naturally assist to lighten that up-hill work and in the long run place you on the **Royal Road.**

Every line a specialty that sells itself.

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Est. 1868. Inc. 1895.

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Twelve Medals

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International Expositions
Special Prize
Gold Medal at Atlanta, 1895

RUBBER HOSE

FOR

Water	Air	Suction
Steam	Acids	Fire Protection
Gas	Brewers	Pneumatic Tools

SUPERIOR IN QUALITY.
SATISFACTORY IN SERVICE.

"Redstone" Sheet Packing

for High Pressures.

Does not Burn out or Blow out and requires no following up.

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OF TORONTO, LIMITED.

Head Office and Warerooms—
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Factories—115-165 West Lodge Ave.
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We are prepared to quote lowest prices for the following:

Black and Galvanized Sheets	Tinned Sheets
Black Canada Plates	Copper Sheets
Galvanized Canada Plates	Sheet Zinc
Polished Canada Plates	Sheet Brass
Tin Plates	Brass Rods
Terne Plates	Brass Cased Tubing
Black Plates	Ingot Copper
	Ingot Tin
	Spelter

B. & S. H. THOMPSON & CO.

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53 St. Sulpice Street, MONTREAL.

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Manufacturers MONTREAL

Standard Railway and Carriage Varnishes
Standard Boat and Spar Varnishes
—Won't turn white from the effects of water and sun
Standard Piano, Furniture and Decorative Varnishes
Zanzerine Transparent Wood Finishes and Varnishes
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Unsurpassed for Value and Service.
Use LANGWELL'S BABBIT, - MONTREAL.

CANADIAN

HARDWARE

AND METAL MERCHANT

The Weekly Organ of the Hardware, Metal, Heating, Plumbing and Contracting Trades in Canada.

VOL. XV. MONTREAL AND TORONTO, JUNE 27, 1903. NO 26.

ANVILS BITS
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MANUFACTURER OF
ARROW BRAND
REGISTERED TRADE MARK
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SPECIALITIES OF ALL DESCRIPTIONS
Pliers Vices
For Sale by Leading Wholesale Hardware Houses.

"QUEEN'S HEAD"
GALVANIZED IRON.

Looks best,

Is the best.

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A. C. LESLIE & CO., MONTREAL
Managers Canadian Branch.

"Safford" Radiators

Manufactured for Heating all classes of Buildings by Hot Water or Steam. Made in different heights, beautiful designs. Plain or Ornamental.

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Head Office and Works: DUFFERIN ST. TORONTO, CAN.

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Bunting
FOR
Decorations.

Our stock of Bunting Flags includes Jacks, Dominion Ensigns, Standards, Scotch Standards, Red, White or Blue Ensigns, etc. All sizes.

RED, WHITE AND BLUE. **BUNTING** RED, WHITE AND BLUE.

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LIMITED

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M. & L. SAMUEL, BENJAMIN & CO.

General Importers and Exporters and Metal Merchants

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Antimony.

Brass—Sheets, Soft and Hard.
Rods and Tubes.

Canada Plates.

Copper—Bar and Ingot.
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Rods and Tubes.
Sheathing, Roofing and Brazier's.

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Cotton Waste.

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Eave Trough—Also Spikes and Cond. Hooks.

Iron—Band, Hoop and Rod.
Black and Tinned Sheet.
Galvanized, "Gordon Crown."
Russia, Genuine and Imitation.

Iron Pipe—Black and Galvanized.

Lead—Bar, Pig and Sheet. **Lead Pipe**

Solder—Half and Half and Standard

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Tin Plates—Charcoal and Coke.

Tin—Bar. Ingot, "L & F" and Straits.

Wire—Brass and Copper.
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FOR IMPORT—Pig Iron, Structural Iron and Steel, Angles, Beams, Channels, etc.

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ARE	HAVE	EXCEL IN
Well Advertised.	Cedar Pails with Electric Welded Wire Hoops.	Easy Running.
In Demand.	Cans of Heavy Tin with Drawn Steel Bottoms.	Quick Freezing.
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Satisfactory in Use.	"The Ice Cream Freezer Book" tells all about	Convenience.
Of Known Reputation.	these and our other Freezers, mailed free.	Practical Results.

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ALL KINDS AND FOR ALL PURPOSES.

Manila Rope	Lathyarn
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Russian Rope	Lariat Rope
Marline	Hemp Packing
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Hambroline	Jute Packing
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Tarred Hemp Rope	Spunyarn
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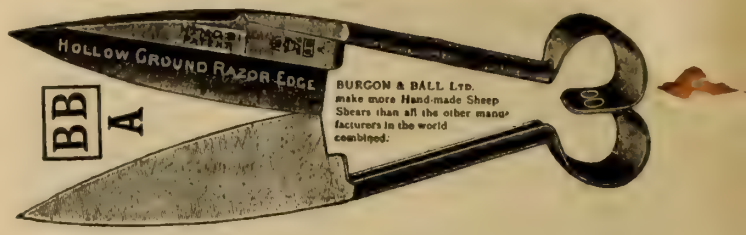
BURGON & BALL, Limited,

Manufacturers of the following

TRADE MARK
W WIL KIN SON

SHEEP SHEARS



in all sizes from 5 to 9 inches, Nos. 1, 2, 3, 4, 5, 20, 8R, 8S, 2S, BBA, BBN, K20, K21, K22, K23, 5G, 60G, 60R. Every shear is fully guaranteed, and is made with the patent BBA Spring, straight, bent or trowel shank. Specially etched when required.

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DECATUR, BULL & CO.

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BURGON & WIL KIN SON

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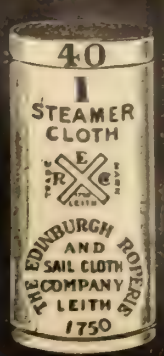

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THE GREATEST VARIETY

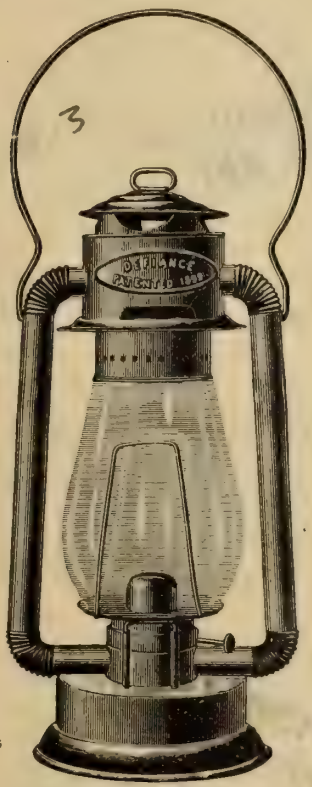
LANTERNS

THE LARGEST STOCKS

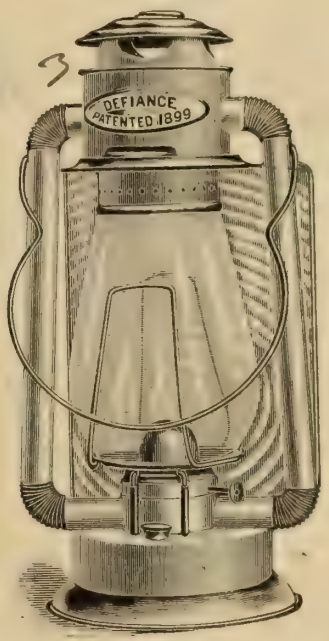
Banner Search Light—16 in. high.

No. 336 Conductors' nickel-plated.

Gem, Cold Blast, solid brass, 12 in. high.

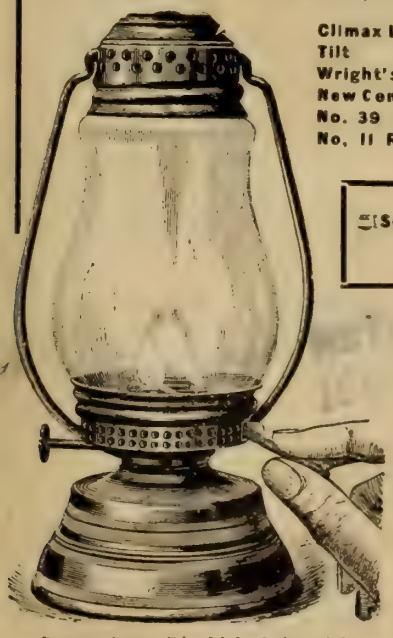


Defiance Cold Blast, tilt globe, 15-in. high.



Defiance Dash, Plain or Japanned, 15-in. high.

Climax Lift Lanterns
Tilt "
Wright's C.B. "
New Century "
No. 39 R. R. "
No. 11 R. R. "



Cadet, brass, 7-in. high, ½-in. wick.

No. 9 Street Lamp, 28-in. high, burns automatically from 4 to 24 hours, by means of "time set" burner.

Send us your orders for lamps and founts, lantern globes, lamp chimneys, lamp burners, lantern burners, wicks, lamp brackets and reflectors, oil cans, etc.

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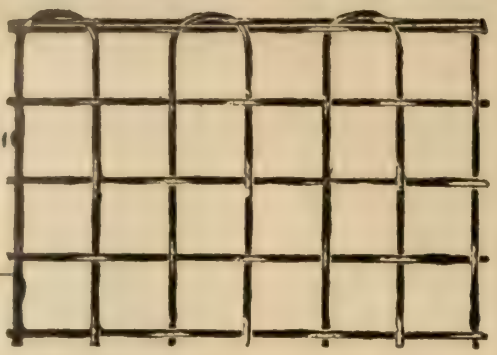
SHIP QUICK.

WIRE CLOTH



Sand Screens, Coal Screens, Cinder Sifters, Evaporators, Grain and Seed-Cleaning Machinery, Milk Strainers, Galvanized and Re-galvanized Cloth, Wire Lathing, Window Protection, Malt Kiln Floors, Woollen Mills, Smoke Stacks, Mining Screens, and for all purposes.

The B. Greening Wire Co., LIMITED

Hamilton, Ont. - Montreal, Que.

Wire

COPPER WIRE
For Telegraph, Telephone, Trolley and Transmission Lines.

BRASS WIRE
Of all kinds and for all purposes.

PLAIN WIRE
Annealed, Annealed and Oiled, Tinned, Coppered, Bright and Coppered Spring Wire.

GALVANIZED WIRE
For Telegraph and Telephone—Barb Wire, Plain Twist Galvanized Coiled Spring Fencing; Galvanized Wire, straightened and cut any length for fence purposes.

BALING WIRE
For Lathes, Shingles, Pulp, Hay, Rags, etc. (Straightened, cut any length.

WIRE NAILS
of all kinds and for all purposes

WOOD SCREWS
Flat Head, Round Head, Bright and Brass.

BRIGHT STEEL WIRE GOODS
Gate Hooks and Eyes—Screw Hooks, Screw Eyes.
Jack Chain—Single Steel and Brass.
Jack Chain—Double Steel and Brass.
"Crescent" Hat and Coat Hooks.
Wire Door Pulls, Cotter Pins.

STAPLES
Poultry Netting, Barrel, Blind, Bed and Fence. Special Staples made to order.

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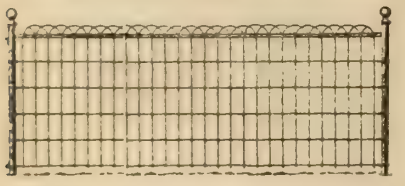

CYCLONE LAWN AND CEMETERY FENCE.

We build it from 24 inch to 42 inch high, from **14c.** to **19c.** per running foot. The best and strongest in the market. We build farm fences and gates of all sizes.

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Write for price. TORONTO

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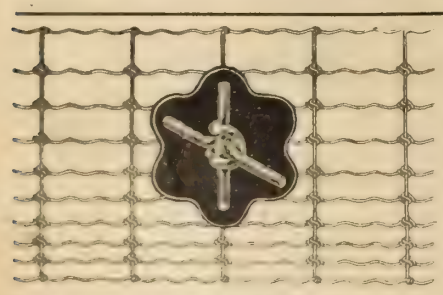

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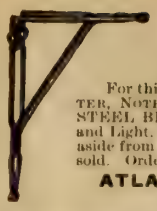

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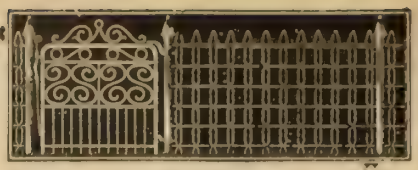

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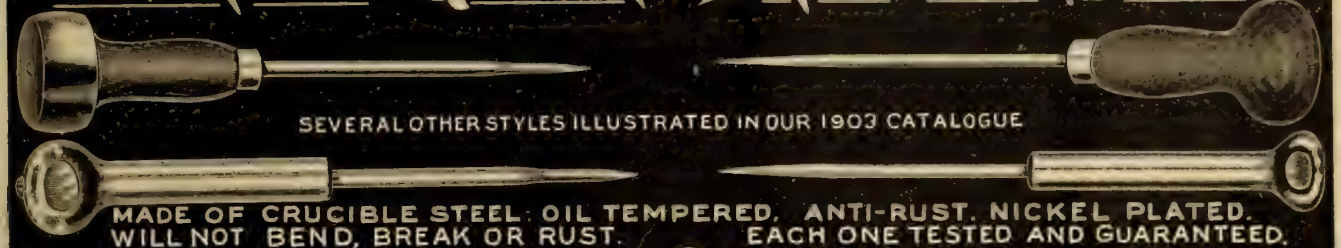

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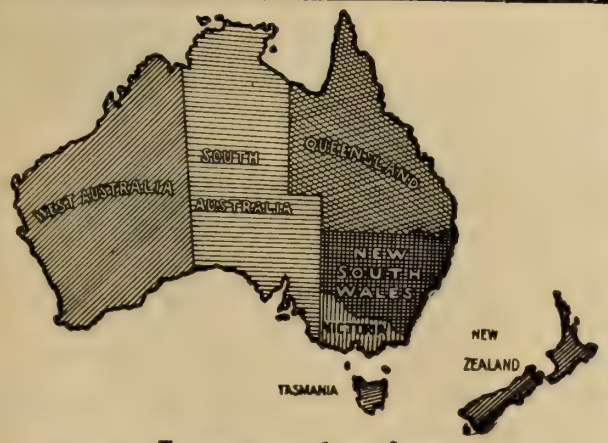

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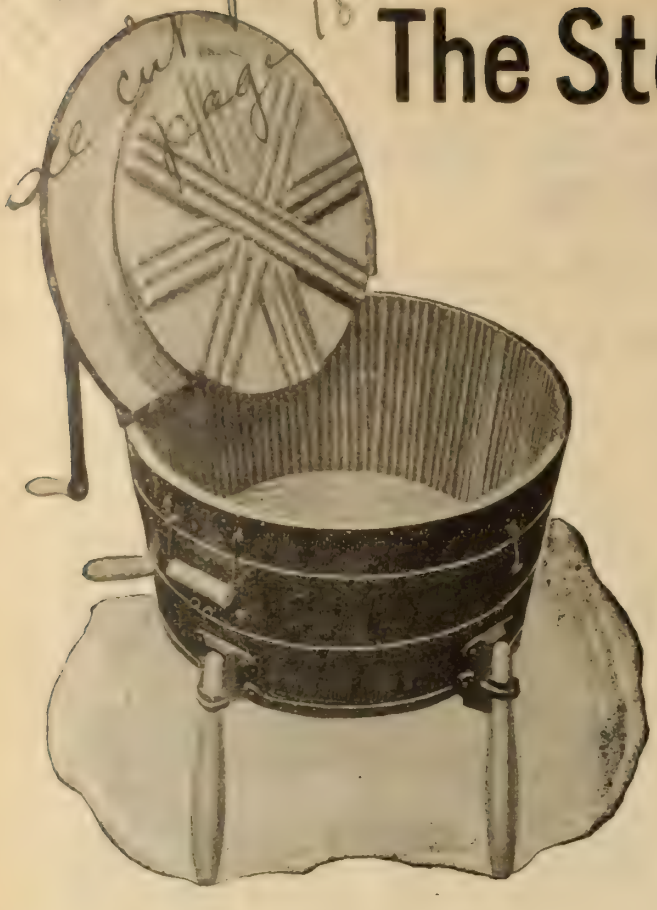

The patterns and all rights to manufacture this Washer having been recently acquired by us, and being fully convinced that it is the most satisfactory in the market to-day, we are desirous to appoint an agent in each town throughout Canada, being well aware that a large demand exists for a Washer made from the very best of material by skilled workmen, and constructed upon the principles of "The Stephenson."

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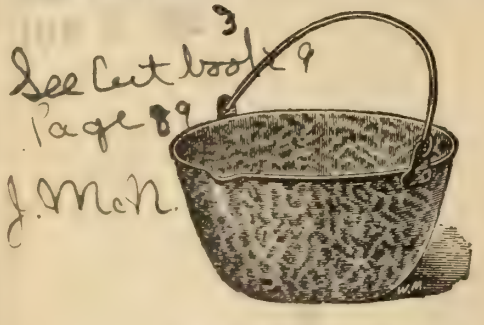

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TORONTO, CANADA.

Wise Buyers

Want...

Best Values.

Be Wise and Buy

PERFECTION WIRE CHAINS

"Every Link Guaranteed"

—MADE IN—
COW TIES,
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DOG CHAINS,
TRACE CHAINS,
HOBBLE CHAINS

Smoothest Strongest
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BEST MADE

SPREADER CHAINS and for STALL FIXTURES.
WE STAND BEHIND OUR GUARANTEE.

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FOR SALE BY LEADING JOBBERS.

HARDWARE AND METAL

VOL. XV. MONTREAL AND TORONTO, JUNE 27, 1903. NO. 26.

Subjects Being Discussed at Ottawa

Written for Hardware and Metal by a Member of Parliament.

House of Commons, Ottawa, June 22.

"UNEASY lies the head that wears a crown," and to a certain extent at least each Cabinet Minister is supplied with that glittering emblem of authority—is crowned with power. To the man at a distance the position of a Minister is an enviable one. The salary, to the average person, seems ample, the occupation at once interesting and dignified, but to a close observer the greenness of the pasture disappears and big brown sun burned patches force themselves upon the unwilling eye. He notes that the wage of one handling an immense department such as that of Railways or of Public Works is little more than that drawn by the manager of any one of fifty financial institutions in the cities of Montreal and Toronto, and that the Premier himself, to whom the shaping of the destinies of this great country is entrusted, has for renumeration rather less than the head cook in New York's Waldorf-Astoria. As for work, he sees men rapidly aging under the constant, never-ending toil of a Department, and in addition to all he remembers the numerous financial calls upon these men, and that to their position there is no certainty. An adverse vote may leave them with their original businesses entirely dissipated, their present pay vanished into thin air. Add to all this the constant attacks of opponents, often most slanderous in character, and the reflecting one hugs his simpler, freer life to his bosom.

"Cultivate a clear conscience and a thick hide," is the advice of an old politician. Many have the former without the latter, some few, we fear, have the latter without the former, and fewer still are blessed with both.

* * *

When we hear criticism of the large amount it takes to run the business of Canada, we often wonder whether the critics have any idea of the immense amount of work that is done at a price that is no better than a sweating wage. In the country districts we have hundreds of post offices run for the magnificent sum of from twelve to fifteen dollars a year. Fancy keeping a room for the use of the public for the enriching sum of four cents a day. One member tells of a constituent who wrote saying that he refused to keep his post office longer at twelve dollars a year, but would retain it at fifteen—his bold request for a twenty-five per cent. increase was promptly turned down. We know men, who carry mails in country parts for little more than the price of the hay and oats consumed by the horse used on the postal route. Verily, there is a glamor somewhere in working for the Government.

* * *

The people of the Dominion will always stand for fair play and fair dealing. Give them the facts and the national jury will pretty generally return a just verdict. To the task of furnishing information in connection with The Chignecto Marine Transport Co. that, as he expressed it, the national honor might be cleared, Mr. Logan, of Cumberland, has been addressing himself. The story is too long to be told at length, but to summarize it we may say that English investors were encouraged by the Government of Canada to invest four million of dollars in a ship railway which was to answer the purpose of a canal across the isthmus connecting Nova Scotia and New Brunswick. The work was never completed, and for years the induce the Government to make them induce the government to make them some compensation. In replying to Mr. Logan, Mr. Fielding denied any legal or moral obligation, but admitted that there were surrounding circumstances which made it desirable to give the application very careful consideration, and there is a pretty general opinion here that half a million will be voted, that being about the amount expended by the company in freight and custom duties in landing their plant and material in Canada.

* * *

Then take the case of the Militia. In the permanent force hundreds of men are working the year round for a daily wage equal to what a plumber gets for a single hour, while in the non-permanent militia thousands put in twelve days annually at fifty cents a day, sacrificing a dollar and a half per diem to do so. These men, both permanent and non-permanent, are constantly employed for the protection of people during strikes, and all that time they draw the same low wage, instead of getting constables' pay for what is really constables' work. We firmly believe that if the money saved by under-pay throughout the various Government services were set off against the money lost by over-pay, a round half-million would remain in the Government chest.

* * *

Speaking of under-pay in connection with the militia, the camps of instruction at present being held are demonstrating the fact that there is, after all, a low limit below which men will not work, even for the Government. In spite of

the very large increase in the wages of labouring men, the pay of our citizen soldiers has not been raised, and as a result our country regiments are fast dwindling to pieces. Only two or three years ago the force received an immense impetus from the South African War, and only one year ago our Canadian Ministers in London at the coronation, in dealing with the subject of Imperial defence presented the British Ministers with a written and carefully prepared memorandum in which a promise was given to treat the Canadian militia upon a proper basis. And yet the men who should make the militia, who do make it when they come out, are offered a pittance, while little more than half the establishments are called out to camp at that. The result is that the various corps now receiving instruction are lamentably weak in numbers, for it has been impossible to bring out even the small quota called for, while the personnel of the men is very inferior, a fifty-cent wage having brought out, as might have been expected, a large proportion of fifty-cent men. And yet to give the whole force, not a fractional part thereof, seventy-five cents a day would increase the cost of annual training at the outside only one hundred and twenty thousand dollars. With a surplus of thirteen millions, will any of our business readers object to this slight increase? With this small additional expenditure a useful and necessary part of the machinery of a State could, we believe, be made at least reasonably efficient. That a militia is necessary in Canada few will be found to dispute: then why not spend a little more and get value for our money? Our Canadian soldiers have defended our frontiers in the never to be forgotten war of 1812-1814; they suppressed the Papineau-Mackenzie Rebellion of 1837, the success of which, whatever may have been the justification for the uprising, would have to a certainty ended in the merger of Canada in the United States. They saved our land from the incursion of marauding ruffians in 1866 and 1870, they preserved to us our magnificent west in 1885, and they bore a manful part in maintaining the integrity of the Empire in 1900. On each occasion death and wounds were cheerfully incurred for the country that they loved. Shall a force like this be starved to death in the years of plenty? Nor must we thank them only for what they have done we owe them gratitude for what their presence prevented the very inception of. It is not the burglaries actually interrupted by policemen which justify the keeping up of an expensive police force; their deterrent effect is their raison d'etre. A country unarmed always invites attack; Canada must not be undefended. We ask you business men whether, in your opinion, the national fire insurance can safely be allowed to lapse, and confident of your answer we ask your active intervention with your respective representatives in Parliament to the end that justice be done the militia force of Canada.

* * *

The sixteenth was in a large measure an agrarian field-day, the questions of drainage across railways, and protection for market gardeners, occupying most of the time of the House, and developing short, sharp, pithy and interesting debates. The former came up in connection with Mr. Blair's Railway Commission Bill and was precipitated by Mr. Cowan, the member for South Essex. Mr. Cowan not only comes from a county in which this matter is a burning question, hundreds of thousands of dollars being invested there in a drainage system, but he is one of the ablest and best posted drainage lawyers in the province. This question of drainage may very well be coupled with cattle-guards, as the farmer's pet grievance, and with equal justification. Thousands of acres of the very richest land are made useless, or nearly so, by water backed up upon them by railways. True, the Statute Book, as at present constituted, provides a remedy where the corporation refuses to meet the wishes of some particular farmer, but it is through an appeal to the Railway Commission of the Privy Council, sitting at Ottawa, and as a consequence, in ninety-nine cases out of a hundred, the farmer submits to injustice rather than face what he considers rightly or wrongly to be the financial danger of an appeal. Mr. Cowan proposes, (we cannot go at length into his enactment, which is necessarily more or less technical,) to localize procedure, so that a man may have his case tried at his own door inexpensively. He was very warmly supported by members from both sides of the House, so warmly in fact that the Minister, who at first showed fight and vigorously defended the existing system, agreed to let the matter stand over in order that clauses might be drafted to meet what had manifested itself as a very general opinion. Then came the turn of the market-gardeners. The stock arguments of the protectionists and free-traders were again trotted forth to form the skeletons of the rival arguments. Those opposing the motion alleged that the vegetables imported did not interfere with Canadian products, as they were the early varieties and so when later on Canadian products matured they naturally took the market, having all the advantage in freight, and in addition a 25 per cent. protection already existing in almost every case. As Mr. Leonard moved his resolution as an amendment to a government motion to go into supply it at once became equivalent to a vote of want of confidence, and as such, some members voted against it who were nevertheless in favor of the principle. It was finally negatived by 100 to 51.

MAY REVOLUTIONIZE REFINING OF COPPER

A despatch from Ithaca N.Y., to the New York Times says that Isaac Baum of Uniontown, Penn., and Florence Joseph Schwab of New Orleans, students in the engineering department at Cornell University, have just made discoveries which may revolutionize the copper refining industry. They explain their discovery in a thesis on which they collaborated.

Baum and Schwab have received a mark of 98 per cent on their treatise, the highest in the history of Cornell. For some time past these young men have been experimenting day and night to discover the most economic conditions under which to refine copper. In their thesis, which they have submitted to Sibley College, Cornell University, they describe a process for refining copper which professors here say will stand any test, and may save copper refineries millions of dollars annually.

In their exhaustive treatise the students demonstrate that the temperature at which copper is now refined and the current which is passed through the refining vats are not high enough. By using the temperature and the current density which these young inventors have calculated, the original cost of a refinery will be reduced more than one half for the same output.

When seen to-day Baum and Schwab were very reticent over their discovery, acting on the advice of the professors here. "All that I will say at present," declared Baum, "is that I believe all the refineries in this country will soon use our method."

Professor Wilder D. Bancroft, under whose supervision Baum and Schwab have been working, will translate the thesis into German, and it will be read before the Electro-Chemical Society of Berlin. At this meeting the details of the discovery will be explained in full.

WIRE NAILS
TACKS
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Prompt Shipment

The ONTARIO TACK CO.
Limited
HAMILTON, ONT.

FOREST CITY GOSSIP.

Office of "Hardware and Metal."
London, Ont., June 25, 1903.

There is but little to note in the hardware business of this city during last week. A call on the wholesale and retail firms emphasizes the fact stated in our last week's letter, that it is a record breaking year for the hardware men of London.

* * *

Hardwaremen in the retail stores are complaining somewhat about the sales of rubber hose. The rains of June have so moistened the lawns that no one thinks of using their hydrants, hence the light demand for hose. On the other hand, as an offset to this, the sales of lawn mowers have increased fifty per cent.; the Mayor's prize for the best kept lawns in London gives impetus to the sales of lawn mowers, clippers and other garden implements, which are well stocked in every store.

* * *

Builders are smiling here at present at the prospect of getting cheaper bricks. A war between the new brick manufacturing company and the old style men is in the near future quite probable. It appears that the new company have cut the price to $6.50 per thousand, while the other makers are selling at $8.00; the latter say they are not going to submit to this thing; that they are well organized, and two can play at that game, and before long you can look out for bricks dirt cheap.

* * *

J. Darch & Sons., wholesale saddlery hardware, are now occupying the new premises built on Market square. They have two travellers on the road sending in satisfactory orders. They are sole manufacturers of the Blair Separable Horse Collar, which is patented in Canada, and the demand for this collar keeps this department busy. Horse fly nets, and buggy dusters are, they say, also in good demand.

* * *

W. Wyatt & Son, also on the Market square, are well known in and around the city, having been established here many years. The senior member of the firm is one of London's ablest and most popular aldermen. Tinsmithing, steamfitting, jobbing and kindred work, with a large farmers' trade from the surrounding country, are the special features of their business.

* * *

James Cowan & Co., wholesale carriage and builders' hardware, are enlarging their premises by taking in the cellar under, and the flats over the New York grocery store on Dundas street. They manufacture carriages and sleighs, and ship them to their numerous blacksmith customers in the unpainted state. Mr. R. G. Edgecombe, one of the partners, stated that they were very busy at present on sleighs. Their travellers go east as far as Quebec City. D. J. Cowan and R. G. Edgecombe are the partners composing this firm.

* * *

A consignment of the various lines manufactured by The Waggoner Ladder Co. of this city, has just been shipped to one of the leading firms in Liverpool, Eng. The probability is that another shipment will follow.

* * *

John W. Fogg, a former London boy, now general master mechanic and master car builder of The Chicago Terminal Transfer Co., was in the city on his way to attend a meeting in New York.

* * *

The plumbers of this city are sharing in the building boom. Every shop is busy and all express their difficulty in procuring workmen enough.

The fence wire season amongst the manufacturers and jobbers is now almost at an end; the season of about four months only has exceeded very largely that of any former year.

W.H.L.

GOOD SELLING PAINTS and GOOD SELLING VARNISHES

The Sherwin-Williams Paints and the Sherwin-Williams Varnishes have every element of saleability in them. They are of the highest quality in every respect—not good to-day and bad to-morrow — but always good — always giving satisfaction—never going wrong where rightly used. They bring back customers again and again—one can always sells another. They are well advertised—better advertised than any other paints and varnishes. They are backed by a selling organization capable of giving individual selling helps to each and every customer.

Whether you are selling paints or varnishes now or not, it will pay you to write for price and information of the S.-W. line.

THE SHERWIN-WILLIAMS CO.
PAINT AND VARNISH MAKERS.

CLEVELAND, CHICAGO, NEW YORK, NEWARK, BOSTON, KANSAS CITY, SAN FRANCISCO, LOS ANGELES, MINNEAPOLIS, MONTREAL, TORONTO WINNIPEG.

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21 St. Antoine Street, Montreal.
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St. Patrick Street, Montreal.
TORONTO DEPOT
86 York Street.
WINNIPEG DEPOT.
147 Banatyne St., East.

A REMOVAL.

Geo. R. Prowse, manufacturer of cooking ranges, refrigerators, etc., 224 St. James street, Montreal, will remove in July to 208 McGill street. The new location is but a short distance from his present place and is suitable in every way, and at the same time affords more room for his growing business.

DEFEAT AMID PLEASURE.

On Saturday last the firm and employes of A. C. Leslie & Co., Montreal, held their first annual picnic in a grove at Cartierville and spent a most enjoyable afternoon. The chief event on the programme of sports was an exciting match of alleged baseball, in which Mr. Campbell's team defeated Mr. Leslie's by a score of 17 to 14.

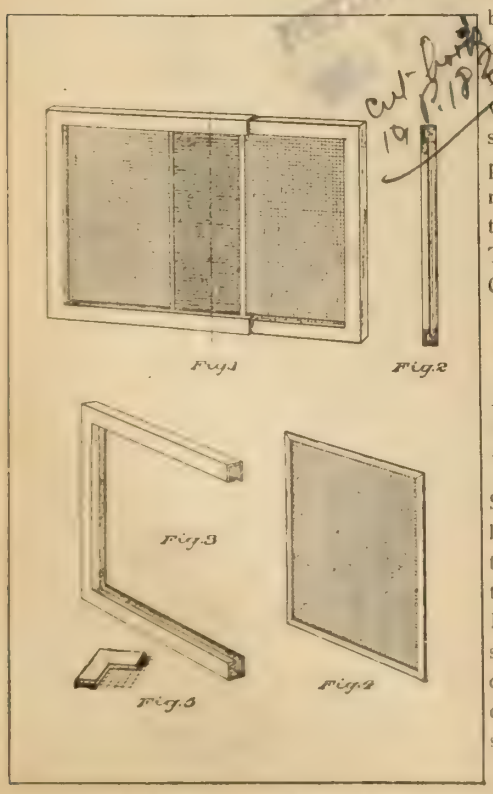
CATALOGUES, BOOKLETS, ETC.

IRON AGE DIRECTORY.

A business directory of 300 pages has just been issued by the publishers of The Iron Age, New York. It is the fourth annual publication of "The Iron Age Directory," and contains the names of advertisers in The Iron Age, the goods they manufacture and their addresses. There are over 5,000 different articles classified in this book. It should prove a very valuable reference to the readers of that paper, each of whom is sent a free copy. The price to others is 25c., a modest one considering the usefulness of the book and the expense and great care which must have been involved in its production.

CUTTS' WINDOW SCREEN.

C. M. Cutts & Co., Toronto Junction, Ont., are manufacturing a metallic window screen, which is meeting with much favor from the trade. They are made of galvanized or black iron frames and either galvanized or wood ends. Their construction ensures excellent wearing qualities. They are very light and neat, which adds neatness and beauty to the appearance of any window. They are an ornament to any house. They are made to fit on the outside of the window so as to raise or lower the window without removing the screen from the window. All parts may be duplicated, and when the wire cloth wears out it can be replaced at a very small cost.



VIEWS OF PARTS AND THE ENTIRE SCREEN.

32 Years of Experience

have taught us how to scientifically produce the best revolver the world has ever known for the least money. It has taught us how to make hard, accurate-shooting weapon and combine with it the heretofore unknown feature of **impossible accidental discharge.** It has the experience reflected in every

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Catalog mailed free upon application.

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New York Office: 99 Chambers St. **FITCHBURG, MASS.**

SHIPPERS MAKE COMPLAINT.

That the newly-subsidized Canadian steamship line to South Africa has neglected to take Canadian goods in order that American merchandise might be carried is a complaint that has been laid before the Canadian Manufacturers' Association. The statement was made that Canadian goods were left on the wharf while American shippers were allowed to send their stuff forward. Another complaint was that the Canadian steamers did not always sail on scheduled time, and that on this account goods suffered delay. These complaints will be forwarded to the Government.

A MANUFACTURER ON MUTUAL PREFERENCE.

PRESIDENT CURRY, of Rhodes, Curry & Co., manufacturers and car builders, etc., of Amherst, Nova Scotia, is one of those who firmly believe in the advantages that would accrue to Canada from mutual preferential tariffs between the Dominion and the Mother Country. Mr. Curry has considered the subject some years in advance of the statesmen who are now its advocates, and time and experience have but strengthened his first conclusions.

The textile trades and rolling mills would perhaps be the greatest sufferers among the more important industries from the adoption of preferential trade within the Empire, but other manufacturers, particularly those making agricultural machinery, sewing machines and the like, whose products are in competition with those of the United States and other great manufacturing countries on the British market, would greatly benefit. Our railways and steamship lines would double their earnings in very few years.

Mr. Curry suggests a preferential tariff of 10 per cent. in Great Britain in favor of colonial products. This would result in Canada's increasing in population and wealth even faster than the United States has done, and even the manufacturers as a whole would derive benefit from the arrangement.

A NEW FENCE-REPAIRING TOOL.

W. Farquhar Smith, Australia, is at present on a visit to Canada to introduce on the Canadian market a hand-machine for putting up and repairing wire fences. The machine, intended to supersede block and tackle and other wire fence-repairing tools, is patented in both Canada and the United States and the rights for it will be sold either outright or for royalty.

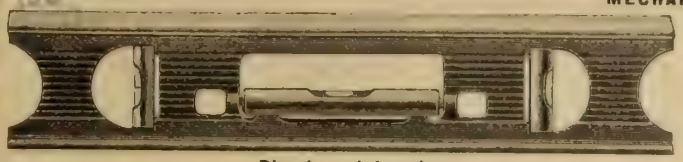
"DEAD LOCK" MALLEABLE HAY TOOLS.

In spite of the lightness of the hay crop in some sections of the country Caverhill, Learmont & Co.'s "Dead Lock" line of malleable hay tools, which were advertised in the last issue of HARDWARE AND METAL, are selling remarkably well. This includes carriers, steel track, slings and pulleys.

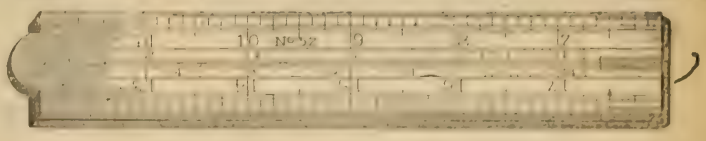
H. S. HOWLAND, SONS & CO., LIMITED

WHOLESALE ONLY — 37-39 West Front Street, **Toronto.** — WHOLESALE ONLY

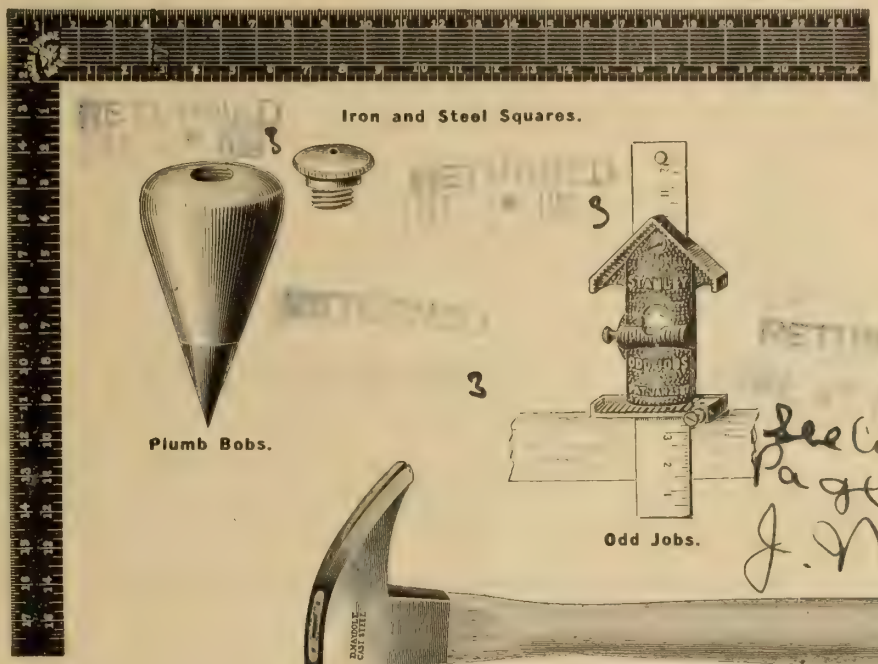
MECHANICS' TOOLS.



Plumb and Levels.



Boxwood Rules.

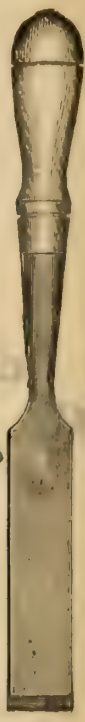


Iron and Steel Squares.

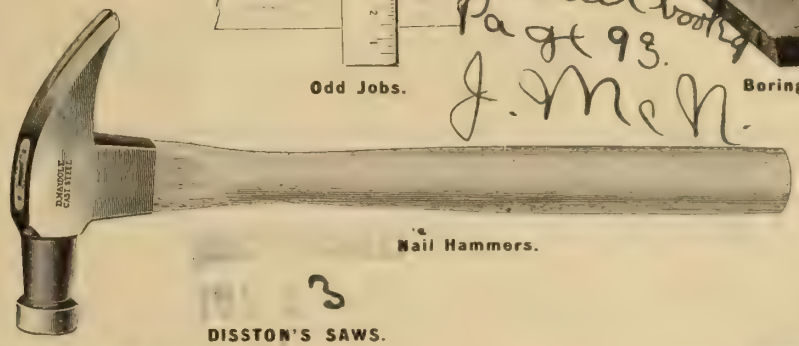
Plumb Bobs.

Odd Jobs.

Boring Machines.



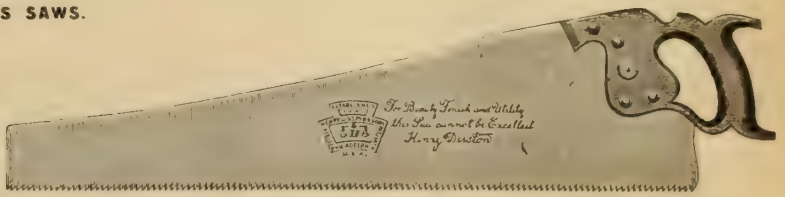
Chisels.



Nail Hammers.

DISSTON'S SAWS.

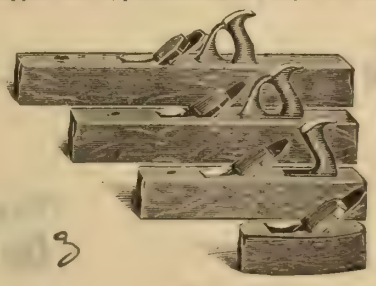
Gentlemen's Panel.



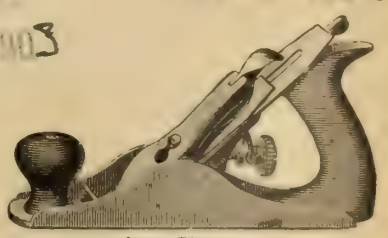
Hand and Rip Saws.

Disston & Sons' skew-back Saws, apple handle, polished edges, 5 improved screws; Rip Saws with graduated teeth.

Wood Bottom Planes.



Wood Planes.



Iron Planes.

FOR A FULL LINE OF MECHANIC'S TOOLS, SEE OUR HARDWARE CATALOGUE.

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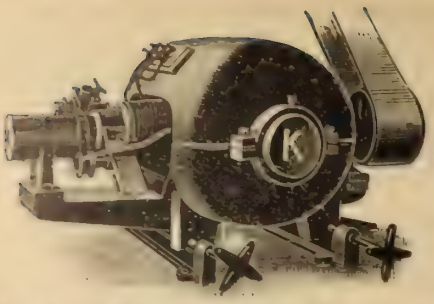

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Manufacturers of Dynamos and Motors for all purposes, both direct and alternating currents. Special attention given to repairs.

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Phone Main 1251. Estimates cheerfully given.

"THE PEERLESS"

is the best Bolster Spring ever produced. A fine line for the hardware trade. **Write Us for Prices**

JAMES WARNOCK & CO., - GALT, ONT.

The Grey and Bruce Portland Cement Company of Shallow Lake, Limited,

Manufacturers of

"Hercules" and "Lion" Brands

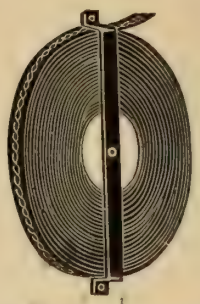
of

PORTLAND CEMENT

Unsurpassed for Sidewalks, Floors, and all work requiring the Highest Grade of Portland Cement.

HEAD OFFICE : OWEN SOUND.

BOX STRAPPING OF ALL KINDS



Steel and Wire Box Straps, Flat, Plain, Embossed, or Twisted, with or without nail holes, in all widths and gauges.

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The Scientist Weighs FACTS
The Statesman Weighs CONDITIONS
Fairbanks Scales
WEIGH EVERYTHING

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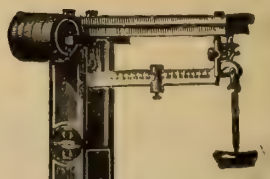
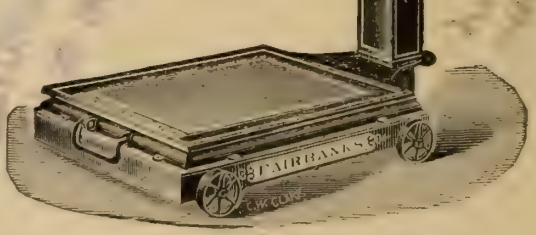


We can supply any kind of scale from the smallest postal scale to the largest railroad track scale.



THE FAIRBANKS COMPANY

MONTREAL WINNIPEG VANCOUVER

MACHINERY

NEW CANADIAN AUTOMOBILE.

THE Canada Cycle and Motor Company, Limited, Toronto, are placing on the market a handsome new electric automobile of their own design. From the appended cut will be gathered an idea of the general lines upon which the vehicle is built. For reasons which will appear later a Tonneau effect is given the narrow front and the curves originating there are carried out through the seat box, which is given a flare so as to provide a very wide and commodious seat. The automobile was designed by the company's consulting engineer, Mr. H. P. Maxim, of Pittsburg, subsequent to the automobile exhibitions at Buffalo, New York and Chicago. The designer has therefore had the advantage of having had before him in his work the best and latest ideas in automobile construction. The auto here shown is of the runabout type, and is designed to meet the demand for a neat, strong and serviceable automobile at a moderate price.

Power is provided by a 24-cell Eside battery of 11 plates per cell, giving a capacity of 120 amperes at the 4-hour rate of discharge. The cells are arranged in four trays, three of which are placed in the rear and one in the front of the box, so as to equalize the weight and relieve the strain on the rear tires. This battery drives a slow speed Westinghouse automobile motor, hung from the body of the vehicle, so as to get the benefit of the springs as well as of the tires in discounting jars. Transmission is effected by a roller chain running from a 10-tooth sprocket on the end of the motor shaft to a 40-tooth sprocket on a revolving rear axle, fitted with a differential gear, so that in turning a corner the two hind wheels may revolve at different rates of speed. In addition to the foot brake working on a drum on the rear axle, there is also a mechanical controller brake operating on the end of the motor shaft, so plaring the automobile under complete control.

The New Electric Runabout.

The wheels have been constructed of wood, which has been found most satisfactory for general work, and have been fitted with 30 x 3-in. Dunlop tires.

The vehicle strikes one as being strong as well as graceful, and the powerful battery and motor should appeal to chaffeurs who have had occasion to lament the futility of a discharged storage battery.

The first of the new vehicles turned out the other day was given a severe trial, running 40 miles up hill and down dale without tremor. The motors are guaranteed for a 40-mile run, but The Canada Cycle people are confident that they will run 50 without recharging the battery.

THE ROSSENDALE BELTING CO., LIMITED.

The Rossendale Belting Co., Limited, of Manchester, England, have opened a branch in Toronto at 57 Front street east. This company have had a branch in Montreal for upwards of four years, but such importance has been attached to Canada, that L. J. Rowland has come out from England to be general manager of the company's business in this country.

The Rossendale belt is known throughout the civilized world and is distributed from every important commercial centre in Europe, India, China and Australia. The belt is of extraordinary wearing and tensile strength and is made in all widths and lengths. It is unaffected by atmosphere, acids or water. All belts are anti-friction in character, outwearing wood and steel. W. E. Pilkington leaves the Quebec territory to represent his company in Ontario, and both by his personality and by the excellence of the belting he will offer to the trade, will be accorded a hearty welcome.

A NEW NIAGARA POWER CANAL.

THE Electrical Development Company, of Ontario, Limited, has entered into a contract with A. C. Douglass, of Niagara Falls, N.Y., for the construction of a new power tunnel on the Canadian side at Niagara, says Scientific American. In this contract The Electrical Development Company, of Ontario, Limited, is supposed to represent The Toronto and Niagara Power Company, which latter company has secured a franchise from the Victoria Park Commissioners permitting the development in question. The supposition is that The Electrical Development Company of Ontario, Limited, is to The Toronto and Niagara Power Company what The Cataract Construction Company was to The Niagara Falls Power Company during its initial development.

The new tunnel will have a length of 2,100 feet, while its height will be about 25 feet and its width about 20 feet. Thus, in length it will be a little less than the tunnel of The Canadian Niagara Power Company and less than a third of the length of the tunnel of The Niagara Falls Power Company, but its interior dimensions will be slightly larger than either of the tunnels referred to, and it is expected to have tailrace facilities for the development of 125,000 horse power. It will be lined from end to end with concrete or brick.

As a site for its power house The Toronto and Niagara Power Company has selected a spot above the station site of The Canadian Niagara Power Company and below the forebay of The Ontario Power Company. From the point where the company's wheelpit will be sunk the tunnel will run right under the river bed to the gorge and lower river, the outlet or portal of the tunnel to be behind the sheet of water of the Horseshoe Fall. In order that the work may progress with all possible speed, Contractor Douglass will sink a shaft 8 by 16 feet to a depth of 180 feet at the shore line above Table Rock, and from the bottom of this shaft he will run a lateral tunnel out under the river about 700 feet to the line of the main tunnel. This lateral tunnel will be 10 by 14 feet, and with the shaft will form an important work in itself. When the lateral tunnel has been driven to the line of the main tunnel under the riverbed, headings will be driven in both directions, upstream and downstream, and in this way the main tunnel will be driven, the excavated material being raised to the surface through the lateral tunnel and connecting shaft. It is understood that the contract price on the tunnel is about $575,000. It will take more than two years to build it.

Contractor Douglass is now at work lining the tunnel of The Canadian Niagara Power Company, and as he excavated this tunnel, he has his plant all on the ground ready for work on his new contract.

THE HIGH-SPEED TURBINE AS AN AIR COMPRESSOR.

THE most important of the later developments of the turbine is the discovery that the high-speed steam turbine may itself be used as an air compressor, with results that are comparable in point of efficiency and general utility with those obtained in the best types of steam turbines, says Scientific American. The air turbine, as it may very properly be called, is constructed much in the same way as the steam turbine. On a prolongation of the shaft of the steam turbine is fixed a series of moving blades which are placed alternately with rings of stationary blades, or "guide blades," as they are called, which extend inwardly from the walls of the air turbine cylinder. The action of the air turbine, is, of course, the reverse of that of the steam turbine, the first ring of the blades forcing the air forward parallel with the axis of the turbine at a low pressure, and the succeeding circles of blades increasing its pressure, until, at the exit, it issues at the maximum designed pressure in a continuous steady blast. These machines are of the Parsons type, and bear their inventor's name. It is not necessary, of course, that the air turbine should be driven by the steam turbine, as described above, and, indeed, there is now at work in a lead works on the Tyne, England, an air turbine which is driven by an electric motor and supplies 3,500 cubic feet of air per minute under

a pressure of 4 inches of mercury. According to Parsons, this plant showed an increase of 30 per cent. in output of gas because due to the instalment of the turbine blower, an increase which was primarily due to the increased steadiness of the blast. All the advantages of economy and convenience which are present in the steam turbine are shown in the air turbine. The repair bill is as light in the one case as in the other, and the compressor is in every respect as efficient. There is now nearing completion for a mine at Johannesburg, a turbine, high-pressure, two-stage air compressor, which is designed to show an output of 1,000 cubic feet of air per minute at a pressure of 80 pounds to the square inch.

HAMILTON BRIDGE WORKS PROSPEROUS.

The Hamilton Bridge Company celebrated an epoch in their development and at the same time more firmly cemented the cordial relations which have long existed between the firm and their employes by a dinner and ball Friday night last on the occasion of the opening of their new 140 x 204 ft. addition. The employes of the company, with their wives, sisters and sweethearts, to the number of about 400, were the guests of the president, William Hendrie, and as Saturday was made a holiday to allow the diners and dancers to recuperate there was no spectre of the morning roll call to mar the festivities.

The dinner was served in the new machine-shop, which was handsomely decorated for the occasion with bunting and palms. The superintendent, A. H. Phoenix, presided, and after cafe noir was disposed of, offered the only toasts of the evening: "The President" and "The Company." Mr. William Hendrie, on responding, was presented with a handsomely engrossed and illuminated address, expressive of the employes' appreciation of the president's thoughtfulness, and Mrs. Hendrie was handed a beautiful basket of flowers by Miss Phoenix.

Major Hendrie, in replying for the company, thanked the employes for the whole-souled interest they had in the past taken in the welfare of the company, and prophesied that the shops would be two times their present size in the not distant future.

The company are installing new machinery and, so soon as the press of work allows, will replace the old parts of the works by new structures. In the meantime they are rushed with work. Among the contracts on hand are the following: The structural steel for The Ontario Cement Co., Brantford, Ont., structural steel for The Raven Lake Cement Co., in Victoria County; a viaduct on the main line of the G.T.R., between Toronto and Hamilton; several large bridges for the C.P.R. on various divisions of the line, including work on the mountain section; the structural steel for The Deering Co., Hamilton, including the malleable iron foundry, which is to be 1,000 feet long; a transforming station and power houses for The Canadian Niagara Power Co., at Niagara Falls, Ont.; swing bridges for the Dominion Government on the Welland and Trent Valley canals, and 75 highway spans for different points in Canada.

MACHINERY FOR ONTARIO ROADS.

The Seventh Annual Report of the Commissioner of Highways for Ontario, now to hand, contains some very interesting and encouraging information on the progress of the Good Roads Movement throughout Ontario. In over 100 townships the statute labor system has been either wholly or partially abolished and modern methods introduced. The report is illustrated with cuts of improved roads, urban and rural, from various parts of the province, as well as by stone crushers, graders, steam rollers and other road-making machinery. These imposing pieces of machinery form a striking contrast to the old plow and scraper which did yeoman service when nothing better was available, but are now inadequate to constitute a complete road-making outfit.

The passing of the statute labor system and the introduction of modern methods has created a demand for appropriate machinery which has grown rapidly of late years and is destined to still more rapid growth. Our machinists and foundrymen would do well to look carefully into this field for development.

MACHINERY AND ELECTRICAL NOTES.

THE case of the City of Kingston against The Kingston Light, Heat and Power Co., is to be appealed to the Privy Council. The report of the arbitrators, which has been upheld by the courts, stated the value of the company's franchise at $80,000; the city appeals against this.

Machinery is being daily received for the Wiarton, Ont., woollen mill.

A branch of The B. R. Seabrooke Machinery Co., Victoria, B.C., will be opened at Vancouver, B.C.

The Perrin Plow Co., of Smith's Falls, Ont., Limited, have been authorized to increase their capital from $60,000 to $100,000.

The Match Machine Co., of Springfield, Ohio, is in communication with Kingston, Ont., with a view to establishing a factory there.

A plant for the manufacture of hoops is to be installed in the stave factory at Sand Point, Que., which will employ an additional 30 or 40 men.

The Hamilton Motor Works, Hamilton, Ont., are getting out plans for a 5-h.p. stationary gas and gasoline engine, suitable for those requiring power in small quantities.

A growing demand is reported from the trade for small gasoline engines of from two to eight horse power, for pumping, grinding, cutting wood or other similar work.

Fire did about $1,500 damage to John Elkin's brick works, Granby, Que., recently. Considerable machinery was damaged. This will be repaired or replaced at once.

The Ontario Lantern Co., in addition to oil lanterns and gas burners, are turning out from 1,500 to 2,000 incandescent electric lamps per day at their works in Hamilton, Ont.

A new electric rotary of modern design has been received by The B. C. Electric Railway Co., Victoria, from Peterboro, Ont. It is stated that it will double the power for the car system of Victoria.

The Eagle Copper Co., incorporated in Michigan, have been authorized to carry on a mining, milling and reduction business in Ontario; capital, $50,000. Attorney, Fred. Rogers, Sault Ste. Marie, Ont.

The Deering division of The International Harvester Co., Chicago, will send nearly 500 cars of implements to the Argentine Republic next season. Hasenclever & Co., Buenos Ayres, large importers of implements, will handle much of this.

The Brandon, Man., felt factory has recently been purchased by B. N. Fraser, who will re-organize and enlarge the plant to put it in shape for manufacturing blankets, yarns, flannels, etc. Mr. Fraser will shortly go east to purchase machinery.

The Westport Electric Light Co., Ltd., Ont., have been incorporated to construct an electric light plant and sell electricity for heat, power and light; capital, $40,000; directors, J. M. Stoness, A. W. Gray and G. H. Berry.

Forest city gossip

Crosby, Limited, have been incorporated with $250,000 capital to manufacture machinery and metal goods of all descriptions. Directors: C. R. Morrison, F. B. Brown, P. W. Fulford, S. J. R. Westall, Port Huron, Mich.; and Maurice Krakow, Sarnia, Ont.

The Canadian Northwest Steamship Co., Limited, Port Arthur, Ont., have been incorporated with $250,000 capital, to carry on a passenger and freight service on the Great Lakes, the directors being H. A. and F. S. Wiley, and G. M. Murray, Port Arthur, and Hamilton Cassels, Toronto.

The Canada Iron and Foundry Co., Hamilton, Ont., have purchased ground in the east end of the city whereon they purpose erecting a new 140 x 160-ft. foundry for making heavy castings. It is expected that the new foundry, which will be operated in conjunction with the present plant by the G.T.R. yards, will go up this fall.

The Nova Scotia Steel & Coal Company will commence operating their new limestone quarries at Point Edward, N.S., shortly. An extensive plant including a large crusher has been installed. They have now a line joining the I.C.R. over which their limestone will be shipped. The Point Edward areas will be vigorously developed.

The Canadian Bullock Electric Mfg. Co., Limited, Montreal, have been incorporated with $1,000,000 capital and A. E. Greenshields, A. F. Cayford, R. T. Hencker, F. H. Leonard, jr., and A. Collyer, as directors, to manufacture and deal in electrical apparatus, machinery and supplies; to develop water powers, erect and equip factories, etc.

The Phoenix Bridge & Iron Works, Limited, Montreal, have been incorporated with $500,000 capital, with J. N. and R. A. E. Greenshields, R. T. Hencker, B. Shepherd, and W. G. Mitchell as directors, to manufacture, sell and repair tools, machinery, engines, electrical apparatus, railway cars, trucks, carriages, vessels and other articles all or in part of iron, steel or other metal.

The Dominion Belting Co. is one of the latest additions to the industries of Hamilton, Ont. The works are installed in a new two-storey 50 x 150 ft. brick building under the superintendence of A. L. Campbell, late of The Gaudy Belting Co., Baltimore, Md. The works are the first of the kind in Canada to turn out stitched oiled cotton duck belting and are meeting with an encouraging demand for their goods.

DO NOT GO HUNTING ALL OVER CHRISTENDOM when you want steel stamps, stencils, stencil inks, burning brands, name plates for manufactured articles, machines, etc., brass labels for lanterns, tinware, etc., Pew number plates, hotel key tags, hat badges, police badges, time checks, badges for railroads, baggage checks, etc., but send to the

HAMILTON STAMP & STENCIL WORKS,
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We are the manufacturers, and will give you the best service.

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(Corrected Weekly.)

IRON PLANERS AND SHAPERS.

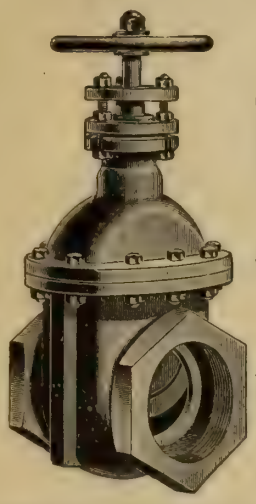
13 in. x 16 in. x 45 in. Iron Planer
24 in. x 24 in. x 6½ ft. London Tool Co., New.
30 in. x 30 in. x 8 ft. " " " "
36 in. x 36 in. x 11 ft. " " " "
36 in. x 41½ in. x 10 ft. " " " "
42 in. x 42 in. x 20 ft. " " " "
60 in. x 60 in. x 16 ft. " " " "
12 in. Michel Shaper
16 in. McGregor Gourlay Shaper.
24 in. London Triple Geared, New.

SCREW CUTTING ENGINE LATHES.

14 in. x 6 ft. Porter, New.
24 in. x 16 ft. London, "
25 in. x 12 ft. Crosby "
25 in. x 14 ft. " "
32 in. x 12 ft. London, "
32 in. x 18 ft. " "
36 in. x 60 in. x 16 ft. Gap London, New.
17 in. x 6 ft. McGregor Gourlay.
18 in. x 17 ft. " "
13 in. x 8 ft. " "
14 in. and 16 in. Pratt & Whitney Turret Lathes.

Write for prices and catalogue of engineers, and millmen's supplies.

H. W. PETRIE
131-145 Front St. West, 8-22 Station St., Toronto.



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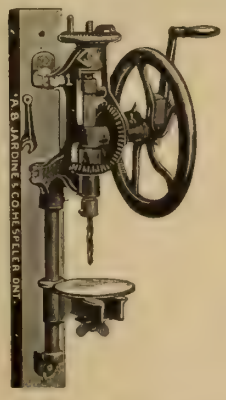
VALVES

Write for Catalogue It tells all about them.

The Kerr Engine Co.
LIMITED
Walkerville, Ont.



Blacksmiths' Hand Drills.

The very best.

A. B. JARDINE & CO.
HESPELER, ONT.

ROY DODSON'S PATENT HAMECHAINS.

No matter where your lot is cast we can improve the lot.

Metal Stampings

are Stronger, Lighter, Cheaper than Castings.

We work **Sheet Steel, Brass, Aluminum and Copper to any shape.**

Send us your samples and number required, and we will quote prices on same

STAMPED IN RELIEF.

Empire Machine and Metal Stamping Co., Limited

1012 Yonge St. - TORONTO,

USE ## CANADIAN BABBIT

Imperial Metallic **Hercules Star**

The highest grade babbits made.

THE CANADA METAL CO., WILLIAM STREET, TORONTO.

COLD PRESSED NUTS

of all shapes and sizes, finished, semi-finished, case hardened, plated or polished.

Canada Foundry Company, Limited,

14-16 King Street East, - - TORONTO.

CELEBRATED ## HEINISCH **SHEARS**

Tailors' Shears,
Trimmers' Shears,
Tinners' Snips, etc.

ACKNOWLEDGED THE BEST.

R. HEINISCH'S SONS CO. NEW YORK OFFICE, 155 Chambers NEWARK, N.J., U.S.A.

Window and Interior Displays

Timely Hints and Suggestions.

STUDY YOUR DISPLAYS.

WHEN the merchant makes the excuse for poorly arranged windows that he "never was much use for such things," one can take it for granted that, in addition to this, he is indolent and lacking in ambition.

Nobody in these days will put themselves on record as denying the selling value of windows, but, instead, some will try to hide behind their lack of taste. Such an excuse is no reason for such old-fashioned methods of doing business.

By carefully studying other windows, whether in his line or not, the general principles can be observed, and once that much is acquired the rest is merely a matter of practice and common sense.

The pushing merchant keeps his eye open for ideas wherever he can find them, and every trip away from his own town supplies him with plans for his windows.

Attention should be paid to all that can be read on the subject in trade newspapers, daily papers or elsewhere, and every visitor made to furnish his quota of ideas for a good window.

One of the very best schemes is to solicit the aid of the travellers. They have seen most of the windows and can usually furnish enough to arrange a half-dozen show-windows. The outline is all that is necessary, as the details can be easily worked in by any merchant.

THIS WEEK'S ILLUSTRATION.

The background of this window is made up of panes of glass, and to the frames are hung saws of all prices and sizes. One pair of frames exhibits chisels and another knives, and a low shelf just in front is arranged with rough articles, with saw-lathes at each side. On the floor and out to the front are small tools, of which there is a vast quantity in the hardware stock.

The price tickets on the saws are particularly neat and attractive, and the small goods are arranged in tasty designs. The window is very easy to trim, as no fixtures are required, and outside of the mere placing of the goods there are only the hooks to insert in the window frames.

An Attractive Tool Window.

NOVA SCOTIA STEEL.

The regular half-yearly meeting of the Nova Scotia Steel Co., was held in Montreal on June 18. President J. F. Stairs was in the chair, and gave out the statement afterwards that the reports submitted by the officers showed the business to be in good condition. Each department was increasing the volume of its output, and there had been no difficulty in finding a market for all. Building operations were progressing rapidly towards completion, and it was expected that the blast furnace at Sydney would be blown out before the end of the year.

MAY ERECT COKE OVENS.

George H. Bradbury, managing director of The Northwest Coal and Coke Co., British Columbia, has gone to England to conclude negotiations for the necessary capital for the erection of coke ovens at the company's works and for the vigorous prosecution of the development work.

YOU MR. DEALER

SHOULD HANDLE THE DODGE WOOD SPLIT PULLEYS : : : :

They make a line that will be a source of continued profit and increased business. Orders coming in from wise dealers throughout the Dominion who carry the Dodge line tell a wonderful story of the advantages of carrying the line.

You had best write to-day for information which will point the way to adding to your business a line that insures permanent profits.

Dodge Manufacturing Co.,

LIMITED

OF TORONTO.

HIGH GRADE RUBBER GOODS

DURHAM

BOWMANVILLE ONTARIO CAN.

Order "Durham" Brands

HOSE BELTING PACKING

Our "DURHAM" Brands are a guarantee of good quality, and the large and increasing demand proves that their merits are recognized.

GET SAMPLES AND PRICES.

THE DURHAM RUBBER CO. Limited

BOWMANVILLE, ONTARIO.

The CANADA SCREW COMPANY,

HAMILTON

TORONTO **MONTREAL**

Ask for our

Wood Screws,
Machine Screws,
Tire Bolts,
Stove Bolts,
Rivets,
Wire Nails,
Screw Eyes,
Screw Hooks,
Gate Hooks
and Eyes.

Specials of all kinds.

BANK OF HAMILTON'S ANNUAL MEETING.

IN the Head Office of the institution in Hamilton the thirty-first Annual Meeting of the Bank of Hamilton was held Monday. On motion, Mr. A. G. Ramsay, Vice-President, took the chair, and Mr. J. Turnbull, General Manager, acted as Secretary.

On behalf of the Directors, Mr. Ramsay submitted the following report:

REPORT OF THE DIRECTORS.

The Directors beg to submit their Annual Report to the Shareholders for the year ended 30th May, 1903.

The balance at credit of Profit and Loss Account, 31st May, 1902, was		$ 44,732 84
The profits for the year ended 30th May, 1903, after deducting charges of management, and making provision for bad and doubtful debts, are		335,389 20
From which they have declared:—		$380,122 04
Dividend 5 per cent. paid 2nd December, 1903	$100,000 00	
Dividend 5 per cent. payable 1st June, 1903	100,000 00	
	$200,000 00	
Carried to Reserve Fund from Profits	100,000 00	
Carried to Rebate on Current Bills Discounted	5,000 00	
Annual amount written off Bank Premises, etc., account	5,000 00	
	110,000 00	
	$310,000 00	
Balance of Profit and Loss carried forward		$ 70,122 04

The Directors have to report with great regret the death of the Hon. A. T. Wood, for long a valued and efficient member of the Board.

John S. Hendrie, Esq., M.L.A., was chosen to fill the vacancy thus created.

This report is my last official act as President of the Bank, as it is to be followed by my resignation as a Director, a position which I have occupied since the organization of the Bank, filling the offices, first of Vice-President and then of President, and during that long period of over thirty years I have watched with much care and interest the rise and progress of the Bank from its small beginning through its whole career of uninterrupted prosperity to its present large proportion and extended sphere of influence. In retiring, I desire to thank the Shareholders for their oft-repeated marks of confidence, and I feel proud to be able to leave the affairs of the Bank in the satisfactory condition disclosed by the Report.

JOHN STUART,
President.

Hamilton, June 6, 1903.

In moving the adoption of the report, Mr. Ramsay pointed out that the profits of the year have been of a very gratifying and satisfactory character, considerably exceeding those of the previous year, as well as those of any preceding similar period. He alluded also to the large increase in deposits during the year, showing the increase of confidence on the part of the public in the Bank. He also referred with great regret to the retirement from the Board of Mr. John Stuart, after a continuous efficient service upon it since the organization of the Bank in 1872, and called attention to the fact that at a later stage a resolution bearing on the subject would be submitted.

Mr. Ramsay concluded by moving the adoption of the report, which was seconded by Mr. George Roach, and carried.

Mr. Ramsay then asked Mr. Turnbull to read the agreement entered into between the Bank and Mr. John Stuart, which provides for a retiring allowance of $5,000 a year, payable monthly in advance, for life, and then moved that the agreement of the 6th June, 1903, between the Bank of Hamilton and Mr. Stuart, the late President, be confirmed by the Shareholders.

Mr. William Hendrie, as an original and perhaps the largest Shareholder, seconded the motion, which was carried unanimously.

It was moved by Mr. Samuel Barker, M.P., seconded by Mr. Edward Martin, K.C., that the thanks of this meeting be given to the Directors of the Bank for their services during the year.

The motion carried unanimously, and Mr. Ramsay returned thanks for himself and the Board.

Moved by Mr. William Hendrie, seconded by Mr. David Kidd, that the thanks of this meeting be given to the General Manager, Assistant General Manager, Inspectors, Agents and other officers of the Bank, for the efficient performance of their respective duties.

Mr. Hendrie, in moving the resolution, referred to the necessity for an efficient staff of officers, and thought that they should be well paid. The motion was carried unanimously.

Mr. Turnbull, in reply said:—

I am glad, on another annual occasion, to have the opportunity of returning thanks, on behalf of my brother officers and myself, for the kind and hearty vote

GENERAL STATEMENT.

LIABILITIES.

To the Public.—		
Notes of the Bank in circulation		$ 1,816,536 00
Deposits bearing interest	$ 12,623,227 68	
Deposits not bearing interest	3,137,351 73	
Amount reserved for interest due depositors	104,301 20	
		15,864,880 61
Balances due to other Banks in Canada and the United States		25,155 14
Balances due to agents of the Bank in Great Britain		322,783 75
Dividend No. 61, payable 1st June, 1903	$ 100,000 00	
Former Dividends unpaid	119 00	
		100,119 00
		$18,129,474 50
To the Shareholders.—		
Capital stock paid up	$ 2,000,000 00	
Reserve Fund	1,700,000 00	
Amount reserved for Rebate of Interest on Current Bills Discounted	60,000 00	
Balance of profits carried forward	70,122 04	
		3,830,122 04
		$21,959,596 54

ASSETS.

Gold and Silver Coin	$ 342,102 33	
Dominion Government Notes	1,211,475 00	
Deposit with the Dominion Government as Security for Note Circulation	100,000 00	
Notes of and Cheques on other Banks	484,940 57	
Balances due from other Banks in Canada and the United States	738,186 19	
Canadian and British Government, Municipal, Railway and other Securities	2,138,344 06	
Loans at Call, or Short Call, on negotiable Securities	2,362,368 57	
		7,377,416 72
Notes Discounted and Advances current		13,841,635 32
Notes Discounted, etc., overdue (estimated loss provided for)		54,429 08
Bank Premises, Office Furniture, Safes, etc.		598,094 01
Real Estate (other than Bank Premises) Mortgages, etc.		42,091 29
Other Assets not included under foregoing heads		45,930 12
		$21,959,596 54

Bank of Hamilton, Hamilton, May 30th, 1903.

J. TURNBULL,
General Manager.

of thanks which has again been offered to us. It is a special gratification that a more than usually prosperous year has, perhaps, added zest to it. The Bank has done, I think, very well indeed, and it is reasonable that the Shareholders should be well satisfied with the results of the year's operations. Our losses have been a little less than normal, and, so far as I know, we have a clean and good business, with the appearance of abundant promise for the future. The general prosperity of the country continues, and I see nothing ahead to indicate a cessation. The large immigration presently existing, especially in the Northwest, must bring a good deal of money into the country, and, what is worth more than money, a good class of settlers, prepared, and destined, no doubt, to take a part, like their predecessors, in the rapid and permanent upbuilding of this great country. Manufacturing is becoming more and more extended, and we are becoming less and less dependent upon foreign goods. On the other hand, our exports keep increasing as to quantity and improving as to quality. We keep learning, year by year, better methods of manufacturing, packing and shipping, and the result, of course, cannot fail to bring not only largely increased returns, but much more profitable ones. A danger to be guarded against, of course, in a rapidly growing country like this, is the tendency to become oversanguine and over-speculative. The banks and other large institutions can do a good deal to discourage this tendency, and, for our part, we have done, and will continue to try to do, our best in this direction. There is no doubt that there is a real danger in this characteristic of ours, and it is the part of all prudent persons and those who have the best interests of the country at heart to spare no effort to discourage such business methods and enterprises, and to try, by precept and example, to confine all over whom they have any influence within the paths of moderate simplicity, careful living and good sense.

The Shareholders may pardon me on this occasion if I detain them for a few moments, in an effort to give a little retrospect of what has passed during the fifteen years in which I have been in the Bank's service. The time is not unfitting, and the number of years I have named represents, perhaps, a period sufficient to justify a fair afterview of what has passed. I wish it to be understood, however, that I desire to join my co-officers in anything I have to say, as no one can be more sensible than I am of the co-operation I have received, and the impossibility of accomplishing what has been accomplished, without their ready and faithful help.

In 1888, when I joined the service, the Bank's deposits were about two millions and a half, its total assets under five millions, its capital one million, and its rest three hundred and sixty thousand, the dividend being eight per cent. To day, as you will see from the report, the deposits are nearly sixteen millions, the total assets nearly twenty-two millions, the capital two millions and the rest one million seven hundred thousand, or, with undivided profits, one million seven hundred and seventy thousand. Of the additions to reserve, the Shareholders have, at the times of the various new stock issues, contributed five hundred and ninety-seven thousand, which leaves eight hundred and thirteen thousand earned out of the surplus profits, or an average during the fifteen years—good years and bad years—of between fifty-four and fifty five thousand a year. It may be of some interest to say that the average earnings during these fifteen years are 12.41. The experience, therefore, of the last few years indicates that the Bank's business is becoming more and more profitable, even allowing for the effect produced in our favor by the rapidly accumulating reserve. When I came to the Bank in 1888, I found that business was mostly confined to Hamilton and a few points on lines of railway directly identified with this city. The number of branches at that date was ten. I could not help being impressed with the possibilities which Hamilton presented, nor could I see any reason why the business of the Bank should be confined within the comparatively narrow limits which had been customary. I resolved, therefore, with the consent of the Directors, to widen out its scope, and to make the most of the inherent importance of this city, and the possibilities of the place and neighborhood combined with the general opportunities which the condition of the country presented, to make the concern a more important factor in the financial affairs of the country than it had been before.

One of the first steps was the opening of an office in Toronto, where, I may say, we have almost from the very first done a profitable and satisfactory business, not only adding considerably to the revenue of the Bank, but materially to its importance and reputation. The next step was to open some agencies wider afield, not confining ourselves to the particular lines of railway to which we had been hitherto mostly limited. Then, after consultation with the other chief officers of the staff, and with the consent of the Directors, we began opening branch offices in this city, and the satisfactory result of this policy is self-apparent and need not be emphasized.

The next step was to embrace the opportunities which Manitoba presented, and an office was opened in Winnipeg and in one or two apparently favorable points in the Province of Manitoba. These we have gradually extended, and some offices in the Northwest Territories have also been added. Our Manitoba and Northwest policy has been decidedly successful, and we have not only obtained very material profits from that section of the country but have, probably, more efficiently by that means than any other spread the name and reputation of the Bank throughout the country. It is quite well known that in Manitoba the name of the Bank of Hamilton stands high, and it is recognized as a substantial and important part of the financial system of that district.

Three or four years ago we added British Columbia to our field of operations, and, while we have only two offices there so far, enough has been done to show that we have made no mistake in going, and that we have just made a beginning of what may ultimately be an important field of usefulness and profit.

The general result of the above has been that instead of the ten agencies which we had when I joined the Bank in 1888 we have now fifty-six, and, while some of them have admittedly not been such decided successes as we had hoped for, none has been unsuccessful, and nearly all have been highly successful.

It is necessary to repeat that these results have been accomplished by the heartiest co-operation on the part of the staff, and all have been effected with the consent of the Directors.

I have the strongest faith in the position and prospects of this city. The Hamilton merchants, manufacturers and other financial interests are spreading themselves all over the country, and making their mark wherever they go, and it would be out of all reason if the Bank of Hamilton did not take its full part. I hope, therefore, that we shall continue the policy of judicious and yet energetic extension, and that with the next and all future Boards of Directors there will be the heartiest co-operation in the carrying out and elaborating of this policy, and that the Bank of Hamilton will continue to hold that important relative place among the financial institutions of the country, to which, in my judgment, it has attained now.

Mr. Ramsay took the opportunity now to say that, as had been already announced, he was, after twenty years' service as a Director, desirous of retiring from the duties of that position, and warmly thanked the Shareholders for the confidence that had been placed in him by continuous election as a Director during these years.

Mr. Alexander Bruce moved a vote of thanks to Mr. Ramsay, which was seconded by Hon. William Gibson, and carried unanimously.

The scrutineers reported the elections of the following Directors: George Roach, John Proctor, Hon. William Gibson, A. B. Lee, John S. Hendrie, George Rutherford, J. Turnbull.

At a subsequent meeting of the Directors, Hon. William Gibson was elected President, and Mr. J. Turnbull, Vice-President.

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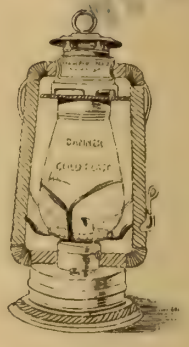

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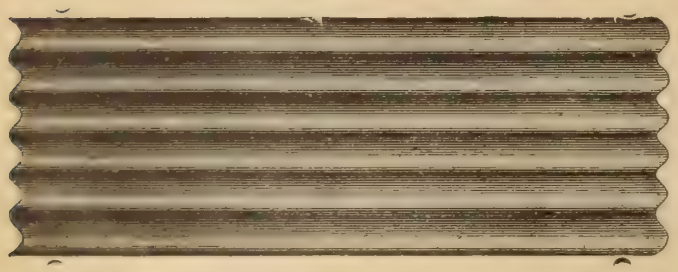

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HARDWARE AND METAL

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Montreal.

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RETAILER VS. DEPARTMENTAL.

In many towns there is a great outcry by the merchants against the departmental stores. This is not the case in Arthur, however, for our business men carry very replete and well-assorted stocks, meet the prices of the departmental stores and very often find no trouble in underselling them.

THE above is from the preface of a 96-page catalogue issued by D. Brocklebank, retail merchant, Arthur, Ont. Apart altogether from the enterprise of Mr. Brocklebank in publishing such an extensive catalogue for distribution among the residents of his town and the neighboring farmers, this paragraph is worthy of comment in the light it throws on the way retailers in some parts of the country are meeting the competition of the departmental stores.

It is not long ago since the majority of retailers manifested an inclination to fear the departmental stores, to say that owing to the extensive operations of the latter the retailer had not a fair chance to compete. Time has, however, demonstrated that in at least one town in Ontario this is all changed. Now, instead of fear, we see confidence; an expression of ability to "meet and often undersell" the big stores.

This is as it should be, and the example set by Mr. Brocklebank should be followed not merely by the merchants of Arthur but throughout the country. It is a fact that the selling expenses of the departmental stores are high, which counterbalances in a large degree the ability of the big stores to buy cheaply because in large quantities.

In another respect the extract above is worthy of note, in that it shows loyalty to his own town and to his fellow-merchants that does Mr. Brocklebank credit and speaks well for the relationship existing among the business men of the place. It would be better for all concerned if a similar spirit prevailed in every town.

THE VALUE OF REPUTATION.

THE advent and wide use of package and canned goods have served as possibly no other factor has done to emphasize the necessity of a good name in the grocery business. It is not merely sufficient that the grocer have the reputation of being honest of purpose and sound in his judgment, but he must convince his customers that he knows the grocery business and is acquainted with the merits of the goods he sells.

So many new foods and fads are offered to the consumer that if one tried them all life would virtually be a series of experiments, and it is almost fair to add that digestion would be impaired in many cases.

So the average customer, when a new food is offered, wants advice as to its merit. Possibly some neighbor has experimented with it and kindly volunteers an opinion. As a rule, however, the customer looks to her grocer, confident that he has tried it or at least heard the opinion of other customers who have. His opinion is asked, and he should be ready to give it. Moreover, he must remember that this opinion is likely to either enhance or diminish his reputation. If he recommends and the customer finds the goods worthy of the recommendation, she will feel more confident of his judgment in the future. If he can but say that some customers like it and others do not and that he cannot express any personal opinion as he has not tried it, the customer will probably decide to purchase something else, and will feel that her grocer is not as careful to "find out about things" as he might be.

Some grocers make a point of putting in stock nothing but what their judgment commends; some stock everything they are asked for and have no opinions. A better way than either would be to keep everything in general demand, but be ready to express a personal opinion regarding the respective merits of the goods in stock.

The grocer whose judgment is sound and whose knowledge is wide has a wonderful influence over his customers. He can easily effect the sale of any line, and the manufacturer must soon learn that his friendship is a valuable asset. In fact, if a manufacturer of any food makes a really good article, he need not worry about the good opinion of the people if he can win the approval of the trade. They can convince the people.

Notice To Advertisers.

Wednesday next being the 1st of July and a public holiday, the forms of HARDWARE AND METAL will go to press one day earlier than usual for the issue of July 4th. Will advertisers please note that all new copy and changes must be in our hands on Tuesday, June 30th. We cannot guarantee to change advertisements after that date.

THE PUBLISHERS.

UNITED STATES STEEL CORPORATION.

Information has been received by HARDWARE AND METAL from an authoritative source to the effect that the representative of the United States Steel Corporation, who examined possible sites for their projected Canadian works at Toronto, Hamilton and along the Welland canal, have returned and made their report. It has, however, not been decided where the new works will be located, though it is probable the site chosen will be on the west side of the Welland canal.

To be a successful business man, a merchant must love his business. It is true that the tasks one likes best are the ones that one does best. If a merchant takes a keen enjoyment in devising schemes for the development of his business, those schemes are likely to be good ones.

CANADA AND THE RECIPROCITY QUESTION.

THE movement in favor of reciprocity with Canada is gradually assuming important proportions in the United States. In the eastern, in the western and in the middle states, the question is receiving more or less attention. The Reciprocity League, aided by some of the daily and trade newspapers, is actively engaged in educating public opinion in favor of the idea; and the lessons which the league and the press are endeavoring to teach are evidently not unavailing.

Only those who are watching closely the movement, as reflected in the columns of the United States newspapers, have possibly any idea of its extent. And it is significant that the discussion is practically confined to those who are in favor of closer trade relations with the Dominion.

It seems to be taken for granted that reciprocity with Canada would be a good thing for the United States. The manufacturers in the eastern and middle states want freer access to the Canadian market. Exporters in general want it, and the millers in Minnesota hope by means of a reciprocal arrangement to be able to buy Canadian wheat without being compelled to pay the present heavy duty of 25c. per bushel. They recognize the advantage that the millers of Canada ultimately will have in the export trade and naturally they desire to be on an equal footing with them.

Judging from the tone of some of the articles in the newspapers and some of the speeches delivered on public platforms, it is evident that the opinion obtains among not a few that reciprocity with Canada can be had for the asking. A greater mistake was never made. There was a time when Canada would have jumped at reciprocity with the United States on almost any terms. That day has long since past.

When the joint high commission met in 1898 the fact that reciprocity with the United States was to be one of the questions to be considered was extremely distasteful to a great many Canadians. Canada had been so humiliated in the years gone by when she courted reciprocity with the United States that the word reciprocity has become almost an offence to her, as far as it applies to the neighboring republic. At any rate, she has become decidedly indifferent in regard to the question. Seldom indeed do we find any reference to reciprocal trade relations with the United States in our newspapers. As a buestion of practical politics it has less life to-day than it ever had in the history of the country, and we do not believe it is possible under existing conditions to get it out of its passive and comatose state.

It is well known that the particular description of reciprocity that the manufacturers of the United States want is that which will not reduce in the slightest degree the high protection that they now enjoy. The resolutions adopted at the convention called a year or two ago for the special purpose of discussing the question of reciprocity prove it. As The New York Journal of Commerce intimated at the time, what they wanted could not by any stretch of the imagination be called reciprocity. Their doctrine is one of take, not give and take. Consequently it is a misnomer to call it reciprocity.

But aside altogether from that phase of the question, it is not forgotten that the Canadian tariff is only about one-half that of the United States, and the question which disturbs most people is how, by any reciprocal arrangement, the tariff of the two countries can be brought more nearly on an equality as long as the United States stick to their ideals with a persistency that shows no evidence of relaxation.

Taking everything into consideration, is it any wonder that the reciprocity question excites no interest in Canada notwithstanding the importance that the movement is assuming in the United States?

THE CANADA SOUTH-AFRICA TRADE

THE Allan Line has been withdrawn from the joint steamship service to South Africa, which was inaugurated by that line and the Elder-Dempster and Furness lines, and the trade will now be divided between the two latter.

The service never did run smoothly or give perfect satisfaction to all concerned, for which there are different reasons given. The exporters in some cases complained that the steamships gave a preference to American merchandise, taking cargoes from United States sources to the detriment of Canadian shippers. The steamship companies, however, say that they had to fill up on American goods, as they could not get complete cargoes from Canada. Another complaint was in regard to the irregularity of sailings. But it appears that this was caused, to a great extent, by the poor facilities for unloading at South African ports, the harbors there lacking proper accommodation. These and other reasons are given by the shipping companies for the unremunerative character of the service.

Meanwhile, however, the Furness and Elder-Dempster lines will continue to run steamships between Canadian and South-African ports, being apparently not so easily discouraged as the Allan people, and perhaps actuated by a keener desire to foster trade between the two colonies.

It was not to be expected that everything would run along with no obstacles whatever in this service. Indeed, considering that it is of only very recent years that the South-African and Canadian colonies have evinced any desire to trade with each other more than with foreign countries, it would not have been surprising if regular sailings had been out of the question altogether. As it is, under the conditions prevailing, our export trade of nearly $4,000,000 for 1902 gives every indication of greatly increasing. If so, it will be due in no small measure to the perseverance and foresight of the Elder-Dempster and Furness companies, who will have every right to reap the reward of a large and profitable trade. These steamhis lines deserve every encouragement at the hands of the Canadian exporters. There are, it is admitted, too many bottoms now for the volume of trans-oceanic trade that is to be done, but this joint service, if we mistake not, was heralded and looked upon as more of a movement to better trade relations between the two countries than as a money-making scheme. It was perhaps unavoidable that one of the lines concerned should withdraw, but it is regrettable that it should have been the

Allans, rather than one of the others, whose interests and name are less identified with Canadian commerce and shipping.

THE PROPOSED NEW GOVERNMENT ROAD.

A RUMOR comes from Ottawa to the effect that the Dominion Cabinet has decided to build a Government railway from Quebec to Winnipeg.

What truth there is in the rumor we cannot at the moment state. It is a well-known fact, however, that public opinion has for some time been in favor of such an undertaking, while, in addition to this, there is the expressed opinion of some of the Ministers in favor of the idea. The rumor, therefore, is more likely to be founded upon facts than upon fancy.

The idea seems to be for the Government to build a road, either single or double track, and give different railways running rights over the same.

Public sentiment in Canada is strongly in favor of Government ownership of railways in theory, but there has been hesitancy in putting this idea into practice on account of the lack of faith in the ability of the Government to successfully operate the road. For the Government to merely build a road from Quebec to Winnipeg and leave its operation to one or more companies, would evidently, therefore, satisfy all interests—those who are in favor of Government ownership as well as those who are not—and at the same time protect the country from loss.

With a road constructed from Quebec to Winnipeg, the route to Europe from the Great West would be very much decreased and in comparison with the routes via United States ports, would be from 800 to 1,200 miles shorter. But perhaps, one of the greatest advantages of a road of this kind would be the cheapening of freight rates, to say nothing of the greatly increased facilities which it would afford.

The proposal seems to be one that should receive the endorsation of the business men of the Dominion ; in fact some boards or trade are already on record in its favor.

TRADE IN COUNTRIES OTHER THAN OUR OWN.

Binder Twine in the States.

CONDITIONS are unsatisfactory, owing to the variety of prices, and to the uncertainty as to the probable requirements for twine. The excessive rains throughout the country have retarded the ripening of grain, and consequently postponed harvest. The straw in many parts of the country is large and the growth rank. Floods, on the other hand, have destroyed crops in many cases, and have put some stocks of twine under water. Quotations in the east range from 12 to 12½c. per lb. in small quantities for sisal and standard. Reports from the West indicate a range of quotations from 10 to 13½c. in less than carload lots, according to locality and supply. There seems to be a general impression that about the same amount of twine will be required for the country as last year, but this is more or less supposition under the condition prevailing. The belief is expressed in some quarters that scarcity of twine, if there is any, will be largely confined to sisal.—Iron Age.

Pig Iron in Great Britain.

The pig iron market has not shown any important change during the past week ; but if there has been any appreciable alteration at all, it has been in the direction of an improvement rather than otherwise. Prices have certainly been a little firmer in some cases, and in others, while there are not lacking signs of weakness, there is no quotable change to report. Warrants have been much steadier. Most of the business has been done in Cleveland, speculators being disinclined to operate in Scotch owing to the small stock, and the prices at which they have changed hands have fluctuated less than for some time past. This circumstance has exercised a beneficial influence on the market generally, and makers' quotations have, for the most part, been well maintained. No. 3 Cleveland foundry has remained at 46s., the figure given in our last issue, and the lower qualities of iron in Middlesbrough are no longer relatively cheaper. The shipments from the Tees are very satisfactory. Notwithstanding the loss of the American trade, they are unusually large, not only to Scottish and other home ports, but also to oversea destinations. There is a fairly steady tone in hematite iron. On the East Coast parcels of mixed numbers command 57s. 3d.; in Barrow, 59s. 6d.

Public stores stocks in tons :

	June 11, 1903	June 12, 1902	Increase or Decrease.
Connal's at Glasgow ...	15,500	52,600	De. 37,100
Connal's at Middlesbrough	142,700	143,800	De. 1,100
Connal's at Middlesbrough hematite	300	300	De
West Coast hematite	20,350	14,000	In. 6,350
F. E. R. Stores Middlesbrough			
Totals	178,850	210,700	31,850 Net decrease

—Iron and Coal Trades Review, June 12.

Glasgow Pig Iron Warrant Stores.

The recent report of Connal and Company, Limited, on the stocks of pig iron in the warrant stores shows that these stocks have been reduced to such an extent that at the end of May the warrants in circulation represented only 15,000 tons. After the great boom between 1871 and 1874 there was a steady decline in the iron trade, and iron accumulated largely and rapidly. Between 1880 and 1890 the stocks were of the following proportions :

Stocks in Glasgow Iron Warrant Stores.

1st January.	Tons.
1880	745,000
1881	739,000
1882	940,000
1883	836,000
1884	835,000
1885	821,000
1886	1,050,000
1887	1,183,000
1888	1,228,000
1889	1,224,000
1890	1,035,000

On December 31, 1888, the total was 1,228,833 tons more than on May 31 last. It is possible that the system may by-and-by entirely disappear. The American iron trade has always refused to countenance warrant stores for pig iron, and gets on very well without them.—The Iron and Coal Trades Review.

Liverpool Tinplate Trade.

There has been more inquiry during the past few days, and a fair proportion of business has resulted. Prices are, however, a shade lower on the week, and no doubt the present low values, together with the high prices ruling for raw materials, have induced buyers to come into the market and make their purchases. The present position is, without doubt, a very unsatisfactory one, from the manufacturers' point of view, and many of them are simply selling from hand to-mouth, refusing to book forward to any extent at current rates. 14 by 20 cokes could be had during the week at 11s. 7½d. and 11s. 9d. per box, f.o.b. Wales, and 12s. and 12s. 1½d., f.o.b. Liverpool. Makers' present quotations are :—Bessemer cokes, I C 14 by 20, 112 sheets, 108 lb., 11s. 10½d. to 12s. per box ; Siemens-Martin steel at 1½d. extra, f.o.b. Wales.

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

Montreal, June 19, 1903.

HARDWARE.

THERE has been a fairly satisfactory volume of trade in general hardware here, with nothing of an unusual character to report, with the ruling characteristics being normal to this period of the year. Barb and galvanized wire furnish a quiet trade, while pressed spikes are steady to firm, certain sizes having been taken from the regular list to be sold subject to 25c. per 100 lb. net extra. Cut and wire nails continue to furnish a good movement and there has been an advance of 2½ per cent. in countersunk head horse nails, which are now quoted 55 per cent. off the list. Horseshoes furnish a quiet movement, and there has been a good healthy movement in screws. Cordage is firmly held.

BARB WIRE.—There is only a quiet trade noted this week. We quote: $2.80 per 100 lb. f.o.b. Montreal, and $2.55 f.o.b. Cleveland. Carlots of 15 tons are quoted f.o.b. Cleveland at $2.45.

GALVANIZED WIRE.—A fair trade is noted this week. We quote as follows: No. 5, $3.70; No. 6, 7 and 8, $3.15; No. 9, $2.55; No. 10, $3.20; No. 11, $3.25; No. 12, $2.65; No. 13, $2.75; No. 14, $3.75. In carlots, f.o.b. Cleveland: No. 5, $2.20; Nos. 6, 7, 8 and 9, $2.15; No. 10, $2.20; No. 11, $2.25; No. 12, $2.30; No. 13, $2.40; No. 14, $2.50. In less than carlots, 12½c. per 100 lb. extra is charged.

SMOOTH STEEL WIRE.—There is a quiet trade passing. Quotations are: Bright and annealed, $2.50 per 100 lb. f.o.b. Montreal, Toronto, Halifax, London, Hamilton and St. John. Net extras per 100 lb. are now as follows: Coppered wire, 60c.; tinned wire, $2; oiling, 10c.; spring wire, $1.25; best steel wire, 75c.; bright soft drawn, 15c.; special hay-baling wire, 30c.

FINE STEEL WIRE.—Business fair. We quote: 25 per cent., with extras: 1 and 2-lb. hanks, 25c. per 100 lb.; ½-lb. hanks, 37½c. and ¼-lb. hanks, 50c.

BRASS AND COPPER WIRE.—Discounts unchanged at 60 per cent., with a quiet trade in progress.

PRESSED SPIKES.—There is a quiet trade in these. Discounts remain 20 per cent. f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax. Some sizes have been taken off the regular list and are now subject to 25c. per 100 lb. net extra.

FENCE STAPLES.—These are in fair request. We quote as follows: $3 per 100-lb. keg for galvanized and $2.80 for bright, with 25c. extra for 25 and 50 lb. packages.

CUT NAILS.—There is a good movement in these, while prices are unchanged on the basis of $2.15 per keg f.o.b. Montreal.

WIRE NAILS.—There is a fair movement in these and jobbers have less complaint to make regarding deliveries. We quote carlots at $2.40 and small lots at $2.45 per keg f.o.b. Gananoque, Montreal, London, Hamilton, Toronto, Brantford, Windsor, Ont., and St. John.

HORSE NAILS.—These continue firm this week and there has been an advance of 2½ per cent. in the price of countersunk heads. We quote: "M" brand, "Oval" and "New City" heads, 55 per cent.; "Countersunk" heads, 55 per cent.; "C" brand, 40, 10 and 7½ per cent. off; "Monarch," 50 and 7½ per cent., and "Peerless," 50 per cent.

HORSESHOES.—Fair trade moving. We quote: Iron shoes, light and medium pattern, No. 2 and larger, $3.65; No. 1 and smaller, $3.90; snow pattern, No. 2 and larger, $3.90; No. 1 and smaller, $4.15; X L steel shoes, new, light pattern, sizes 1 to 5, No. 2 and larger, $3.80; No. 1 and smaller, $4.05; featherweight, all sizes, 0 to 4, $5.35, toe weight, all sizes, 1 to 4, $6.60. Shoes, more than one size in a keg, 10c. per keg extra f.o.b. Montreal only.

RIVETS AND BURRS.—These are in moderate request this week. Discounts are as follows: Best iron rivets, section carriage and wagon box, black rivets, tinned do., coopers' rivets and tinned swedes rivets, 60 and 10 per cent.; swedes iron burrs are quoted at 55 per cent. off; copper rivets, with the usual proportion of burrs, 45 per cent. off, and coppered iron rivets and burrs, in 5-lb. carton boxes are quoted at 60 and 10 per cent. off list.

BOLTS AND NUTS.—Unchanged. Discounts are as follows: Norway carriage bolts, 55 per cent.; common, 50; full square carriage, 55; machine, 50 and 5; coach screws, 66 2-3; sleighshoe bolts, 65 and 5; blank bolts, 50 and 5; bolt ends, 50 and 5; plough bolts, 50 and 5; tire bolts, 67½ per cent.; stove bolts, 67½ per cent. Nuts, square, 3½c. per lb. off list; hexagon nuts, 3¾c. per lb. off list.

SCREWS. — In good request. Discounts are: Round head bright, 82½ per cent.; flat head bright, 87½ per cent.; brass, round head, 75 per cent.; brass, flat head, 80 per cent.

CORDAGE.—Business is active this week and prices are unchanged. Quotations are: Pure manila, 11½c.; British pure manila, 12c.; sisal, 11½c.; double lathyarn, 11½c.; single lathyarn, 11c.; cotton rope, 16¼c.; cotton twine, 17 and 20c. for 3 and 4 ply.

BINDER TWINE.—Firmly held and in fair request at 10½ to 13c.

BUILDING PAPER.—There is a good business moving in building paper and prices are firmly held. We quote as follows: Tarred felt, $1.85 per 100 lb.; 2-ply ready roofing, 90c. per roll; 3-ply, $1.15 per roll; carpet felt, $2.25 per 100 lb.; dry sheathing, 40c. per roll; tar sheathing, 50c. per roll; dry fibre, 55c. per roll; tarred fibre, 65c. per roll; O K and I X L, 70c. per roll; heavy straw and sheathing, $35 per ton; slaters' felt, 65c. per roll.

SHOT.—No change to note this week. Quotations are: Ordinary drop shot, A.A.A. to dust, $6.50 per 100 lb.; chilled, Nos. 1 to 10, $7.00 per 100 lb.; buck and seal, $7.50 per 100 lb.; ball, $8 per 100 lb. Trade discount, 15 per cent. f.o.b. Montreal, Toronto, Hamilton, London, St. John, N.B., and Halifax.

FIREBRICKS.—Firm and in fair demand. We quote: $16 to $22 per 1,000 for English and $17 to $22 for Scotch, as to brand.

CEMENT.—Large volume moving. We quote: Canadian cement, $1.90 to $2.25; German, $2.25 to $2.40; English, $2.15 to $2.25; Belgian, $1.70 to $1.95 per bbl. ex-store, and American, $2.20 to $2.40 ex-cars.

METALS

The tendency in heavy iron and metals is one of extreme caution with buyers at the present moment, and the main argument with them seems to be the declining tendency of pig iron in the United States. It is just possible, however, that an undue importance may be attached to this feature of the situation, and buyers will do well to bear in mind that very recently the price of pig iron has been out of all proportion to the price of the more finished lines of material, such, for instance, as steel billets, wire rods and other articles. While pig iron was abnormally high, makers of more finished articles found it impossible to get an advance on anything like a parity with the price of pig, so that the decline in it of late will not result in changes in more finished material of a radical nature. In fact, pig is simply approaching a proper relation to other articles in the matter of value.

PIG IRON.—Trade is quiet here and advices from Britain state that prices are evening up. We quote: Carron, No. 1, $21; do., No. 3, $19.75; Middlesboro', No. 3, $17.75; Ayersome, No. 1, $20; do., No. 3, $19.40.

BAR IRON.—There is a fair trade in bar iron and prices here show no change. We quote as follows: Merchants' bar, $2; horseshoe iron, $2.25 and forged iron, $2.30.

BLACK SHEETS.—These are moving out in a steady way this week. We quote: 28 gauge, $2.45; 26 gauge, $2.40; 22 to 24 gauge, $2.35; 18 to 20 gauge, $2.30 and 8 to 10 gauge, $2.40.

GALVANIZED IRON.—There is a satisfactory movement. Quotations are: 28, Queen's Head, $4.40; Apollo, 10¾-oz., $4.30; Fleur-de-Lis, $4.15; Comet, $4; Bell brand, $4.05. In less than case lots, 25c. extra.

LEAD PIPE.—Unchanged, and in fair inquiry. We quote 8c. for composition waste and 7c. for ordinary, with 30 per cent. discount.

IRON PIPE.—Remains unchanged. We quote as follows: Standard pipe, per 100 ft., in lengths under 19 ft.: Black, ¼, $2.40; ⅜, $2.65; ½, $2.85, ¾, $3.65; 1-in., $5.20; 1¼, $7.35; 1½, $8.95; 2-in., $12.55. Galvanized, ¼, $3.20; ⅜, $3.45; ½, $3.85; ¾, $5; 1-in., $7.20; 1¼, $10.05; 1½, $12.20; 2-in., 416.85. Extra heavy pipe, plain ends, are quoted per 100 ft. as follows: Black, ½, $4.20; ¾, $5.25; 1-in., $7.55; 1¼, 410.55; 1½, $12.75; 2-in., $17.60. Galvanized, ½, $5.20; ¾, $6.65; 1-in., $9.55; 1¼, $13.25; 1½, $16; 2-in., $21.90. For threads and couplings on extra heavy

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FIRE BRICKS, FIRE CLAY, ENAMELLED BRICKS, all colors. BUILDING BRICKS.

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5 per cent. net is added. Trade discount, 5 to 7½ per cent.

TINPLATE.—Cables state that the demand for wasters on Canadian account has continued active at prices ranging from 11s. 3d. to 15s. 6d., according to size and quantity. Locally prices are unchanged at $1.25 for charcoal and $1 for cokes.

TERNE PLATE. — Remains as last quoted at $7.25.

COIL CHAIN.—Remains quiet. We quote: No. 6, 10c.; No. 5, 9c.; No. 4, 8½c.; No. 3, 7c.; ¼-in., 6½c.; 5-16-in., $4.90; ⅜-in., $4.20; 7-16-in., $4; ½-in., $3.90; 9-16-in., $3.75; ⅝-in., $3.60; ¾-in., $3.50; ⅞-in., $3.45, and 1-in., $3.40, with 10c. allowance on carlots.

CANADA PLATE.—An active trade is doing this week in these. We quote as follows: 2s, $2.60 to $2.70; 60s, $2.70 to $2.80; 75s, $2.80 to $2.85; full polished, $3.75 and galvanized, $4.25 to $4.35; galvanized, 60s, $4.45 to $4.55.

STEEL.—Quiet, but steady. We quote: Mild, $2.05; sleighshoe, $2.10 to $2.20; tire, $2.15 to $2.25; spring, $2.85 to $3; reeled machinery, $2.75 to $3; toecalk, $2.60 to $2.75; machinery (iron finish), $2.10; mild steel, $2.05; square harrow, $2.50.

TOOL STEEL. — As last reported. We quote: Black Diamond, 8 to 9c.; Sanderson's, 8 to 9c., according to the grade; Jessop's, 13c.; Leonard's, 7½c.; Jonas & Colver's, 10 to 20c.; "Air Hardening," 50 to 65c. per lb.

INGOT COPPER.—This metal has been irregular lately, fluctuating as 10s. on spots and 15s. on futures. Locally prices continue the same under a quiet trade at $15.50 to $15.75.

INGOT TIN.—This also has been very irregular in its action, especially at Singapore, but locally prices range from $33 to $33.25.

PIG LEAD.—The market holds fairly steady outside and prices here are unchanged at $3.15 to $3.25.

SOLDER.—Continues quiet at 20c. for bar and 19c. for wire.

ZINC SPELTER.—The tendency has been easier outside and local prices had to be adjusted to the change. We quote: $5.75.

SHEET ZINC.—The same remarks apply to this line, which we quote at $6.50 to $6.75.

SCRAP METALS.

These are exceptionally dull, but there are no further changes in prices this week. We quote:- Heavy copper and wire, 10c. per lb.; light copper, 9c.; heavy red brass, 10c.; heavy yellow, 8½c.; light brass, 5c.; lead, 2 to 2¼c.; zinc, 2½ to 2¾c.; iron, No. 1 wrought, $16 to $16.50; No. 2, $7.50 per ton; machinery scrap, $16 to $16.50; stove plate, $13;

TINPLATES

"DOMINION CROWN"—Best Best Charcoal, tissued.
"ALLAWAYS"—Best Charcoal.
"CANADA CROWN"—Charcoal.
"LYDBROOK" } Best Coke.
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PIG LEAD
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NEW GLASGOW, N.S.

Manufacturers of

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OPEN HEARTH STEEL

...ble and steel, $6; mixed country ... 60 to 70c per 100 lb.; old rubbers, ... 6½c per lb.

RAW FURS.

No new feature of importance has de...ed in the raw fur market this week. ... prices show no further change ... is quiet. We quote:

			Large	Medi'm	Small	Kitts			
BEAVER	Labrador and choice Eastern		$6.00	$5.00	$2.75	$1 1.50			
	Territory Rocky Mountains and Western								
	Sound, Prime,	or, No 1	6.00	4.00	2.00	.50-.75			
	Partly Prime,	or, No 2	4.00	3.00	2.00	.50			
	Unprime,	or, No 3	3.00	2.00	.75	.40			
	Flat, weak, or poor,	or, No 4	2.50	.50	.25	.25			
			Large	Medi'm	Small	2	3	4	Cubs. Year'l's
BEAR	Black—Choice only		15.00	10.00	7.50	6.00	3.00	.50	$2.00 to $8.00
	Brown "		12.00	7.00	5.00	.....	.....	.....	1.00 to 5.00
			1	2	3	4			
BADGER	Of all sections		.50	.25	.10	.05	.....	.....	.....
			Dark	Brown	Pale	2	3	4	
FISHER	Eastern and far North-Eastern		6.50	5.00	5.00	3.00	1.75	.50	
	Territory and Western		6.50	5.00	3.50	2.00	1.00	.50	
			Large	Small	2	3	4		
FOX	Red—North-Eastern and similar fine bright red kinds		4.00	2.75	1.25	.75	.20		
	Territory and Western		4.00	2.75	1.40	.50	.20		
			Dark	Fair	Pale	2	3	4	
"	Cross—Value principally as to beauty, also size & richness		10.00	7.00	4.00	2.50	1.50	.50	
"	Silver—Eastern and far Northern		75.00	50.00	25.00	20.00	9.00	4.50	
"	Pacific Coast, Territory and Western		50.00-60	35.00	20.00	15.00	5.00	2.50	
			Large	Medi'm	Small	2	3		
LYNX	Far North-Eastern		4.00-8.00	6.00	4 to 5.00	2 to 4.00	1.00	.25	
"	Territory and Western		4.00-8.00	6.00	4 to 5.00	2.00	.60	.20	
			Dark	Brown	Pale	2	3	4	
MARTEN	British Columbia, Northern Pacific and similar		7.00	5.00	3.50	1.75 to 2.50	1.00	.25	
"	Territory and Western		7.00	2.25	1.50	1.00	.60	.20	
"	Quebec and Ontario		3.00-3.50	2.25-3.00	2 to 2.25	1.00	.50	.25	
			Large	Medi'm	Small	2 Large	2 Small	3	
MINK	Habitax, far North Eastern and choice		4.00	3.25	2.50	2.25	1.50	.40	.25
"	Territory and Western		1.50-2.00	1.50	1.00	.75		.25	.15-.25
			Spring	Winter	Fall	Kitts			
MUSKRAT	Eastern, best large		25-28	10 to.13	8 to 10	2 to 5			
"	Territory and Western		20c.	5 to.10	.07	2 to 4			
			Large	Small	2	3	4	Cubs	
OTTER	Labrador and far North-Eastern		$10	7.00-10	10.00-12	2.50-5	2 to 4.00	$1.00 to $2.00	
"	Territory and Western		4.00	4.50	3.50 to 5	2.25	.50	.25 to .50	
			Large	Small	2	3	4		
RACOON			.75-1.25	.60-.75	.33-.50	.25	.15		
"	Black—Value according to darkness, size and beauty		2.25	2.00	1.00	.50	.25		
			Black	Sh'rt St	Long St	White			
SKUNK			.75-1.25	.75	.40-.50	.05-.15	.....	.....	.....
			Dark	Brown	Pale	2	3	4	
WOLVERINE	Value according to darkness, size and beauty		5.00	4.00	2.50	1.50	.75	.25	

CASTOREUM—.....$5.00 to $6.00 per pound.

ONTARIO MARKETS.

Toronto, June 26, 1903.

HARDWARE.

A CONTINUANCE of the buoyant feeling of last week is manifest. The amount of business doing; the steadiness of prices; the satisfactory manner in which payments are being met, help to maintain a firm tone in commercial circles, while the expected increase in bounties has strengthened the stock market, and through it the industrial circles affected by the recent crisis. While the older Ontario iron industries have not been directly affected by the crisis at Sydney, N.S., there has been a reflex influence. It is with satisfaction, therefore, that the report is received that bounties on iron produced with Canadian coal from imported ore are to be increased. A general firmness prevails, the exception being poultry netting, in which some cutting is being done, though discounts are nominally unchanged. It is stated, however, that some inferior netting is offered for sale. United States manufacturers have advanced the price of alarm tills 20 per cent., and jobbers here are likely to follow suit at once. The discount on "Countersunk" horse nails has been reduced another 2½ per cent., it now being 55 per cent. Other lines are unchanged.

BARB WIRE.—A moderate trade is doing this week. The base price is $2.55 from Cleveland and 10c. less in carlots. From stock, Toronto, $2.80.

GALVANIZED WIRE.—There is no change; business quiet. We quote as follows: Nos 6, 7 and 8, $3.15 to $3.35 per 100 lb.; No. 9, $2.50; No. 10, $3.20 to $3.40; No. 11, $3.25 to $3.45; No. 12, $2.65; No. 13, $2.75; No. 14, $3.75 to $3.95; No. 15, $4.30; No. 16, $4.55. Nos. 6 to 9 base from Cleveland are quoted at $2.27½ in less than carlots and at $2.15 in carlots.

SMOOTH STEEL WIRE.—There is still a fair sale. The base price is $2.50 per 100 lb. Oiling 10c.; coppering 60c.; and tinning, $2 per 100 lb. extra. Shipping points, Toronto, Hamilton, London and Montreal, with freights equalized on those points.

COIL SPRING WIRE.—Not much doing this week. No change in prices. We quote as follows: No. 9, $2.75; No. 11, $3.40; No. 12, $2.95. Freight up to 25c. per 100 lb. allowed on 500 lb. or over. Carlots of 15 tons, 5c. less. with freight up to 20c. allowed.

WIRE NAILS.—Business active; mills seem about up with orders. We quote: Carlots, $2.40 and small lots, $2.45 per keg f.o.b. Gananoque, Montreal, London, Hamilton, Toronto, Brantford, Windsor, Ont., and St. John.

CUT NAILS.—A good business in these keeps up at $2.50 per keg f.o.b. Toronto.

HORSE NAILS.—The market is decidedly strong. The discount on "Countersunk" head is reduced to 55 per cent., another reduction of 2½ per cent. We quote as follows: "C" brand, oval head, 10 and 10 and 7½ per cent.; on "Monarch," 60 per cent., and "Countersunk" head, 55 per cent.; on "Peerless," 15 and 7½ per cent.

HORSESHOES.—A small trade doing. We quote, f.o.b. Toronto: Iron shoes, No 2 and larger, $3.80; No. 1 and smaller $4.05. Steel, new light shoes, No 2 and larger, $3.95; No. 1 and smaller, $4.20. Snow shoes, No. 2 and larger, $4.05; No. 1 and lighter, $4.30. If shipped from factory, 10 to 15c. less.

SCREWS.—A good sorting trade is doing. The shortage is not so pronounced this week. We quote as follows: Flat head bright, 87½ per cent. discount; round head bright, 82½ per cent.; flat head brass, 80 per cent.; round head brass, 75 per cent.; round head bronze, 70 per cent.; flat head bronze, 75 per cent.

RIVETS AND BURRS.—In steady demand. We quote: Iron rivets, 60 and 10 per cent. discount; iron burrs, 55 per cent.; copper rivets, with usual proportion of burrs, 45 per cent

BOLTS AND NUTS.—Many sizes are still short, though stock has been received by some jobbers. We quote as follows: Carriage bolts, common ($1 list), 50 and 10 per cent.; carriage bolts, full square ($2.40 list), 55 and 10 per cent.; carriage bolts, Norway iron, ($3 list), 55 and 10 per cent.; machine bolts, all sizes, 50, 5 and 10 per cent.; coach screws, cone points, 66 2-3 and 10 per cent.

BINDER TWINE.—The market is in a strong condition, most of the output having been sold and a good demand yet being looked for. Quotations are: 650 ft., 13c.; 600 ft., 12c.; 550 ft., 11¼c.; 500 ft., 10¼c.

CORDAGE.—A good steady trade keeps up in this. We quote as follows: Pure manila, 14½c.; British pure manila, 12c.; sisal, 11½c.; double lathyarn, 11½c.; single lathyarn, 11c.; double shingleyarn, 11½c.; single shingleyarn, 11c.; sashcord, 25 to 30c.

LAWN MOWERS.—There is still a fair demand for these. Prices are steady. We quote: Woodyatt, 12-in., $7.50; 14-in., $8; 16-in., $8.50; 18-in., $9; 20-in., $10; Star, 12-in., $5.50; 14-in., $5.75; 16-in., $6; Daisy, 12-in., $4.90; 14-in., $5.10; 16-in., $5.30; Ontario, 12-in., $14.25; 14-in., $15.80; 16-in., $16.80; 18-in., $18.90; 20-in., $20.50; Philadelphia, 12-in., $6.50; 14-in., $7; 16-in., $7.50. Discount, 40 and 10 to 50 per cent.

SOIL PIPE AND FITTINGS.—Makers have notified the trade that after the end of this year light soil pipe and fittings will not be made. Discounts are: Light soil pipe, 45 and 5 per cent.; light soil pipe fittings, 50 and 5 per cent.; medium and extra heavy pipe and fittings, 55 and 5 per cent.; 7 and 8-in. pipe, 40 and 5 per cent.

BRASS GOODS.—There is an excellent demand for brass goods for waterworks fittings, largely from municipal works.

BUILDING PAPER.—A steady trade is reported in this. We quote as follows: Tarred felt, $1.85 per 100 lb.; 2-ply ready roofing, 95c. per roll; 3-ply, $1.20 per roll; carpet felt, $2.30 per 100 lb.; dry sheathing, 40c. per roll; tar sheathing, 50c. per roll; dry fibre, 50c. per roll; tarred fibre, 65c. per roll, O K and I X L, 70c. per roll, heavy straw and sheathing, $35 per ton; slaters' felt, 65c. per roll.

POULTRY NETTING.—Prices continue nominally at 60 per cent. for 2 in. mesh, 19 w.g.; and 50 per cent. for 2 in. mesh, 16 w.g. There is, however, considerable cutting, orders being taken for next year's business at low prices. Some jobbers state that in some cases in the past netting has been sold at low figures, yet of such inferior quality that it was dear at the price.

SCREEN DOORS.—The wet season last year left a surplus of screen doors; now a continuance of damp, cool weather is again interfering with sales. We quote: Screen doors, common, 2 or 3 panel, walnut stained, 4-in. style, $6.80; stained, yellow or green, $7; in natural colors, oil finish, $8.15; 3-inch style, 20c. per dozen less.

PLUMBING FIXTURES.—The demand keeps active, and some lines of earthen

ware stocks are light. Prices are steady.

RUBBER HOSE. Rubber prices continue to advance in England, so the feeling keeps firm. Lawn standard is now quoted at 5½c. per ft. for ½ in. and 6½c. per ft. for ¾ in.

FORK HANDLES.—There is a brisk business at the new discount, 50 per cent.

PRESSED SPIKES.—A good demand is reported in these. We quote per cwt. as follows: ¼ in. x 4, 4½-in., $4.75; 5-16 in. x 5, 6 in., $4.50; ⅜-in. x 6, 7, 8 in., $4.25; 7-16 in. x 7, 8-in., $4.10; ½ in. x 9, 10, 12-in., $3.90. The discount is 20 per cent.

TINWARE AND ENAMELWARE.—The demand keeps up excellently, all lines being in demand.

MILK CAN TRIMMINGS.—An excellent trade continues. Prices are unchanged.

CEMENT.—The demand continues active, absorbing all offerings, both of foreign and domestir production. We quote in carlots, Toronto, as follows: Canadian Portland, $2.50; German, $2.40 to $2.50; English, $2.30 to $2.50; hydraulic, $1.50. Small quantities are 15 to 25c. higher.

METALS.

It is a difficult matter to gauge the metal marpet under present conditions Pig iron is still unsettled, for, while consumption is undoubtedly larger than last year—as fully as large as in the earlier part of the year—the makers have yielded material concessions, yet buyers are holding off in hope of more. Tin and copper are fluctuating daily, the market unquestionably being materially affected by manipulators. While the local market does not follow outside fluctuations, it is affected by them, and in the case of pig iron, has followed in the wake of changes in the United States.

PIG IRON.—The market has not yet settled down as the basis of prices for the last half of the year has not been accepted by many buyers, in Canada as well as the United States. The selling agents, on the other hand, seem to be growing in confidence, claiming that the consumption is keeping up at a pace which must consume the output. We quote f.o.b. Toronto, Hamilton and Midland No. 1, $22; Sydney No. 1, $20; No. 1 Jarrow, $21; No. 2 Summerlee, $25.

BAR IRON.—Buying is liberal, the prices being shaded somewhat. The base price is now $2. For extras, cut to length while rolling: 2 ft. and over, 10c per 100 lb.; 1 ft. and under 2 ft., 15c.; under 1 ft., 20c.; over 20 ft., by special agreement, according to length and size.

STEEL BOILER PLATES.—A steady decrease is reported, the base price keeping firm at $1.96 f.o.b., Toronto.

TOOL STEEL.—There is an excellent demand. Prices are steady. We quote as follows: "B C" and "jBlack Diamond," 10 to 11c.; Jessop's, Morton's and Firth's, 14c.; Jonas & Colver's, 10 to 20c.; ditto, "Air Hardening," 70c. per lb.; Chas. Leonard's, 8 to 9c.; Park's "Silver," 12 to 14c.; Park's "Special," 15 to 20c.

MACHINERY STEEL.—The activity continues, with prices firm at $2 to $2.05 f.o.b. Toronto.

COKE.—In good demand. Quotations range from $6.75 to $7.15 for 72-hr., and $5.50 for 48-hr. furnace coke, f.o.b. Toronto.

BLACK SHEETS. Good sorting trade doing. We quote: Common, $3.15 for 28 gauge and dead flat, $3.50 for 26 gauge.

CANADA PLATES.—Purchases for fall requirements are more numerous. A good import demand is noticed for these. Prices are steady. We quote as follows: All dull, $2.90 to $3; half polished, $2.85 to $3.10 and all-bright, $3.75 to $3.85.

GALVANIZED SHEETS.—A strong demand is reported at unchanged prices. We quote as follows: Queen's Head, $4.50 for 28 gauge; American, $4.40 for 24 gauge; Bell brand, $4.30 for 28 gauge; Gordon Crown, $4.50 for 28 gauge.

TIN.—The market continues strong. We quote $33 to $33.25.

TINPLATES.—The demand is quiet, the market showing an easy tone in sympathy with weakness in South Wales. We quote: Charcoalsl $4.75 to $5, and cokes, $4.25 to $4.50 per box.

COPPER.—Remains unchanged. An active demand is noted. We quote as follows: Ingot copper, $15, and sheet copper, $21 to $22 per 100 lb.

BRASS.—Unchanged in price and in good demand. Discount, 10 per cent.

LEAD.—Outside markets are much stronger. We quote: $3.50 per 100 lb. for pig lead and $3.75 for bar lead.

IRON PIPE.—An excellent trade continues, with prices steady. Our quotations are as follows: Per 100 ft.: Black pipe, ⅛-in., $3.15; ¼-in., $2.40; ⅜-in., $2.65; ½-in., $2.85; ¾-in., $3.65; 1-in., $5.25; 1¼-in., $7.35; 1½-in., $8.95; 2-in., $12.55; 2½-in., $20; 3-in., $23; 3½-in., $30; 4-in., $36.

ZINC SPELTEU.—The market is firm at 6¼ to 6½c. per lb.

ZINC SHEETS.—We quote base price as follows: Cask lots, $6.75 to $7, and part casks, $7 to $7.25.

SOLDER.—In good demand. Prices are unchanged. Guaranteed half-and-half is quoted at 18 to 19c., and wiping 17 to 18c.

HIDES, SKINS AND WOOL.

Ther? is no great change on this market since last week, except that sheepskins are off the market now; lambskins and pelts are taking the place of the sheepskins. The hide market continues firm and active. The calfskin market is still rather weak. Things are not moving so well on the wool market as was expected. We quote as follows:

HIDES.—No. 1 green, 8c.; No. 2 green, 7c. per lb.; No. 1 green, steers, 8½c.; No. 2 green, steers, 7½c. per lb.; cured, per lb., 8 to 8½c.

CALFSKINS.—Veal skins, No. 1, 6 to 14 lb. inclusive, 9c.; No. 2, 7c.; No. 1, 15 to 20 lb. inclusive, 8c.; No. 2, 6c. Deacons (dairies), each, 60 to 70c. Lamb skins, each 25 to 30c.; pelts, each, 20 to 25c.

WOOL.—Unwashed wool, per lb., 8 to 9c.; fleece wool, 14½ to 15½c.; pulled wools, super, per lb., 15c.; extra, 18c.

TALLOW.—We quote 5 to 5¼c. per lb.

OLD MATERIAL.

This market is in much the same condition as last week. The demand for old metals is fair. Prices hold quite firm at last week's quotations. We quote: Heavy copper and wire, 11½c per lb.; light copper, 10c per lb.; heavy red brass 10½c per lb.; heavy yellow brass, 8½c

OAKEY'S The original and only Genuine preparation for Cleaning Cutlery. 6d. and 1s. Canisters.

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, LIMITED

MANUFACTURERS OF

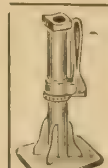
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:

JOHN FORMAN, 644 Craig Street

MONTREAL



COVERT MFG. CO.
West Troy, N.Y
Auto Screw Jack
Harness Snaps Chain, Rope and Web Goods, etc.
FOR SALE BY JOBBERS AT MFRS. PRICE

PRIEST'S CLIPPERS
BALL BEARINGS
Largest Variety. Toilet, Hand, Electric Power
ARE THE BEST.
Highest Quality Grooming and Sheep-Shearing Machines.
WE MAKE THEM.
SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N.H., USA

Oneida Community Goods

HALTERS, COW TIES, SNAPS, etc., etc.,

In all sizes and styles. May be had of all jobbers throughout Canada.

Factory—NIAGARA FALLS, ONT

The Best Door Closer is . . .

NEWMAN'S INVINCIBLE FLOOR SPRING

Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring, and has twice the wear. In use throughout Great Britain and the Colonies. Gives perfect satisfaction. Made only by

W. NEWMAN & SONS,

Hospital St., - - BIRMINGHAM

?

You will be asked for Dundas Axes next fall. Are you preparing to meet the inquiry by being able to show the goods?

Dundas Axe Works, Dundas, Ont.

W. L. Haldimand Jr., Eastern Agent, Montreal

RETURNED

The demand is enormous for

"Kearney & Foot"

—AND—

"Globe" Brand

RASPS

Full Weight, Elastic Teeth. Highly Tempered.

PRONOUNCED BY EXPERTS TO BE THE BEST.

For sale everywhere. Ask your Merchant for the "Kearney & Foot" or "Globe" Brand Horse Rasp.

WALTER GROSE, Selling Agent, Montreal.

Nicholson File Co.,

DOMINION WORKS, PORT HOPE, CANADA.

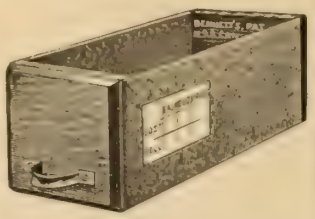
...THE...

Bennett Manufacturing Co.

(Successors to J. S. Bennett)

Bennett's Patent Shelf Box and Cabinets, for

Hardware,
Grocery,
Seed and
Drug Trades.



556 Dundas Street, Toronto.

SEND FOR PRICE LISTS.

THE JOHN MORROW MACHINE SCREW COMPANY, Limited

Manufacturers of

Set and Cap Screws, Special Milled Work, Engine Studs, Etc. Cold Punched Nuts of every variety of finish.

INGERSOLL, ONT.

NEW LIGHT STEEL RAILS ALL WEIGHTS, ALL SECTIONS

We offer for immediate shipment from stock, all sections from 12 up to 56 pounds to the yard with fastenings. CORRESPONDENCE SOLICITED.

Sessenwein Bros., 103 Shannon St., Montreal.

per lb.; light brass, 6c; lead, 2½c; scrap zinc, 3¼c; iron, No. 1 wrought, $14 per net ton; No. 2 wrought, $5; machinery cast scrap, $16; stove plate, $11; malleable and steel, $7; old rubbers, 6¼c per lb., and country mixed rags, 50c per 100 lb.

BRITISH COLUMBIA MARKETS.

Vancouver, June 19, 1903.

TRANSPORTATION problems in different phases are interesting the wholesale hardware trade, as others here. At the meeting of the Vancouver Board of Trade the question of freight rates to a common point, preferably Calgary, were discussed. The same question was the subject of interest at a meeting of the joint committee of the Board and the Wholesale Grocers' Exchange. The chairman of the joint committee reported to the Board of Trade that a meeting with Mr. G. M. Bosworth, fourth vice-president and general traffic manager of the C.P.R., had been arranged for Saturday, June 20. The committee has been gathering facts and figures, and the chairman, in the course of his remarks, stated that they had accumulated plenty of evidence in favor of their contention that there should be a dividing line, some common point to which all rates from, say, Winnipeg on the east and Vancouver on the west, should be equal. This is the whole matter in a nutshell. The merchants have been contending all along that this common point should be Calgary on the main line and MacLeod on the Crow's Nest line. Had they the same rate to Calgary as to Winnipeg they could extend their operations very materially. The distance of the two points from Calgary is about the same.

* * *

The hardware trade has been possibly the most seriously affected by the existing schedule of rates, which the wholesale men are attempting to prove has discriminated against Coast wholesale merchants. They have practically been shut out of the Kootenay and eastern British Columbia trade in many lines through the rates.

* * *

The chairman of the joint committee referred to, stated to the Board of Trade during his remarks, that he understood the C.P.R. had been discriminating by way of special rates to Dawson in favor of eastern merchants. This would be, under present existing circumstances, a great hardship if allowed to go on. It would take away from them the one good field which they had been able to get into on a fair basis.

* * *

The other transportation problem referred to is the difficulty of getting goods forward. This has been the experience of nearly every one in the trade, judging from their remarks. "We could give you some news of movement in hardware," say they, "if stocks would come forward when they are expected. Transportation is a serious problem which is seriously affecting the conditions here. The transportation facilities certainly require very great improvement."

* * *

Northern shipments of hardware, largely mining supplies, have been heavy for the past few weeks, and the opening of the Yukon for summer traffic will greatly increase the quantity of goods sent north.

* * *

"We shipped, among other goods the other day, a single order of 200 doz. shovels to the north, said one of the brightest hardwaremen in the country yesterday. "Were they Canadian manufacture? No indeed. The trade there will have nothing but the American article. The reason for this is that our Canadian manufacturers do not seem to get on to the spring point shovel. I actually sent samples to eastern Canada to give the manufacturers a chance to secure the business. But the results were not satisfactory. They have yet to learn how to make this particular line, so important to the miner." This merchant stated that he had placed an order in the U.S. for 400 dozen shovels of American make, simply because he could not get the article the demand required.

* * *

As a rule English pale boiled linseed oil is a plentiful article in this market. This year it is not because of price. The price of the English goods laid down here is such that the Canadian article can compete successfully at present prices. The risk is less on the domestic oil, as the loss from leakage in coming round the Horn is a considerable percentage. Price

of this staple on this market is steady and has remained firm for some months.

* * *

There has been a slight advance of ½c per pound in rope prices on this market within the past few days.

* * *

Two cargo vessels from British ports arrived at Vancouver this week with general merchandise forming a considerable portion of the cargoes. Following is a summary of the manifest of each vessel: Ex. S.S. Ajax. of the China Mutual line, from Liverpool; 7,500 bbl. Portland cement, 904 rails, 36 bunches of fish plate, 1 case bolts, 1,251 bbl. fireclay, large quantity fire-brick, part for backs and arches of coke ovens, 19 anvils, 25 cases sheet iron, 150 bdls. galvanized iron, sheets, 35 bdles. bar iron, 363 bars of iron, 3 casks of bitumastic solution, 22 cases galvanized sheets, 119 Planet steel sheets, 57 bdles. hoops, 365 bars iron, 17 bdles. bar iron, 24 anchors, several hundred tons of tin and pig iron. Ex. British ship Lamorna, from Glasgow: 101 cases lead shot, 10 cases safety cartridges, 1017 boxes Canada plate, 202 bdles. flat strap iron, 195,000 Gartcraig fire-bricks; 1,609 casks of fire-clay, 95,000 Glentarg, 399 cases glass, 10 casks sheet zinc, 19 rolls sheet lead, 360 casks fire-clay, 25 tons Eglinton pig iron, 250 tons Summerlees pig iron, 450 cases safety cartridges, 38 cases empty cartridges, 55,000 fire-brick, 100 bbls. fire-clay, 873 bars iron, 160 steel plates.

Geo. S. B. Perry.

MANITOBA MARKETS.

Winnipeg, June 22, 1903.

THE week has been marked with a general advance in the price of wooden handles of all kinds in sympathy with the advance by American manufacturers. Large quantities of both American and Canadian handles are sold on this market, possibly the sale of American being in the lead. The only other important change of the week is the decline in the price of turpentine of 5c per gallon, in barrel lots. This decline was looked for. Trade is steady and satisfactory in all lines.

Barbed wire, 100 lb.	$3 25
Plain galvanized, 6 to 8	3 39
" 9	2 50
" 10	3 50
" 12	3 10
" 13	3 20
" 14	3 90
" 15	4 45
" 16	4 60
Barbed wire, 100 lb.	$3 25
Plain twist	3 25
Staples	3 65
Oiled annealed wire 10	3 42
" 11	3 48
" 12	3 56
" 13	3 66
" 14	3 76
" 15	3 91
Annealed wires (unoiled) 10c. less.	
Horsenails, 40 per cent. discount.	
Horseshoes, iron, No. 0 to No 1	4 75
No. 2 and larger	4 45
Snow shoes, No. 0 to No. 1	4 95
No. 2 and larger	4 70
Steel, No. 0 to No. 1	4 45
No. 2 and larger	4 25

Trustworthy Goods

Experienced builders know that it is an injustice to themselves not to use the most reliable

Sheet Metal Building Materials

We make complete lines of . . .

Shingles, Ceilings, Sidings, Cornices

and every other building requisite.

Lines that give unfailing, enduring satisfaction wherever used. Lines in such popular demand, it is to your own best interest to handle them.

Metallic Roofing Co., Limited

TORONTO MONTREAL WINNIPEG

Cut Nails—	
2d 1 in.	$4 10
3d Fin. 1⅛ in.	4 10
3d 1¼ in.	3 75
4d 1½ in.	3 50
5d 1¾ in.	3 50
6d 2 in.	3 40
8d 2½ in.	3 25
10d 3 in.	3 20
20d 4 in.	3 15
30d 4½ in.	3 10
40d 5 in.	3 10
50d 5½ in.	3 10
60d 6 in.	3 10

Wire Nails—	
1 in.	$4 25
1⅛ in.	4 20
1¼ "	3 80
1½ "	3 60
1¾ "	3 60
2 "	3 50
2½ "	3 35
3 "	3 30
3½ "	3 25
4 "	3 20
4½ "	3 20
5 "	3 20
5½ "	3 20
6 "	3 20

Bar iron, $2.70 basis.	
Swedish iron, $4.75 basis.	
Sleigh shoe steel	2 85
Spring steel	3 25
Machinery steel	3 50
Tool steel, Black Diamond, 100 lb	8 50
Jessop	13 00
Sheet iron, black, 10 to 16 gauge, 100 lb.	3 50
18 to 22 gauge	3 75
24 gauge	3 90
26 gauge	4 00
28 gauge	4 10
Galvanized Iron, Apollo, 16 gauge	4 00
18 and 20 gauge	4 00
22 and 24 gauge	4 25
26 gauge	4 25
28 gauge	4 50
30 gauge or 10¾ oz	4 75
Extra sheets, 36 in. wide an advance of 25 p.c. per 100 lb.	
Queen's Head, 24 gauge	4 25
26 gauge	4 50
28 "	4 75
Extra sheets, 36-in. wide, an advance of 25 p.c. per 100 lb.	
Genuine Russian, per lb	11
Imitation " "	07 to 08
Tinned, 24 gauge, 100 lb	8 00
26 gauge	8 50
Tinplate, IC charcoal, 20 x 28, box	10 00
" IX "	12 00
" IXX "	14 00
Ingot tin	35
Canada plate, 18 x 21, 18 x 24 and 20 x 28.	3 25
Canada plate, full polished	4 00
Sheet zinc, cask lots, 100 lb	7 50
Broken lots	8 00
Pig lead, 100 lb.	5 50
Black iron pipe, ⅛ inch	3 30
" ¼ "	3 30
" ⅜ "	3 40
" ½ "	3 75
Black iron pipe, ¾ inch	4 30
" 1 "	6 25
" 1¼ "	8 75
" 1½ "	10 50
" 2 "	14 50

Rope, sisal, 7-16 and larger, basis	$12 25
Manila, 7-16 and larger, basis	15 25
Lathyarn	11 75
Solder	20
Axes, chopping	$ 6 75 to 12 00
" double bitts	12 00 to 18 00
Bluestone	5 70
Screws, flat head, iron, bright	85 and 10 p.c.
Round " "	80 p.c.
Flat " brass	75 and 10 p.c.
Round " "	70 and 10 p.m.
Coach	65 p.c.
Bolts, carriage	50 p.c.
Machine	50 and 5 p.c.
Tire	60 and 5 p.c.
Sleigh shoe	65 p.c.
Plough	50 p.c.
Flat head stove	60 and 5 p.c.
Round head	60 and 5 p.c.
Elevator	60 p.c.
Rivets, iron	50 and 10 p.c.
Copper, No. 8	32
" No. 12	36
Coil chain, 3-16 inch	10½
" ¼ inch	8¼
" 5-16 inch	5½
" ⅜ inch	5¼
" 7-16 inch	5
" ½ to ¾ inch	4¾
Spades and shovels	40 and 5 p.c.
Harvest tools	60 p.c.
Axe handles, turned, s. g. hickory, doz.	$3 15
No. 1	1 90
No. 2	1 60
Octagon extra	2 30
No. 1	1 60
Files common	70, and 10 p.c.
Diamond	60
Ammunition, cartridges, Dominion R.F.	50 p.c.
Dominion, C.F., pistol	30 p.c.
" military	15 p.c.
American R.F.	30 p.c.
C.F. pistol	5 p.c.
C.F. military	10 p.c. advance
Loaded shells:	
Eley's soft, 12 gauge black	16 50
chilled, 12 gauge	18 00
soft, 10 gauge	21 00
chilled, 10 gauge	23 00
Shot, Ordinary, per 100 lb	6 20
Chilled	6 60
Powder, F.F., keg	4 75
F.F.G.	5 00
Tinware, pressed, retinned.	70 and 10 p.c.
" " plain	75 and 2½ p.c.
" pieced	
Japanned ware	37½ p.c.
Enamelled ware, white	45 p.c.
" Famous	50 anp 10 p.c.
" Imperial	50 end 10 d.c.
Green Wire Cloth	1 50

PETROLEUM.

[illegible] American	20½c.
[illegible] American	24½c.
[illegible] Canadian	24c.
[illegible] Canadian	22½c.

SCRAP

No. 1 cast iron	$16 per ton.
No. 2 "	8 "
Wrought iron scrap	5 "
Copper (heavy)	7c. per lb.
Copper (light and heavy)	7½c.
Brass	5c. to 6c. "
Lead pipe or tea lead	2c. to 2½c "
Zinc scrap	1c. "

PAINTS, OILS AND GLASS.

Turpentine, pure, in barrels	$ 0 79
Less than barrel lots	0 84
Linseed oil, raw	66
Boiled	69
Lubricating oils, Eldorado castor	28½
Eldorado engine	27½
Atlantic red	33½
Renown engine	42
Black oil	19½ to 21½
Cylinder oil (according to grade)	55 to 74
Harness oil	56
Neatsfoot oil	1 00
Steam refined oil	85
Sperm oil	2 00
Pure castor oil, first pressure	10
Lubricating	10

BINDER TWINE.

Jute, per lb	$0 10½
Sisal, per lb	0 11
Standard, per lb	0 11
Manila, per lb., 550 ft	0 12
Manila, per lb. 600 ft	0 12½
Mavsisal (pure), per lb	0 13½

F.O.B. Chicago; discount ⅛c. on 5-ton lots and ¼c. on car lots.

NOTES.

Turnbull & McManus, one of the oldest sash and door factories in the west, have purchased the old Citizens' rink, a large property east of Main street and north of the C.P.R. tracks, and will erect a large track warehouse upon the site.

T. B. Williams, of Eden, has sold out his general stock to Kerr & Graham, and for the future will confine his attention to hardware exclusively.

E. C. Irwin & Son, of Miami, have purchased the hardware business of C. B. Armitage, of Glenboro.

NOVA SCOTIA MARKETS.

Halifax, June 23, 1903.

BUSINESS in hardware is usually dull at this season of the year, and last week the volume of business coming in was not very large, but it was up to the average of former years and the dealers generally are fairly well satisfied. Favorable reports of the amount of retail business being done throughout the province are coming in, but though the June collections were slightly better than in May they are not as full as in previous years at the same period. Generally in May and June money is quite plentiful throughout the country, but this is not so at present. The banks also appear to be doing a very conservative business. The outlook for summer business in this regard is more hopeful than a month ago and may gradually improve.

* * *

The retail trade of the city continues fairly good, a large number of seasonable goods for house cleaning and repairing being worked off. Now that warm weather has come screen doors and windows, which in other seasons were up a month ago, are now in demand, and the price, as previously noted, is somewhat advanced.

* * *

The general price list remains almost unchanged except for an easier feeling in zinc and zinc products. There has also been a reduction in some kinds of sheathing paper. The demand for builders' materials still continues, as building operations are being largely carried on in almost every part of the province. The retail trade has also been doing a good volume of business in these lines. The city building operations this season are very extensive and a heavy local trade is the result.

* * *

Last week a number of the Bank fleet were in port refitting for the summer fishing, and quite a trade in cordage, lines and canvas was done. The amount of trade from each, however, was small, as the bulk of the outfitting is done earlier in the season and now it is only a matter of repairs and slight renewals.

* * *

Though the iron and steel situation may be considered much easier, and manufacturers should be able to produce their goods somewhat cheaper, it is not expected that much decline will take place for some time. Manufacturers are so heavily booked with orders that they can afford to hold the prices as at present. Jobbers still complain of being unable to have orders filled in many lines unless ordered many months in advance, which is, in many cases, an impossibility.

R.C.H.

A UNITED STATES OPINION.

THE opinion of such a United States authority on "Canada's Metal Problem" as The Iron and Machinery World is interesting, as indicative of the viewpoint from which the problem is seen in that market. "Within the past few weeks the question of increasing the duties on the imports of iron and steel products in Canada has reached an acute stage. The Canadian Government has been importuned to increase the protection of the products of the mills in the Dominion, especially against the importations of the metal from the United States. Within the past year or two there has been in Canada an expansion of its metal producing capacities such as it has never seen before and one or two of the producing companies have lately suffered a severe collapse in the market values of their securities, thus perhaps increasing the pressure upon the Legislature to save those corporations by barring out importations.

"The gains of furnaces and mills of the United States have in recent years found in Canada one of their most progressive and capacious patrons. This trade has suffered some decline during the past year on account of the tremendous home demand, but when the careening market once rights itself, as it now promises to do in the near future, the metal producers on this side of the imaginary line of demarcation will be in a position to resume active business relations with their quondam patrons. The issue therefore possesses interest south as well as north of the border.

"One of the most significant developments of industry in the past several years has been the extent to which Canada has been Americanized by the establishment there of the branch plants of United States manufacturers. The solution of this problem may be attained in the same manner. Looking exclusively to history for light, there is hardly a basis for reaching any other conclusion. There are special and weighty geographical reasons why the iron and steel industries of this country and of the Dominion of Canada should be intimately blended. An American agricultural implement maker would establish a branch factory in Canada simply to obtain that market. There would be no especial considerations. But in the crude iron and steel industry a different state of facts exists. The rich sources of ore supplies lie on the border land, and there is likely to be important discovery of new mines on the north as on the south of the line. The path of freightage between mine and furnace lies on the magnificent lakes, common heritage of the two nations. Walls could not be built high enough to cleave these mutual interests. One of the inevitable effects of radical changes in the tariff laws of Canada would be to domesticate American producers on the other side. It is not certain that this would not prove advantageous to Canada materially. It is certain that it would tend to unify the two peoples."

NO INCREASE IN STEEL DUTIES.

The Montreal Star published a statement from the directors of The Dominion Iron and Steel Co., Ltd., stating that as a result of their recent interviews with the Government, the Premier, Sir Wilfrid Laurier, and the Finance Minister, Hon. W. S. Fielding had announced their decision not to make any change or addition to the existing tariff during the present session. An extension would be made of the bounties, and there would be an increase to make the same apply to steel manufactured from ore taken from Canadian soil as well as that brought into the country.

Mr. H. J. Fuller, of The Fairbanks Co., Montreal, was in Toronto for a couple of days this week on his way to his summer residence on Lake Erie.

Largest and best Assortment

ARMS in Canada

AND

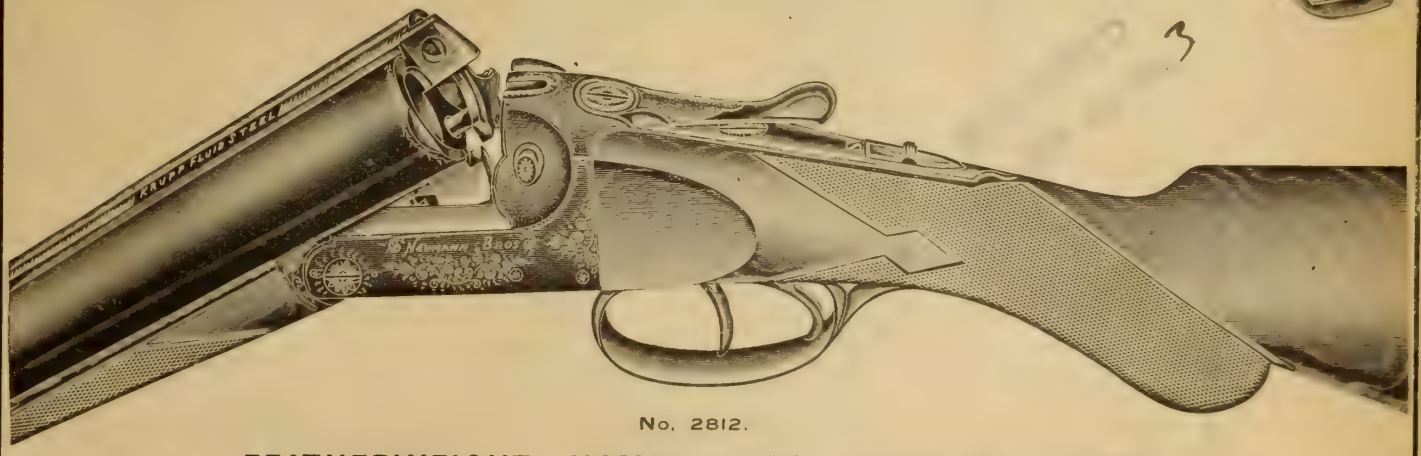
AMMUNITION

Goods that sell on MERIT.

Prices that bring us ORDERS.

No. 20

DOUBLE B. L. TOP LEVER COMPLETE GUN.



No. 2812.

FEATHERWEIGHT, HAMMERLESS THREE-BOLT GUN.

"Trap" Shells

LOADED WITH SNAP SHOT

Black Powder.

"Vulcan" Shells

LOADED WITH

NOBEL'S EMPIRE

Smokeless Powder

Mail Orders

BILLED AT LOWEST PRICES
PACKED CAREFULLY
and SHIPPED PROMPTLY

The BLUE BOOK gives all particulars.

CAVERHILL, LEARMONT & CO.,

SHELF GOODS DEPT. and OFFICES, ST. PETER ST. and ST. ALEXIS ST. ; HEAVY GOODS DEPT., COLBORNE ST. and ANN ST.

MONTREAL.

PAINT, OIL AND BRUSH TRADES

EXTENDING THEIR MANUFACTURING FACILITIES.

THE engineers of The Canada Paint Co. are now engaged in drawing up plans for their extension on Hunter street, Montreal. The gratifying increase of business which has come to this company necessitates larger premises than those occupied at present.

The Canada Paint Co. has purchased a tract of land on Hunter street, bounded by Chatham street and Notre Dame lane, which has the merit of being central and close to their present extensive plant on William street, Montreal.

The Canada Paint Co., Limited, is the largest paint and varnish manufacturing company in the Dominion of Canada and the only company in Canada who ship large quantities of painting material to the United States, in spite of the high tariff which our American friends have against us. Shipments are also made to Great Britain and to the Australian colonies.

For some time it has been difficult for this company to take care of all the business which is offered, and now the directors feel warranted in doubling the color-making capacity and enlarging in all departments.

The Canada Paint Co., Limited, employ their own engineers, electricians, carpenters and machinists, and the new works will be erected under the supervision of their permanent staff and will be one of the most complete yet devised on this continent.

CANADIAN COLORS PREFERRED.

Amongst a few (fortunately a very few) people in this country it is the fashion to imagine than anything which comes from abroad and has been mulcted with a duty must be better than what can be made and obtained at home. "Search the world for brains, but preferably use the home product" should be the cry for those who wish to build up the country.

In decorating the most palatial building in Canada, and possibly the finest banking house in the world, viz., the new Bank of Montreal, in Montreal, no expense was spared to get the finest paints that artistic intelligence and money would procure.

The ceiling and general "motif" is a triumph of the decorator's art, a creamy white, light blue and dull gold blending in a delightful phantasy of color and form.

The paints are manufactured by The Canada Paint Co., Limited, of Montreal and Toronto, and comprise their regular stock. For strength and fineness it is asserted emphatically that there are no better colors manufactured anywhere.

MR. WALTER H. COTTINGHAM ADVANCED.

WALTER H. COTTINGHAM, general manager of The Sherwin-Williams Co., Cleveland, has been appointed 2nd vice president of the company, in succession to the late E. P. Williams, who died last May.

Mr. Cottingham's remarkable progress is well known to readers of "Hardware and Metal," yet is worthy of the attention of all young men. He is a Canadian, and for several years carried on a paint and varnish business in Montreal, his success winning wide attention. One of the best moves in his successful career was his acceptance of the Canadian agency of The Sherwin-Williams Co., which he carried on with such enterprise and good results, that in 1898 he was chosen from the great number of agents and representatives of that company to fill the responsible position of general manager.

Walter H. Cottingham.

Of the good work he has done and is still doing in this capacity nothing need be said, further than to refer to the reports of the remarkable expansion of the company's business during the five years of his management.

Possibly no better criterion of the spirit which has dominated Mr. Cottingham's career and which has contributed so much to his success could be furnished than by the reproduction of an article, written by himself some weeks ago, and which was published in The S.-W. P., a magazine published by the company for the use of their agents:

GET OUT AND HUSTLE.

That's the way to get business; that's the way to build up trade and overcome competition. "Keep everlastingly at it" is a motto that every ambitious business man should adopt and practice. Genius is all right, but there's mighty little of it in this world; plain ordinary "hustling" is what counts in the struggle for business supremacy.

The laurel wreath of trade is won by the man with the capacity to do things and keep on doing them—the man of ideas, purpose and action.

No one with good health and ambition should despair of success; everything is open to him if he will but hustle hard enough and long enough. Work on and work ever; keep up your enthusiasm and your nerve, and you're bound to make headway. Progress is inspiring. There's nothing like a little success to convince a man of his own power and ability. Confidence is a great factor in achievement.

The time to hustle is when there is something to hustle for. That time is here—the great spring time, when all the world is filled with new life, new energy and new opportunities; when nature, refreshed by her winter's slumbers, rises with new vigor to the task of replenishing the earth with her great bounty, and providing new openings for man's activity. Surely it is the season when the best that's in us is called forth. It is the time when we should be stirred by new hopes to greater effort. It is the time when work is the most productive because it's the season when requirements are greatest.

Are you going to make the most or it? Are you going to use the opportunities of this spring-time to lift yourself higher up in the world? If you are, get out and hustle, early and late—it's the only way.

CLOSING AT 5 O'CLOCK.

Among the Toronto firms closing at five o'clock during the summer months are Stewart & Wood, wholesale paint, oil and glass dealers, and The United Factories, Limited, wholesale brush and woodenware dealers, York street.

PAINT AND OIL MARKETS.

MONTREAL.

THE only change in price has been a rather firmer feeling in turpentine. The rainy weather of the past week has had a striking influence in creating an active demand for Paris green, the inquiry for which so far this spring was very dull. Stocks of it now are rapidly thinning out, and the expectations of a tame

Your women customers will appreciate

"Ark Brand" Paints

Because they are adaptable to every use, can be applied at once, and always give a splendid, glossy and smooth surface.

Our guarantee to refund the customer's money in case any "Ark Brand" Paint should prove unsatisfactory when applied according to directions is perfect insurance against dissatisfied customers.

The Francis-Frost Co., Limited
TORONTO, CANADA.
Canadian Distributing Agents for Grippin's Crack Filler, and "Muresco" Wall Finish

Canada Linseed Oil Mills LIMITED
MONTREAL.

Manufacturers of

"GUARANTEED PURE"

Raw and Boiled

LINSEED OIL

N.B.—We are always in the market to buy good, sound, oak Linseed Oil, Turpentine, Varnish and Machine Oil Barrels.

An Ounce of Fact is Better

than a pound of assertion. One fact that we dwell upon at all times regarding Lucas Imperial French Green is that it is non-poisonous. A small but **important** fact.

A few other proven facts are that it is not surpassed for brilliancy of hue, body and color strength, fineness and staining qualities. When analyzed along with many others, at the request of the St. Louis Association of Painters, it was found to be the strongest and best green of all that were examined. A very important fact. Send for sample card showing shades and let us quote prices. Dry and in Oil.

Beware of counterfeits. None genuine without the Lucas Brand stamped in head of every package.

JOHN LUCAS & CO.

Paint, Varnish and Color Manufacturers

NEW YORK ***PHILADELPHIA*** *CHICAGO*

The Lucas line of **DRY COLORS** is the largest in the country. Originators of the famous Lucas Greens.

[illegible] a [illegible] of dry weather have [illegible]. In fact, during the past [illegible] have been overwhelmed with [illegible], and the material is going out with a rush. White lead is also in active enquiry, and quotations are firm. The same can be said of liquid paints, and a healthy tone prevails in the whole paint and oil branch of the hardware trade in Montreal.

GROUND WHITE LEAD.—Best brands, Government standard, \$5 to \$5.25; No. 1, \$4.57½ to \$4.87½; No. 2, \$4.40 to \$4.50; No. 3, \$4.02½ to \$4.12½; No. 4, \$3.65 to \$3.75, all f.o.b. Montreal. Terms, four months, or 3 per cent. off for cash in 30 days.

DRY WHITE LEAD.—\$4.75 in casks and in kegs, \$5.

DRY WHITE ZINC.—Pure dry, in casks, 6½c.; in 100-lb. kegs, 6¾c.; No. 1, zinc, in casks, 5½c.; in 100-lb. kegs, 5¾c.

WHITE ZINC (ground in oil)—Pure, 25 lb. irons, 8c.; No. 1, 7c.; No. 2, 6c.

PUTTY.—We quote: Bulk, in barrels, \$1.60; bulk, in 100-lb. packages, \$1.85; bladders, in barrels, \$1.90.

ORANGE MINERAL.—Casks, 7c.; 100-lb. kegs, 7½c.; smaller quantities, 8¼c.

RED LEAD.—Genuine red lead, in casks, \$4.50; in 100-lb. kegs, \$4.75; in less quantities, \$5.75 per 100 lb. No. 1 red lead, casks, \$4.25; kegs, \$4.50 and smaller quantities, \$5.50.

LITHARGE.—Ground casks, 5c.; in less quantities, 5½c.; flake litharge, casks, \$5.25; smalls, \$5.75 per 100 lb.

LINSEED OIL.—Raw, 1 to 4 bbls., 57c.; boiled, 60c.; raw, 5 to 9 bbls., 56c.; boiled, 59c. Terms, net cash in 30 days. Delivered in Ontario, between Montreal and Oshawa, at 2c. per gallon advance.

TURPENTINE.—Single bbls., 75c.; 2 to 4 bbls., 74c. Terms, net cash in 30 days.

BENZINE.—25 to 26c.

SHELLAC VARNISH.—Pure white, \$2.20 to \$2.35; orange, \$2.10 to \$2.25.

MIXED PAINTS.—\$1.20 to \$1.40 per gallon.

CASTOR OIL.—8¾ to 9¼c. in wholesale lots, and ½c. additional for small lots.

SEAL OIL.—48 to 50c.

COD OIL.—35 to 37½c.

PURE CANADIAN PARIS GREEN.—Petroleum barrels, 15¼c. per lb.; arsenic kegs, 15½c.; 50 and 100-lb. drums, 16c.; 25-lb. drums, 16½c.; 1-lb. packages, 17c.; ½-lb. packages, 19c.; 1-lb. tins, 18c.; ½-lb. tins, 20c.

PURE ENGLISH PARIS GREEN.—Petroleum barrels, 14½c.; arsenic kegs, 14½c.; 50 and 100-lb. drums, 15c.; 25-lb. drums, 15½c.; 1-lb. paper boxes, 16c.; 1-lb. tins, 17c.

TORONTO.

MARKET conditions are practically unchanged from last week. The demand for sundries keeps brisk. Both linseed oil and turpentine are higher in the United States and are firm here.

WHITE LEAD.—Ex-Toronto, pure white lead, \$5.10 to \$5.25. No. 1, \$4.62½ to \$4.87½; No. 2, \$4.25 to \$4.50; No. 3, \$3.87½ to \$4.12½; No. 4, \$3.50 to \$3.75 in packages of 25 lb. and upwards; ½c. per lb. extra will be charged for 12½-lb. packages; genuine dry white lead, in casks, \$5.02½.

RED LEAD.—Genuine, in casks of 560 lb., \$4.75 to \$5; ditto, in kegs of 100 lb., \$5.25 to \$5.50; No. 1, in casks of 560 lb., \$4 to \$4.25; ditto, in kegs of 100 lb., \$4.25 to \$4.50.

LITHARGE.—Genuine, 6 to 6½c.

WHITE ZINC.—Genuine, French V.M., in casks, \$6 to \$6.25; Lehigh, in casks, \$6 to \$6.25.

SHINGLE STAIN.—In five-gallon lots, 60 to 85c. per gallon.

PARIS WHITE.—90c. to \$1 per 100 lb.

WHITING.—65c. per 100 lb; Gilders' whiting, 80c.

GUM SHELLAC.—In cases, 35 to 37c.; in less than cases, 40 to 42c per lb.

LIQUID SHELLAC.—Pure orange, in bbls., \$2.30 to \$2.40; white, \$2.35 to \$2.45 per gallon; in less quantities, 10c. extra.

GLUES.—Broken sheet, in 200-lb. bbls., 8 to 8½c. per lb.; cabinet glue, in bbls., 11½ to 12c.; emery glue, in bbls., 17c.; bookbinders', ground, 10½c.; finest American, white, 19c.; No. 1 American white, 15c. per lb.

PUTTY.—Bladders, in barrels, \$2.10; bladders, in 100-lb. kegs, \$2.25; bulk in barrels, \$1.80; bulk, less than barrels, and up to 100 lb., \$2.05; bladders, bulk or tins, less than 100 lb., \$2.75.

PARIS GREEN.—Petroleum bbls., 13 to 15½c. per lb.; arsenic kegs, 13½ to 15½c.; 50 and 100-lb. drums, 14 to 16c.; 25-lb. drums, 14½ to 16½c.; 1-lb. packages 15½ to 17c.; ½-lb. packages, 17 to 18c.; 1-lb. tins, 16 to 18c.; ½ lb. tins, 17 to 19c.

PLASTER PARIS.—New Brunswick, \$2 per barrel.

PUMICE STONE.—Powdered, \$2.50 per cwt. in bbls. and 4 to 5c. per lb. in less quantity; lump, 10c. in small lots and 8c. in bbls.

LIQUID PAINTS.—Pure, \$1.20 to \$1.40 per gallon; No. 1, \$1.10 per gallon.

BARN PAINTS.—65 to 70c. per gallon.

CASTOR OIL.—English, in cases, 8 to 9c. per lb.; and 9 to 10c. for single tins.

LINSEED OIL.—Raw, 1 to 2 bbls., 61c.; boiled, 64c.; 3 to 5 barrels, raw, 60c.; boiled, 63c.; 6 to 9 barrels, raw, 58c.; boiled, 61c. delivered. To Toronto, Hamilton and London, 2c. less. All quantities of 10 barrels and over of linseed oil sold only f.o.b., Toronto, Hamilton, London and Guelph.

TURPENTINE.—Single barrels, 74c; 2 to 3 bbls., 73c delivered. Toronto, Hamilton and London, 1c. less. For less quantities than barrels, 5c. per gallon extra will be added, and for 5-gallon packages, 50c. and 10-gallon packages, 80c. will be charged.

WINDOW GLASS.

MONTREAL.

There is little activity to note in this line this week. We quote as follows: First break, 50 ft., \$2; second, \$2.10 for 50 ft.; first break, 100 ft., \$3.80; second

IT'S EASILY UNDERSTOOD

WHY

we claim so much for "ANCHOR" Liquid Paint. Could it be anything but the best when—

We use only the best materials.
We employ only skilled labor.
We have the most modern factories.
We use pure linseed oil.
We have had 30 years' experience.
We use the best white lead in the world—**BRANDRAM'S B. B. GENUINE.**

Send us a post card and let us tell you all about it.

ANCHOR BRAND
H&P
REGISTERED
TRADE MARK

HENDERSON & POTTS

ESTABLISHED 1874,

Halifax and Montreal.

BRANDRAM BROS & CO
BRANDRAM'S B. B. WHITE LEAD
REGISTERED TRADE MARK
MANUFACTURERS LONDON ENGLAND

"The Lord Loveth a Cheerful Liar"

That's what we have heard some people say! If it be true, we have no hesitation in saying that there is a man in St. John, N. B., whom the Lord ought to love a great deal, if we are to judge by the cheerful way in which he has been lying about our "C" horse nails.

This man and "cheerful liar" has been getting some "pictures took" to show what a real nice nail he was making, and what a "nasty bad nail" the "C" was. This cheerful liar had the artist draw a nail that looks like the horn in "the cow with the crumpled horn." This "cheerful liar" says in the circular in which these made-to-order pictures appear: "These have both been driven under exactly same conditions and bent for clinching," etc. The inference is that the nails illustrated have been driven into a hoof. His nail is straight as an arrow and nicely bent. Our "C" is crooked as a dog's hind leg, and badly bent. But this "cheerful liar" went a little too far. For how under the sun, you could drive nails into a hoof and again extract them for the purpose of illustrating, "beats the Dutch." He must have been lying!

What did Bret Harte say about the Heathen Chinee? His smile so bland, etc.

Well, it's too bad, we are not it — the poor old "C" nail that has weathered the storms of 38 years will have to take a back seat. That is, if business to be successful requires a champion liar. We don't keep any.

He lives at St. John. Do you know him?

Canada Horse Nail Company,

MONTREAL.

break, $4; third break, $4.50; fourth break, $4.75.

TORONTO.

There is an excellent stock demand and import orders are about all in. We quote as follows: Star, under 26 in., $3.80; 26 to 40 in., $4; 41 to 50 in., $4.50; 51 to 60 in., $4.75; 61 to 70 in., $5; 71 to 80 in., $5.50. Toronto, Hamilton and London. Terms, four months, or 3 per cent., 30 days.

PAINT AND OIL NOTES.

Edward Hull, of The Crown Oil Co., Hamilton, Ont., is making a business tour of the province in an automobile.

J. M. Sparrow, president of The Imperial Varnish and Color Co., Limited, reports that their sales of "Elastilite" varnish, "Chijah" floor lac, "Maple Leaf" varnish stain and "Granatine" have largely increased, and that the outlook was never brighter. T. F. Monypenny, vice-president and sales manager, is at present absent on a business trip. The company has recently greatly enlarged and improved its factory.

Work on the new Wm. Buck Stove Works is going ahead rapidly. The walls for the addition are nearly completed and the rest of the work will be rushed on as quickly as possible. It is the intention if possible to take possession in the fall.—Brantford, Ont., Courier.

Thomas Irwin & Son, galvanized iron workers, Hamilton, Ont., are increasing their plant.

R. E. White, 614 Yonge street, Toronto, has begun the manufacture of shipping cans for oils, paints, varnishes, etc., in all sizes, and has already established a creditable connection with local shippers. Mr. White is undertaking the business on a large scale and expects shortly to solicit business from the entire country.

The City Council of Fredericton, N.B., at a recent meeting, decided to install an electric light plant and have it operated by the municipality.

DRY DOCK FOR VANCOUVER.

The Vancouver Dry Dock and Shipbuilding Co. have been incorporated at Vancouver, B.C., with a capitalization of $500,000, for the purpose of building and equipping a dry dock, probably a floating one, in the waters contiguous to the port of Vancouver, most probably on Burrard Inlet, and also to carry on and perform such business as necessarily falls within the province of a dry dock and ship-building company. The provisional directors are Nicholas Thompson, William McCulloch, T. W. Smirl, W. V. Radley and A. Muir.

THE HEIGHT OF CANADIAN SUPREMACY

WRITE FOR LARGE CARD SHOWING

THE CANADA PAINT COMPANY'S VARNISH STAINS.

WILL VARNISH AND STAIN WITH ONE APPLICATION.

"IN ALL THE WORLD NO STAINS LIKE THESE!"

ADDRESS

THE CANADA PAINT COMPANY LTD

STEEL RAIL PRICES FOR 1904.

Mr. Elbert H. Gary, chairman of the Executive Committee of the United States Steel Corporation, issued the following statement in regard to the steel and iron schedule for 1904, on Saturday last:

"The price of steel rails for the year 1904 had been fixed at $28, at the mill, the price which has obtained during the last three years. As the full capacity of all the mills for the next seven or eight months has been sold, many of the leading railway companies have expresssd a desire to have the price of rails established for next season and action has been taken a little earlier than usual. Upwards of 2[illegible],000 tons for 1904 have already been booked; and inquiries for a large additional tonnage have been received during the day. No change in the price of other lines of steel has been contemplated."

PERSONAL MENTION.

Mr. J. H. Herrick, superintendent of The McClary Manufacturing Co.'s London works, was in Toronto on business on Thursday. He leaves next week for a visit to Albany, N.Y.

Mr. R. A. Baines, of Baines & Peckover, Toronto, has returned from a trip in the eastern and northern states in the interest of companies represented by him. Mr. Baines found all through the territory he covered a notable increase in knowledge of and interest in Canada; also a widespread belief that reciprocity with Canada would be good for the United States.

Mr. Alfred Rubbra, recently manager of The Laurie Engine Co.'s Machinery and Supply Department, Montreal, intends to start in business for himself, and will represent H. W. Petrie in Montreal.

SCARCITY OF BOLTS.

A feature of the market situation which is troubling several manufacturers, is the scarcity of many sizes of bolts. In fact, the shortage has become so pronounced that at least two of the largest bolt works are refusing to accept orders for delivery within six weeks. This situation appears all the more remarkable when it is remembered that such a condition, an acute shortage of bolts, has not been reported on the Canadian market for a score of years.

Hamilton & Stott, St. Thomas, Ont., have received the contract for installing their system of hot water heating in Lawyer Meehan's residence.

GLOBE PAINTS

Manufacturers of FINE READY-MIXED PAINTS FLOOR PAINTS and VARNISHES, and WHITE LEAD. Full line of best DRY COLORS, OILS, and all PAINTER REQUISITES always in stock. Send for prices.

The Globe Paint Co., Limited

422-424 Adelaide St. W., Toronto.

WINDOW GLASS.

Our Spring Importations are now arriving, and carrying a very heavy stock, we are in a position to fill all orders promptly.

THE ONLY HOUSE IN CANADA manufacturing and stocking EVERY KIND OF GLASS required for Building purposes.

HOBBS MANUFACTURING CO., LIMITED

LONDON, CANADA

THE BELLEVILLE BUSINESS COLLEGE, LIMITED

BELLEVILLE, ONTARIO.

Send for handsome Catalogue describing fully all courses taught.

J. Frith Jeffers, M.A., Principal.

BRITISH BUSINESS CHANCES.

Firms desirous of getting into communication with British manufacturers or merchants, or who wish to buy British goods on the best possible terms, or who are willing to become agents for British manufacturers, are invited to send particulars of their requirements for

FREE INSERTION

in "Commercial Intelligence," to the Editor

'SELL'S COMMERCIAL INTELLIGENCE,'

TempleHouse, Tallis St., Temple Avenue, London, E.C.

"Commercial Intelligence" circulates all over the United Kingdom amongst the best firms. Firms communicating should give reference as to bona fides.

N.B.—A free specimen copy will be sent on receipt of a post card.

Persons addressing advertisers will kindly mention having seen their advertisement in Hardware and Metal.

Their cost is so trifling

and their convenience so great that the wonder is that merchants do without **RUBBER STAMPS.**

Tell us what you would like and we'll tell you the cost.

C. G. Young Co., 1 Adelaide E., Toronto

BUY

Star Brand

COTTON CLOTHES LINES

—AND—

COTTON TWINE

Cotton Lines are as cheap as Sisal or Manila and much better.

For sale by all Wholesale Dealers

See that you get them.

WRIGHT'S No. 4 COLD BLAST LANTERN is THE Lantern

See it and be convinced.

E. T. Wright & Co., Manufacturers, Hamilton and Montreal.

CHAT

MONTREAL is considering the proposition of putting all its wires under ground. For some time the great number of wires overhead throughout the city has been a great nuisance. It was decided that the different companies owning the wires should appoint an expert who would act in conjunction with the one appointed by the city in preparing plans and making estimates for a common conduit system for such streets as should be designated.

What is known as The Employers' Protective Association, a body composed of employers of labor of all classes and variety, has been organized in Vancouver, B. C.

A few days ago the first really elaborate motor car made its appearance on the streets of Vancouver, B.C. The new arrival is one of the very latest "Rambler" touring cars, and was purchased from The Canada Cycle and Motor Co., Limited, Toronto.

The well-known hardware firm of Morton & Christie, Windsor, Ont., which has been owned and conducted by Robert Morton for the past two years, has been sold to Wm. J. Douglass, Windsor. Mr. Douglass, the new proprietor, is one of Windsor's progressive young business men, having been connected for some time with the business he has just purchased.

Rogers & Nicoll, hardware dealers, Perth, Ont., have secured the agency for Canada of a jointed ladder fire-escape, which has won an enviable reputation in both the United States and Canada.

John Radigan & Co., of Hamilton, Ont., are placing on the market an assortment of grist mill and elevator cups.

F. Hamilton, 65 King street east, Hamilton, Ont., is introducing to the trade an ingenious calf feeder, of which he has the Canadian rights.

BUSINESS CHANGES.

ONTARIO.

Canada Felting Company, Limited, St. Jacobs, have obtained a charter.

Hermina Mining Co., Limited, Sault Ste. Marie, have obtained a charter.

Goodfellow & Howson, sawmillers, Elmwood, have sold out to John H. Dirstein.

Morton & Christie, hardware merchants, Windsor, are about to sell out to W. J. Douglas.

Charles Emke, sawmiller, Elmwood, has sold out to Henry Ruppenthal.

A. D. Ellis & Company, hardware merchants, Simcoe, have sold out to Charles E. Boyd.

Algoma Builders' Supplies Company, Limited, Port Arthur, have obtained a charter.

The stock of R. H. Hannah, hardware merchant, London, has been sold to Robert Parsons at 60c. on the dollar.

Frenette & Rioux, lumber merchants, Sudbury, have assigned to J. A. Mulligan; meeting of the creditors was held on June 22.

QUEBEC.

The assets of the business of Joseph Dallaire, plumber, Sorel, have been sold.

Wilfred Lacroix & Co., manufacturers of gasoliers, have dissolved; there will be a new registration.

Charles A. Paquet Company, Limited, hardware merchants, Quebec, have offered to compromise at 50c. on the dollar.

BRITISH COLUMBIA.

C. S. Ryder, hardware merchant, Ladysmith, is offering to compromise.

Joseph and Peter Genelle and J. G. Billings have registered proprietors of The Kootenay Lumber Company.

WILL ERECT NEW STORE.

J. G. Kingsborough, general hardware dealer, Ontario, has found it advisable, owing to the expansion of trade, to erect new premises. His new store will be 100 x 30 ft., and will be in every respect an improvement on his present premises.

A COLONY FOR NEW BRUNSWICK.

About 100 families will leave Boston this week for Sunbury County, N.B., to settle about a valuable coal area that has recently come into the possession of The Canadian Mining & Land Construction Co., of which E. L. Parsons and L. L. Fobes, of Boston, are leading officials. The people who go from Boston will be afforded employment in the coal fields and at work of constructing The New Brunswick Coal & Railway Co.'s road.

Messrs. Parsons and Fobes have just returned from New Brunswick, where they have been interviewing the New Brunswick Legislature. On returning they said they had already selected the families who will go first to the new settlement. They have also completed arrangements for the establishment of a cold storage plant at St. John, N.B., by The Hacket Cold Storage Co., of Boston, and have been granted one of the best sites in the city for this purpose.

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion, cash in advance. Letters, figures, and abbreviations each count as one word in estimating cost.

SITUATIONS VACANT.

TINSMITH — Wanted -- steady work to good jobber. Otton & Co., Barrie. f

TINSMITH -- Good general hand wanted -- at once -- state wages and experience. Boxall & Matthie, Lindsay. f

TINSMITH -- Wanted -- steady work; highest wages paid; one capable of leading band preferred. Buettner Bros. Carman, Man. f

WANTED — At once -- Experienced hardware clerk. Apply, stating wages, P. M. Young, Almonte, Ont. f

WANTED — Tinsmith for general tinsmithing and furnace work; highest wages and steady work; state experience. Apply to Joseph Potts, Dorchester Station, Ont. (26-2)

WANTED—Seven first-class plumbers; wages 30c. per hour for steady work. Apply to F. C. Hunt, 521 Richmond St., London, Ontario. (25-2)

WANTED — An experienced hardware clerk; state age, experience, reference and salary. Apply, at once, in person or by letter, to Van Tuyl & Fairbank, Petrolia, Ont. f

WANTED — Hardware clerk, state age and salary; reference required. L. A. Noecker & Sons, Drayton, Ont. f

WANTED — Machinist, good lathe and vise man; accustomed to agricultural implement work; steady employment. Apply, at once, stating wages. Thom's Implement Works, Watford, Ont. f

WANTED — 100 machinery moulders and coremakers; steady work; wages for moulders at least $4.00, coremakers $3.25. Address Post-office Box 511, Toronto. f

WANTED—Two cabinetmakers, two varnishers and two rubbers; steady employment. Krug Bros. & Co., Chesley, Ont. f

Hardware and Metal

has inquiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad.

Firms or individuals open for agencies in Canada or abroad may have their names and addresses placed on a special list kept for the information of inquirers in our various offices throughout Canada and in Great Britain without charge.

Address
Business Manager
HARDWARE AND METAL
Montreal and Toronto

HEATING AND PLUMBING

BROOKLYN'S NEW PLUMBING REGULATIONS.

SUPERINTENDENT William M. Calder, of the Building Department of the Borough of Brooklyn, N.Y., has prepared amendments to the plumbing rules and regulations of that municipality. They require the filing of plans whenever gas-piping is to be laid or remodelled, and also prescribe the size of pipe to be used, the character of the material and the manner in which the work shall be done and tested.

A few of the amendments are as follows:

"Before the construction or alteration of any gas-piping, or gas fixture, in any building, or part of any building, a permit must be obtained from the Superintendent of Buildings. This permit will be issued only to a registered plumber; the application must be accompanied by a complete plan of all the floors, showing each outlet and the number of burners to go on each outlet; no pipe allowed of less than $\frac{3}{8}$ in. diameter, and must be of the kind classed as standard pipe, and shall weigh, according to the size, from 0.56 pound per foot for $\frac{3}{8}$ in. up to 10.66 pounds per foot for 4-in. All fittings excepting stop cocks or valves shall be of malleable iron. In no case will iron cocks or valves be permitted.

Where it is possible, all risers shall be left not more than 5 feet from front wall. No pipe shall be laid so as to support any weight, except fixtures, or be subject to any strain whatsoever; and shall be properly laid and fastened to prevent becoming trapped, and shall be laid above timbers, or beams, instead of beneath them; when running lines or branches across beams they must do so within 36-in. of the end of the beams, and in no case shall the pipes be let into the beams more than 2-in. in depth. Pipes that are exposed to cold or dampness shall be properly dripped and must have two coats of paint of red lead and boiled oil, or tarred.

Drops and outlets less than $\frac{3}{8}$ in. in diameter shall not be left more than 1-in. below plastering, centre pieces or wood work. No unions or running threads will be permitted. When it is necessary to cut out any pipe for repairs or other purpose, connection must be made by right and left couplings. Gas outlets for burners must not be placed back of doors or within 1 feet of any meter.

All buildings shall be piped according to the following scale:

$\frac{3}{8}$ in. pipe	26-ft. run	3 burners	
$\frac{1}{2}$-in. "	36-ft. "	6	"
$\frac{3}{4}$-in. "	60-ft. "	20	"
1-in. "	80-ft. "	35	"
$1\frac{1}{4}$-in. "	110-ft. "	60	"
$1\frac{1}{2}$ in. "	150-ft. "	100	"
2-in. "	200-ft. "	200	"
$2\frac{1}{2}$-in. "	300-ft. "	300	"
3-in "	450-ft. "	450	"
$3\frac{1}{2}$-in. "	500-ft. "	600	"
4-in. "	600-ft. "	750	"

Outlets for gas ranges shall have a diameter not less than required for six burners, and all gas ranges and heaters shall have a straightway cock on service pipe. After all piping is fitted and fastened, all outlets capped up, and before any of it is covered in, there must be applied by the plumber, in the presence of an inspector of the Bureau of Buildings, a test with air at a pressure equal to a column of mercury 6-in. in height and the same to stand for five minutes; only a mercury gauge shall be used.

After the gas fixtures and brackets have been placed, another test is to be made, and a final approval card issued by the Superintendent of Buildings. No meter shall be attached until the gas company have been shown certificate that the piping and fixtures comply with the rules."

While the rules and amendments enacted are rather of a stringent nature and will call for quite a few exceptions, in the main they are but right and just. A regular plumber will not object to the stringency of such rules. There has been a lot of work done that should not be used. Many persons who can only cut and thread a piece of pipe imagine they can do gas-fitting. There is not enough care taken in putting in drops or outlets. The Board of Fire Underwriters have made a rule that all outlets where combination fixtures are used must not be more than about 2 in. below the ceiling or centre piece. This is a source of great inconvenience and annoyance to the party who is called in to install the fixtures. Jobs that have been tested and found tight are often made to leak in disarranging these drips and outlets to have them comply with the requirements. Consumers are safe guarded in Toronto by the gas company refusing to connect meters where there is any sign of leak, either in the pipes or fixtures.

TORONTO MASTER PLUMBERS' ASSOCIATION.

A well-attended meeting of the association was held on Monday evening last. Some important matters were dealt with, several suggested changes by the Executive Committee being discussed and adopted. The secretary was instructed to communicate with the Hamilton association in reference to appointing a committee to arrange for a joint picnic between the two associations, and also issue a challenge to play a game of baseball. The selection of delegates to attend the National Convention in Montreal next week resulted in the following being chosen: R. Ross, president; Geo. Cooper, Frank Maxwell and F. Armstrong. It is expected that the following members of the association will also attend the convention: Wm. Mansell, president; J. H. Wilson, treasurer; and L. Le Grow, secretary of the Ontario Provincial, also W. H. Meredith, Ontario provincial vice-president of the National Association.

THE NATIONAL CONVENTION.

From all reports the annual convention of the National Master Plumbers' and Steam Fitters' Association, which is to be held in Montreal next week, will be a success. It is expected that most of the local associations will be represented. President Frank Powers, of Lunenburg, N.S., is anxious that the convention should be the banner convention, and to accomplish this an urgent request is extended to all to attend the sessions. There is no doubt that the delegates will be well looked after by the Montreal association. It was in Montreal seven years ago that the National Association was brought into existence. Once since then, the session of 1900, the convention has met in that city. Greet your president with a large attendance.

A FOUNDRY THAT HAS GROWN.

The Toronto Foundry Co., of Toronto, are to be congratulated on the success that they have achieved since the organization of the company. The firm have just issued a very attractive wall hanger showing the premises occupied by them in 1891, on Niagara street, and the present commodious office and factory they now occupy. The building takes up an entire block, extending along Jefferson

VARN-OFF

A NEW LINE FOR THE PAINT AND OIL TRADE.

Varn-off takes varnish off, and it takes paint off, and it does it all so quickly and with so little trouble that everybody is surprised. It's a line for every paint trade because it is always wanted; and if you have it you have something that pays you. We will mail you a sample for the asking.

A. RAMSAY & SON MONTREAL | EST'D 1842 | PAINT MAKERS

We sell

Pig Iron.
Ingot Tin.
Ingot Copper.
Zinc Spelter.
Pig Lead.
Babbit Metals.
Solder.
Cotton Waste.

We buy

Scrap Rubber of all kinds.

—Rubber Boots and Shoes.
—Rubber Bicycle Tires.
—Rubber Carriage Tires.
—Rubber Hose.
—Rubber Springs.

We buy

Drosses of all kinds.

—Tin,
—Lead,
—Type Metal,
—Zinc

Brass Ashes.
Metal Residues.

We buy

Scrap Metal

—Iron,
—Copper,
—Brass,
—Zinc,
Lead.

FRANKEL BROTHERS,

MONTREAL, 92-98 Wellington St.
TORONTO, 116-120 George St

Salt Glazed Vitrified

and Fittings.

Fire Brick and Ground Fire Clay, Flue Linings, Portland Cement.

ASK FOR CATALOGUE AND PRICES.

TORONTO POTTERY CO.

TORONTO, ONT.

Exclusive Sales Agents.

The New Century Ball-Bearing Washing Machine.

Not the cheapest but decidedly the best Washing Machine made.

Five to seven minutes only required for a tubful.
The operator need not stand when using it, and there is practically no wear on garments.
Full information given on application.

THE DOWSWELL MANUFACTURING CO., Limited.
Hamilton, Ont.

W. L. HALDIMAND & SON, Montreal, - Eastern Agents.

[illegible] Liberty street to Pardee [illegible] We have every facility to [illegible] all orders with quickness and [illegible] A railway siding comes on the [illegible] right away with the ex[illegible] cargo. Not the least pleasing feature of the banquet is the grouped pic[illegible] of the officers of the company [illegible] whose are the genial features of [illegible] genial manager and secretary and [illegible] H. W. Anthes. No one is bet[illegible] known to the trade than Mr. Anthes. He [illegible] believes to the fore to see that the [illegible] to the various conventions are well looked after.

TORONTO ASSOCIATION BASEBALL TEAM.

The team met for practice on Saturday last at the Woodbine Park, two teams being selected. D. Menzie captained the following team: Messrs. Armstrong, Menzie, Clapperton, Pickard, World, Maxwell, Robertson, Lyndon and Thompson, while W. J. Adams captained the opposing team, consisting of Messrs. Torpy, Adams, McMullen, Cooper, Fullerton, Johnson, McPherson, Allison and J. Fullerton. After a well contested match, Captain Adams' team were declared the winners, the score being 14 to 13. W. Copping, of the City Inspection Department, acted as umpire. The president, R. Ross, pitched the first ball. We regret that a description of the game by Captain Maxwell reached us too late for insertion, but may just add that the captain and secretary have got their players under lock and key. National managers are hereby notified that the players of the Toronto Master Plumbers' Baseball Team are not for sale.

ARE THE LADIES CONSIDERED?

ONE who has attended the various annual conventions of the national associations must have observed that, while the time of the male delegates was fully taken up with business and pleasure, no provision was made to entertain the ladies who may accompany the delegates. This has resulted in reducing the number of ladies who go to the convention with the men. In looking over the report of the National Convention of the United States one notices that one of the main features of the entertainment is the attention given to the comfort and pleasure of the ladies. This is as it should be. There is very little pleasure for the ladies to go with their husbands to a strange city, while the gentlemen are engaged in the business session. Indeed, in the entertainment the ladies are at a loss to fill in the time. It appears to be the practice at the conventions across the line to appoint a committee of ladies to look after the visiting ladies. At the recent convention held in San Francisco the visitors were so well looked after that the chairman of the ladies' auxiliary, Mrs. James E. Brild, was presented with a loving cup. This was one of the most pleasing features of the convention. It is said that the ladies are a great factor in the selection of the places of meeting. While the main feature of these annual gatherings is the betterment of trade relations, interchange of thought, elevation of the profession, the strengthening of mutual confidence and the general good to all, it should also be borne in mind that most, if not all, of these aims can be better accomplished with the social side of man at his best. Toronto will possibly be chosen as the next place of meeting, and it will be the Toronto association's opportunity to create a precedent in looking after the lady visitors, and they can do it.

PLUMBING INSPECTION IMPORTANT.

THE duties of a plumbing inspector in any city are of great importance, although but little is known regarding his work except by the comparatively few people who are brought into direct contact with him in his official capacity, says the Metal Worker. His duty, primarily, is to protect citizens from the deleterious effect of sewer air, and so to aid in safe-guarding the public health. In the larger cities the functions of the plumbing inspector are clearly outlined and considerable attention is paid to their careful observance. Some difficulty, however, is occasionally experienced in towns newly provided with plumbing regulations, where their observance interferes more or less with customs which have become established. Here the value of a competent and vigilant plumbing inspector is of more than ordinary importance. There are many who are disposed to look upon the introduction of plumbing regulations as a gratuitous assumption of authority on the part of the city government, and who fancy that their evasion is a laudable act. While, in many instances, the deviations from the regulations are of comparatively small importance, yet to allow one citizen to violate them would be to invite their general disregard. This makes it necessary for the plumbing inspector to take a positive stand in insisting that the letter of the law shall be carried out, as well as the spirit. This sometimes causes friction, particularly when some individual citizen brings his influence to bear in the endeavor to secure favors to which he is not entitled. Sometimes the greatest trouble the plumbing inspector meets with comes from those plumbers who have not felt the necessity of keeping pace with progress nor realized the benefits that accrue to the community in general from the observance of the plumbing regulations and the profit that results from doing work in accordance with them. The plumber, wherever situated, will be lending substantial aid to sanitary work if he informs himself thoroughly as to the details of the local plumbing regulations and also of the various causes which have led to their adoption, and then explains their advantage to his customers, present and prospective. By this means he will be able to remove much of the opposition that is raised by his clients and at the same time prepare for the easier collection of the bills which he may have against them.

SOIL PIPE AND FITTINGS.

The following circular issued by the manufacturers of soil pipe and fittings should be well noted by the trade. The decision arrived at is a very sensible one, while it will make a difference in tendering in cities where light soil pipe may be used. The notice is long enough to enable all who have contracts on hand to complete them or make provision for same. The circular speaks for itself.

GENTLEMEN, We beg to advise you that on and after 1st January, 1904, light soil pipe and fittings will be no longer sold by us.

The reason for this action is in consequence of the fact that most of the sizes of medium soil pipe and fittings are sold at the same price as light soil pipe and fittings, and, as the principal towns and cities in Canada prohibit the use of light soil pipe and fittings, we deem it advisable to in future manufacture medium and heavy soil pipe and fittings only.

Yours truly,
Toronto Foundry Co., Limited, Toronto.
Toronto Hardware Mfg. Co., Toronto.
Stevens Manufacturing Co., London.
Warden King & Son, Limited, Montreal.

AUSTRALIAN MASTER PLUMBERS CONVENE.

The Master Plumbers of Australia held their fourth annual convention in April. The meetings were held in the Builders' Exchange Building, Brisbane, Queensland. Representatives were present from Victoria, New South Wales, Queensland and New Zealand. The convention extended over five days and was made both interesting and profitable by the reading and discussing of technical papers and subjects of practical interest to the trade. The idea of the registration system of plumbers was endorsed. Officers elected for the year were:

President, H. Neylan.
Vice-president, Hiram Wakefield.
Treasurer, Peter Fleming.
Secretary, George Hall.

The Queensland association entertained the delegates with a dinner.

"SHIELD BRAND" SHEATHING

TARRED or DRY.

For Lining—Houses, Barns and Stables. Extra strong, full weight, best quality. When ordering from your dealer DEMAND the "Shield Brand." It's a quick seller.

MANUFACTURED ONLY BY

Lockerby & McComb, 65 Shannon St., Montreal

Bell Telephone Main 1989.

STEEL RAILS

We offer ***60 pound*** A.S.C.E. Standard section steel rails and angles, the product of

The Algoma Steel Company, Limited

for ***prompt shipment*** from Sault Ste. Marie, Ont.

Offices:
Canada Life Building, Montreal.
93 York Street, Toronto.

Drummond, McCall & Co.,

GENERAL SALES AGENTS
The Algoma Steel Company, Limited.

LUXFER PRISMS...

The secret of selling goods is to KNOW what a man wants.

You WANT a GOOD, LIGHT STORE

We KNOW it and can make it so for you.

Do Not be Misled by Cheap Imitations.

We can give you cheap glass.
We will give you big value
for every dollar invested in...

LUXFER PRISMS.

DISCOUNT TO TRADE.

LUXFER PRISM CO.

LIMITED

100 King St. West, - TORONTO.

Montreal Agency: F. T. Blennerhassett, 783 Craig St.

GLASS

FOR

STORE FRONTS

We make a specialty of all glass materials for the latest, most up-to-date

STORE FRONTS AND
INTERIOR DECORATION

WILL SEND DESIGNS. DISCOUNT TO TRADE.

LUXFER PRISM CO.,

LIMITED

100 King Street West, TORONTO

Montreal Agency: F. T. Blennerhassett, 783 Craig St.

BUILDING PERMITS ISSUED.

TORONTO.

A. E. Irons, seven pair semi-detached brick dwellings, south-east corner College and Margaretta streets, to cost $15,000.

S. J. Graydon, brick and stone dwelling, 161 Spadina road, to cost $4,500; also a brick and stone dwelling at 91 Spadina road, to cost $5,000.

McAlpin Tobacco Co., alterations and additions to factory, north-west corner McMurrich and McAlpin streets, to cost $2,700. Beaumont & Jarvis, architects.

John Hillock & Co., four-storey brick addition to factory, 154 George street, to cost $6,000.

Alex. McCurdy, pair semi-detached brick dwellings, west side Markham street, near Harbord street, to cost $6,000.

Walter Marks, 641 and 643 Euclid avenue, pair semi-detached brick and stone dwellings, to cost $4,000; R. M. Ogilvie, architect.

John Wighton, brick dwelling, 57 Macpherson avenue, to cost $3,500; M. Bradley, architect.

M. F. Cluff, two-storey brick dwelling, 41 Beatty avenue, to cost $4,000; M. H. Simpson, architect.

BUILDING NOTES.

Work on the new furniture factory at Elmira, Ont., has begun.

Tenders are being asked for the erection of an iron screw pile foundation for the new lighthouse at the entrance to St. Andrew's, N.B., harbor.

The C.P.R. will build a new station at Prescott in the near future. The new building will likely be up town and will necessitate a complete alteration of the present yard.

The contract has been let to Parr & Fee, for something in the neighborhood of $12,000, for the erection of a new block on Westminster avenue, Vancouver, for Stanley White. The block will be 85x50 feet, and two storeys high.

A war between the manufacturers of the new brick and the old-style makers, in London, Ont., seems eminent. The makers of the new brick have cut down their price to $6.50 per thousand, whereas the others are selling at $8. However, the makers of the old-style say they can play at the same game, and threaten to cut prices until bricks are dirt cheap if necessary. When the brick-makers fall out is the time for the brick users to make a haul.

Geo. McLagan, Stratford, Ont., is preparing to build eighteen houses between the McLagan factory and up town. Four will be frame, seven frame on stone foundations, and four brick veneered. They will be a storey and a half high. The contracts for these will be let in a few days.

There is a lively interest in building operations in Charlottetown, P.E.I. A great number of residences and other buildings are being erected. Lowe Bros. have secured the contract to install a cold storage system for The Dominion Packing Co. W. C. Harris is preparing plans for a large additional building for the packing company.

It is contemplated that five hundred new buildings, mainly residences, will be Nova Scotia Steel Co. There are some mer. A number of these are for The Nova Scotia Steel Co. There are some fine building blocks in course of erection. The Anglicans and the Baptists propose to build a new church.

PLUMBING AND HEATING NOTES.

J. H. Neelands, of Barrie, Ont., was in Toronto one day this week on business. Mr. Neelands reports business fair in Barrie; also that there are bright prospects of organizing a local association in Barrie. There is a prospect of forming a district association of Orillia, Collingwood, Barrie and Midland. Mr. Neelands is expecting to attend the convention at Montreal, making a pleasure trip of it, going by boat. Mrs. Neelands will accompany him.

An effort is being made to arrange for the Toronto delegates to take the boat trip to Montreal next week, in which case most of the delegates will be accompanied by their wives. The Home Comers' Festival taking place at the same time as the convention is affecting the interest of the delegates, as many of them have Home Comers to entertain.

D. Clark, of 21 Arthur street, Toronto, is making arrangements to take a week's holiday. He is arrgnging to have a week's fishing at Lake Scugog.

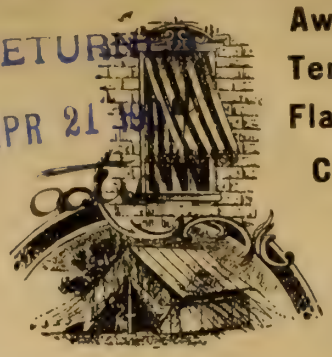
The Woodstock, Ont., Gaslight Co. will increase its capacity this summer by building a large new steel reservoir with a capacity of 200,000 cubic feet.

Lessard & Harris, Montreal, who are now building several of the new Canadian Pacific shops at Hochelaga, have also been awarded the contract for laying the water pipes connecting the shops in question.

G. Ernest Fairweather, 84 Germain street, St. John, N.B., is asking for tenders for the plumbing and heating in the new building erected for The Red Rose Tea Co.

Thos. Riley, 33 Richmond street east, Toronto, has been for years making a water tap of his own devising, one which is said to possess unique qualities. The distinguishing features of the tap are: All wearing parts can be removed without taking the tap from its position; a removable seat; washer of tap forms disk and washer combined; the spindle can be raised and closed without leakage of stream of water; tap can be repaired without shutting off the stream of water.

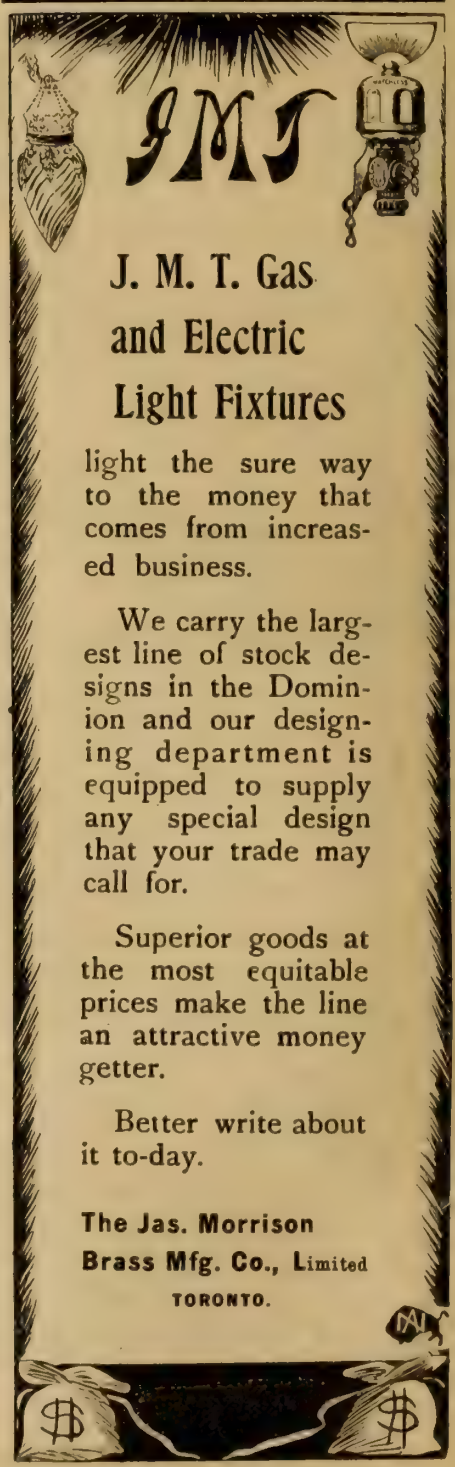
BUY OF THE MANUFACTURERS . . .



Awnings
Tents
Flags and
Covers

WRITE FOR QUOTATIONS.

RAYMOND BROS., Windsor, Ont.



Portland Cements

BEST

German, Belgian and English Brands.

Fire Bricks,
Fire Clay,
Flue Linings,
Drain Pipes,
Hard Wall Plaster.
Calcined Plaster,
Wheelbarrows,
Mortar Stains.

A FULL STOCK OF

BUILDERS' and CONTRACTORS' SUPPLIES.

W. McNALLY & CO.

40 to 52 McGill Street,
Corner Wellington St.,
MONTREAL.
Write for our quotations.

BUILDERS' SUPPLIES

Fire Bricks, Fire Clay, etc.

ALEX. BREMNER, 50 Bleury Street, Montreal, Que.

STEVENS

PISTOLS

have for nearly 40 years been regarded as

STANDARD

Your Jobber Can Supply Our Firearms
Send for Our Latest Catalogues

J. STEVENS ARMS & TOOL CO., Chicopee Falls, Mass., U.S.A.

H. & R. SINGLE GUN AUTOMATIC AND NON-EJECTING.

12, 16 and 20 Guage.
Steel and Twist Barrels

Superior in Design, Workmanship and Finish, and the most popular Gun on the Market.

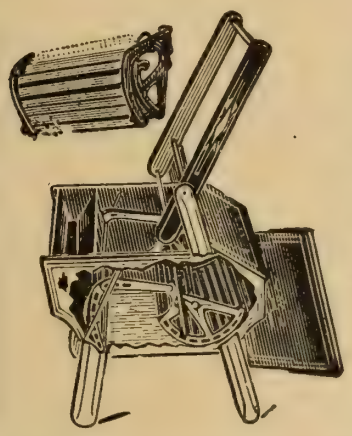
Simplest "Take Down" Gun Made

HARRINGTON & RICHARDSON ARMS CO.
Also makers of H. & R. Revolvers.
Catalog on request. Worcester, Mass., U.S.A.

Want Ads.

In this paper cost 2 cents per word each insertion, payable strictly cash with order. Many large business deals have been brought about through advertisements of 20 or 30 words. Clerks can be secured, articles sold and exchanged, at small expenditure. Don't forget to send stamps or postal order when sending in copy. When replies come in our care 5 cents additional must be included for forwarding same.

MacLEAN PUBLISHING CO., Limited
Montreal and Toronto



Vollmar Improved Perfect Washer

It has a most enviable record. A perfection of its kind—will wash more clothes in less time, do it better and easier, with less wear and tear, than any other machine. Prices on application.

COLBORNE, Sept. 10th, 1902.

MESSRS. WORTMAN & WARD MFG. CO., LONDON,

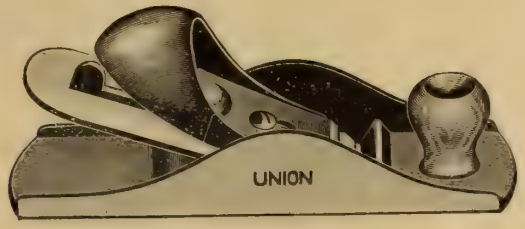
DEAR SIRS,—We have used the washer again and find that further use increased its value to us. The girls are simply delighted with it, as they can do the washing and be presentable for callers if need be.

MRS. R. WEEKS.

The above is a sample of the many kind words said about the Vollma (Use the street No. when addressing us.)

The Wortman & Ward Mfg. Co., Limited
No. 1500 William Street, London, Ont.

UNION IRON and WOOD PLANES.



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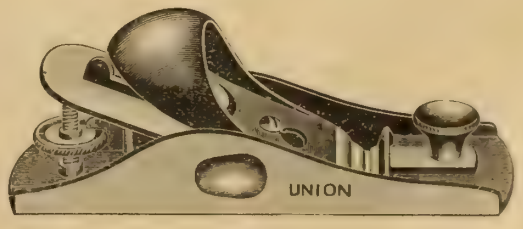


No. 9½.

UNEQUALLED IN QUALITY AND FINISH.

Union Mfg. Co., - - New Britain, Conn.

FOR SALE BY ALL PRINCIPAL HARDWARE DEALERS.

House Heating Perfection

THAT the hot water heating system is the best for private residences is now recognized on all sides. The even, steady heat—the home cleanliness and air purity—of this system is not only known to the expert but is becoming generally known to the public.

More people are convinced by actual experience that the

OXFORD HOT WATER HEATER

is the best on the market. The reasons of its superiority are easily found. When first placed on the market it was the only efficient system of the kind. Each year has seen some improvement made until now it has reached the highest perfection.

We would like to give you more facts about this perfect system. Will you write us?

THE GURNEY FOUNDRY CO., Limited

WINNIPEG TORONTO VANCOUVER

THE GURNEY-MASSEY CO., Limited, 385-387 St. Paul Street, - - - MONTREAL.

MADE IN CANADA

No. 175. Steel—Ebony finish.

Hot Plates

1 BURNER
2 BURNERS
3 BURNERS

Jewel Gas Ranges

Experience has proved that **Jewel** Gas Ranges are not only more ECONOMICAL, but are more STRONGLY BUILT and BETTER FINISHED and have more GENUINE GOOD FEATURES than any other line of Gas Ranges made.

Jewel Gas Ranges are CLEAN, and are more easily kept clean than any other kind.

WE MAKE OUR OWN **Valves,** and the latest and best **1903 Jewel Needle Valve** is supplied on all Ranges and Hot Plates.

Improved Slotted Burners, with removable thimble caps, or Drilled Burners as required.

Spring Balanced Drop Doors and Valves, Air Regulators, Front Supply Pipes, Door Plates and Spring Guards, Polished and Nickel-Plated.

No. 362—With Pilot Light and three-section Reversible Burner for Broiler—Asbestos Lined Oven.

THE BURROW, STEWART & MILNE CO., Limited

HAMILTON, ONT.

STOVES AND TINWARE

SETTING UP AND OPERATING STOVES.

IN many cases stoves and ranges are blamed for difficulties which are not really the fault of the stoves, but are entirely due to other causes. The Gurney Tilden Co., Limited, suggest to the trade the following directions for setting up and operating stoves:

If a stove fails to give satisfaction, it is because of having a bad chimney or being improperly set up. A stove cannot operate of itself; it must have a chimney, it must have good fuel, and it must be properly set up to do good work.

The dealer often forgets that the things that prevent the stove from working are located between the pipe collar of the stove and top of the chimney. It does not seem to occur to him that the pipe and chimney are to do the drawing.

To secure good operation in cook stoves and ranges, see (1), that the flue stopper is in place; (2), that the chimney is clear and has a good draft at pipe hole; many chimneys are made too low, and draw better when a "smoke-stack" is put on them; (3), that the pipe fits closely on the stove and in the chimney; no air should go outside of the pipe; (4), that the pipe does not go too far in the chimney; (5), that no ashes from chimney get into the end of the pipe; (6), that there are no pipe holes open on the opposite side of the chimney, either above or below, and that there is no unused stove with draft slide open, leading into the same chimney; (7), avoid having the pipe telescoped at the elbow. If you have all these parts properly adjusted and well arranged, open the direct draft damper and see if you can get a good fire in the stove, together with a strong draft. If the stove will not burn well then, the trouble is not in the stove, but above it.

If the fire burns well on the direct draft, close the oven damper. Then if it will not heat the oven well, please examine the flues and damper, and see (1), that all the flues are open and clear, so that smoke can freely pass through them. In cleaning flues many do not clean all the flues, and frequently push soot and ashes into back corners, and in that way stop them up; (2), Examine all the dampers in the flues and see that they open and close tightly and do not get out of place. Be sure that you know how they operate, so that they may not be open when you think they are closed.

It is possible that the draft of the chimney is so strong as to carry the heat so rapidly around the oven as not to be absorbed by the plates, and the oven fails to heat sufficiently from that cause. A damper in the pipe will relieve this.

HOW TO MAKE AN ACUARIUM.

A METHOD of making an aquarium is given by "R. J." to The American Artisan as follows: Prepare galvanized iron angle, say from 24 gauge iron, with equal sides, ⅝-in. or ¾ in. and cover with zinc of a good quality. This will make a light and strong bar. The top and bottom frames are to be equal in all respects. In putting the frame together make flush joints for the glass to lie close to the bards all around. When fitted together and well soldered it will be strong. The corners can be made stronger, if required, by pieces bent to shape and soldered on, or ornamental bosses may be used to suit the fancy of the maker. When the bottom, which should be of zinc, is soldered to the bottom frame put in the glass sides, which should fit nicely and be well bedded in suitable cement. The end glasses being placed and fitted closely to the sides will keep the sides in place, and by soldering a stop on top of frame at each end, the end glasses will be kept securely in place. The next requisite is a slate bottom to fit inside over the metal bottom and against the glass, and should be well cemented on all sides. A ½ in. hole should be drilled in the centre of the slate, through which to draw off the water when desired. The pipe may be stopped by a cork or may have a faucet attached.

The aquarium may be made simply a plain rectangular box, with or without ornaments at the corners. It will be seen that when constructed as above described, the water comes in contact with glass and slate only and cannot be contaminated by metallic poison. Never use red or white lead in an aquarium.

A Request to Readers of This Page.

Dear Sir,—At the request of many readers of HARDWARE AND METAL, we have added a department devoted exclusively to heating goods and tinware. As we desire to make this department as newsy, interesting and valuable as possible to both HARDWARE AND METAL readers and our advertisers, we would appreciate any news you may have from time to time.

We would particularly like to receive information regarding:

1. New designs or pattern names of stoves, ranges, furnaces, cornices, tinware, enamelware, metallic roofing, etc.
2. Changes in or addition to factory or plant.
3. Appointment of travellers to represent jobbing houses.
4. Names of retailers starting in stove and tinware business.
5. Good methods of doing tinsmithing, roofing, etc.

We would appreciate articles from either retailers or our advertisers on such topics as:

1. How to increase stove sales, how to follow up furnace trade.
2. Designs from the tinshop and how they are made.
3. Metalic roofing and ceilings: how to make the most of the demand for these goods.
4. How to handle tinware, polishes, stove-bricks, etc., to best advantage.

Any questions asked regarding any matter relating to this trade will be most cheerfully and carefully answered.

If the trade will kindly co-operate with us, we feel assured that this department in our paper can be made of much value to both the wholesale and retail heating goods and tinware trades.

HARDWARE AND METAL.

NOTES OF THE TRADE.

The D. Moore Co., stove manufacturers, Hamilton, Ont., are about to meet the present wave of prosperity by erecting new moulding shops and increasing their capacity by 50 per cent.

The Norton Manufacturing Co., Hamilton, Ont., are making tin cans of various shapes and sizes at the rate of about 150,000 per day.

The cold blast lantern manufactured by E. T. Wright & Company, Hamilton, Ont., this year, has caused considerable comment among hardware dealers. It is thoroughly up to date, having all the latest improvements. Dealers throughout the country will do well to see the lantern before purchasing.

The Imperial Elevator Co., of Minneapolis, are making preparations to build a large grain elevator at Russell, Man. The sand, stones and part of the lumber is already on the ground.

Alexander & Law Bros., Brandon, Man., are building an elevator at Yeoman's Siding, Man.

Taxes and Regulations for Foreign Commercial Agents

By J. F. MONAGHAN, U. S. Consul at Chemnitz, Germany.

THROUGH the instrumentality of the German Union of Travelling Agents, a pamphlet has been published containing a summary of the main duties and privileges of commercial agents travelling in foreign countries was recently put upon the market. The following facts, taken from the book, will be of interest to American business men connected with the foreign trade:

DENMARK.

In Denmark, travelling agents are required to pay an annual tax of 160 crowns ($42.88). In case these agents represent more than one house, they are required to pay the full tax of 160 crowns for the first house and 80 crowns ($21.44) for every other house represented. This tax must be paid immediately upon arrival at the first custom-house of the country. An identification, both business and personal, is required, and for this purpose a notarially certified copy of the agent's power of attorney, visaed by some Danish consulate, is considered most practicable. The receipt given upon payment of the above named tax must be presented for indorsement to the police and the tax authorities of each locality in which the agent transacts business. Samples and patterns are subject to duty on entry into the country, but this is refunded upon departure. Evasions of the regulations are punishable by heavy money penalties.

FRANCE.

France requires nothing but a business passport, which properly identifies the bearer, both as to person and as the representative of a firm, and qualifies him to do business. There is no special tax. The duty on samples must be paid or proper security given therefor; upon departure from the country this is refunded or the security cancelled.

ENGLAND.

England, according to the publication above referred to, as the classic land of free trade, throws no obstacles in the path of the foreign commercial traveller. He is welcome to come, welcome to stay, welcome to transact his business, and welcome to leave when he is done. No duties increase his expenses and no customs regulations delay his travel.

THE NETHERLANDS.

In the Netherlands, the commercial agent must report to the first custom-house which he comes to and have an industrial tax receipt made out in his name (billet van de bedryfs-belasting), at a cost of 15 gulden ($6). A transit pass (no fee) must be applied for, to accompany samples. These are separately labelled and entered, and as security for their return, or for the payment of the full duty in case they are sold in the country, a deposit of 25 per cent. of their market value is required. In case any samples are sold, the regular duty must be paid upon the whole lot.

NORWAY.

Norway prescribes the issuance of a trade pass good for 30 days and costing 100 crowns ($26.80). In every locality where business is to be transacted this pass must be presented to the police authorities to be visaed and indorsed. In the absence of such certification, a "sojourn book" is required. Full duties must be paid on all samples entered, but these are refunded on leaving the country, if proper evidence can be presented that the samples were originally entered and appraised. Violations of the regulations are punishable by a fine ranging from 100 to 500 crowns ($26.80 to $184).

AUSTRIA.

In Austria, all travelling agents who can produce proper trade licenses and identifications are admitted to the country without payment of any duty, though samples sold in the country are dutiable when the agent leaves; nor are the agents subject to any other tax. Commercial agents also enjoy preferential baggage rates on the Austrian railroads, if they can produce a trade or identification card issued by the Austrian authorities. The rates in such cases are 2 heller (0.2 cent.) per 10 kilograms (22lb.) for every kilometer (0.62137 mile) travelled.

SWEDEN AND NORWAY.

In Sweden, as in Norway, the agent is required to take out a trade pass, which costs 100 crowns ($26.80) and is valid for 30 days. A receipt for this tax must be produced at all places where business is to be transacted. Inability to produce such a receipt subjects the agent to a fine of from $26.80 to $184. The regulations are said to be most stringently enforced, and their closest observance is advised. On entering samples, the regular duty must be paid; upon departure, this duty is refunded, providing all samples entered can be produced.

SWITZERLAND.

In Switzerland, a business passport showing qualifications to engage in the trade, and serving as identification, is alone required. Upon presentation of this passport to the Swiss authorities, a special passport is issued by them—free of charge—which is sufficient for all trade purposes in the country. No duty is imposed upon samples, provided their full identity can be established.

RUSSIA.

In Russia, a Government and property tax of 150 rubles ($77.25) is imposed in case of the establishment of a commercial house, and in addition a communal tax of 45 rubles ($23.17). In the case of single commercial agents, a trade tax of 50 rubles ($25.75) is imposed, and a communal tax of 10 rubles ($5.15) in addition. The Russian regulations respecting foreign commercial agents are very strongly prejudicial to Jews. Agents or commercial houses of this nationality are required to pay, instead of a Government tax of 150 rubles as given above, a tax of 500 rubles ($257.50) in addition to the communal tax. These taxes are paid against a receipt, which is valid until January of the next year and is sewed on to the traveller's general passport. A trade or business pass is also required, showing that the agent possesses full power to represent the firm. If the head of a commercial house comes to Russia and opens up trade, he is subject to a tax of 150 rubles ($77.25) in case he establishes no permanent offices, magazines, or stock rooms. In case he does establish permanent offices, he is required to pay a tax of 500 rubles ($257.50) if he conducts a wholesale business and 450 rubles ($231.75) if he carries on a retail trade. Jews are required to pay the full tax of 500 rubles in either case.

Letters from Buenos Ayres report an increasing demand there for mining, refrigerating, dairying and baling machinery.

IMPERIALISM AND WIND ENGINES.

The Imperial colonial policy of Mr. Chamberlain is at present a burning question and The Ontario Wind Engine & Pump Co. inform "Hardware and Metal" that they have received great benefit in their foreign trade by the fact that trade follows the flag.

Since peace has been proclaimed in South Africa they have opened a promising trade there. In other British possessions their goods have been introduced, and they have established themselves, due to a great extent, to the British connection.

This firm took no part in the recent windmill test in London, England, as their entire attention is being taken with filling orders both for home and foreign trade.

THE "SUN" BRAND PORTLAND CEMENT.

We make only one quality and that the best.
Ask us for quotations.

The Sun Portland Cement Co., Limited
OWEN SOUND
JAS. A. CLINE, Managing Director.

The FAIRGRIEVE GAS TOASTER

Retails at 25c. The only Toaster guaranteed to toast on gas, gasoline or blue flame oil stoves without taste or smell. Write for prices.

THE FAIRGRIEVE MAN'FG. CO.,
295 COLLEGE ST., TORONTO.
U. S. Branch: 289 Jefferson Ave., DETROIT.

STANDARD TIN WORKS

MANUFACTURERS OF

TINWARE AND TIN CANS

Fruit Cans, Meat Cans,
Jacketed Oil Cans.
Baking Powder Cans,
Lard Pails, Etc.

JAS. A. McGOLPIN
156-162 Duke Street, TORONTO.

Mantels, Grates, Tiles, Etc.

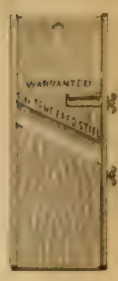
Sell MANTELS as well as Hardware—it will pay you.

The Batty Stove & Hardware Co.
76 YORK ST., TORONTO.

Slaw Cutter.

A POPULAR COMBINE

Corn Grate



Pat. applied for

J. M. MAST MFG. CO., Lititz, Pa.

Edwin H. Grenfell & Co., London, Ont.,
CANADIAN AGENTS.

DIAMOND EXTENSION FRONT GRATE.

Ends Slide in Dovetails similar to Diamond Stove Back.

Diamond Adjustable Cook Stove Damper

Patented March 14th, 1893.

Patented December 22nd, 1896.
EXTENDED.
4 x 11 to 6 x 21.

For Sale by Jobbers of Hardware.

Manufactured by THE ADAMS COMPANY, Dubuque, Iowa, U.S.A
" TAYLOR-FORBES CO., Limited, Guelph, Ontario.

WE WANT YOUR BUSINESS !!

Our Prices are right.
Prompt shipment.

COMPLETE STOCK OF

Shelf and **Heavy Hardware,** Sporting Goods, Lumberman's and Contractors' Supplies, Window Glass, Coil Chain, **Socket Shovels,** Tin, Canada Plate, Galvanized Iron.

Telephone us your RUSH ORDERS, we have a special long-distance phone

MAIL ORDERS OUR SPECIALTY.

THE SEYBOLD & SONS CO., 478 St. Paul Street 77 D'Youville Square MONTREAL

DEPARTMENT OF ADVERTISING SUGGESTION AND CRITISISM

NOTE. Herein are discussed the principles and practice of advertising. Subscribers are invited to send Mr. Lydiatt specimens of their newspaper and other advertising, for the purpose of review in this department. Address care of Department of Advertising, HARDWARE AND METAL.

Edited by

W. Arthur Lydiatt,

TORONTO.

DON'T GET DISCOURAGED—TRY TELLING THE TRUTH.

A MERCHANT who had been in the habit of turning his goods over once a year and marking them at a margin of 25 per cent., decided that with a closer margin he could turn them over more rapidly.

He cut the margin accordingly—bought carefully—advertised—sold rapidly.

At the end of the year, on a margin of ten per cent., he found he had turned his stock nearly six times, and that his net profit for the year was 58 per cent.

It took a little harder work to keep the stock moving, more care to buy just what the people most wanted, and caused him a little extra anxiety with reference to keeping the stock up to the top notch.

But people soon learned that his goods were always new—that his stock was always fresh—that they could save a little on purchases made at his store, because of the lower margin of profit, and be a great deal better satisfied with what they bought. They were always sure, too, of getting the worth of the money spent in his store.

It is certainly much the best policy to mark goods at a margin that will make them sell readily—that will turn the stock over quickly—than to keep up the margin of profit and have the sales drag.

No merchant is justified in selling goods so close as to afford no profit for his investment, but he is foolish to permit a desire for a large margin of profit to interfere with the rapid turning of his stock.

COMING!

Hot weather flies and mosquitoes. Keep your home cool and comfortable by using our

Screen Doors and Windows

We have several different styles at popular prices. Call and inspect them.

FARWELL & CO.,

Phone 224 Queen St. West

We have heard considerable discussion on the subject of advertising increasing the cost of doing business.

It does and it doesn't.

Just depends on the kind of advertising.

Good advertising does not make goods more expensive. It lowers the cost of doing business. If it does not do this it is not good advertising.

The largest and most successful advertisers say that if they did not do so much advertising—and do it so well—their prices would have to be much higher.

A proposition to increase advertising expenditure—or to do better advertising—in order to lower prices, would be more

COMING

The Warm Weather

Be sure and meet it with a good

Refrigerator

You can procure them, also a full line of up-to-date

Hardware, Stoves and Ranges

Screen Doors and Window Screens

—AT—

FARWELL & CO.,

Phone 224 Queen St. West.

practical than a proposition to do less advertising in order to cut down expenses, and thus be able to lower prices.

It's a matter of percentage.

Suppose, for instance, you are doing a business of $1,000 a month, and that your expenses are $250, which is 25 per cent. of your sales.

You wish to increase your business, and decide to advertise.

You decide on an expenditure for this purpose of $75 a month. Your expenses are then increased to $325.

By this expenditure, let us suppose, you are able to increase your sales to $1,300, and, at this rate your advertising expenses added would amount to the same percentage as before, namely 25 per cent.

You have not increased the percentage of your expenses and have sold $300 more goods, so that if your net profit was 5 per cent, you have increased your net earnings $15.

And the amount I have named for advertising should bring even larger results, which would add to the net profit.

If, then, a proper amount of advertising will serve to help you turn over your stock oftener—and if it be good enough to bring sufficient results to make a larger profit in the turning over—doesn't it seem wise to do the requisite advertising?

The ads. of Farwell & Co., here reproduced, are not unusual.

The announcement that the warm weather is coming is hardly necessary.

People who are old enough to need refrigerators and screen doors know what to expect in June, July and August. I don't think it's even necessary to remind them.

Much better to remind the good housewife of the many advantages and comforts that come from the possession of a refrigerator, or by having the house equipped with screen doors and windows.

Like this for instance:

Keep Your Food Healthy

and fresh during the hot summer days.

Keep the milk sweet, and the butter cool.

It's only possible with a refrigerator.

So get a refrigerator.

The —— which we handle, built as sanitary experts decree, are perfect models.

Large, "roomy" affairs; ample food and ice compartments; maintain free air circulation throughout; easily kept clean.

Economical, too. Give maximum of chill from the minimum of ice.

They're not expensive.

Come—look at them any time.

KEEP, COOL & CO., - ICELAND

Notice the line "You can procure them, also a full line of up-to-date Hardware, Stoves and Ranges, Screen Doors and Window Screens."

Isn't it a little thoughtless to say anything like that in a retail hardware dealer's advertisement? Who but a dealer would want a "full line" of such goods?

There are lots of interesting things to be said about refrigerators, stoves, screen doors, etc., without falling back on general remarks.

"THE EMLYN" SAW BENCH

Made in 6 sizes. Best value obtainable. Specially designed for export With or without "Emlyn" Patent Guard. Sole maker—

CHARLES D. PHILLIPS,

Cables—Machinery," Newport. Emlyn Engineering Works, NEWPORT, MON., ENGLAND.

ONTARIO SILVER CO.,

Limited,

NIAGARA FALLS, CANADA.

Manufacturers of **FLATWARE, CUTLERY and ELECTRO PLATE.** . . .

Ask for our Catalogue and Quotations.

Steward & Romaine Mfg. Co.

EXPANSION and TOGGLE BOLTS

For fastening all kinds of material to Brick, Stone or Cement,

124 North Sixth St., Philadelphia, Pa.

ONTARIO WIND ENGINE & PUMP CO., Limited.

GALVANIZING.

Park 822

Atlantic Ave., Toronto

STOVE BRICK

Fire Clay and Asbestos, Furnace Cement.

All kinds of Fire Clay products made to order from patterns. Write for Price List.

JONES BROS., BRACONDALE, P.O., ONT. (NEAR TORONTO)

SOLARINE Metal Polishes Satisfy.

Will not suffer by comparison with any now on the market.

SOLARINE LIQUID METAL POLISH.
SOLARINE PASTE METAL POLISH.
SOLARINE BAR METAL POLISH.

Attractive tins. Liberal discounts. High-grade product. Have you tried it?

"SOLARINE," - TORONTO.

"Pullman" Lawn Sprinkler

IS YOUR ORDER IN?

Send for Folder No.14.

PULLMAN MNFG. CO.

Rochester, N.Y., U.S.A.

Do you use the best wrapping paper in

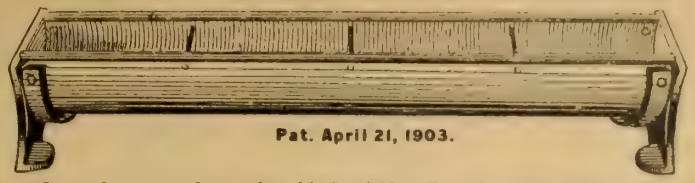
Your Store?

If your paper is not strong, durable and reliable, send us an order for our brown and manilla. It always gives satisfaction.

Canada Paper Co., Limited

TORONTO and MONTREAL.

PATENT STEEL HOG TROUGHS



Pat. April 21, 1903.

Something new, something long wanted.

A fine line for Hardware trade.

Write for Prices and Agency.

I am placing on the market this Steel Hog Trough, made of No. 14 Steel Boiler Plate. A trough that it is impossible for the hogs to chew or destroy. Edges finished with ¾ wrought iron pipe, slotted and driven on. Cross bars to prevent hogs from crowding or lying in trough.

Every hog raiser wants them and is going to have them when he finds out what they are. A great seller, as they are practically indestructible.

WILBER S. GORDON, - TWEED, ONT.

G. A. Crosby & Co. of Ontario,

SARNIA, ONT. LIMITED

Manufacturers of

Patent Automatic Can Making Machinery, Presses, Dies and Special Machinery for Working Sheet Metal

H. W. Petrie, 141-145 Front Street West, TORONTO Selling Agent.

When ordering your stock of Whips, remember that

THE MORGAN WHIPS

Are the standard for

Quality, Workmanship, Durability,

LOOK FOR THE MORGAN LABELS.

Manufactured by **THE MORGAN COMPANY, Limited**

Ask your dealer for them. TORONTO, ONT.

CHAS. P. CLARK, President. **JARED CHITTENDEN, Treasurer.**

...ESTABLISHED 1849...

BRADSTREET'S

Capital and Surplus, $1,500,000. **Offices Throughout the Civilized World.**

Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information, no effort is spared, and no reasonable expense considered too great, that the results may justify its claim as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

Subscriptions are based on the service furnished, and are available only by reputable wholesale, jobbing and manufacturing concerns, and by responsible and worthy financial, fiduciary and business corporations. Specific terms may be obtained by addressing the Company at any of its offices. **Correspondence Invited.**

——OFFICES IN CANADA——

HALIFAX, N.S. HAMILTON, ONT. LONDON, ONT. MONTREAL, QUE.
OTTAWA, ONT. QUEBEC, QUE. ST. JOHN, N.B. TORONTO, ONT.
VANCOUVER, B.C. WINNIPEG, MAN.

THOS. C. IRVING, Gen. Man. Western Canada, Toronto.

The Tarbox Self-wringing Mop and Mop Cloth.

This is a Floor Mop fitted with a wringing device whereby a specially knitted cloth is wrung dry without wetting the hands. This article has been on the market 14 years and enjoys a universal sale with increasing demand, because of its utility and the permanent standard of value.

The foreign demand is becoming large and we solicit new accounts where not established.

For prices, etc., address

TARBOX BROS., (Manufacturers)

Toronto, = = Canada.

Tarbox Self-wringing Mop Co., 44 Bank St. Galashiels, Scotland (G.B.)

Not the "Tarbox."

INDUSTRIAL GOSSIP

WOODSTOCK, N.B., is about to submit to vote a by-law for granting a bonus of $5,000 to assist in the establishment of a furniture factory there.

A pulp and paper mill in course of erection at Sturgeon Falls, Ont., will employ 500 hands.

The Canadian Steel & Wire Co., Hamilton, Ont., report active demand for Ellwood wire fencing they are turning out.

The Canada Felting Co., Ltd., St. Jacobs, Ont., have been incorporated with $50,000 capital, to manufacture felt fabrics of various kinds.

The C.P.R. will build a new up-town station at Prescott, Ont., in the near future, necessitating a complete alteration of the present yard.

J. I. Hartt has purchased the saw mill of J. Cook, North Orillia, Ont., together with the timber in connection with the mill, and all last year's cut.

The Meriden Britannia Co., Hamilton, Ont., are making some alterations in their premises, Wellington street east, with a view to provide increased accommodation.

R. Mitchell & Co. have purchased a block of land 600x180 ft. in St. Henri, Que., and will erect a large manufacturing establishment thereon during the present year.

Chadwick Bros., brass founders, Hamilton, Ont., are finding an increasing demand for church furnishings. They are at present turning out a couple of eagles for reading desks.

Turnbull & McManus, lumber dealers, Winnipeg, have purchased the site of Immigration Hall, No. 3, where the Doukhobors were housed, and will erect a warehouse thereon.

The Canadian Pacific Railroad has absorbed the Canadian Pacific Navigation Company, taking over its fourteen steam ships plying between Victoria, Skagway and other points.

The Rochester Germicide Co., incorporated in New York, has been licensed to do business in Ontario; capital $15,000; to manufacture and deal in disinfectants and disinfecting devices.

The Algoma Builders' Supplies Co., Ltd., Port Arthur, Ont., have been incorporated with $40,000 capital, to manufacture and deal in building materials and to do a general contracting business.

The Telford & Chapman Mfg. Co., Rock Island, Que., makers of horse blankets, sweat pads, etc., intend erecting a new building in the near future to accommodate their rapidly increasing trade.

In consequence of the continued enhanced price of crude rubber, the leading British manufacturers announce an advance of 10 per cent. in the price of all mechanical rubber goods, to take effect from the 12th ult.

The Barrie Shoe Co., Ltd., Barrie, Ont., have been incorporated, with $40,000 capital, to manufacture boots, shoes, rubbers, etc. The directors are J. C. Irwin, A. Milne, James Vair, D. H. Ellis and Thos. Beecroft, all of Barrie.

John Fisher & Son, Ltd., Dundas, Ont., have been incorporated to take over the business of John Fisher & Son, and to manufacture paper, pulp, cordage, yarns and machinery for manufacture of these goods. The capital is placed at $200,000.

The Laurentide Pulp Co., Ltd., Montreal, have been authorized to increase their capital from $1,600,000 to $2,800,000; to change their name to The Laurentide Paper Co., Ltd.; and to acquire, equip and operate lumber and paper mills, warehouses, etc.

The Rainy Lake Pulp and Paper Co., Ltd., Toronto, have been incorporated with $500,000 capital, to manufacture pulp-wood, woodenware and paper; directors, Wm. Blackford and Robt. Mills, Winnipeg; Hon. G. E. Foster and W. J. Elliott, Toronto; W. A. Preston and Louis Hamel, Mine Centre, Ont.

The Davidson & Thackray sash and door firm, Ottawa, Ont., who were recently burned out, will rebuild. The new factory, which will be one of the largest establishments of its kind in the world, will be built on an isolated property and not in the central portion of the city as before.

The industrial establishments of Brantford, Ont., are sharing in the general prosperity. The Adams Wagon Co. have taken steps to make a big addition to their works, which will give employment to many more men. The Waterous Engine Works will also enlarge their plant in the near future, while the Massey-Harris Co. have purchased more land close to their Brantford works and it is said that their plant at this point will be enlarged.

Recently a deputation from The Canadian Lake and Navigation Company, headed by E. A. Kemp, M.P., waited on the Board of Control of the city of Toronto, to see if some arrangement could not be made so that the boats of the company, plying between Montreal and Fort William, might call at Toronto. The eastern passage would have to be kept dredged and also the harbor. A freight shed might be erected on the end of Bay street dock. City Engineer Rust says that if the Government kept the eastern channel open, it would not be a very great matter to keep the proper depth of water in the harbor. Engineer Rust was instructed to make an estimate of the cost of the proposed shed.

SHEET IRON AND STEEL

We have twenty different Works, and make all varieties of sheets.

There is but one Apollo; but one Patent Planished; one Wellsville Polished.

Quick service.

Return a whole sheet for an inch of fault.

American Sheet Steel Company
Battery Park New York

If you want to sell a FIRST-CLASS RAZOR, concaved by the best grinders in the world,

H. Boker & Co.'s "ROYAL CANADIAN"

is the thing. No line will give you better satisfaction.

CURRENT MARKET QUOTATIONS.

June 26, 1903.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

TIN.

Lamb and Flag and Straits – 56 and 28-lb. ingots, 100 lb.	$33 00	$34 00

TINPLATES.

Charcoal Plates—Bright.

M.L.S., equal to Bradley—		Per box.
I C, usual sizes	....	$6 75
I X "	....	8 25
I X X "	....	9 75
Famous, equal to Bradley—		
I C	....	6 75
I X	....	8 25
I X X	....	9 75
Raven and Vulture Grades—		
I C, usual sizes	....	5 00
I X "	....	6 00
I X X "	....	7 00
I X X X "	....	8 00
D C, 12½x17	....	4 50
D X	....	5 25
D X X	....	6 00

Coke Plates—Bright.

Bessemer Steel—		
I.C., usual size, 14x20	....	4 00
I.C., special sizes, base	....	4 50
20x28	....	9 00

Charcoal Plates—Terne.

Dean or J. G. Grade –		
I.C., 20x28, 112 sheets	....	8 50
IX., Terne Tin	....	10 50

Charcoal Tin Boiler Plates.

Cookley Grade—		
X X, 14x56, 50 sheet bxs. / " 14x60, " / " 14x65, "	....	7 00

Tinned Sheets.

72x30 up to 24 gauge	....	8
" " 26 "	....	8 50

IRON AND STEEL.

Common bar, per 100 lb.	....	2 05
Refined " "	....	2 45
Horseshoe Iron "	....	2 40
Hoop steel, 1½ to 3-in. base	....	2 90
Sleigh shoe steel, "	....	2 10
Tire steel	2 30	2 50
Reeled machinery	....	3 00
Toe calk steel	2 85	3 00
T. Firth&Co.'s tool steel, per lb	0 12½	0 13
Jessop's tool steel	....	0 14
Morton's tool steel	0 12½	0 13
Black Diamond and "B.C." tool steel	0 10	0 11
Chas. Leonard's tool steel	0 08	0 09
Park's "Silver" tool steel	0 12	0 14
" "Special"	0 15	0 20
Jonas & Colver's tool steel	0 10	0 20
" "Air Hardening"	....	0 70
Drill steel, per lb	0 08	0 10

BOILER TUBES.

	Per foot.	
1½ in.	0 09	0 09½
2 in.	0 10½	0 11
2½ in.	0 13	0 13½
3 in.	0 14½	0 15
3½ in.	0 17	0 17½
4 in.	0 34	0 35

STEEL BOILER PLATE.

¼ in	2 50	2 60
3-16 in	2 60	2 70
⅜ in. and thicker	2 50	2 60

BLACK SHEETS.

	Com.	D.Fl.
10 and 12 gauge	2 55	2 75
18 gauge	2 85	3 00
20 "	2 85	3 00
22 to 24 gauge	2 95	3 25
26 "	3 05	3 50
28	3 15	....

COPPER WIRE.

Discount, 50 per cent.

CANADA PLATES.

All dull, 52 sheets	2 90	3 00
Half-polished	3 00	3 10
All bright	3 75	3 85

IRON PIPE.

Black pipe –		Per 100 feet.
⅛ inch	3 00	3 25
¼ "	2 30	2 40
⅜ "	....	2 65
½ "	....	2 85
¾ "	....	3 65
1 "	....	5 20
1¼ "	....	7 35
1½ "	....	8 95
2 "	....	12 55
2½ "	....	21 00
3 "	....	25 00
3½ "	....	32 00
4 "	....	38 50
4½ "	....	45 00
5 "	....	48 00
6 "	....	63 00
Galvanized pipe—		
¼ inch	....	3 20
⅜ "	....	3 45
½ "	....	3 85
¾ "	....	5 00
1 "	....	7 20
1¼ "	....	10 05
1½ "	....	12 20
2 "	....	16 85

Malleable Fittings—Discount 15 p.c.
Cast Iron Fittings –

On unions, 55 per cent.; on nipples, 60 per cent.; on all others, 56 per cent.

GALVANIZED SHEETS.

	G.C.	Comet	Bell.	Queen's Head
16 gauge	....	....	....	....
18 to 24 gauge	4 05	3 75	3 75	4 05
26 "	4 25	4 00	3 90	4 25
28 "	4 50	4 25	4 05	4 50

American brands, $4.40 for 28 gauge.
Less than case lots 10 to 15c. extra.

CHAIN.

oof coil, 3-16 in., per 100 lb.	....	....
" ¼ "	7 85	8 10
" 5-16 "	5 25	5 50
" ⅜ "	4 50	4 75
" 7-16 "	4 25	4 50
" ½ "	4 20	4 50
" 9-16 "	4 05	4 50
" ⅝ "	4 00	4 50
" ¾ "	4 00	4 50

Halter, kennel and post chains, 40 to 40 and 5 per cent.

Cow ties	40 p.c.
Tie out chains	65 p.c.
Stall fixtures	35 p.c.
Trace chain	45 p.c.

Jack chain, iron, single and double, discount 35 p.c.

Jack chain, brass, single and double, discount 40 p.c.

COPPER.

Ingot.		Per 100 lb.
Casting	....	15 50
Lake Superior	....	....
Bars.		
Cut lengths, round, ½ to ⅞ in.	23 00	25 00
" round and square, 1 to 2 inches	23 00	25 00
Sheet.		
Plain, 14 oz., and light, 16 oz., 14x48 and 14x60	22 00	22 50
Plain, 14 oz., and light, 16 oz., irregular sizes	22 50	23 00
Tinned copper sheet	....	24 00
Planished	....	32 00
Braziers' (in sheets).		
4x6 ft., 25 to 30 lb. each, per lb.	....	0 23
" 35 to 45 " "	....	0 22
" 50-lb. and above "	....	0 21

BOILER AND T.K. PITTS.

Plain tinned, per lb	....	0 28
Spun, per lb	....	0 32

BRASS.

Rod and Sheet, 14 to 30 gauge, 15 per cent

Sheets, hard-rolled, 2x4	0 23
Tubing, base, per lb	0 23½

ZINC SPELTER.

Foreign, per 100 lb	6 25	6 50
Domestic " "	...	....

ZINC SHEET.

5-cwt. casks	6 25	6 50
Part casks	6 75	7 00

LEAD.

Imported Pig, per 100 lb.	....	3 50
Bar, per lb	....	0 05
Sheets, 2½ lb. sq. ft., by roll	....	0 06½
Sheets, 3 to 6 lb. "	....	0 06

NOTE.—Cut sheets ½c. per lb., extra. Pipe, by the roll, usual weights per yard, lists at 7c. per lb. and 30 p.c. dis. f.o.b. Toronto.

NOTE.—Cut lengths, net price, waste pipe 8-ft. lengths, lists at 8c.

SHOT.

Common, $6.50 per 100 lb.; chilled, $7.00 per 100 lb.; buck, seal and ball, $7.50. Discount, 15 p.c. Prices are f.o.b. Toronto, Hamilton, Montreal, St. John and Halifax. Terms, 3 p.c. cash, freights equalized.

SOIL PIPE AND FITTINGS.

Light soil pipe, discount, 45 and 5 per cent.
" " fittings, discount 50 and 5 p.c.
Med. and Extra heavy pipe and fittings, dis. 55 and 5 per cent.
7 and 8-in. pipe, discount 40 and 5 per cent.

SOLDER.

		Per lb.
Bar, half-and-half, guaranteed	....	0 20
Bar, half-and-half, commercial	0 19	0 19½
Refined	...	0 19
Wiping	0 17	0 18½

ANTIMONY.

Cookson's ....per lb.	9 00

WHITE LEAD.

		Per 100 lb.
Pure	5 00	5 25
No. 1	4 62½	4 87½
No. 2	4 25	4 50
No. 3	3 87½	4 12½
No. 4	3 50	3 75
Munro's Select Flake White	....	5 75
Elephant and Decorators' Pure	....	5 25
Brandram's Genuine	....	6 50
" Decorative	....	6 00
" " No. 1	....	5 50
"Monarch" brand	....	6 12½
Decorator's Pure	....	5 50
Essex Genuine	..	5 25

RED LEAD.

Genuine, 560 lb. casks, per cwt	$4.75	$5 00
Genuine, 100 lb. kegs, "	5 25	5 50
No. 1, 560 lb. casks, per cwt	4 00	4 25
No. 1, 100 lb. kegs, per cwt	4 25	4 50

WHITE ZINC.

Extra Red Seal	0 06	0 08
No. 1	0 05½	0 07
No. 2	0 05	0 06

DRY WHITE LEAD.

Pure, casks	5 25
Pure, kegs	5 75
No. 1, casks	5 00
No. 1, kegs	5 25

PREPARED PAINTS.

In ¼, ½ and 1-gallon tins.

Pure, per gallon	....	1 20
Second qualities, per gallon	....	1 00
Barn (in bbls.)	0 60	0 90
The Sherwin-Williams paints	....	1 40
Canada Paint Co.'s pure	....	1 25
Toronto Lead & Color Co's pure	....	1 25
Sanderson Pearcy's pure	....	1 20
Standard Paint Co.'s "New Era."	....	1 30
"Globe"	....	1 30
" barn	60	70
The Francis-Frost Co.'s "Ark" Brand	....	1 25
The Francis-Frost Co.'s British Navy deck	....	1 50
Hollywood paste paint	....	1 40
" liquid paint	....	1 25
" floor paint	....	1 25
Henderson & Potts's "Anchor" Brand	....	1 35
Globe Paint Co.'s mixed	....	1 30
Globe Paint Co.'s barn and bridge	....	0 75

COLORS IN OIL.

25-lb. tins, Standard Quality.

Venetian red, per lb.	0 03½	0 05
Chrome yellow	0 12	0 14
Golden ochre	0 07	0 10
French "	....	0 06
Marine black	....	0 04
Chrome green	....	0 10
French Imperial green	....	0 14
Signwriters' black	....	0 16
Umber	0 04	0 06
Sienna	0 04	0 07

COLORS, DRY.

Common ochre, bbls	1 15	1 30
Yellow ochre (J.F.L.S.), bbls.	...	2 00
Brussels ochre	....	2 00
Venetian red, bbl.	1 50	2 25
English oxides, per cwt	3 00	3 25
American oxides, bbls.	1 25	2 75
Canadian oxides, bbls.	1 25	1 75
Super magnetic oxides, 93 p.c.	2 00	2 25
Burnt sienna, pure, per lb	...	0 10
" umber, " "	0 08	0 10
Raw umber	0 08	0 10
Drop black, pure	....	0 10
Chrome yellow, pure	..	0 18
Chrome greens, pure per lb	0 09	0 10
Golden ochre	0 03	0 04
Ultramarine blue, in 28-lb. boxes, per lb	0 06	0 12
Fire proof mineral, per 100 lb.	...	1 00
Genuine Eng. Litharge, per lb	...	0 07
Mortar color, per 100 lb	1 25	1 50
Pure Indian red, No. 45, lb.	0 08	0 10
Whiting (common), bbl	0 55	0 60
English vermilion in 30-lb. bgs.	...	0 85

BLUESTONE.

Casks, for spraying,	5 50
100-lb. lots, do per lb.	0 06

THOS. GOLDSWORTHY & SONS

MANCHESTER, ENGLAND.

EMERY { Cloth, Corn, Flour

We carry all numbers of Corn and Flour Emery in 10-pound packages, from 8 to 140, in stock. Emery Cloth, Nos. OO., O., F., FF., 1 to 3.

JAMES HUTTON & CO., Wholesale Agents for Canada, **Montreal.**

PUTTY.

Bulk in bbls 1 70
Bulk in less quantity 1 95
Bladders in bbls 2 00
Bladders in kegs, boxes or loose 2 25
25-lb. tins 2 25
12½-lb. tins 2 50
Bladders in bulk or tins less than 100 lb. 2 50

VARNISHES.

In 5 gal. lots	Per gal.	Net.
Carriage, No 1	1 50	1 60
Pale durable body	4 10	4 25
" rubbing	2 85	3 20
Gold size, japan	1 50	1 60
No. 1 brown japan	0 85	0 90
Elastic oak	...	1 50
Furniture, extra	1 10	1 25
" No 1	0 90	1 00
Hard oil finish	1 35	1 50
Light oil finish	1 60	1 70
Damar	1 75	2 00
Shellac, white	2 40	2 50
" orange	2 30	2 40
Turpentine, brown japan	1 10	1 20
" black japan	1 10	1 20
" " No. 1	0 85	0 90
Elastilite varnish, 1 gal can, each		2 00
Granitine floor finish, per gal		2 75

Maple Leaf coach enamels, size 1, $1.20; size 2, 70c., size 3, 40c. each.
Sherwin Williams kopal varnish, assorted case, from ½ pts. to 1 gal., $2.50.

CASTOR OIL.

British, 1st qual. in cases, per lb	0 08½	0 09½
" " small lots	0 10	0 10½

COD OIL, ETC.

Cod oil, per gal	0 50	0 55
Pure olive	...	1 40
" neatsfoot	...	0 90

GLUE.

Common	0 08	0 09
French medal	0 10	0 14
White, extra	0 18	0 22
Gelatine	...	...
Strip	0 18	0 20
Coopers	0 19	0 20
Huttner	....	....
Ground	0 12	0 16
Cologne, genuine	...	...

HARDWARE.

AMMUNITION.

Cartridges.

B. B. Caps Dominion, 50 and 5 per cent.
Rim Fire Pistol, discount 40 p.c., American.
Rim Fire Cartridges, Dominion, 50 and 5 p.c.
Central Fire Pistol and Rifle, 10 p.c., Amer.
Central Fire Cartridges, pistol sizes, Dominion, 30 per cent.
Central Fire Cartridges, Sporting and Military, Dominion, 15 per cent.
Central Fire, Military and Sporting, American, add 5 per cent. to list. B B Caps, discount 40 per cent., American.
Loaded and empty Shells, "Trap" and "Dominion" grades, 25 per cent. Rival and Nitro, 10 per cent. advance on list.
Brass Shot Shells, 55 per cent.
Primers, Dom., 30 per cent.; American, $1.60.

Wads. per lb.

Best thick white felt wadding, in ½-lb bags $1 00
Best thick brown or grey felt wads, in ½-lb. bags 0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges 0 99
Best thick white card wads, in boxes of 500 each, 10 gauge 0 35
Best thick white card wads, in boxes of 500 each, 8 gauge 0 55
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges 0 20
Thin card wads, in boxes of 1,000 each, 10 gauge 0 25
Thin card wads, in boxes of 1,000 each, 8 gauge ....

Chemically prepared black edge grey cloth wads, in boxes of 250 each — Per M.
11 and smaller gauge 0 60
9 and 10 gauges 0 70
7 and 8 " 0 90
5 and 6 " 1 10

Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each
11 and smaller gauges 1 15
9 and 10 gauges 1 40
7 and 8 " 1 65
5 and 6 " 1 90

ADZES.

Discount 20 per cent.

ANVILS.

Wright's, 80-lb. and over 0 10¾
Hay Budden, 80-lb. and over 0 09½
Brook's, 80-lb. and over 0 11¾

AUGERS.

Gilmour's, discount 65 and 5 per cent. off list.

AXES.

Chopping Axes		
Single bit, per doz.	7 00	10 00
Double bit, "	10 00	18 00
Bench Axes, 40 per cent.		
Broad Axes, 25 per cent.		
Hunters Axes	5 50	6 00
Boys' Axes	6 25	7 00
Splitting Axes	7 00	12 00
Handled Axes	7 50	10 00

AXLE GREASE.

Ordinary, per gross	5 75	6 00
Best quality	13 00	15 00

BATH TUBS.

Zinc 6 00
Copper, discount 15 per cent. off revised list.

BATHS.

Standard Enameled.

5½-inch rolled rim, 1st quality 24 00
5½ " " " 2nd " 20 00

BABBIT METAL.

"Tandem," A .... per lb. 0 27
" B .... " 0 21
" C .... " 0 11½
Frictionless Metal .... " 0 23

Syracuse Smelting Works:

Aluminum, genuine 0 45
Government, " 0 44
Tough, " 0 40
Hard, " 0 40
Dynamo 0 30
Special 0 25
Harmony 0 22
Car Box 0 20
Extra 0 15

The Canada Metal Co.:

Imperial, genuine 0 40
Metallic 0 30
Hercules 0 20
Star 0 15
No. 1 .... 0 12
No. 2 .... 0 10
No. 3 .... 0 06
No. 4 .... 0 05

BELLS.

Hand.

Brass, 60 per cent.
Nickel, 55 per cent.

Cow.

American make, discount 63⅓ per cent.
Canadian, discount 45 and 50 per cent.

Door.

Gongs, Sargant's 5 50 8 00
" Peterboro', discount 46 per cent.

Farm.

American, each 1 25 3 00

House.

American, per lb 0 35 0 40

BELLOWS.

Hand, per doz 3 35 4 75
Moulders', per doz 7 50 10 00
Blacksmiths', discount '0 per cent.

BELTING.

Extra, 60 per cent.
Standard, 60 and 10 per cent.
No. 1, not wider than 6 in., 60, 10 and 10 per cent.
Agricultural, not wider than 4 in., 75 per cent.

BITS.

Auger.

Gilmour's, discount 60 and 5 per cent.
Rockford, discount 50 and 10 per cent.
Jennings' Gen., net list.

Car.

Gilmour's, 47½ to 50 per cent.

Expansive.

Clark's, 40 per cent.

Gimlet.

Clark's, per doz 0 65 0 90
Diamond, Shell, per doz 1 00 1 50
Nail and Spike, per gross 2 25 5 20

BLIND AND BED STAPLES.

All sizes, per lb 0 07¾ 0 12

BOLTS AND NUTS. Per cent.

Carriage Bolts, common ($1 list) 50 and 10
" " full sq. ($2.40 list) 55 and 10
" " Norway Iron ($3 list) .... 55 and 10
Machine Bolts, all sizes .... 50, 5 and 10
Plough Bolts .... 50, 5 and 10
Blank Bolts .... 50, 5 and 10
Bolt Ends .... 50, 5 and 10
Sleigh Shoe Bolts .... 65, 5 and 10
Coach Screws, cone point .... 66⅔ and 10
Nuts, square, all sizes, 3¾c. per lb. off.
Nuts, hexagon, all sizes, 4c. per lb. off.
Stove Rods, per lb., 5½ to 6c.

BOOT CALKS.

Small and medium, ball .... per M. 4 25
Small heel .... " 4 50

BRIGHT WIRE GOODS.

Discount 62½ per cent.

BROILERS.

Light, discount 65 to 67½ per cent.
Reversible, discount 65 to 67½ per cent.
Vegetable, per doz., discount 37½ per cent.
Henis, No. 8 .... per doz. 6 00
Henis, No. 9 .... " 7 00
Queen City .... " 7 50

BUTCHERS' CLEAVERS.

German .... per doz. 6 00 11 00
American .... " 12 00 20 00

BUTCHER KNIVES.

Bailey's .... per doz. 0 60 6 30

BUILDING PAPER, ETC.

Tarred Felt, per 100 lb. 1 75
Ready roofing, 2-ply, not under 45 lb., per roll 0 90
Ready roofing, 3-ply, not under 65 lb., per roll 1 15
Carpet Felt .... per ton 45 00
Heavy Straw Sheathing .... per ton 35 00
Dry Sheathing .... per roll, 400 sq. ft. 0 40
Tar " .... " 400 " 0 50
Dry Fibre .... " 400 " 0 55
Tarred Fibre .... " 400 " 0 60
O. K. & I. X. L. .... " 400 " 0 70
Resin-sized .... " 400 " 0 45
Oiled Sheathing .... " 600 " 1 00
Oiled " .... " 400 " 0 70
Roof Coating, in barrels .... per gal. 0 17
Roof " small packages " 0 25
Refined Tar .... per barrel 5 00
Coal Tar .... " 4 00
Coal Tar, less than barrels .... per gal. 0 15
Rooting Pitch .... per 100 lb. 1 00

BULL RINGS.

Copper, $2.00 for 2½-inch, and $1.90 for 2-inch.

BUTTS.

Wrought Brass, net revised list.

Cast Iron.

Loose Pin, discount 60 per cent.

Wrought Steel.

Fast Joint, discount 65, 10 and 2½ per cent.
Loose Pin, discount 65, 10 and 2½ per cent.
Berlin Bronzed, discount 70, 70 and 5 per cent.
Gen. Bronzed .... per pair 0 40 0 65

CARPET STRETCHERS.

American .... per doz. 1 00 1 50
Bullard's .... " 6 50

CASTORS.

Bed, new list, discount 55 to 57½ per cent.
Plate, discount 52½ to 57½ per cent.

CATTLE LEADERS.

Nos. 31 and 32 .... per gross 8 50 9 50

CHALK.

Carpenters' Colored, per gross 0 45 0 75
White lump .... per cwt. 0 60 0 65
Red 0 05 0 06
Crayon .... per gross 0 14 0 18

CHISELS.

Socket, Framing and Firmer.

Broad's, discount 60 and 10 per cent.
Warnock's, discount 50 and 10 per cent.
P. S. & W. Extra, discount 60 and 10 per cent

CHURN

Revolving Churns, metal frames No. 0, $8 No. 1, $8.50; No. 2, $9.00; No. 3, $10.00 No. 4, $12.00; No. 5, $16.00 each. Ditto wood frames, 20c. each less than the above. Discounts: Factories, 53 per cent.; delivered from stock in Montreal, 51 per cent. Terms 4 months or 3 per cent. cash in 30 days.
Churn frames, including bearings, levers, etc. Nos. 0, 1, 2 and 3, wood, $2.40; and 4 and 5, $2.65. Metal frames, 25c. extra. Discount 15 per cent., net 30 days.

CLIPS.

Axle, discount 65 per cent.

CLOSETS. Net.

Plain York or Ontario Syphon Jet $9 60
Emb. " " " 10 20
Fittings 1 00
Plain Elgin or Teu. Syphon Washout 6 00
Emb. " " " 6 60
Fittings 1 25
Low Down Elgin or Teutonic, plain 6 00
Low " " " emb. 6 50
Plain Richelieu 4 25
Emb. " 4 50
Connections 1 25
Low Down Ontario Syphon Jet, plain 11 70
Low " " " emb'd. 12 30
Closet connection 1 25
Basins, P.O., 14-in 0 70
Basins, oval, 17 x 14-in. 1 50
Basins, " 19 x 15-in. 2 25

COMPASSES, DIVIDERS, ETC.

American, discount 62½ to 65 per cent.

CONDUCTOR PIPE.

Plain or Corrugated.

2-inch .... per 100 feet 3 00
3 " .... " " 4 00
4 " .... " " 5 25
5 " .... " " 6 75
6 " .... " " 9 00

CRADLES, GRAIN.

Canadian, discount 20 to 25 per cent.

CROSSCUT SAW HANDLES.

S. & D., No. 3 .... per pair 0 17½
S. & D., " 5 .... " 0 22½
S. & D., " 6 .... " 0 15
Boynton pattern .... " 0 20

DOOR SPRINGS.

Torrey's Rod (15 p.c.), per doz. 2 00
Coil .... " 0 88 1 60
English .... " 2 00 4 00

DRAW KNIVES.

Coach and Wagon, discount 50 and 10 per cent.
Carpenters', discount 60 and 10 per cent.

We Make the Goods You Want

because your customers want the goods we make. Send us your orders for BUILDING PAPERS, ROOFING FELTS, WIRE EDGED READY ROOFING, and all parties will be satisfied.

The Paterson Mfg. Co., Limited

Toronto and Montreal.

DRILLS.

Hand and Breast.

Millar's Falls, per doz., net list.

DRILL BITS.

Morse, discount 37½ to 40 per cent.
Standard, discount 50 and 5 to 55 per cent.

FAUCETS.

Common, cork-lined, discount 35 per cent.

EAVETROUGHS.

10-inch ....per 100 ft. 3 10

ELBOWS (stovepipe.)

and 6-inch, common........per doz. 1 20
7-inch........................ " 1 35
Polished, 15c. per dozen extra.

ESCUTCHEONS.

Discount 40 per cent.

ESCUTCHEON PINS.

Iron, discount 40 per cent.

FACTORY MILK CANS.

Discount off revised list, 40 per cent.

FILES AND RASPS.

Great Western............70 and 10 per cent.
Arcade....................70 " 10 "
Kearney & Foot ....70 " 10 "
Disston's..................70 " 10 "
American..................70 " 10 "
J. Barton Smith..........70 " 10 "
McClellan ....70 " 10 "
Eagle ....70 " 10 "
Nicholson, 60 and 10 to 60, 10 and 5 "
Royal ....80 "
Globe ....70 to 75 "
Black Diamond, 60 and 10 to 60, 10 and 5 per cent.
Jowitt's, English list, 25 to 27½ per cent.
Nicholson File Co.'s "Simplicity" file handle, per gross 85c. to $1.50

GLASS.

Window. Box Price.

Size United Inches.	Star Per 50 ft.	Star Per 100 ft.	D. Diamond Per 50 ft.	D. Diamond Per 100 ft.
Under 26......	2 0	3 80	....	6 75
26 to 40......	2 10	4 00	....	7 25
41 to 50......	....	4 50	....	8 75
51 to 60......	....	4 75	....	10 00
61 to 70......	....	5 00	....	11 50
71 to 80......	....	5 50	....	12 50
81 to 85......	....	....	....	14 00
86 to 90......	....	....	....	16 50
91 to 95......	....	....	....	18 00
96 to 100......	....	....	....	20 00

A dis ount of 25 per cent. is offered on "Double Diamond."

GAUGES.

Marking, Mortise, Etc.

Stanley's, discount 50 to 55 per cent.

Wire Gauges.

Winn's, Nos. 26 to 33 ....each 1 65 2 40

HALTERS.

Rope, ¾-inch ....per gross ....
Rope, ½ " .... " 9 00
Rope, ⅝ to ¾-inch .... " 14 00
Leather, 1-inch......per doz. 3 87½ 4 00
Leather, 1¼ " ...... " 5 15 5 20
Web................. " 1 87 2 45

HAMMERS.

Nail.

Maydole's, discount 5 to 10 per cent. Canadian discount 25 to 27½ per cent.

Tack.

Magnetic ....per doz. 1 10 1 20

Sl ge.

Canadian..............per lb. 0 07½ 0 08½

Ball Pean.

English and Canadian, per lb. 0 22 0 25

HANDLES.

Axe, 2nd growth, per doz. net 3 00 4 00
tore door........ ...per doz. 1 00 1 50

Fork.

C. & B., discount 40 per cent., revised list.

Hoe.

C. & B., discount 40 per cent., revised list.

Saw.

American............per do 1 00 1 25

Plane.

American .... per gross 3 15 3 75

Hammer and Hatchet.

Canadian, discount 40 per cent.

Cross-Cut Saws.

Canadian............per pair 0 13¾

HANGERS. doz. pairs.

Steel barn door............... 5 85 6 00
Stearns, 4-inch 5 00
" 5-inch 6 50
Lane's covered—
No. 11, 5-foot run 8 40
No. 11½, 10-foot run 10 80
No. 12, 10-foot run.......... .... 12 60
No. 14, 15-foot run.......... .... 21 00
Lane's O.N.T. track, per foot 0 04½

HARVEST TOOLS.

Discount 60 per cent.

HATCHETS.

Canadian, discount 40 to 42½ per cent.

HAT ENAMEL.

Hen derson & Potts' "Anchor Brand'

HINGES.

Blind, Parker's, discount 16⅔ per cent.
Heavy T and strap, 4-in., per lb....... 0 06½
" " 5-in., " 0 06¼
" " 6-in., " 0 06
" " 8-in., " 0 05¾
" " 10-in., " 0 05½
Light T and strap, discount 65 and 5 per cent.
Screw hook and hinge—
6 to 10 in......... per 100 lb. 4 50
12 in. up.......... " 3 25
Spring.......... per gro. pairs 10 50

HOES.

Garden, Mortar, etc., discount 60 per cent.
Planter.............. per doz. 4 00 4 50

HOLLOW WARE.

Discount 45 and 5 per cent.

HOOKS.

Cast Iron.

Bird cage............ per doz. 0 50 1 10
Clothes line.......... " 0 27 0 63
Harness.............. " 0 72 0 88
Hat and coat .... per gro. 1 00 3 00
Chandelier ....per doz. 0 50 1 00

Wrought Iron.

Wrought hooks and staples, Canadian discount 47½ per cent.

Wire.

Hat and coat, discount 45 per cent.
Belt ....per 1,000 .... 0 60
Screw, bright, discount 55 per cent.

HORSE NAILS.

"C" brand, 40, 10 and 7½ per cent. off list } Oval
"M" brand, 50, 10 and 5 per cent. } head
Countersunk, 57½ per cent.
"Monarch," 60 per cent.
"Peerless" 50 per cent. dis.

HORSESHOES.

Iron Shoes.	F.O.B. Montreal No. 2 and larger.	F.O.B. Montreal No. 1 and smaller.
Light, medium and heavy....	3 35	3 60
Snow shoes	3 60	3 85
Steel Shoes.		
Light	3 45	3 70
Featherweight (all sizes)......	4 85	4 85

F.O.B. Toronto, Hamilton, London and Guelph, 10c. per keg additional.
Toe weight steel shoes........ .... 6 70

JAPANNED WARE.

Discount 45 and 5 per cent. off list, June 1899

ICE PICKS.

Star...............per doz. 00 3 25

KETTLES.

Brass spun, 7½ per cent. discount off new list.
Copper................ per lb. 0 30 0 50
American, 60 and 10 to 65 and 5 per cent.

KEYS.

Lock, Canadian dis. 40 to 40 and 10 per cent.
Cabinet, trunk and padlock,
American .... per gross 0 60

KNOBS.

Door, japanned and N.P., per doz.......................... 1 50 2 50
Bronze, Berlin....... per doz. 2 75 3 25
Bronze, Genuine .... " 6 00 9 00
Shutter, porcelain, F. & L. screw .... per gross 1 30 4 00
White door knobs....per doz. 1 00

HAY KNIVES.

Net prices.

LAMP WICKS.

Discount, 60 per cent.

LANTERNS.

Cold Blast....................per doz. 7 00
No. 3, "Wright's" .... " 8 50
Ordinary, with O burner. ... " 4 00
Dashboard, cold blast........ " 9 00
No. 0 .... " 5 75
Japanning, 50c. per doz. extra.

LEMON SQUEEZERS.

Porcelain lined...... per doz. 2 20 5 60
Galvanized.......... " 1 87 3 85
King, wood.......... " 2 75 2 90
King, glass.......... " 4 00 4 50
All glass .... " 0 50 0 90

LINES.

Fish .... per gross 1 05 2 50
Chalk .... " 1 90 7 40

LAWN MOWERS.

Woodyatt, 12-in. wheel 7 50
Star " 5 50
Daisy " 4 90
Philadelphia, 12-in. wheel............ 6 50
Ontario, " 14 25
Discount, 50 per cent.

Maxwell & Sons:

10½-in. high wheel............ 7 50 10 00
9-in.......................... 5 50 6 25
8-in.......................... 49 0 5 50
Discount 50 per cent.

LOCKS.

Canadian, 40 to 40 and 10 per cent.
Russell & Erwin......per doz. 3 00 3 25

Cabinet.

Eagle, discount 30 per cent.

Padlocks.

English and Am..... per doz. 0 50 6 0
Eagle, discount 20 to 25 per cent.

MACHINE SCREWS.

Iron and Brass.

Flat head, discount 25 per cent.
Round head, discount 20 per cent.

MALLETS.

Tinsmiths'............per doz. 1 25 1 50
Carpenters', hickory, " 1 25 3 75
Lignum Vitae........ " 3 85 5 00
Caulking, each 0 60 2 00

MATTOCKS.

Canadian............ per doz. 5 50 6 50

MEAT CUTTERS.

American, discount 33⅓ per cent.
German, 15 per cent.
Gem ....each 1 15

MILK CAN TRIMMINGS.

Discount 25 per cent.

NAILS.	Cut.	Wire.
2d and 3d	3 45	3 45
3d	3 10	3 12
4 and 5d.......................	2 85	2 95
6 and 7d	2 75	2 80
8 and 9d	2 60	2 60
10 and 12d	2 55	2 55
16 and 20d.....................	2 50	2 50
30, 40, 50 and 60d (base)	2 45	2 45

Cut nails in carlots 5c. less.
Wire nails in carlots are $2.40.
Steel cut nails 10c. extra.
Miscellaneous wire nails, discount 75 per cent.
Coopers' nails, discount 30 per

NAIL PULLERS.

German and American 1 75 3 50

NAIL SETS.

Square, round and octagon, per gross.................... 3 38 4 00
Diamond 1 00 2 00

POULTRY NETTING.

2-in. Mesh, 19 w.g., dis. 60 per cent.
2-in. Mesh, 16 w.g. and heavier, 50 p.c.

OAKUM.

U. S. Navy ....per 100 lb. 6 75
Plumbers .... " 3 00

OILERS.

McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 00
Zinc and tin, discount 50, 50 and 10 per cent.
Copper .... per doz. 1 25 3 50
Brass................ " 1 50 3 50
Malleable, discount 25 per cent

GALVANIZED PAILS.

Dufferin pattern pails, discount 45 per cent
Flaring pattern, discount 45 per cent.
Galvanized washtubs, discount 45 per c

PIECED WARE.

Discount 40 per cent off list, June, 1899.
10-qt. flaring sap buckets, discount 40 per cent
6, 10 and 14-qt. flaring pails, dis. 40 per cent.
Creamer cans, discount 40 per cent.

PICKS.

Per dozen 6 00 9 00

PICTURE NAILS.

Porcelain head ......per gross 1 35 1 50
Brass head.......... " 0 40 1 00

PICTURE WIRE.

Tin and gilt, discount 75 per cent.

PINE TAR.

½ pint in tins ....per gross ... 7 80
1 " " .... " 9 60

PLANES.

Wood bench, Canadian discount 40 per cent., American discount 50 per cent.
Wood, fancy Canadian or American, 37½ to 40 per cent.

PLANE IRONS.

English ....per doz. 2 00 5 00

PLIERS AND NIPPERS.

Button's genuine, per doz. pairs, discount 37½ to 40 per cent.
Button's imitation....per doz. 5 00 9 00
German .... " 0 60 2 60

PLUMBERS' BRASS GOODS.

Standard Compression work, dis. 60 per cent.
"J.M.T." Cushion work, discount 50 per cent.
Fuller work, discount 65 per cent.
6 dozen lots and over of the above, extra discount 10 per cent.
Lever handle Stops and Waste, discount 60 per cent. With, in lots of 2 dozen and over, an extra discount of 10 per cent.
"J.M.T." Globe, Angle and Check Valves, discount 55 per cent.
Standard Globe, Angle and Check Valves, discount 65 per cent.
"J.M.T." Radiator Valves, discount 55 per cent.
Standard Radiator Valves, discount 65 per cent.
Patent Quick-Opening Valves, discount 70 per cent.
No. 1 compression bath cock......net 2 00
No. 4 " " ...... " 2 00
No. 7 Fuller's .... " 2 20
No. 4½, " .... " 2 35
Patent Compression Cushion, basin cock, hot and cold..........per doz. 15 06
Patent Compression Cushion, bath cock, No. 2208 .... 2 25
Square head brass cocks, discount 60 per cent.
" " iron " " 60 "
Competition Globe, Angle and Check Valve discount 70 per cent.
Thompson Smoke-test Machine $25.00

Our New **GLASS CATALOGUE**

The most complete work ever issued.

Containing much useful and important information and instruction on all kinds of glass—which you ought to know—as well as a numerous variety of designs and illustrations of glass now used in modern buildings.

EVERY KIND OF PLATE AND WINDOW GLASS IN STOCK.

TORONTO PLATE GLASS IMPORTING CO.,

Hill & Rutherford

Warerooms and Offices—135 to 143 Victoria St.
Bending Works—209 to 213 Victoria St.

TORONTO

PRESSED SPIKES.

Discount 20 per cent.

PULLEYS.

Hothouse	per doz.	0 55	1 00
Axle	"	0 22	0 33
Screw	"	0 27	1 00
Awning	"	0 35	2 50

PUMPS.

Canadian cistern	1 80	3 60
Canadian pitcher spout	1 40	2 10

PUNCHES.

Saddler's	per doz.	1 00	1 85
Conductor's	"	9 00	15 00
Tinners', solid	per set	....	0 72
" hollow	per inch	....	1 00

RANGE BOILERS.

Dominion, 30 gallon	net	6 00
" 35 "	"	7 00
" 40 "	"	8 00
Ronald's Galvanized, 30 gallon,	"	7 40
" " 35 "	"	8 40
" " 40 "	"	9 60
Copper, 30 gallon	"	22 00
" 35 "	"	24 00
" 40 "	"	26 00

Discount off copper boilers 15 per cent.

RAKES.

Wood..... per doz. net 1 20 up.

RAZORS. per doz.

Elliot's	4 00	18 00
Geo. Butler's & Co.'s	4 00	18 00
Boker's	7 50	11 00
" King Cutter	12 50	15 00
Wade & Butcher's	3 60	10 00
Theile & Quack's	7 00	12 00
Bailey's	6 00	12 00
Bailey's Brantford	10 00	11 00
Carbo Magnetic	....	15 00
Griffon Barber's Favorite	....	10 75
Griffon No. 65	....	13 00
Griffon Safety Razors	....	13 50
Griffon Stropping Machines	....	13 50
Lewis Bros. "Klean Kutter"	8 50	10 50

REGISTERS.

Discount 40 per cent.

RIVETS AND BURRS.

Iron Rivets, black and tinned, discount 60 and 10 per cent.
Iron Burrs, discount 55 per cent.
Extras on Iron Rivets in 1-lb. cartons, ½c. per lb.
Extras on Iron Rivets in ½-lb cartons, 1c. per lb.
Copper Rivets, with usual proportion burrs, 45 per cent. discount. Cartons, 1c. per lb. extra, net.
Copper Burrs only, discount 30 and 10 per cent.
Extras on Tinned or Coppered Rivets, ½-lb. cartons, 1c. per lb.

RIVET SETS.

Canadian, discount 35 to 37½ per cent.

ROPE, ETC.

Sisal	0 11½
Pure Manilla	0 14½
"British" Manilla	0 12
Cotton, 3-16 inch and larger	0 16
" 5-32 inch	0 21
" ¼ inch	0 22
Russia Deep Sea	0 15
Jute	0 08
Lath Yarn, single	0 11
" double	0 11½
Sisal bed cord, 48 feet per doz.	0 65
" " 60 feet "	0 80
" " 72 feet "	0 95

RULES.

Boxwood, discount 55 per cent.
Ivory, discount 37½ to 40 per cent.

SAD IRONS.

Mrs. Potts, No. 55, polished...per set	0 70	
" No. 50, nickle-plated, "	0 80	

SAND AND EMERY PAPER.

B. & A. sand, discount, 40 and 5 per cent
Emery, discount 40 per cent.
Garnet (Rurton's) 5 to 10 per cent. advance on list.

SAP SPOUTS.

Bronzed iron with hooks ....per 1,000 9 50

SAWS.

Hand, Disston's, discount 12½ per cent.
S. & D., discount 40 per cent.
Crosscut, Disston's...per foot 0 35 0 55
S. & D., discount 35 per cent. on Nos. 2 and 3.
Hack, complete.....each 0 75 2 75
" frame only 0 75

SASH WEIGHTS.

Sectional	per 100 lb.	2 50	2 75
Solid	"	1 75	2 00

SASH CORD.

Per lb..... 0 25 0 30

SAW SETS. per doz.

Lincoln and Whiting	4 75
Hand Sets, No. 1 Woodyatt (Morrill)	4 25
X-Cut Sets, No. 3 Woodyatt (Morrill)	9 50

SCALES.

Gurney Standard, 40 per cent.
Gurney Champion, 50 per cent.
Burrow, Stewart & Milne—
Imperial Standard, discount 40 per cent.
Weigh Beams, discount 35 per cent.
Champion Scales, discount 50 per cent.
Fairbanks standard, discount 35 per cent.
" Dominion, discount 55 per cent
" Richelieu, discount 55 per cent.
Warren's new Standard, discount 40 per cent.
" " Champion, discount 50 per cent.
" Weighbeams, discount 35 per cent.

SCREW DRIVERS.

Sargent's ....per doz. 0 65 1 00

SCREEN DOORS.

Common doors, 2 or 3 panel, walnut stained, 4-in. style.....per doz. 6 80
Common doors, 2 or 3 panel, yellow and green stained, 4-in. style...per doz. 7 00
Common doors, 2 or 3 panel, in natural colors, oil finish .....per doz. 8 15
3-in. style 20c. per dozen less.

SCREWS.

Wood, F. H., bright and steel, discount 87½ per cent.
Wood, R. H., bright, dis. 82½ per cent.
" F. H., brass, dis. 80 per cent.
" R. H., " dis. 75 per cent.
" F. H., bronze, dis. 75 per cent.
" R. H., " dis. 70 per cent.
Drive Screws, dis. 87½ per cent.

Bench, wood	per doz.	3 25	4 00
" iron	"	4 25	5 00

Set, case hardened, dis. 60 per cent.
Square Cap, dis. 50 and 5 per cent.
Hexagon Cap, dis. 45 per cent.

SCYTHES.

Per doz. net..... 6 00 9 00

SCYTHE SNATHS.

Canadian, discount 40 per cent.

SHEARS.

Bailey Cutlery Co., full nickeled, discou and 2½ per cent.
Bailey Cutlery, Japan Handles, discount 67½ per cent.
Seymour's, discount 50 and 10 per cent.

SHOVELS AND SPADES.

Canadian, discount 45 per cent.

SINKS.

Cast iron, 16 x 24	....	0 85
" 18 x 30	....	1 00
" 18 x 36	....	1 40

SNAPS.

Harness, German, discount 25 per cent.
Lock, Andrews' 4 50 11 50

SOLDERING IRONS.

1, 1½-lb	per lb.	37
2-lb. or over	"	0 34

SQUARES.

Iron, No. 493	per doz.	2 40	2 55
" No. 494	"	3 25	3 40

Steel, discount 60 to 60 and 5 per cent.
Try and Bevel, discount 50 to 52½ per cent.

STAMPED WARE.

Plain, discount 75 and 12½ per cent. off revised list.
Retinned, discount 75 per cent off revised list.

STAPLES.

Galvanized	3 25	3 50
Plain	2 90	3 15

Coopers', discount 45 per cent.
Poultry netting staples, discount 40 per cent.

STOCKS AND DIES.

American discount 25 per cent.

STONE.

Washita	per lb.	0 28	0 60
Hindostan	"	0 06	0 07
" slip	"	0 09	0 09
Labrador	"	....	0 13
" Axe	"	....	0 15
Turkey	"	....	0 50
Arkansas	"	....	1 50
Water-of-Ayr	"	....	0 10
Scythe	per gross	3 50	5 00
Grind, 2-in., 40 to 200 lb., per ton		....	25 00
" " under 40 lb.,	"	....	28 00
" under 2 in. thick,	"	....	29 00

STOVEPIPES.

5 and 6 inch, per 100 lengths	....	7 00
7 inch	" "	7 50

ENAMELINE STOVE POLISH.

No. 4, 3 doz. in case..net cash	....	4 80
No. 6, 3 doz. in ase.. "	....	8 40

TACKS, BRADS, ETC.

Carpet tacks, blued	80 and 15
" " tinned	80 and 20
" " (in kegs)	40
Cut tacks, blued, in dozens only	80
" ¼ weights	60
Swedes cut tacks, blued and tinned—	
In bulk	80 and 10
In dozens	75
Swedes, upholsterers', bulk...85, 12½ and 12½	
" brush, blued and tinned bulk	70
Swedes, gimp, blued, tinned and japanned	75 and 12½
Zinc tacks	35
Leather carpet tacks	55
Copper tacks	50
Copper nails	52½
Trunk nails, black	65 and 5
Trunk nails, tinned	65 and 10
Clout nails, blued	65 and 5
Chair nails	35
Patent brads	40
Fine finishing	40
Lining tacks, in papers	10
" " in bulk	15
" " solid heads, in bulk	75
Saddle nails, in papers	10
" " in bulk	15
Tufting buttons, 22 line, in dozens only	60
Zinc glaziers' points	5
Double pointed tacks, papers	90 and 10
" " " bulk	40
Clinch and duck rivets	45

TAPE LINES.

English, ass skin	per doz.	2 75 5 00
English, Patent Leather		5 50 9 75
Chesterman's	each	0 90 2 85
" steel	each	0 80 8 00

TINNERS' SNIPS.

Bailey's, discount 25 per cent.

THERMOMETERS.

Tin case and dairy, discount 75 to 75 and 10 per cent.

TRAPS (steel.)

Game, Newhouse, discount 25 per cent.
Game, H. & N., P. S. & W., 65 per cent.
Game, steel, 72½, 75 per cent.

TROWELS.

Disston's, discount 10 per cent.

German	per doz.	4 75	6 00

S. & D., discount 35 per cent.

TWINES.

Bag, Russian	per lb.	.... 0 27
Wrapping, cotton, 3-ply		.... 0 19
" " 4-ply		.... 0 23
Mattress	per lb.	0 33 0 45
Staging	"	0 27 0 35

VISES.

Wright's	....	0 13½
Brook's	....	0 12½
Pipe Vise, Hinge, No. 1	....	3 50
" " " No. 2	....	5 50
Saw Vise	4 50	9 00

ENAMELLED WARE.

White, Princess, Turquoise, Blue and White discount 50 per cent.
Diamond, Famous, Premier, discount 50 and 10 per cent.
Granite or Pearl, Imperial, Crescent, discount 50, 10 and 10 per cent.

WIRE.

Smooth Steel Wire.

No. 0-9 gauge		$2 50
10 "	6c.	extra.
11 "	12c.	"
12 "	20c.	"
13 "	30c.	"
14 "	40c.	"
15 "	55c.	"
16 "	70c.	"

Add 60c. for coppering and $2 for tinning.
Extra net per 100 lb.—Oiled wire 10c., spring wire $1.25, special hay baling wire 30c., best steel wire 75c., bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb. hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.
Fine Steel Wire, discount 25 per cent. List of extras: In 100-lb. lots: No. 17, $5—No. 18, $5.50—No. 19, $6—No. 20, $6.65—No. 21, $7—No. 22, $7.30—No. 23, $7,65—No. 24, $8—No. 25, $9—No. 26, $9.50—No. 27, $10—No. 28, $11—No. 29, $12—No. 30, $13—No. 31, $14—No. 32, $15—No. 33, $16—No. 34, $17. Extras net—tinned wire, Nos. 17-25, $2—Nos. 26-31, $4—Nos. 32-34, $6. Coppered, 5c.—oiling, 10c.—in 25-lb. bundles, 15c.—in 5 and 10-lb. bundles, 25c.—in 1-lb. hanks, 25c. —in ½-lb. hanks, 38c,—in ¼-lb. hanks, 50c.—packed in casks or cases, 15c.—bagging or papering, 10c.
Brass wire, discount 62½ per cent. off the list.
Copper wire, discount 62½ per cent. net cash 30 days, f.o.b factory.
Galvanized wire, per 100 lb.—Nos. 4 and 5, $3.70 to $3.90—Nos. 6, 7, 8, $3.15 to $3.35 —No. 9, $2.50 — No. 10, $3.20 to $3.40 —No. 11, $3.25 to $3.45 — No. 12, $2.6[illegible] —No. 13, $2.75—No. 14. $3.75 to $3.95—No 15, $4.30—No. 16. $4.30. Base sizes, Nos. 6 to 9, $2.27½ f.o.b. Cleveland. In carlots 12½c. less.
Clothes Line Wire, regular 7 strand, No. 17, $4.65; No. 18. $2.90; No. 19, $2.60. Hollow 6 strand, No. 17, $4.30; No. 18, $2.70; No. 19, $2.35; No. 20, $2.30, f.o.b. Hamilton, Toronto, Montreal.

WIRE FENCING.

Galvanized barb	2 80
Galvanized, plain twist	2 90

Galvanized barb, f.o.b. Cleveland, $2 55½ in less than carlots, and $2 45 in carlots.

COILED SPRING WIRE.

High Carbon, No. 9	$2 75
" No. 11	3 40
" No. 12	2 95

WIRE CLOTH.

Painted Screen, per 100 sq. ft., net.. 1 50
Terms, 3 per cent. off 30 days.

WASTE COTTON.

Colored	per lb. 0
White	" 0 08

WRENCHES.

Acme, discount 35 to 37½ per cent.
Agricultural, discount 60 per cent.
Coe's Genuine, discount 20 to 25 per cent.

Towers' Engineer	each	2 00	7 00
" S.	per doz.	5 80	6 00
G. & K.'s Pipe	"	....	3 40
Burrell's Pipe	each	....	3 00
Pocket	per doz.	0 25	2 90

WRINGERS.

Leader	per doz.	30 00	33 00
Royal Canadian	"	....	24 00
Royal American	"	....	24 00
Sampson	"	....	24 00
Lightning	"	....	27 00

Terms, 4 months, or 3 per cent. 30 days.

WROUGHT IRON WASHERS.

Canadian make, discount 40 per cent.

ALEXANDER GIBB

Manufacturers' Agent and Metal Broker,
13 St. John Street, Montreal

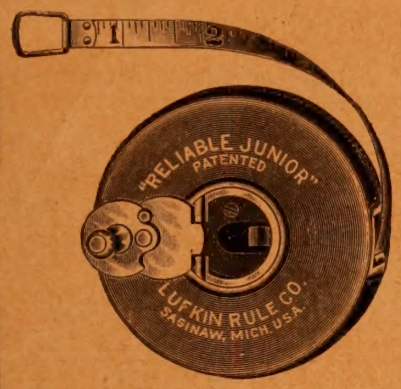
Representing British and American Manufacturers. Correspondence invited from firms wishing to be represented in Canada.

Standard Paint & Varnish Works.
Limited
Makers of High Grade Varnishes, Japans, Paints, Colors & Enamels.
Windsor, Ont.

"Bailey Brand" Cutlery is best in quality.
"Bailey Brand" Cutlery is best in appearance.
"Bailey Brand" Cutlery is lowest in price.
"Bailey Brand" Cutlery is "Made in Canada."
"Bailey Brand" Cutlery is most profitable to Merchant.
"Bailey Brand" Cutlery is most satisfactory to customer.
"Bailey Brand" Cutlery is all fully warranted.

Razors, Shears, Scissors, Tinners' Snips, Butcher Knives and Razors.

BAILEY CUTLERY CO.
BRANTFORD, ONT. Limited



LUFKIN MEASURING TAPES

Steel, Metallic, Linen, Pocket, Ass Skin, Pat. Leather, Bend Leather, Etc.

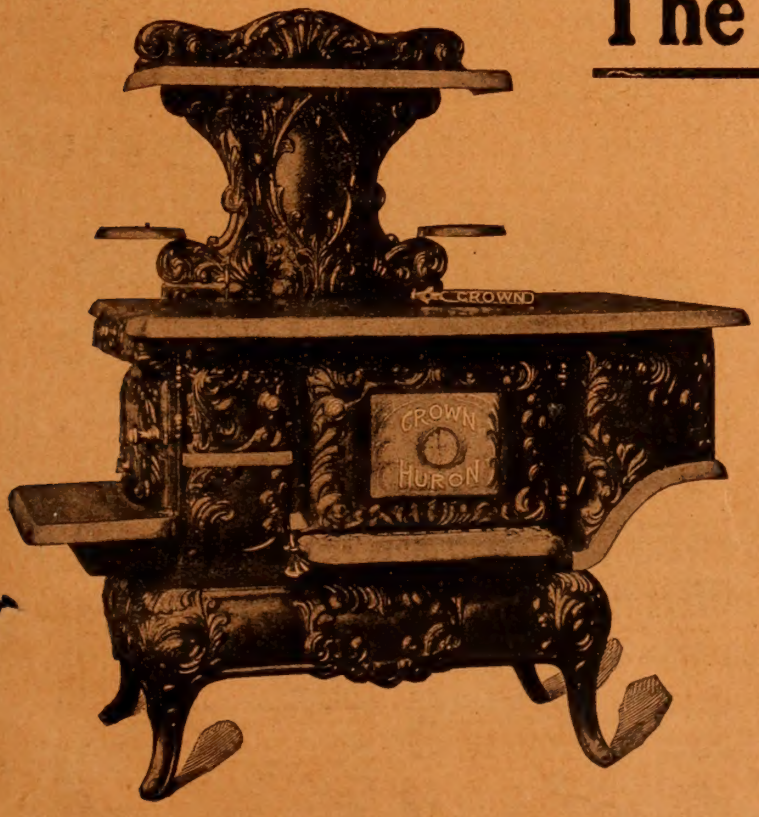
ARE THE BEST AND MOST POPULAR TAPES IN THE WORLD.
YOUR STOCK IS NOT COMPLETE WITHOUT THEM.

LUFKIN RULE CO., Saginaw, Mich, U.S.A.

New York City Branch—280 Broadway.

For sale by ALL PROMINENT CANADIAN HARDWARE JOBBERS.

"QUALITY FIRST AND ALWAYS."



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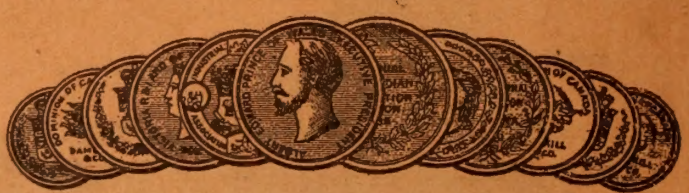

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